

United States

1997

Issued March 2000

EC97W42A-US(RV)

1997 Economic Census

Wholesale Trade

Geographic Area Series



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Economics and Statistics Administration
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-- Not applicable for this report.

Introduction to the Economic Census

PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the Nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in 2 and 7.

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

- Policymaking agencies of the Federal Government use the data to monitor economic activity and assess the effectiveness of policies.
- State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.
- Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.
- Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

ALL-NEW INDUSTRY CLASSIFICATIONS

Data from the 1997 Economic Census are published primarily on the basis of the North American Industry Classification System (NAICS), unlike earlier censuses, which were published according to the Standard Industrial Classification (SIC) system. NAICS is in the process of being adopted in the United States, Canada, and Mexico. Most economic census reports cover one of the following NAICS sectors:

| | |
|-------|--------------------------------|
| 21 | Mining |
| 22 | Utilities |
| 23 | Construction |
| 31-33 | Manufacturing |
| 42 | Wholesale Trade |
| 44-45 | Retail Trade |
| 48-49 | Transportation and Warehousing |
| 51 | Information |

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

(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), covered by the census of governments conducted by the Census Bureau.)

The 20 NAICS sectors are subdivided into 96 subsectors (three-digit codes), 313 industry groups (four-digit codes), and, as implemented in the United States, 1170 industries (five- and six-digit codes).

RELATIONSHIP TO SIC

While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The industry definitions discuss the relationships between NAICS and SIC industries. Where changes are significant, it will not be possible to construct time series that include data for points both before and after 1997.

For 1997, data for auxiliary establishments (those functioning primarily to manage, service, or support the activities of their company's operating establishments, such as a central administrative office or warehouse) will not be included in the sector-specific reports. These data will be published separately.

GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for the states, metropolitan areas (MAs), counties, parishes, and corporate municipalities including cities, towns, villages, and boroughs. Respondents were

required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from Internal Revenue Service tax forms is used as a basis for coding.

BASIS OF REPORTING

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company.

DOLLAR VALUES

All dollar values presented are expressed in current dollars; i.e., 1997 data are expressed in 1997 dollars, and 1992 data, in 1992 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

AVAILABILITY OF ADDITIONAL DATA

Reports in Print and Electronic Media

All results of the 1997 Economic Census are available on the Census Bureau Internet site (www.census.gov) and on compact discs (CD-ROM) for sale by the Census Bureau. Unlike previous censuses, only selected highlights are published in printed reports. For more information, including a description of electronic and printed reports being issued, see the Internet site, or write to U.S. Census Bureau, Washington, DC 20233-8300, or call Customer Services at 301-457-4100.

Special Tabulations

Special tabulations of data collected in the 1997 Economic Census may be obtained, depending on availability of time and personnel, in electronic or tabular form. The data will be summaries subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) that govern the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief of the division named below, U.S. Census Bureau, Washington, DC 20233-8300. To discuss a special tabulation before submitting specifications, call the appropriate division:

Manufacturing and Construction Division 301-457-4673
Service Sector Statistics Division 301-457-2668

HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some covering service trades in 1933. Censuses of construction, manufacturing, and the other business service censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated: providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other Federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census questionnaires.

The range of industries covered in the economic censuses expanded between 1967 and 1992. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. All of the census reports printed since 1967 are still available for sale on microfiche from the Census Bureau. CD-ROMs issued from the 1987 and 1992 Economic Censuses contain databases including nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1997 Economic Census and Related Statistics* at www.census.gov/econguide. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1997 Economic Census* at www.census.gov/econ/www/history.html.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with the 1997 Economic Census data:

| | |
|---|--|
| A | Standard error of 100 percent or more. |
| D | Withheld to avoid disclosing data of individual companies; data are included in higher level totals. |
| F | Exceeds 100 percent because data include establishments with payroll exceeding revenue. |
| N | Not available or not comparable. |
| Q | Revenue not collected at this level of detail for multiestablishment firms. |
| S | Withheld because estimates did not meet publication standards. |

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

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Wholesale Trade

SCOPE

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

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

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

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

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

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

GENERAL

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

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

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

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

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

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

GEOGRAPHIC AREAS COVERED

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

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

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

COMPARABILITY OF THE 1992 AND 1997 CENSUSES

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

DISCLOSURE

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

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

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

Table 1. Summary Statistics for the United States: 1997

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|----------------------|--|-------------------------|-----------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES | | | | | | | | | |
| 42 | Wholesale trade | '453 470 | '4 059 657 778 | '214 915 405 | '51 072 571 | '5 796 557 | '443 572 909 | '254 668 624 | '272 240 419 |
| | Wholesaler distributors and jobbers | '338 872 | '1 810 729 648 | '139 226 763 | '32 247 200 | '4 099 316 | '278 742 393 | '171 717 158 | '186 439 084 |
| | Importers | 14 417 | 167 711 233 | 7 825 008 | 1 840 240 | '197 461 | '19 707 714 | '16 867 434 | 17 809 535 |
| | Exporters | 12 236 | 142 472 502 | 3 813 247 | 879 711 | 97 170 | 9 029 656 | 7 047 391 | 7 293 562 |
| | Own brand importer-marketers | 3 609 | 136 820 090 | 5 042 085 | 1 182 310 | 105 433 | 15 654 197 | 12 566 906 | 12 757 455 |
| | Terminal grain elevators | 237 | 8 469 595 | 87 838 | 20 565 | 2 989 | 239 783 | 592 514 | 583 545 |
| | Country grain elevators | 4 387 | 39 131 485 | 970 766 | 219 540 | 36 277 | 2 655 524 | 4 061 406 | 4 224 079 |
| | Assemblers of farm products, except country grain elevators | 2 572 | 27 796 634 | 1 407 584 | 316 108 | 52 446 | 3 056 660 | 1 768 675 | 1 732 319 |
| | Sales branches (with stock) | 16 847 | 493 596 675 | 25 273 265 | 6 449 307 | 555 256 | 56 839 215 | 39 467 315 | 40 758 311 |
| | Sales offices (without stock) | '12 458 | '765 278 094 | '20 638 501 | '5 513 910 | '366 952 | '38 212 064 | — | — |
| | Auction companies | 1 304 | '70 173 898 | '713 398 | '167 003 | 59 466 | 1 518 492 | 20 413 | 40 327 |
| | Brokers | '8 607 | '115 264 528 | '2 152 719 | '483 611 | '58 263 | '3 786 303 | 74 055 | 74 611 |
| | Commission merchants | 6 784 | 57 742 156 | 1 477 138 | 337 743 | 39 709 | 2 823 359 | 94 091 | 103 195 |
| | Import agents | 609 | 8 958 472 | 189 350 | 42 620 | 3 201 | 404 378 | 92 584 | 86 714 |
| | Export agents | 1 282 | 18 817 977 | 171 395 | 37 464 | 4 839 | 365 302 | 25 451 | 18 003 |
| | Manufacturers' agents | 29 249 | '196 694 791 | 5 926 348 | 1 335 239 | 117 779 | 10 537 869 | 273 231 | 319 679 |
| 421 | Wholesale trade, durable goods | 290 629 | '2 179 717 376 | '133 236 997 | '31 746 275 | '3 398 261 | '266 145 569 | '162 459 247 | 173 780 143 |
| 4211 | Motor vehicle & motor vehicle parts & supplies whsle | '29 328 | '533 352 124 | '11 458 634 | '2 717 906 | '375 731 | '25 885 694 | '22 154 986 | '22 912 616 |
| 42111 | Automobile & other motor vehicle whsle | 7 664 | '428 356 355 | '4 638 901 | '1 112 419 | 150 947 | 11 918 759 | 11 029 961 | 11 354 906 |
| 421110 | Automobile & other motor vehicle whsle | 7 664 | '428 356 355 | '4 638 901 | '1 112 419 | 150 947 | 11 918 759 | 11 029 961 | 11 354 906 |
| 4211101 | Automobile & motorcycle whsle | 3 952 | '232 780 708 | '1 767 828 | '423 461 | 70 675 | 6 747 838 | 5 923 861 | 5 929 998 |
| 4211102 | Bus & recreational vehicle whsle | 387 | 3 059 157 | 152 468 | 33 148 | 5 047 | 296 287 | 314 572 | 330 134 |
| 4211103 | Light truck & van (14,000 lb or less) whsle | 548 | 159 991 093 | 427 702 | 115 721 | 9 552 | 1 084 059 | 639 350 | 693 992 |
| 4211104 | Medium truck & tractor (14,001 lb to 26,000 lb) whsle | 516 | 4 375 397 | 275 806 | 66 215 | 7 929 | 527 348 | 515 487 | 561 016 |
| 4211105 | Heavy truck & tractor (over 26,000 lb) whsle | 2 261 | 28 150 000 | 2 015 097 | 473 874 | 57 744 | 3 263 227 | 3 636 691 | 3 839 766 |
| 42112 | Motor vehicle supplies & new parts whsle | '12 620 | '83 214 728 | '5 065 064 | '1 194 084 | '156 038 | '10 352 383 | '9 292 870 | '9 596 993 |
| 421120 | Motor vehicle supplies & new parts whsle | '12 620 | '83 214 728 | '5 065 064 | '1 194 084 | '156 038 | '10 352 383 | '9 292 870 | '9 596 993 |
| 4211201 | Motor vehicle supplies & new parts—warehouse distributors | '5 095 | '30 313 120 | '2 002 699 | '463 650 | '67 362 | '4 263 504 | '3 664 092 | '3 782 062 |
| 4211202 | Motor vehicle supplies & new parts—jobbers | 6 942 | 51 468 506 | 2 905 299 | 693 404 | 84 003 | 5 811 842 | 5 501 479 | 5 674 111 |
| 4211203 | Petroleum products marketing equipment whsle | 583 | 1 433 102 | 157 066 | 37 030 | 4 673 | 277 037 | 127 299 | 140 820 |
| 42113 | Tire & tube whsle | 1 939 | 16 508 934 | 782 893 | 183 257 | 22 939 | 1 640 693 | 1 087 205 | 1 166 572 |
| 421130 | Tire & tube whsle | 1 939 | 16 508 934 | 782 893 | 183 257 | 22 939 | 1 640 693 | 1 087 205 | 1 166 572 |
| 42114 | Motor vehicle parts, (used) whsle | 7 105 | 5 272 107 | 971 776 | 228 146 | 45 807 | 1 973 859 | 744 950 | 794 145 |
| 421140 | Motor vehicle parts, (used) whsle | 7 105 | 5 272 107 | 971 776 | 228 146 | 45 807 | 1 973 859 | 744 950 | 794 145 |
| 4212 | Furniture & home furnishings whsle | 15 246 | 75 006 478 | 5 316 976 | 1 225 440 | 157 465 | 11 697 560 | 5 472 358 | 6 007 773 |
| 42121 | Furniture whsle | 6 697 | 31 898 583 | 2 415 323 | 555 931 | 65 930 | 4 931 567 | 1 705 458 | 1 866 930 |
| 421210 | Furniture whsle | 6 697 | 31 898 583 | 2 415 323 | 555 931 | 65 930 | 4 931 567 | 1 705 458 | 1 866 930 |
| 4212101 | Household & lawn furniture whsle | 3 304 | 12 079 496 | 698 636 | 166 690 | 23 346 | 1 597 351 | 918 762 | 995 971 |
| 4212102 | Office & business furniture whsle | 3 393 | 19 819 087 | 1 716 687 | 389 241 | 42 584 | 3 334 216 | 786 696 | 870 959 |
| 42122 | Home furnishings whsle | 8 549 | 43 107 895 | 2 901 653 | 669 509 | 91 535 | 6 765 993 | 3 766 900 | 4 140 843 |
| 421220 | Home furnishings whsle | 8 549 | 43 107 895 | 2 901 653 | 669 509 | 91 535 | 6 765 993 | 3 766 900 | 4 140 843 |
| 4212201 | Household china, glassware, & crockery whsle | 1 332 | 6 744 886 | 478 488 | 108 490 | 16 343 | 1 269 407 | 859 253 | 887 509 |
| 4212202 | Linens, domestics, draperies, & curtains whsle | 1 876 | 11 337 298 | 658 252 | 152 175 | 20 019 | 1 440 515 | 704 761 | 805 239 |
| 4212203 | Floor coverings whsle | 2 591 | 16 467 044 | 1 044 511 | 245 571 | 30 315 | 2 202 428 | 1 211 094 | 1 340 545 |
| 4212204 | Other home furnishings whsle | 2 750 | 8 558 667 | 720 402 | 163 273 | 24 858 | 1 853 643 | 991 792 | 1 107 550 |
| 4213 | Lumber & other construction materials whsle | 14 267 | 89 175 875 | 5 296 176 | 1 227 622 | 155 535 | 10 717 929 | 6 367 862 | 6 764 054 |
| 42131 | Lumber, plywood, millwork, & wood panel whsle | 6 767 | 60 455 924 | 3 126 436 | 736 657 | 88 905 | 6 133 048 | 4 373 481 | 4 600 369 |
| 421310 | Lumber, plywood, millwork, & wood panel whsle | 6 767 | 60 455 924 | 3 126 436 | 736 657 | 88 905 | 6 133 048 | 4 373 481 | 4 600 369 |
| 4213101 | Lumber without yard whsle | 1 627 | 17 143 755 | 529 208 | 131 340 | 12 611 | 991 480 | 614 336 | 636 263 |
| 4213102 | Lumber with yard whsle | 1 599 | 15 464 304 | 890 605 | 203 841 | 27 481 | 1 801 201 | 1 603 086 | 1 728 437 |
| 4213103 | Plywood, veneer, millwork, & wood panel whsle | 3 541 | 27 847 865 | 1 706 623 | 401 476 | 48 813 | 3 340 367 | 2 156 059 | 2 235 669 |
| 42132 | Brick, stone, & related construction materials whsle | 3 026 | 10 711 750 | 761 681 | 168 106 | 23 753 | 1 692 184 | 775 319 | 846 315 |
| 421320 | Brick, stone, & related construction materials whsle | 3 026 | 10 711 750 | 761 681 | 168 106 | 23 753 | 1 692 184 | 775 319 | 846 315 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle | 1 184 | 3 546 360 | 284 096 | 66 310 | 9 941 | 619 783 | 333 266 | 357 316 |
| 4213202 | Sand, gravel, & stone whsle | 1 012 | 2 001 239 | 239 974 | 49 004 | 7 775 | 539 309 | 188 511 | 212 072 |
| 4213203 | Cement, lime, & related products whsle | 830 | 5 164 151 | 237 611 | 52 792 | 6 037 | 533 092 | 253 542 | 276 927 |
| 42133 | Roofing, siding, & insulation material whsle | 1 584 | 9 811 545 | 601 826 | 133 556 | 16 402 | 1 298 095 | 595 540 | 651 224 |
| 421330 | Roofing, siding, & insulation material whsle | 1 584 | 9 811 545 | 601 826 | 133 556 | 16 402 | 1 298 095 | 595 540 | 651 224 |
| 4213301 | Roofing, siding, & insulation material whsle | 1 584 | 9 811 545 | 601 826 | 133 556 | 16 402 | 1 298 095 | 595 540 | 651 224 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4213 | Lumber & other construction materials whsle—Con. | | | | | | | | |
| 42139 | Other construction materials whsle . . . | 2 890 | 8 196 656 | 806 233 | 189 303 | 26 475 | 1 594 602 | 623 522 | 666 146 |
| 421390 | Other construction materials whsle | 2 890 | 8 196 656 | 806 233 | 189 303 | 26 475 | 1 594 602 | 623 522 | 666 146 |
| 4213901 | Flat glass & other construction glass whsle | 669 | 1 950 805 | 235 834 | 57 069 | 8 197 | 456 813 | 130 217 | 134 854 |
| 4213902 | Other construction materials whsle | 2 221 | 6 245 851 | 570 399 | 132 234 | 18 278 | 1 137 789 | 493 305 | 531 292 |
| 4214 | Professional & commercial equipment & supplies whsle | 45 351 | 367 383 550 | 33 292 437 | 8 317 953 | 716 113 | 62 642 404 | 24 912 094 | 27 009 852 |
| 42141 | Photographic equipment & supplies whsle | 1 379 | 16 679 051 | 929 865 | 217 200 | 21 195 | 2 170 358 | 1 200 133 | 1 222 355 |
| 421410 | Photographic equipment & supplies whsle | 1 379 | 16 679 051 | 929 865 | 217 200 | 21 195 | 2 170 358 | 1 200 133 | 1 222 355 |
| 42142 | Office equipment whsle | 7 319 | 36 646 598 | 5 421 076 | 1 376 025 | 143 381 | 9 434 843 | 2 583 465 | 2 702 445 |
| 421420 | Office equipment whsle | 7 319 | 36 646 598 | 5 421 076 | 1 376 025 | 143 381 | 9 434 843 | 2 583 465 | 2 702 445 |
| 42143 | Computer & computer peripheral equipment & software whsle | 16 929 | 221 447 412 | 17 305 512 | 4 426 859 | 317 662 | 31 216 252 | 12 835 855 | 13 983 239 |
| 421430 | Computer & computer peripheral equipment & software whsle | 16 929 | 221 447 412 | 17 305 512 | 4 426 859 | 317 662 | 31 216 252 | 12 835 855 | 13 983 239 |
| 4214301 | Computer & peripheral equipment whsle | 14 080 | 209 760 805 | 15 450 012 | 3 995 317 | 282 335 | 27 843 140 | 12 344 695 | 13 428 595 |
| 42143011 | Computers & peripheral equipment for resale | 5 657 | 115 317 362 | 4 275 564 | 1 035 136 | 91 857 | 9 030 685 | 8 708 957 | 9 594 264 |
| 42143012 | Computers & peripheral equipment for end use | 8 423 | 94 443 443 | 11 174 448 | 2 960 181 | 190 478 | 18 812 455 | 3 635 738 | 3 834 331 |
| 4214302 | Computer software (packaged) whsle | 2 849 | 11 686 607 | 1 855 500 | 431 542 | 35 327 | 3 373 112 | 491 160 | 554 644 |
| 42144 | Other commercial equipment whsle | 5 380 | 15 914 735 | 1 754 684 | 402 801 | 52 186 | 3 381 852 | 1 197 539 | 1 291 756 |
| 421440 | Other commercial equipment whsle | 5 380 | 15 914 735 | 1 754 684 | 402 801 | 52 186 | 3 381 852 | 1 197 539 | 1 291 756 |
| 4214401 | Restaurant & hotel equipment & supplies whsle | 3 165 | 10 686 971 | 1 012 146 | 230 787 | 30 890 | 1 942 318 | 790 577 | 855 376 |
| 4214402 | Store machines & equipment whsle | 2 215 | 5 227 764 | 742 538 | 172 014 | 21 296 | 1 439 534 | 406 962 | 436 380 |
| 42145 | Medical, dental, & hospital equipment & supplies whsle | 9 782 | 58 791 711 | 5 746 165 | 1 386 809 | 121 572 | 11 851 627 | 5 160 001 | 5 749 898 |
| 421450 | Medical, dental, & hospital equipment & supplies whsle | 9 782 | 58 791 711 | 5 746 165 | 1 386 809 | 121 572 | 11 851 627 | 5 160 001 | 5 749 898 |
| 4214501 | Surgical, medical, & hospital supplies whsle | 8 721 | 54 484 063 | 5 125 079 | 1 243 720 | 106 502 | 10 645 826 | 4 681 500 | 5 232 071 |
| 4214502 | Dental equipment & supplies whsle | 1 061 | 4 307 648 | 621 086 | 143 089 | 15 070 | 1 205 801 | 478 501 | 517 827 |
| 42146 | Ophthalmic goods whsle | 1 781 | 6 865 265 | 867 808 | 206 531 | 28 260 | 1 912 263 | 757 910 | 828 689 |
| 421460 | Ophthalmic goods whsle | 1 781 | 6 865 265 | 867 808 | 206 531 | 28 260 | 1 912 263 | 757 910 | 828 689 |
| 42149 | Other professional equipment & supplies whsle | 2 781 | 11 038 778 | 1 267 327 | 301 728 | 31 857 | 2 675 209 | 1 177 191 | 1 231 470 |
| 421490 | Other professional equipment & supplies whsle | 2 781 | 11 038 778 | 1 267 327 | 301 728 | 31 857 | 2 675 209 | 1 177 191 | 1 231 470 |
| 4214901 | Religious & school supplies whsle | 456 | 1 495 661 | 175 321 | 39 860 | 5 811 | 383 381 | 147 111 | 164 528 |
| 4214902 | Other professional equipment & supplies whsle | 2 325 | 9 543 117 | 1 092 006 | 261 868 | 26 046 | 2 291 828 | 1 030 080 | 1 066 942 |
| 4215 | Metal & mineral (except petroleum) whsle | 12 583 | 150 493 610 | 6 898 028 | 1 595 361 | 174 029 | 14 115 369 | 13 746 559 | 14 559 365 |
| 42151 | Metal service centers & offices | 11 827 | 135 695 563 | 6 637 599 | 1 535 410 | 168 950 | 13 532 624 | 13 121 270 | 13 925 957 |
| 421510 | Metal service centers & offices | 11 827 | 135 695 563 | 6 637 599 | 1 535 410 | 168 950 | 13 532 624 | 13 121 270 | 13 925 957 |
| 4215101 | Ferrous metal service centers & sales offices | 9 437 | 106 496 206 | 5 338 101 | 1 229 010 | 138 934 | 10 857 387 | 10 372 132 | 10 921 109 |
| 42151011 | Ferrous metal service centers | 6 412 | 69 014 037 | 4 683 412 | 1 078 180 | 123 914 | 9 551 100 | 10 372 132 | 10 921 109 |
| 42151012 | Ferrous metal sales offices | 3 025 | 37 482 169 | 654 689 | 150 830 | 15 020 | 1 306 287 | — | — |
| 4215102 | Nonferrous metal service centers & sales offices | 2 390 | 29 199 357 | 1 299 498 | 306 400 | 30 016 | 2 675 237 | 2 749 138 | 3 004 848 |
| 42151021 | Nonferrous metal service centers | 1 556 | 22 107 893 | 1 122 138 | 260 461 | 26 446 | 2 343 182 | 2 749 138 | 3 004 848 |
| 42151022 | Nonferrous metal sales offices | 834 | 7 091 464 | 177 360 | 45 939 | 3 570 | 332 055 | — | — |
| 42152 | Coal & other mineral & ore whsle | 756 | 14 798 047 | 260 429 | 59 951 | 5 079 | 582 745 | 625 289 | 633 408 |
| 421520 | Coal & other mineral & ore whsle | 756 | 14 798 047 | 260 429 | 59 951 | 5 079 | 582 745 | 625 289 | 633 408 |
| 4215201 | Coal whsle | 452 | 10 037 343 | 158 986 | 35 749 | 3 037 | 357 803 | 238 632 | 252 383 |
| 4215202 | Other mineral & ore whsle | 304 | 4 760 704 | 101 443 | 24 202 | 2 042 | 224 942 | 386 657 | 381 025 |
| 4216 | Electrical goods whsle | 38 234 | 357 691 888 | 22 524 717 | 5 483 454 | 475 766 | 43 723 893 | 19 795 782 | 21 462 916 |
| 42161 | Electrical apparatus & equip, wiring supp, & const material whsle | 13 431 | 85 861 019 | 6 028 387 | 1 426 667 | 144 585 | 11 038 538 | 5 675 640 | 6 029 976 |
| 421610 | Electrical apparatus & equip, wiring supp, & const material whsle | 13 431 | 85 861 019 | 6 028 387 | 1 426 667 | 144 585 | 11 038 538 | 5 675 640 | 6 029 976 |
| 42162 | Electrical appliance, television & radio set whsle | 3 895 | 54 683 947 | 2 079 747 | 481 012 | 50 922 | 6 073 720 | 3 953 254 | 4 265 594 |
| 421620 | Electrical appliance, television & radio set whsle | 3 895 | 54 683 947 | 2 079 747 | 481 012 | 50 922 | 6 073 720 | 3 953 254 | 4 265 594 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4216 | Electrical goods whsle—Con. | | | | | | | | |
| 42169 | Other electronic parts & equipment whsle | 20 908 | 217 146 922 | 14 416 583 | 3 575 775 | 280 259 | 26 611 635 | 10 166 888 | 11 167 346 |
| 421690 | Other electronic parts & equipment whsle | 20 908 | 217 146 922 | 14 416 583 | 3 575 775 | 280 259 | 26 611 635 | 10 166 888 | 11 167 346 |
| 4216901 | Communications equipment & supplies whsle | 9 180 | 88 413 555 | 8 091 469 | 2 116 989 | 152 279 | 14 076 505 | 3 692 360 | 4 129 201 |
| 4216902 | Electronic parts (excluding communications equipment) whsle | 11 728 | 128 733 367 | 6 325 114 | 1 458 786 | 127 980 | 12 535 130 | 6 474 528 | 7 038 145 |
| 4217 | Hardware, & plumbing & heating equipment & supplies whsle | 21 194 | 92 189 762 | 7 977 961 | 1 837 467 | 219 233 | 15 249 815 | 9 822 088 | 10 370 210 |
| 42171 | Hardware whsle | 9 473 | 44 063 674 | 3 865 008 | 879 374 | 110 963 | 7 342 028 | 4 938 173 | 5 298 245 |
| 421710 | Hardware whsle | 9 473 | 44 063 674 | 3 865 008 | 879 374 | 110 963 | 7 342 028 | 4 938 173 | 5 298 245 |
| 42172 | Plumbing & heating equipment & supplies (hydronics) whsle | 4 625 | 22 928 107 | 1 582 219 | 368 294 | 43 887 | 3 030 305 | 1 832 534 | 1 964 641 |
| 421720 | Plumbing & heating equipment & supplies (hydronics) whsle | 4 625 | 22 928 107 | 1 582 219 | 368 294 | 43 887 | 3 030 305 | 1 832 534 | 1 964 641 |
| 42173 | Warm air heating & air-conditioning equipment & supplies whsle | 5 524 | 20 062 710 | 2 013 489 | 471 804 | 51 252 | 3 932 992 | 2 446 751 | 2 498 546 |
| 421730 | Warm air heating & air-conditioning equipment & supplies whsle | 5 524 | 20 062 710 | 2 013 489 | 471 804 | 51 252 | 3 932 992 | 2 446 751 | 2 498 546 |
| 42174 | Refrigeration equipment & supplies whsle | 1 572 | 5 135 271 | 517 245 | 117 995 | 13 131 | 944 490 | 604 630 | 608 778 |
| 421740 | Refrigeration equipment & supplies whsle | 1 572 | 5 135 271 | 517 245 | 117 995 | 13 131 | 944 490 | 604 630 | 608 778 |
| 4218 | Machinery, equipment, & supplies whsle | 76 643 | 328 968 331 | 29 401 798 | 6 772 121 | 772 550 | 55 393 646 | 43 404 221 | 46 905 904 |
| 42181 | Construction & mining (except petroleum) machinery & equip whsle | 5 321 | 44 725 989 | 3 604 644 | 862 419 | 87 611 | 6 683 340 | 11 166 924 | 12 140 651 |
| 421810 | Construction & mining (except petroleum) machinery & equip whsle | 5 321 | 44 725 989 | 3 604 644 | 862 419 | 87 611 | 6 683 340 | 11 166 924 | 12 140 651 |
| 42182 | Farm & garden machinery & equipment whsle | 9 782 | 39 713 264 | 2 860 510 | 643 779 | 101 413 | 5 578 804 | 8 510 984 | 9 247 680 |
| 421820 | Farm & garden machinery & equipment whsle | 9 782 | 39 713 264 | 2 860 510 | 643 779 | 101 413 | 5 578 804 | 8 510 984 | 9 247 680 |
| 4218201 | Farm machinery & equipment—farm dealers | 6 931 | 21 996 353 | 1 898 402 | 427 060 | 72 177 | 3 457 808 | 6 404 218 | 6 994 668 |
| 4218202 | Farm machinery & equipment—whsle distributors | 2 122 | 13 486 595 | 643 692 | 144 052 | 19 867 | 1 410 579 | 1 404 776 | 1 517 644 |
| 4218203 | Lawn & garden machinery & equipment whsle | 729 | 4 230 316 | 318 416 | 72 667 | 9 369 | 710 417 | 701 990 | 735 368 |
| 42183 | Industrial machinery & equipment whsle | 35 674 | 139 946 952 | 14 167 699 | 3 238 229 | 342 008 | 26 426 084 | 13 953 455 | 14 863 422 |
| 421830 | Industrial machinery & equipment whsle | 35 674 | 139 946 952 | 14 167 699 | 3 238 229 | 342 008 | 26 426 084 | 13 953 455 | 14 863 422 |
| 4218301 | Food-processing machinery & equipment whsle | 1 333 | 4 273 371 | 496 582 | 115 224 | 12 098 | 906 693 | 449 556 | 482 438 |
| 4218302 | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle | 3 866 | 13 016 250 | 1 637 232 | 378 722 | 40 348 | 2 960 404 | 1 300 399 | 1 412 054 |
| 42183021 | Hydraulic & pneumatic pumps & motors whsle | 1 636 | 4 753 826 | 543 359 | 127 730 | 13 756 | 969 270 | 471 624 | 506 332 |
| 42183022 | Hydraulic & pneumatic parts, accessories, & supplies whsle | 2 230 | 8 262 424 | 1 093 873 | 250 992 | 26 592 | 1 991 134 | 828 775 | 905 722 |
| 4218303 | General-purpose industrial machinery & equipment whsle . | 11 101 | 42 641 534 | 4 279 378 | 965 711 | 102 295 | 8 140 762 | 3 902 321 | 4 203 829 |
| 4218304 | Metalworking machinery & equipment whsle | 4 092 | 19 008 973 | 1 603 844 | 363 648 | 35 524 | 3 130 563 | 2 381 201 | 2 366 943 |
| 4218305 | Materials handling equipment whsle | 4 642 | 18 803 215 | 2 371 197 | 559 533 | 63 169 | 4 079 742 | 1 785 899 | 1 883 410 |
| 4218306 | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . | 3 536 | 11 671 958 | 1 006 985 | 223 687 | 25 475 | 1 872 441 | 1 181 404 | 1 356 139 |
| 4218307 | Other industrial machinery & equipment whsle | 7 104 | 30 531 651 | 2 772 481 | 631 704 | 63 099 | 5 335 479 | 2 952 675 | 3 158 609 |
| 42184 | Industrial supplies whsle | 15 055 | 64 861 321 | 5 240 795 | 1 215 121 | 140 735 | 9 844 064 | 5 107 540 | 5 420 791 |
| 421840 | Industrial supplies whsle | 15 055 | 64 861 321 | 5 240 795 | 1 215 121 | 140 735 | 9 844 064 | 5 107 540 | 5 420 791 |
| 4218401 | General-line industrial supplies whsle | 2 176 | 4 367 291 | 554 823 | 129 777 | 16 136 | 1 004 860 | 474 631 | 504 136 |
| 4218402 | Mechanical power transmission supplies whsle | 2 917 | 13 895 428 | 1 027 321 | 239 619 | 28 097 | 1 968 660 | 1 404 407 | 1 531 024 |
| 4218403 | Welding supplies whsle | 2 141 | 4 750 926 | 649 262 | 150 474 | 19 335 | 1 283 334 | 497 409 | 516 948 |
| 4218404 | Industrial containers & supplies whsle | 1 763 | 9 931 630 | 574 198 | 125 587 | 15 879 | 1 114 467 | 308 136 | 322 520 |
| 4218405 | Industrial valves & fittings (except fluid-power) whsle | 1 552 | 6 805 404 | 731 411 | 169 645 | 16 740 | 1 355 872 | 859 508 | 882 080 |
| 4218406 | Other industrial supplies whsle . | 4 506 | 25 110 642 | 1 703 780 | 400 019 | 44 548 | 3 116 871 | 1 563 449 | 1 664 083 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4218 | Machinery, equipment, & supplies whsle—Con. | | | | | | | | |
| 42185 | Service establishment equipment & supplies whsle | 6 808 | 16 038 492 | 1 804 565 | 419 918 | 59 878 | 3 365 041 | 1 301 673 | 1 385 236 |
| 421850 | Service establishment equipment & supplies whsle | 6 808 | 16 038 492 | 1 804 565 | 419 918 | 59 878 | 3 365 041 | 1 301 673 | 1 385 236 |
| 4218501 | Beauty & barber shop equipment & supplies whsle . . . | 1 296 | 2 416 390 | 372 536 | 87 826 | 14 071 | 699 942 | 305 220 | 335 666 |
| 4218502 | Custodial, janitors' equipment & supplies whsle | 2 356 | 4 430 938 | 654 149 | 153 460 | 22 107 | 1 195 973 | 387 593 | 409 881 |
| 4218503 | Laundry & dry-cleaning equipment & supplies whsle . . . | 699 | 4 123 097 | 240 347 | 56 352 | 6 526 | 457 056 | 165 141 | 175 557 |
| 4218504 | Other service establishment equipment & supplies whsle . . . | 2 457 | 5 068 067 | 537 533 | 122 280 | 17 174 | 1 012 070 | 443 719 | 464 132 |
| 42186 | Transportation equipment & supplies (exc motor vehicle) whsle | 4 003 | 23 682 313 | 1 723 585 | 392 655 | 40 905 | 3 496 313 | 3 363 645 | 3 848 124 |
| 421860 | Transportation equipment & supplies (exc motor vehicle) whsle | 4 003 | 23 682 313 | 1 723 585 | 392 655 | 40 905 | 3 496 313 | 3 363 645 | 3 848 124 |
| 4218601 | Aircraft & aeronautical equipment & supplies whsle . . . | 2 428 | 17 709 438 | 1 162 838 | 264 642 | 25 666 | 2 349 636 | 2 691 851 | 3 095 765 |
| 4218602 | Marine machinery, equipment, & supplies whsle | 952 | 3 513 978 | 344 478 | 78 973 | 9 314 | 752 493 | 436 185 | 464 489 |
| 4218603 | Other transportation equipment & supplies whsle | 623 | 2 458 897 | 216 269 | 49 040 | 5 925 | 394 184 | 235 609 | 287 870 |
| 4219 | Miscellaneous durable goods whsle . . . | 37 783 | 185 455 758 | 11 070 270 | 2 568 951 | 351 839 | 26 719 259 | 16 783 297 | 17 787 453 |
| 42191 | Sporting & recreational goods & supplies whsle | 6 080 | 28 233 685 | 1 897 111 | 436 625 | 59 861 | 4 443 020 | 3 259 908 | 3 445 812 |
| 421910 | Sporting & recreational goods & supplies whsle | 6 080 | 28 233 685 | 1 897 111 | 436 625 | 59 861 | 4 443 020 | 3 259 908 | 3 445 812 |
| 42192 | Toy & hobby goods & supplies whsle | 3 229 | 20 166 025 | 1 229 055 | 281 210 | 36 337 | 3 986 369 | 2 244 711 | 2 378 047 |
| 421920 | Toy & hobby goods & supplies whsle | 3 229 | 20 166 025 | 1 229 055 | 281 210 | 36 337 | 3 986 369 | 2 244 711 | 2 378 047 |
| 42193 | Recyclable material whsle | 9 088 | 38 748 659 | 3 229 092 | 753 824 | 114 992 | 7 356 493 | 1 995 204 | 2 099 709 |
| 421930 | Recyclable material whsle | 9 088 | 38 748 659 | 3 229 092 | 753 824 | 114 992 | 7 356 493 | 1 995 204 | 2 099 709 |
| 4219301 | Iron & steel scrap processors & dealers | 3 480 | 18 205 778 | 1 296 382 | 312 027 | 43 789 | 3 264 863 | 1 010 200 | 1 055 403 |
| 42193011 | Iron & steel scrap processors (using power processing equipment) | 2 308 | 12 550 221 | 1 100 834 | 258 643 | 36 303 | 2 811 604 | 882 998 | 899 925 |
| 42193012 | Iron & steel scrap processors (not using power processing equip) | 1 172 | 5 655 557 | 195 548 | 53 384 | 7 486 | 453 259 | 127 202 | 155 478 |
| 4219302 | Recyclable paper & paperboard whsle | 1 588 | 5 592 266 | 587 535 | 135 538 | 20 596 | 1 275 184 | 121 261 | 133 560 |
| 4219303 | Other recyclable material whsle | 4 020 | 14 950 615 | 1 345 175 | 306 259 | 50 607 | 2 816 446 | 863 743 | 910 746 |
| 42194 | Jewelry/watch/silverware/precious stone, & precious metal whsle | 7 689 | 32 398 553 | 1 702 770 | 386 713 | 49 820 | 4 023 822 | 5 159 492 | 5 475 085 |
| 421940 | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . | 7 689 | 32 398 553 | 1 702 770 | 386 713 | 49 820 | 4 023 822 | 5 159 492 | 5 475 085 |
| 4219401 | Jewelry, watch, diamonds, precious stone, & silverware whsle | 7 116 | 22 519 342 | 1 579 391 | 357 866 | 46 813 | 3 757 465 | 4 412 551 | 4 749 183 |
| 4219402 | Precious metal (excluding ores) whsle | 573 | 9 879 211 | 123 379 | 28 847 | 3 007 | 266 357 | 746 941 | 725 902 |
| 42199 | Other miscellaneous durable goods whsle | 11 697 | 65 908 836 | 3 012 242 | 710 579 | 90 829 | 6 909 555 | 4 123 982 | 4 388 800 |
| 421990 | Other miscellaneous durable goods whsle | 11 697 | 65 908 836 | 3 012 242 | 710 579 | 90 829 | 6 909 555 | 4 123 982 | 4 388 800 |
| 4219901 | Musical instruments & supplies whsle | 512 | 2 474 693 | 180 103 | 41 714 | 4 906 | 442 398 | 337 463 | 344 022 |
| 4219902 | Forest products (except lumber) whsle | 2 032 | 11 386 630 | 406 277 | 92 740 | 11 396 | 1 012 052 | 433 470 | 465 668 |
| 4219903 | General merchandise (durable goods) whsle | 3 382 | 21 595 797 | 525 213 | 123 862 | 18 027 | 1 051 224 | 1 043 974 | 1 048 329 |
| 4219904 | Prerecorded media whsle | 2 075 | 23 424 629 | 1 176 057 | 283 668 | 34 103 | 2 803 239 | 1 706 750 | 1 847 403 |
| 42199041 | Compact discs/prerecorded audio tapes, & phonograph records whsle | 1 418 | 15 602 913 | 825 788 | 196 901 | 23 540 | 1 965 640 | 1 221 711 | 1 294 830 |
| 42199042 | Prerecorded video tapes whsle | 657 | 7 821 716 | 350 269 | 86 767 | 10 563 | 837 599 | 485 039 | 552 573 |
| 4219905 | Fire extinguishers & fire safety equipment whsle | 1 016 | 1 136 419 | 181 172 | 41 557 | 6 604 | 321 488 | 77 208 | 87 714 |
| 4219906 | Other durable goods whsle | 2 680 | 5 890 668 | 543 420 | 127 038 | 15 793 | 1 279 154 | 525 117 | 595 664 |
| 422 | Wholesale trade, nondurable goods | 162 841 | 1 879 940 402 | 81 678 408 | 19 326 296 | 2 398 296 | 177 427 340 | 92 209 377 | 98 460 276 |
| 4221 | Paper & paper product whsle | 15 848 | 117 062 485 | 7 730 308 | 1 845 993 | 214 350 | 14 750 773 | 5 517 381 | 5 803 877 |
| 42211 | Printing & writing paper whsle | 2 309 | 38 397 487 | 1 547 334 | 377 117 | 33 135 | 3 037 226 | 1 488 311 | 1 502 976 |
| 422110 | Printing & writing paper whsle | 2 309 | 38 397 487 | 1 547 334 | 377 117 | 33 135 | 3 037 226 | 1 488 311 | 1 502 976 |
| 42212 | Stationery & office supplies whsle . . . | 8 046 | 33 271 034 | 3 308 237 | 794 195 | 109 766 | 6 178 486 | 2 082 513 | 2 186 065 |
| 422120 | Stationery & office supplies whsle . . . | 8 046 | 33 271 034 | 3 308 237 | 794 195 | 109 766 | 6 178 486 | 2 082 513 | 2 186 065 |
| 42213 | Industrial & personal service paper whsle | 5 493 | 45 393 964 | 2 874 737 | 674 681 | 71 449 | 5 535 061 | 1 946 557 | 2 114 836 |
| 422130 | Industrial & personal service paper whsle | 5 493 | 45 393 964 | 2 874 737 | 674 681 | 71 449 | 5 535 061 | 1 946 557 | 2 114 836 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4222 | Drugs, & druggists' sundries whsle | 8 053 | 203 147 771 | 8 394 864 | 2 024 123 | 190 127 | 19 849 901 | 14 440 398 | 15 707 844 |
| 42221 | Drugs, & druggists' sundries whsle | 8 053 | 203 147 771 | 8 394 864 | 2 024 123 | 190 127 | 19 849 901 | 14 440 398 | 15 707 844 |
| 422210 | Drugs, & druggists' sundries whsle | 8 053 | 203 147 771 | 8 394 864 | 2 024 123 | 190 127 | 19 849 901 | 14 440 398 | 15 707 844 |
| 4222101 | General-line drugs whsle | 3 283 | 79 946 995 | 2 290 715 | 546 162 | 70 977 | 5 352 458 | 9 238 904 | 9 838 713 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle | 4 770 | 123 200 776 | 6 104 149 | 1 477 961 | 119 150 | 14 497 443 | 5 201 494 | 5 869 131 |
| 4223 | Apparel, piece goods, & notions whsle | 20 707 | 124 104 420 | 7 759 577 | 1 778 842 | 207 574 | 18 455 203 | 12 335 849 | 13 581 581 |
| 42231 | Piece goods, notions, & other dry goods whsle | 5 666 | 25 776 927 | 1 611 443 | 367 889 | 45 435 | 3 416 105 | 2 013 882 | 2 231 275 |
| 422310 | Piece goods, notions, & other dry goods whsle | 5 666 | 25 776 927 | 1 611 443 | 367 889 | 45 435 | 3 416 105 | 2 013 882 | 2 231 275 |
| 4223101 | Piece goods—jobbers | 4 191 | 22 125 937 | 1 240 760 | 284 390 | 33 068 | 2 667 413 | 1 655 778 | 1 837 541 |
| 4223102 | Notions & other dry goods whsle | 1 475 | 3 650 990 | 370 683 | 83 499 | 12 367 | 748 692 | 358 104 | 393 734 |
| 42232 | Men's & boys' clothing & furnishings whsle | 5 006 | 33 360 264 | 2 166 205 | 498 595 | 62 253 | 5 283 780 | 4 154 867 | 4 525 220 |
| 422320 | Men's & boys' clothing & furnishings whsle | 5 006 | 33 360 264 | 2 166 205 | 498 595 | 62 253 | 5 283 780 | 4 154 867 | 4 525 220 |
| 42233 | Women's, children's, & infants' clothing & accessories whsle | 8 217 | 40 603 484 | 2 799 463 | 632 897 | 76 256 | 6 694 729 | 3 658 306 | 4 184 804 |
| 422330 | Women's, children's, & infants' clothing & accessories whsle | 8 217 | 40 603 484 | 2 799 463 | 632 897 | 76 256 | 6 694 729 | 3 658 306 | 4 184 804 |
| 42234 | Footwear whsle | 1 818 | 24 363 745 | 1 182 466 | 279 461 | 23 630 | 3 060 589 | 2 508 794 | 2 640 282 |
| 422340 | Footwear whsle | 1 818 | 24 363 745 | 1 182 466 | 279 461 | 23 630 | 3 060 589 | 2 508 794 | 2 640 282 |
| 4224 | Grocery & related products whsle | 41 760 | 588 970 062 | 26 778 099 | 6 317 278 | 854 919 | 55 236 142 | 18 818 462 | 20 042 559 |
| 42241 | General-line grocery whsle | 4 138 | 146 689 286 | 5 541 000 | 1 336 143 | 168 190 | 10 385 724 | 5 638 569 | 5 760 246 |
| 422410 | General-line grocery whsle | 4 138 | 146 689 286 | 5 541 000 | 1 336 143 | 168 190 | 10 385 724 | 5 638 569 | 5 760 246 |
| 4224101 | General-line grocery whsle, voluntary group | 186 | 16 156 029 | 554 986 | 135 594 | 17 064 | 1 105 622 | 989 577 | 958 773 |
| 4224102 | General-line grocery whsle, retail cooperative | 211 | 16 142 440 | 467 726 | 112 330 | 13 882 | 884 413 | 926 900 | 945 354 |
| 4224103 | Other general-line grocery whsle | 3 741 | 114 390 817 | 4 518 288 | 1 088 219 | 137 244 | 8 395 689 | 3 722 092 | 3 856 119 |
| 42242 | Packaged frozen food whsle | 3 838 | 69 114 831 | 2 800 272 | 659 242 | 85 067 | 6 015 881 | 2 698 171 | 3 086 225 |
| 422420 | Packaged frozen food whsle | 3 838 | 69 114 831 | 2 800 272 | 659 242 | 85 067 | 6 015 881 | 2 698 171 | 3 086 225 |
| 42243 | Dairy products, (except dried or canned) whsle | 2 862 | 34 594 779 | 1 637 129 | 380 221 | 47 742 | 3 764 991 | 856 679 | 908 789 |
| 422430 | Dairy products, (except dried or canned) whsle | 2 862 | 34 594 779 | 1 637 129 | 380 221 | 47 742 | 3 764 991 | 856 679 | 908 789 |
| 4224301 | Raw milk whsle | 140 | 4 900 769 | 49 043 | 12 268 | 1 642 | 157 610 | 19 880 | 23 534 |
| 4224302 | Dairy product (except raw milk) whsle | 2 722 | 29 694 010 | 1 588 086 | 367 953 | 46 100 | 3 607 381 | 836 799 | 885 255 |
| 42244 | Poultry & poultry product whsle | 1 040 | 13 809 561 | 490 567 | 113 929 | 17 792 | 1 088 278 | 270 183 | 293 622 |
| 422440 | Poultry & poultry product whsle | 1 040 | 13 809 561 | 490 567 | 113 929 | 17 792 | 1 088 278 | 270 183 | 293 622 |
| 4224401 | Live poultry whsle | 50 | 317 047 | 17 713 | 4 160 | 595 | 36 894 | 1 853 | 2 169 |
| 4224402 | Poultry & poultry product (except live) whsle | 990 | 13 492 514 | 472 854 | 109 769 | 17 197 | 1 051 384 | 268 330 | 291 453 |
| 42245 | Confectionery whsle | 2 621 | 27 169 914 | 1 835 202 | 442 780 | 60 010 | 3 560 134 | 745 263 | 810 412 |
| 422450 | Confectionery whsle | 2 621 | 27 169 914 | 1 835 202 | 442 780 | 60 010 | 3 560 134 | 745 263 | 810 412 |
| 42246 | Fish & seafood whsle | 2 960 | 13 165 780 | 684 365 | 154 839 | 27 402 | 1 519 628 | 588 880 | 659 481 |
| 422460 | Fish & seafood whsle | 2 960 | 13 165 780 | 684 365 | 154 839 | 27 402 | 1 519 628 | 588 880 | 659 481 |
| 42247 | Meat & meat product whsle | 3 557 | 51 326 415 | 1 490 922 | 351 742 | 50 256 | 3 166 607 | 1 047 158 | 1 128 054 |
| 422470 | Meat & meat product whsle | 3 557 | 51 326 415 | 1 490 922 | 351 742 | 50 256 | 3 166 607 | 1 047 158 | 1 128 054 |
| 42248 | Fresh fruit & vegetable whsle | 6 121 | 46 340 833 | 3 021 175 | 682 431 | 109 771 | 6 240 214 | 568 953 | 648 741 |
| 422480 | Fresh fruit & vegetable whsle | 6 121 | 46 340 833 | 3 021 175 | 682 431 | 109 771 | 6 240 214 | 568 953 | 648 741 |
| 42249 | Other grocery & related products whsle | 14 623 | 186 758 663 | 9 277 467 | 2 195 951 | 288 689 | 19 494 685 | 6 404 606 | 6 746 989 |
| 422490 | Other grocery & related products whsle | 14 623 | 186 758 663 | 9 277 467 | 2 195 951 | 288 689 | 19 494 685 | 6 404 606 | 6 746 989 |
| 4224901 | Coffee, tea, & spice whsle | 1 788 | 13 421 054 | 587 048 | 136 127 | 19 037 | 1 288 846 | 550 095 | 691 110 |
| 4224902 | Bread & baked goods whsle | 3 290 | 20 275 213 | 1 607 505 | 400 066 | 55 337 | 3 052 927 | 477 128 | 479 087 |
| 4224903 | Soft drinks whsle | 3 150 | 29 142 717 | 3 212 389 | 739 081 | 100 272 | 6 711 763 | 719 316 | 799 386 |
| 4224904 | Canned goods whsle | 1 283 | 27 632 847 | 753 747 | 178 275 | 20 470 | 1 632 525 | 1 075 206 | 1 025 866 |
| 4224905 | Food & beverage basic materials whsle | 703 | 6 331 021 | 266 495 | 61 485 | 7 303 | 599 825 | 307 851 | 309 381 |
| 4224906 | Other grocery specialties whsle | 4 409 | 89 955 811 | 2 850 283 | 680 917 | 86 270 | 6 208 799 | 3 275 010 | 3 442 159 |
| 4225 | Farm-product raw material whsle | 10 343 | 166 786 245 | 2 306 012 | 518 518 | 97 521 | 6 037 409 | 9 518 504 | 9 689 572 |
| 42251 | Grain & field bean whsle | 6 569 | 120 312 556 | 1 642 921 | 370 403 | 56 368 | 4 384 826 | 6 828 225 | 6 982 213 |
| 422510 | Grain & field bean whsle | 6 569 | 120 312 556 | 1 642 921 | 370 403 | 56 368 | 4 384 826 | 6 828 225 | 6 982 213 |
| 42252 | Livestock whsle | 2 090 | 24 098 461 | 260 202 | 60 243 | 27 182 | 645 154 | 212 441 | 264 903 |
| 422520 | Livestock whsle | 2 090 | 24 098 461 | 260 202 | 60 243 | 27 182 | 645 154 | 212 441 | 264 903 |
| 42259 | Other farm product raw material whsle | 1 684 | 22 375 228 | 402 889 | 87 872 | 13 971 | 1 007 429 | 2 477 838 | 2 442 456 |
| 422590 | Other farm product raw material whsle | 1 684 | 22 375 228 | 402 889 | 87 872 | 13 971 | 1 007 429 | 2 477 838 | 2 442 456 |
| 4225901 | Hides, skins, & pelts whsle | 260 | 2 096 303 | 54 276 | 13 637 | 1 983 | 138 079 | 111 982 | 120 784 |
| 4225902 | Leaf tobacco whsle | 328 | 3 658 394 | 86 300 | 19 974 | 3 720 | 184 980 | 294 291 | 331 722 |
| 4225903 | Wool, wool tops, & mohair whsle | 80 | 202 820 | 7 838 | 1 656 | 307 | 20 068 | 22 725 | 26 369 |
| 4225904 | Cotton whsle | 297 | 10 618 437 | 110 196 | 21 147 | 2 595 | 336 390 | 1 702 714 | 1 616 882 |
| 4225905 | Other farm-product raw material whsle | 719 | 5 799 274 | 144 279 | 31 458 | 5 366 | 327 912 | 346 126 | 346 699 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4226 | Chemical & allied products whsle | 15 920 | 128 923 496 | 7 241 315 | 1 741 474 | 165 768 | 14 924 310 | 6 112 219 | 6 425 438 |
| 42261 | Plastics materials & basic forms & shapes whsle | 4 349 | 35 193 271 | 1 743 650 | 405 948 | 43 680 | 3 659 918 | 1 878 331 | 1 988 289 |
| 422610 | Plastics materials & basic forms & shapes whsle | 4 349 | 35 193 271 | 1 743 650 | 405 948 | 43 680 | 3 659 918 | 1 878 331 | 1 988 289 |
| 42269 | Other chemical & allied products whsle | 11 571 | 93 730 225 | 5 497 665 | 1 335 526 | 122 088 | 11 264 392 | 4 233 888 | 4 437 149 |
| 422690 | Other chemical & allied products whsle | 11 571 | 93 730 225 | 5 497 665 | 1 335 526 | 122 088 | 11 264 392 | 4 233 888 | 4 437 149 |
| 4226901 | Industrial gases (except LP) whsle | 1 106 | 2 806 880 | 407 882 | 97 550 | 11 505 | 820 782 | 167 580 | 181 052 |
| 4226902 | Other chemical & allied products whsle | 10 465 | 90 923 345 | 5 089 783 | 1 237 976 | 110 583 | 10 443 610 | 4 066 308 | 4 256 097 |
| 4227 | Petroleum & petroleum products whsle | '11 297 | '267 623 942 | '4 479 853 | '1 081 580 | '137 829 | '12 000 291 | '6 814 285 | '6 960 673 |
| 42271 | Petroleum bulk stations & terminals | '7 690 | '176 719 246 | '3 165 900 | '754 255 | '102 489 | '8 264 472 | '5 235 427 | '5 393 771 |
| 422710 | Petroleum bulk stations & terminals | '7 690 | '176 719 246 | '3 165 900 | '754 255 | '102 489 | '8 264 472 | '5 235 427 | '5 393 771 |
| 4227101 | Petroleum bulk stations & terminals (except LP) | '7 270 | '171 008 939 | '2 991 345 | '713 993 | '97 752 | '7 859 949 | '4 976 010 | '5 120 276 |
| 42271011 | Petroleum bulk stations (except LP) | 6 045 | 50 922 994 | 1 878 095 | 443 455 | 69 499 | 4 737 727 | 1 461 304 | 1 476 135 |
| 42271012 | Petroleum bulk terminals (except LP) | '1 225 | '120 085 945 | '1 113 250 | '270 538 | '28 253 | '3 122 222 | '3 514 706 | '3 644 141 |
| 4227102 | Liquefied petroleum bulk stations & terminals | 420 | 5 710 307 | 174 555 | 40 262 | 4 737 | 404 523 | 259 417 | 273 495 |
| 42272 | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 3 607 | '90 904 696 | 1 313 953 | 327 325 | 35 340 | '3 735 819 | 1 578 858 | 1 566 902 |
| 422720 | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 3 607 | '90 904 696 | 1 313 953 | 327 325 | 35 340 | '3 735 819 | 1 578 858 | 1 566 902 |
| 4228 | Beer, wine, & distilled alcoholic beverage whsle | 4 850 | 69 703 203 | 5 667 069 | 1 336 925 | 151 677 | 11 472 270 | 4 918 578 | 5 262 443 |
| 42281 | Beer & ale whsle | 3 013 | 34 997 239 | 3 308 583 | 752 374 | 96 284 | 6 780 698 | 1 626 132 | 1 719 966 |
| 422810 | Beer & ale whsle | 3 013 | 34 997 239 | 3 308 583 | 752 374 | 96 284 | 6 780 698 | 1 626 132 | 1 719 966 |
| 42282 | Wine & distilled alcoholic beverage whsle | 1 837 | 34 705 964 | 2 358 486 | 584 551 | 55 393 | 4 691 572 | 3 292 446 | 3 542 477 |
| 422820 | Wine & distilled alcoholic beverage whsle | 1 837 | 34 705 964 | 2 358 486 | 584 551 | 55 393 | 4 691 572 | 3 292 446 | 3 542 477 |
| 4228201 | Wine & distilled alcoholic bev (licensed operation) whsle | 1 715 | 34 325 562 | 2 348 175 | 580 900 | 54 751 | 4 672 282 | 3 249 786 | 3 527 673 |
| 4228202 | Wine & distilled alcoholic beverage (State operated) whsle | 122 | 380 402 | 10 311 | 3 651 | 642 | 19 290 | 42 660 | 14 804 |
| 4229 | Miscellaneous nondurable goods whsle | 34 063 | 213 618 778 | 11 321 311 | 2 681 563 | 378 531 | 24 701 041 | 13 733 701 | 14 986 289 |
| 42291 | Farm supplies whsle | 7 378 | 53 634 309 | 2 562 527 | 618 653 | 74 508 | 5 777 566 | 4 103 160 | 4 400 820 |
| 422910 | Farm supplies whsle | 7 378 | 53 634 309 | 2 562 527 | 618 653 | 74 508 | 5 777 566 | 4 103 160 | 4 400 820 |
| 4229101 | Farm supplies—farm dealers | 3 873 | 12 772 801 | 836 054 | 199 470 | 29 647 | 1 976 024 | 1 231 726 | 1 328 728 |
| 4229102 | Farm supplies—whsle distributors | 3 505 | 40 861 508 | 1 726 473 | 419 183 | 44 861 | 3 801 542 | 2 871 434 | 3 072 092 |
| 42292 | Book, periodical, & newspaper whsle | 4 265 | 33 630 300 | 2 618 123 | 641 744 | 89 309 | 5 567 689 | 2 289 015 | 2 445 853 |
| 422920 | Book, periodical, & newspaper whsle | 4 265 | 33 630 300 | 2 618 123 | 641 744 | 89 309 | 5 567 689 | 2 289 015 | 2 445 853 |
| 42293 | Flower, nursery stock, & florists' supplies whsle | 3 900 | 8 002 830 | 1 026 750 | 238 920 | 44 939 | 2 115 948 | 656 683 | 714 977 |
| 422930 | Flower, nursery stock, & florists' supplies whsle | 3 900 | 8 002 830 | 1 026 750 | 238 920 | 44 939 | 2 115 948 | 656 683 | 714 977 |
| 42294 | Tobacco & tobacco product whsle | 1 561 | 50 268 772 | 1 589 663 | 383 163 | 57 046 | 3 219 183 | 1 841 101 | 2 112 620 |
| 422940 | Tobacco & tobacco product whsle | 1 561 | 50 268 772 | 1 589 663 | 383 163 | 57 046 | 3 219 183 | 1 841 101 | 2 112 620 |
| 42295 | Paint, varnish, & supplies whsle | 2 192 | 7 510 467 | 676 404 | 159 355 | 19 917 | 1 584 153 | 650 640 | 680 619 |
| 422950 | Paint, varnish, & supplies whsle | 2 192 | 7 510 467 | 676 404 | 159 355 | 19 917 | 1 584 153 | 650 640 | 680 619 |
| 4229501 | Paint, varnish, & supplies whsle | 2 192 | 7 510 467 | 676 404 | 159 355 | 19 917 | 1 584 153 | 650 640 | 680 619 |
| 42299 | Other miscellaneous nondurable goods whsle | 14 767 | 60 572 100 | 2 847 844 | 639 728 | 92 812 | 6 436 502 | 4 193 102 | 4 631 400 |
| 422990 | Other miscellaneous nondurable goods whsle | 14 767 | 60 572 100 | 2 847 844 | 639 728 | 92 812 | 6 436 502 | 4 193 102 | 4 631 400 |
| 4229901 | Art goods whsle | 4 583 | 9 596 493 | 985 525 | 218 513 | 33 019 | 2 495 938 | 1 215 468 | 1 380 002 |
| 4229902 | General merchandise (nondurable goods) whsle | 3 248 | 34 597 404 | 729 329 | 171 128 | 20 477 | 1 467 410 | 1 511 757 | 1 586 453 |
| 4229903 | Textile bags, bagging, & burlap whsle | 446 | 802 397 | 77 465 | 16 774 | 2 966 | 182 076 | 91 231 | 111 979 |
| 4229904 | Other nondurable goods whsle | 6 490 | 15 575 806 | 1 055 525 | 233 313 | 36 350 | 2 291 078 | 1 374 646 | 1 552 966 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---------------------------|---|-------------------------|-----------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| | Merchant wholesalers | '376 330 | '2 333 131 187 | '158 373 291 | '36 705 674 | '4 591 092 | '329 085 927 | '214 621 484 | '230 839 579 |
| 421 | Wholesale trade, durable goods | 241 379 | 1 214 780 670 | 99 709 272 | 23 056 814 | '2 756 659 | '201 524 492 | '135 753 109 | 146 224 425 |
| 4211 | Motor vehicle & motor vehicle parts & supplies whsle | '26 093 | '166 674 187 | '8 287 385 | '1 934 223 | '281 969 | '18 128 586 | '16 213 453 | '17 086 156 |
| 42111 | Automobile & other motor vehicle whsle | 6 654 | 113 917 822 | 3 320 639 | 777 402 | 96 180 | 7 952 209 | 8 123 863 | 8 590 301 |
| 421110 | Automobile & other motor vehicle whsle | 6 654 | 113 917 822 | 3 320 639 | 777 402 | 96 180 | 7 952 209 | 8 123 863 | 8 590 301 |
| 4211101 | Automobile & motorcycle whsle | 3 331 | 79 437 563 | 911 926 | 222 524 | 25 772 | 3 707 653 | 3 709 763 | 3 981 633 |
| 4211102 | Bus & recreational vehicle whsle | 347 | D | D | D | h | D | D | D |
| 4211103 | Light truck & van (14,000 lb or less) whsle | 428 | 7 133 116 | 216 730 | 49 437 | 6 188 | 593 040 | 535 182 | 534 493 |
| 4211104 | Medium truck & tractor (14,001 lb to 26,000 lb) whsle | 480 | D | D | D | i | D | D | D |
| 4211105 | Heavy truck & tractor (over 26,000 lb) whsle | 2 068 | 22 058 292 | 1 799 190 | 415 301 | 52 127 | 2 898 790 | 3 107 815 | 3 262 391 |
| 42112 | Motor vehicle supplies & new parts whsle | '10 596 | '40 856 802 | '3 428 913 | '799 934 | '121 664 | '7 054 127 | '6 453 745 | '6 743 051 |
| 421120 | Motor vehicle supplies & new parts whsle | '10 596 | '40 856 802 | '3 428 913 | '799 934 | '121 664 | '7 054 127 | '6 453 745 | '6 743 051 |
| 4211201 | Motor vehicle supplies & new parts—warehouse distributors | '4 357 | '19 025 397 | '1 677 699 | '387 998 | '59 564 | '3 534 928 | '3 138 584 | '3 254 209 |
| 4211202 | Motor vehicle supplies & new parts—jobbers | 5 732 | 20 760 962 | 1 606 696 | 377 859 | 57 724 | 3 267 551 | 3 194 153 | 3 354 760 |
| 4211203 | Petroleum products marketing equipment whsle | 507 | 1 070 443 | 144 518 | 34 077 | 4 376 | 251 648 | 121 008 | 134 082 |
| 42113 | Tire & tube whsle | 1 738 | 6 627 456 | 566 057 | 128 741 | 18 318 | 1 148 391 | 890 895 | 958 659 |
| 421130 | Tire & tube whsle | 1 738 | 6 627 456 | 566 057 | 128 741 | 18 318 | 1 148 391 | 890 895 | 958 659 |
| 42114 | Motor vehicle parts, (used) whsle | 7 105 | 5 272 107 | 971 776 | 228 146 | 45 807 | 1 973 859 | 744 950 | 794 145 |
| 421140 | Motor vehicle parts, (used) whsle | 7 105 | 5 272 107 | 971 776 | 228 146 | 45 807 | 1 973 859 | 744 950 | 794 145 |
| 4212 | Furniture & home furnishings whsle | 11 912 | 38 998 409 | 4 272 437 | 971 161 | 132 093 | 9 054 605 | 4 730 169 | 5 138 286 |
| 42121 | Furniture whsle | 4 880 | 17 259 071 | 1 970 278 | 447 186 | 56 493 | 3 763 785 | 1 465 326 | 1 624 613 |
| 421210 | Furniture whsle | 4 880 | 17 259 071 | 1 970 278 | 447 186 | 56 493 | 3 763 785 | 1 465 326 | 1 624 613 |
| 4212101 | Household & lawn furniture whsle | 2 275 | 5 670 483 | 524 847 | 123 314 | 19 322 | 1 206 312 | 772 059 | 847 641 |
| 4212102 | Office & business furniture whsle | 2 605 | 11 588 588 | 1 445 431 | 323 872 | 37 171 | 2 557 473 | 693 267 | 776 972 |
| 42122 | Home furnishings whsle | 7 032 | 21 739 338 | 2 302 159 | 523 975 | 75 600 | 5 290 820 | 3 264 843 | 3 513 673 |
| 421220 | Home furnishings whsle | 7 032 | 21 739 338 | 2 302 159 | 523 975 | 75 600 | 5 290 820 | 3 264 843 | 3 513 673 |
| 4212201 | Household china, glassware, & crockery whsle | 1 039 | 3 796 559 | 377 858 | 84 585 | 12 020 | 975 373 | 742 824 | 765 646 |
| 4212202 | Linens, domestics, draperies, & curtains whsle | 1 532 | 4 438 939 | 448 387 | 103 114 | 15 921 | 957 461 | 570 809 | 622 187 |
| 4212203 | Floor coverings whsle | 2 270 | 7 941 902 | 862 372 | 197 779 | 25 505 | 1 753 939 | 1 044 359 | 1 147 472 |
| 4212204 | Other home furnishings whsle | 2 191 | 5 561 938 | 613 542 | 138 497 | 22 154 | 1 604 047 | 906 851 | 978 368 |
| 4213 | Lumber & other construction materials whsle | 11 142 | 61 302 570 | 4 167 547 | 968 604 | 125 574 | 8 236 772 | 5 224 999 | 5 555 412 |
| 42131 | Lumber, plywood, millwork, & wood panel whsle | 5 636 | 46 426 349 | 2 598 366 | 618 903 | 75 730 | 5 000 401 | 3 784 463 | 4 003 845 |
| 421310 | Lumber, plywood, millwork, & wood panel whsle | 5 636 | 46 426 349 | 2 598 366 | 618 903 | 75 730 | 5 000 401 | 3 784 463 | 4 003 845 |
| 4213101 | Lumber without yard whsle | 1 425 | 13 795 098 | 440 679 | 111 306 | 11 000 | 809 598 | 569 650 | 593 504 |
| 4213102 | Lumber with yard whsle | 1 499 | 13 188 854 | 780 649 | 176 782 | 24 380 | 1 583 785 | 1 408 289 | 1 522 629 |
| 4213103 | Plywood, veneer, millwork, & wood panel whsle | 2 712 | 19 442 397 | 1 377 038 | 330 815 | 40 350 | 2 607 018 | 1 806 524 | 1 887 712 |
| 42132 | Brick, stone, & related construction materials whsle | 2 094 | 4 444 476 | 502 387 | 104 660 | 15 737 | 1 093 199 | 458 820 | 523 468 |
| 421320 | Brick, stone, & related construction materials whsle | 2 094 | 4 444 476 | 502 387 | 104 660 | 15 737 | 1 093 199 | 458 820 | 523 468 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle | 679 | 1 320 519 | 152 601 | 33 054 | 4 968 | 313 537 | 156 878 | 173 928 |
| 4213202 | Sand, gravel, & stone whsle | 886 | 1 574 246 | 206 541 | 42 351 | 6 878 | 462 750 | 157 811 | 179 524 |
| 4213203 | Cement, lime, & related products whsle | 529 | 1 549 711 | 143 245 | 29 255 | 3 891 | 316 912 | 144 131 | 170 016 |
| 42133 | Roofing, siding, & insulation material whsle | 1 069 | 5 203 479 | 430 481 | 95 695 | 12 661 | 896 255 | 475 247 | 485 351 |
| 421330 | Roofing, siding, & insulation material whsle | 1 069 | 5 203 479 | 430 481 | 95 695 | 12 661 | 896 255 | 475 247 | 485 351 |
| 4213301 | Roofing, siding, & insulation material whsle | 1 069 | 5 203 479 | 430 481 | 95 695 | 12 661 | 896 255 | 475 247 | 485 351 |
| 42139 | Other construction materials whsle | 2 343 | 5 228 266 | 636 313 | 149 346 | 21 446 | 1 246 917 | 506 469 | 542 748 |
| 421390 | Other construction materials whsle | 2 343 | 5 228 266 | 636 313 | 149 346 | 21 446 | 1 246 917 | 506 469 | 542 748 |
| 4213901 | Flat glass & other construction glass whsle | 523 | 1 017 500 | 169 597 | 40 685 | 6 050 | 312 684 | 98 460 | 100 669 |
| 4213902 | Other construction materials whsle | 1 820 | 4 210 766 | 466 716 | 108 661 | 15 396 | 934 233 | 408 009 | 442 079 |
| 4214 | Professional & commercial equipment & supplies whsle | 38 366 | 237 178 097 | 21 339 923 | 4 950 844 | '532 717 | '40 976 760 | '18 662 447 | 20 505 089 |
| 42141 | Photographic equipment & supplies whsle | 1 207 | 8 347 662 | 656 569 | 148 769 | 16 320 | 1 601 725 | 898 918 | 920 883 |
| 421410 | Photographic equipment & supplies whsle | 1 207 | 8 347 662 | 656 569 | 148 769 | 16 320 | 1 601 725 | 898 918 | 920 883 |
| 42142 | Office equipment whsle | '6 291 | '24 496 462 | '3 709 687 | '865 277 | '110 654 | '6 786 849 | '2 182 436 | '2 289 966 |
| 421420 | Office equipment whsle | '6 291 | '24 496 462 | '3 709 687 | '865 277 | '110 654 | '6 786 849 | '2 182 436 | '2 289 966 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Merchant wholesalers—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4214 | Professional & commercial equipment & supplies whsle—Con. | | | | | | | | |
| 42143 | Computer & computer peripheral equipment & software whsle | 14 459 | 142 059 509 | 9 616 070 | 2 203 535 | 210 526 | 17 796 861 | 8 917 303 | 10 113 861 |
| 421430 | Computer & computer peripheral equipment & software whsle | 14 459 | 142 059 509 | 9 616 070 | 2 203 535 | 210 526 | 17 796 861 | 8 917 303 | 10 113 861 |
| 4214301 | Computer & peripheral equipment whsle | 11 806 | 131 914 692 | 7 857 231 | 1 794 896 | 176 584 | 14 678 915 | 8 534 297 | 9 671 282 |
| 42143011 | Computers & peripheral equipment for resale | 4 861 | 83 034 207 | 3 215 540 | 782 321 | 77 346 | 6 840 403 | 6 008 852 | 6 837 354 |
| 42143012 | Computers & peripheral equipment for end use | 6 945 | 48 880 485 | 4 641 691 | 1 012 575 | 99 238 | 7 838 512 | 2 525 445 | 2 833 928 |
| 4214302 | Computer software (packaged) whsle | 2 653 | 10 144 817 | 1 758 839 | 408 639 | 33 942 | 3 117 946 | 383 006 | 442 579 |
| 42144 | Other commercial equipment whsle | '4 658 | '12 215 821 | '1 550 219 | '355 083 | '47 048 | '2 981 362 | '1 142 404 | '1 241 855 |
| 421440 | Other commercial equipment whsle | '4 658 | '12 215 821 | '1 550 219 | '355 083 | '47 048 | '2 981 362 | '1 142 404 | '1 241 855 |
| 4214401 | Restaurant & hotel equipment & supplies whsle | 2 689 | 8 094 253 | 898 717 | 204 625 | 28 408 | 1 720 999 | 756 372 | 824 178 |
| 4214402 | Store machines & equipment whsle | '1 969 | '4 121 568 | '651 502 | '150 458 | '18 640 | '1 260 363 | '386 032 | '417 677 |
| 42145 | Medical, dental, & hospital equipment & supplies whsle | 7 850 | 35 599 345 | 3 918 018 | 932 702 | 93 520 | 7 816 953 | 3 699 838 | 3 994 021 |
| 421450 | Medical, dental, & hospital equipment & supplies whsle | 7 850 | 35 599 345 | 3 918 018 | 932 702 | 93 520 | 7 816 953 | 3 699 838 | 3 994 021 |
| 4214501 | Surgical, medical, & hospital supplies whsle | 6 859 | 31 745 475 | 3 363 241 | 805 891 | 79 839 | 6 757 373 | 3 269 780 | 3 522 027 |
| 4214502 | Dental equipment & supplies whsle | 991 | 3 853 870 | 554 777 | 126 811 | 13 681 | 1 059 580 | 430 058 | 471 994 |
| 42146 | Ophthalmic goods whsle | 1 551 | 5 713 821 | 783 497 | 184 716 | 26 022 | 1 739 475 | 714 418 | 790 403 |
| 421460 | Ophthalmic goods whsle | 1 551 | 5 713 821 | 783 497 | 184 716 | 26 022 | 1 739 475 | 714 418 | 790 403 |
| 42149 | Other professional equipment & supplies whsle | 2 350 | 8 745 477 | 1 105 863 | 260 762 | 28 627 | 2 253 535 | 1 107 130 | 1 154 100 |
| 421490 | Other professional equipment & supplies whsle | 2 350 | 8 745 477 | 1 105 863 | 260 762 | 28 627 | 2 253 535 | 1 107 130 | 1 154 100 |
| 4214901 | Religious & school supplies whsle | 397 | 1 110 568 | 161 074 | 36 464 | 5 358 | 324 534 | 141 678 | 158 867 |
| 4214902 | Other professional equipment & supplies whsle | 1 953 | 7 634 909 | 944 789 | 224 298 | 23 269 | 1 929 001 | 965 452 | 995 233 |
| 4215 | Metal & mineral (except petroleum) whsle | '10 079 | '91 553 201 | '5 595 871 | '1 287 325 | '146 964 | '11 460 513 | '11 240 009 | '11 965 871 |
| 42151 | Metal service centers & offices | 9 487 | 83 124 691 | 5 405 023 | 1 242 261 | 143 028 | 11 026 425 | 10 801 425 | 11 513 551 |
| 421510 | Metal service centers & offices | 9 487 | 83 124 691 | 5 405 023 | 1 242 261 | 143 028 | 11 026 425 | 10 801 425 | 11 513 551 |
| 4215101 | Ferrous metal service centers & sales offices | 7 595 | 66 113 409 | 4 485 391 | 1 037 061 | 120 653 | 9 133 012 | 8 873 016 | 9 359 046 |
| 42151011 | Ferrous metal service centers | 5 827 | 58 768 929 | 4 105 455 | 951 193 | 110 297 | 8 340 519 | 8 873 016 | 9 359 046 |
| 42151012 | Ferrous metal sales offices | 1 768 | 7 344 480 | 379 936 | 85 868 | 10 356 | 792 493 | — | — |
| 4215102 | Nonferrous metal service centers & sales offices | 1 892 | 17 011 282 | 919 632 | 205 200 | 22 375 | 1 893 413 | 1 928 409 | 2 154 505 |
| 42151021 | Nonferrous metal service centers | 1 380 | 15 574 704 | 839 223 | 187 391 | 20 212 | 1 730 127 | 1 928 409 | 2 154 505 |
| 42151022 | Nonferrous metal sales offices | 512 | 1 436 578 | 80 409 | 17 809 | 2 163 | 163 286 | — | — |
| 42152 | Coal & other mineral & ore whsle | '592 | '8 428 510 | '190 848 | '45 064 | '3 936 | '434 088 | '438 584 | '452 320 |
| 421520 | Coal & other mineral & ore whsle | '592 | '8 428 510 | '190 848 | '45 064 | '3 936 | '434 088 | '438 584 | '452 320 |
| 4215201 | Coal whsle | 333 | 4 987 710 | 102 575 | 23 851 | 2 117 | 240 527 | 153 763 | 168 070 |
| 4215202 | Other mineral & ore whsle | '259 | '3 440 800 | '88 273 | '21 213 | '1 819 | '193 561 | '284 821 | '284 250 |
| 4216 | Electrical goods whsle | 27 347 | 182 334 876 | 14 793 391 | 3 462 691 | 345 230 | 30 237 421 | 17 186 313 | 18 711 743 |
| 42161 | Electrical apparatus & equip, wiring supp, & const material whsle | 8 857 | 38 350 174 | 3 756 249 | 887 946 | 101 739 | 7 002 760 | 4 590 972 | 4 873 800 |
| 421610 | Electrical apparatus & equip, wiring supp, & const material whsle | 8 857 | 38 350 174 | 3 756 249 | 887 946 | 101 739 | 7 002 760 | 4 590 972 | 4 873 800 |
| 42162 | Electrical appliance, television & radio set whsle | 3 237 | 39 717 526 | 1 709 097 | 393 253 | 42 999 | 5 131 249 | 3 715 334 | 4 023 015 |
| 421620 | Electrical appliance, television & radio set whsle | 3 237 | 39 717 526 | 1 709 097 | 393 253 | 42 999 | 5 131 249 | 3 715 334 | 4 023 015 |
| 42169 | Other electronic parts & equipment whsle | 15 253 | 104 267 176 | 9 328 045 | 2 181 492 | 200 492 | 18 103 412 | 8 880 007 | 9 814 928 |
| 421690 | Other electronic parts & equipment whsle | 15 253 | 104 267 176 | 9 328 045 | 2 181 492 | 200 492 | 18 103 412 | 8 880 007 | 9 814 928 |
| 4216901 | Communications equipment & supplies whsle | 6 722 | 36 812 342 | 4 566 622 | 1 092 431 | 98 210 | 8 446 176 | 3 042 985 | 3 439 839 |
| 4216902 | Electronic parts (excluding communications equipment) whsle | 8 531 | 67 454 834 | 4 761 423 | 1 089 061 | 102 282 | 9 657 236 | 5 837 022 | 6 375 089 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Merchant wholesalers—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4217 | Hardware, & plumbing & heating equipment & supplies whsle | 17 533 | 57 253 744 | 6 391 596 | 1 466 209 | 186 312 | 12 167 748 | 8 709 596 | 9 185 806 |
| 42171 | Hardware whsle | 8 170 | 28 781 646 | 3 292 606 | 751 220 | 99 338 | 6 261 960 | 4 524 746 | 4 826 428 |
| 421710 | Hardware whsle | 8 170 | 28 781 646 | 3 292 606 | 751 220 | 99 338 | 6 261 960 | 4 524 746 | 4 826 428 |
| 42172 | Plumbing & heating equipment & supplies (hydronics) whsle | 3 261 | 10 850 765 | 1 133 400 | 263 937 | 33 270 | 2 206 346 | 1 516 634 | 1 625 338 |
| 421720 | Plumbing & heating equipment & supplies (hydronics) whsle | 3 261 | 10 850 765 | 1 133 400 | 263 937 | 33 270 | 2 206 346 | 1 516 634 | 1 625 338 |
| 42173 | Warm air heating & air-conditioning equipment & supplies whsle | 4 744 | 14 185 407 | 1 559 234 | 359 093 | 42 511 | 2 937 087 | 2 136 446 | 2 184 385 |
| 421730 | Warm air heating & air-conditioning equipment & supplies whsle | 4 744 | 14 185 407 | 1 559 234 | 359 093 | 42 511 | 2 937 087 | 2 136 446 | 2 184 385 |
| 42174 | Refrigeration equipment & supplies whsle | 1 358 | 3 435 926 | 406 356 | 91 959 | 11 193 | 762 355 | 531 770 | 549 655 |
| 421740 | Refrigeration equipment & supplies whsle | 1 358 | 3 435 926 | 406 356 | 91 959 | 11 193 | 762 355 | 531 770 | 549 655 |
| 4218 | Machinery, equipment, & supplies whsle | 64 951 | 223 849 297 | 24 766 878 | 5 670 011 | 674 287 | 46 667 259 | 37 837 176 | 41 093 543 |
| 42181 | Construction & mining (except petroleum) machinery & equip whsle | 4 763 | 31 561 292 | 3 110 734 | 734 605 | 77 574 | 5 740 828 | 9 191 293 | 10 081 466 |
| 421810 | Construction & mining (except petroleum) machinery & equip whsle | 4 763 | 31 561 292 | 3 110 734 | 734 605 | 77 574 | 5 740 828 | 9 191 293 | 10 081 466 |
| 42182 | Farm & garden machinery & equipment whsle | 9 312 | 30 536 605 | 2 634 589 | 591 835 | 95 909 | 5 066 616 | 7 994 095 | 8 733 732 |
| 421820 | Farm & garden machinery & equipment whsle | 9 312 | 30 536 605 | 2 634 589 | 591 835 | 95 909 | 5 066 616 | 7 994 095 | 8 733 732 |
| 4218201 | Farm machinery & equipment—farm dealers | 6 789 | 21 521 310 | 1 863 969 | 418 663 | 70 910 | 3 390 688 | 6 317 759 | 6 911 632 |
| 4218202 | Farm machinery & equipment—whsle distributors | 1 891 | 6 437 932 | 507 832 | 112 807 | 16 713 | 1 144 687 | 1 088 278 | 1 203 779 |
| 4218203 | Lawn & garden machinery & equipment whsle | 632 | 2 577 363 | 262 788 | 60 365 | 8 286 | 531 241 | 588 058 | 618 321 |
| 42183 | Industrial machinery & equipment whsle | 28 321 | 97 183 003 | 11 523 912 | 2 627 707 | 286 732 | 21 619 583 | 12 326 301 | 13 148 394 |
| 421830 | Industrial machinery & equipment whsle | 28 321 | 97 183 003 | 11 523 912 | 2 627 707 | 286 732 | 21 619 583 | 12 326 301 | 13 148 394 |
| 4218301 | Food-processing machinery & equipment whsle | 1 056 | 2 959 044 | 410 831 | 95 919 | 10 273 | 758 407 | 415 921 | 443 337 |
| 4218302 | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle | 3 294 | 9 945 751 | 1 464 278 | 336 675 | 36 297 | 2 658 894 | 1 137 999 | 1 231 725 |
| 42183021 | Hydraulic & pneumatic pumps & motors whsle | 1 275 | 3 036 164 | 437 279 | 101 041 | 11 324 | 786 607 | 376 128 | 394 716 |
| 42183022 | Hydraulic & pneumatic parts, accessories, & supplies whsle | 2 019 | 6 909 587 | 1 026 999 | 235 634 | 24 973 | 1 872 287 | 761 871 | 837 009 |
| 4218303 | General-purpose industrial machinery & equipment whsle | 8 460 | 28 259 832 | 3 404 519 | 772 131 | 84 667 | 6 537 227 | 3 533 463 | 3 820 152 |
| 4218304 | Metalworking machinery & equipment whsle | 3 232 | 13 925 794 | 1 338 123 | 300 153 | 29 963 | 2 629 765 | 2 155 284 | 2 142 750 |
| 4218305 | Materials handling equipment whsle | 4 042 | 15 099 475 | 2 069 068 | 487 920 | 56 245 | 3 544 920 | 1 654 475 | 1 743 448 |
| 4218306 | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle | 2 688 | 7 740 720 | 693 599 | 150 488 | 18 900 | 1 316 709 | 847 083 | 989 913 |
| 4218307 | Other industrial machinery & equipment whsle | 5 549 | 19 252 387 | 2 143 494 | 484 421 | 50 387 | 4 173 661 | 2 582 076 | 2 777 069 |
| 42184 | Industrial supplies whsle | 12 868 | 36 889 029 | 4 420 039 | 1 012 617 | 122 452 | 8 329 400 | 4 446 078 | 4 765 894 |
| 421840 | Industrial supplies whsle | 12 868 | 36 889 029 | 4 420 039 | 1 012 617 | 122 452 | 8 329 400 | 4 446 078 | 4 765 894 |
| 4218401 | General-line industrial supplies whsle | 2 025 | 3 940 187 | 535 267 | 124 714 | 15 671 | 970 763 | 472 943 | 502 312 |
| 4218402 | Mechanical power transmission supplies whsle | 2 457 | 7 883 600 | 834 627 | 194 427 | 23 497 | 1 584 305 | 1 187 548 | 1 320 877 |
| 4218403 | Welding supplies whsle | 1 876 | 4 238 602 | 592 621 | 137 192 | 17 627 | 1 166 809 | 455 742 | 475 267 |
| 4218404 | Industrial containers & supplies whsle | 1 480 | 4 968 521 | 517 474 | 111 664 | 14 688 | 1 004 745 | 298 554 | 312 268 |
| 4218405 | Industrial valves & fittings (except fluid-power) whsle | 1 279 | 5 276 944 | 611 403 | 140 346 | 14 238 | 1 145 035 | 799 843 | 820 778 |
| 4218406 | Other industrial supplies whsle | 3 751 | 10 581 175 | 1 328 647 | 304 274 | 36 731 | 2 457 743 | 1 231 448 | 1 334 392 |
| 42185 | Service establishment equipment & supplies whsle | 6 233 | 11 044 612 | 1 646 019 | 383 581 | 56 364 | 3 058 945 | 1 208 260 | 1 294 341 |
| 421850 | Service establishment equipment & supplies whsle | 6 233 | 11 044 612 | 1 646 019 | 383 581 | 56 364 | 3 058 945 | 1 208 260 | 1 294 341 |
| 4218501 | Beauty & barber shop equipment & supplies whsle | 1 240 | 2 016 050 | 351 378 | 82 788 | 13 671 | 649 637 | 297 828 | 328 061 |
| 4218502 | Custodial, janitors' equipment & supplies whsle | 2 189 | 3 745 652 | 625 841 | 147 020 | 21 414 | 1 144 893 | 382 831 | 403 819 |
| 4218503 | Laundry & dry-cleaning equipment & supplies whsle | 655 | D | D | D | i | D | D | D |
| 4218504 | Other service establishment equipment & supplies whsle | 2 149 | D | D | D | j | D | D | D |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Merchant wholesalers—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4218 | Machinery, equipment, & supplies whsle—Con. | | | | | | | | |
| 42186 | Transportation equipment & supplies (exc motor vehicle) whsle | 3 454 | 16 634 756 | 1 431 585 | 319 666 | 35 256 | 2 851 887 | 2 671 149 | 3 069 716 |
| 421860 | Transportation equipment & supplies (exc motor vehicle) whsle | 3 454 | 16 634 756 | 1 431 585 | 319 666 | 35 256 | 2 851 887 | 2 671 149 | 3 069 716 |
| 4218601 | Aircraft & aeronautical equipment & supplies whsle ... | 2 092 | 12 214 744 | 929 885 | 206 175 | 21 276 | 1 893 980 | 2 063 036 | 2 377 201 |
| 4218602 | Marine machinery, equipment, & supplies whsle | 825 | 2 566 747 | 304 561 | 69 149 | 8 418 | 596 428 | 383 049 | 418 396 |
| 4218603 | Other transportation equipment & supplies whsle | 537 | 1 853 265 | 197 139 | 44 342 | 5 562 | 361 479 | 225 064 | 274 119 |
| 4219 | Miscellaneous durable goods whsle ... | 33 956 | 155 636 289 | 10 094 244 | 2 345 746 | 331 513 | 24 594 828 | 15 948 947 | 16 982 519 |
| 42191 | Sporting & recreational goods & supplies whsle | 4 961 | 17 059 006 | 1 546 470 | 356 459 | 53 620 | 3 678 121 | 3 018 376 | 3 206 465 |
| 421910 | Sporting & recreational goods & supplies whsle | 4 961 | 17 059 006 | 1 546 470 | 356 459 | 53 620 | 3 678 121 | 3 018 376 | 3 206 465 |
| 42192 | Toy & hobby goods & supplies whsle | 2 792 | 15 890 421 | 1 060 892 | 244 488 | 32 791 | 3 670 242 | 2 059 697 | 2 218 405 |
| 421920 | Toy & hobby goods & supplies whsle | 2 792 | 15 890 421 | 1 060 892 | 244 488 | 32 791 | 3 670 242 | 2 059 697 | 2 218 405 |
| 42193 | Recyclable material whsle | 8 833 | 37 358 147 | 3 196 991 | 746 097 | 114 097 | 7 291 056 | 1 991 917 | 2 097 394 |
| 421930 | Recyclable material whsle | 8 833 | 37 358 147 | 3 196 991 | 746 097 | 114 097 | 7 291 056 | 1 991 917 | 2 097 394 |
| 4219301 | Iron & steel scrap processors & dealers | 3 403 | 17 430 292 | 1 282 757 | 308 237 | 43 370 | 3 233 625 | 1 008 934 | 1 054 579 |
| 42193011 | Iron & steel scrap processors (using power processing equipment) | 2 268 | 12 322 747 | 1 093 664 | 256 788 | 36 101 | 2 795 855 | 881 777 | 899 101 |
| 42193012 | Iron & steel scrap processors (not using power processing equip) | 1 135 | 5 107 545 | 189 093 | 51 449 | 7 269 | 437 770 | 127 157 | 155 478 |
| 4219302 | Recyclable paper & paperboard whsle | 1 539 | 5 384 421 | 580 846 | 133 943 | 20 405 | 1 263 317 | 121 099 | 133 373 |
| 4219303 | Other recyclable material whsle .. | 3 891 | 14 543 434 | 1 333 388 | 303 917 | 50 322 | 2 794 114 | 861 884 | 909 442 |
| 42194 | Jewelry/watch/silverware/precious stone, & precious metal whsle | 7 183 | 30 824 486 | 1 613 759 | 366 259 | 47 910 | 3 842 310 | 5 085 548 | 5 403 568 |
| 421940 | Jewelry/watch/silverware/precious stone, & precious metal whsle | 7 183 | 30 824 486 | 1 613 759 | 366 259 | 47 910 | 3 842 310 | 5 085 548 | 5 403 568 |
| 4219401 | Jewelry, watch, diamonds, precious stone, & silverware whsle | 6 641 | 21 097 516 | 1 495 898 | 338 739 | 45 014 | 3 585 783 | 4 360 264 | 4 695 119 |
| 4219402 | Precious metal (excluding ores) whsle | 542 | 9 726 970 | 117 861 | 27 520 | 2 896 | 256 527 | 725 284 | 708 449 |
| 42199 | Other miscellaneous durable goods whsle | 10 187 | 54 504 229 | 2 676 132 | 632 443 | 83 095 | 6 113 099 | 3 793 409 | 4 056 687 |
| 421990 | Other miscellaneous durable goods whsle | 10 187 | 54 504 229 | 2 676 132 | 632 443 | 83 095 | 6 113 099 | 3 793 409 | 4 056 687 |
| 4219901 | Musical instruments & supplies whsle | 444 | 2 155 019 | 160 389 | 36 931 | 4 465 | 395 312 | 319 907 | 325 046 |
| 4219902 | Forest products (except lumber) whsle | 1 844 | 10 671 425 | 390 863 | 89 249 | 10 934 | 980 351 | 433 291 | 465 456 |
| 4219903 | General merchandise (durable goods) whsle | 2 864 | 20 154 440 | 473 038 | 112 333 | 16 449 | 954 094 | 1 037 331 | 1 041 416 |
| 4219904 | Prerecorded media whsle | 1 852 | 16 079 741 | 992 129 | 238 465 | 30 602 | 2 326 833 | 1 421 931 | 1 569 954 |
| 42199041 | Compact discs/prerecorded audio tapes, & phonograph records whsle | 1 215 | 8 766 190 | 647 937 | 153 359 | 20 147 | 1 517 990 | 950 427 | 1 025 205 |
| 42199042 | Prerecorded video tapes whsle | 637 | 7 313 551 | 344 192 | 85 106 | 10 455 | 808 843 | 471 504 | 544 749 |
| 4219905 | Fire extinguishers & fire safety equipment whsle | 923 | 937 818 | 173 795 | 40 084 | 6 421 | 306 021 | 75 921 | 86 997 |
| 4219906 | Other durable goods whsle | 2 260 | 4 505 786 | 485 918 | 115 381 | 14 224 | 1 150 488 | 505 028 | 567 818 |
| 422 | Wholesale trade, nondurable goods | '134 951 | '1 118 350 517 | '58 664 019 | '13 648 860 | '1 834 433 | '127 561 435 | '78 868 375 | '84 615 154 |
| 4221 | Paper & paper product whsle | 12 686 | 66 491 798 | 5 841 711 | 1 378 526 | 158 255 | 11 018 825 | 4 866 569 | 5 117 298 |
| 42211 | Printing & writing paper whsle | 1 838 | 20 477 795 | 1 203 286 | 292 367 | 26 584 | 2 322 735 | 1 271 873 | 1 292 461 |
| 422110 | Printing & writing paper whsle | 1 838 | 20 477 795 | 1 203 286 | 292 367 | 26 584 | 2 322 735 | 1 271 873 | 1 292 461 |
| 42212 | Stationery & office supplies whsle ... | 6 260 | 19 572 837 | 2 310 376 | 546 853 | 70 818 | 4 301 775 | 1 828 831 | 1 934 601 |
| 422120 | Stationery & office supplies whsle .. | 6 260 | 19 572 837 | 2 310 376 | 546 853 | 70 818 | 4 301 775 | 1 828 831 | 1 934 601 |
| 42213 | Industrial & personal service paper whsle | 4 588 | 26 441 166 | 2 328 049 | 539 306 | 60 853 | 4 394 315 | 1 765 865 | 1 890 236 |
| 422130 | Industrial & personal service paper whsle | 4 588 | 26 441 166 | 2 328 049 | 539 306 | 60 853 | 4 394 315 | 1 765 865 | 1 890 236 |
| 4222 | Drugs, & druggists' sundries whsle | 7 250 | 107 379 498 | 4 453 417 | 1 051 879 | 128 641 | 10 948 828 | 11 917 987 | 12 946 620 |
| 42221 | Drugs, & druggists' sundries whsle .. | 7 250 | 107 379 498 | 4 453 417 | 1 051 879 | 128 641 | 10 948 828 | 11 917 987 | 12 946 620 |
| 422210 | Drugs, & druggists' sundries whsle | 7 250 | 107 379 498 | 4 453 417 | 1 051 879 | 128 641 | 10 948 828 | 11 917 987 | 12 946 620 |
| 4222101 | General-line drugs whsle | 3 283 | 79 946 995 | 2 290 715 | 546 162 | 70 977 | 5 352 458 | 9 238 904 | 9 838 713 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle | 3 967 | 27 432 503 | 2 162 702 | 505 717 | 57 664 | 5 596 370 | 2 679 083 | 3 107 907 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Merchant wholesalers—Con. | | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4223 | Apparel, piece goods, & notions whsle . | 16 964 | 84 358 265 | 6 296 411 | 1 431 085 | 177 783 | 15 311 242 | 10 840 171 | 12 038 566 |
| 42231 | Piece goods, notions, & other dry goods whsle | 4 628 | 14 151 550 | 1 231 590 | 277 556 | 38 216 | 2 646 207 | 1 838 149 | 2 061 920 |
| 422310 | Piece goods, notions, & other dry goods whsle | 4 628 | 14 151 550 | 1 231 590 | 277 556 | 38 216 | 2 646 207 | 1 838 149 | 2 061 920 |
| 4223101 | Piece goods—jobbers | 3 345 | 11 726 039 | 913 402 | 205 573 | 27 021 | 2 011 079 | 1 511 605 | 1 697 776 |
| 4223102 | Notions & other dry goods whsle | 1 283 | 2 425 511 | 318 188 | 71 983 | 11 195 | 635 128 | 326 544 | 364 144 |
| 42232 | Men's & boys' clothing & furnishings whsle | 4 144 | 22 684 344 | 1 743 994 | 397 911 | 52 198 | 4 352 999 | 3 405 188 | 3 765 771 |
| 422320 | Men's & boys' clothing & furnishings whsle | 4 144 | 22 684 344 | 1 743 994 | 397 911 | 52 198 | 4 352 999 | 3 405 188 | 3 765 771 |
| 42233 | Women's, children's, & infants' clothing & accessories whsle | 6 781 | 29 520 620 | 2 402 560 | 538 486 | 67 876 | 5 815 263 | 3 357 724 | 3 887 001 |
| 422330 | Women's, children's, & infants' clothing & accessories whsle | 6 781 | 29 520 620 | 2 402 560 | 538 486 | 67 876 | 5 815 263 | 3 357 724 | 3 887 001 |
| 42234 | Footwear whsle | 1 411 | 18 001 751 | 918 267 | 217 132 | 19 493 | 2 496 773 | 2 239 110 | 2 323 874 |
| 422340 | Footwear whsle | 1 411 | 18 001 751 | 918 267 | 217 132 | 19 493 | 2 496 773 | 2 239 110 | 2 323 874 |
| 4224 | Grocery & related products whsle | 33 343 | 330 210 735 | 18 119 436 | 4 234 394 | 604 145 | 37 797 658 | 16 610 203 | 17 736 637 |
| 42241 | General-line grocery whsle | 3 390 | 93 941 524 | 4 682 800 | 1 135 331 | 139 593 | 8 927 593 | 5 619 021 | 5 740 085 |
| 422410 | General-line grocery whsle | 3 390 | 93 941 524 | 4 682 800 | 1 135 331 | 139 593 | 8 927 593 | 5 619 021 | 5 740 085 |
| 4224101 | General-line grocery whsle, voluntary group | 186 | 16 156 029 | 554 986 | 135 594 | 17 064 | 1 105 622 | 989 577 | 958 773 |
| 4224102 | General-line grocery whsle, retail cooperative | 211 | 16 142 440 | 467 726 | 112 330 | 13 882 | 884 413 | 926 900 | 945 354 |
| 4224103 | Other general-line grocery whsle | 2 993 | 61 643 055 | 3 660 088 | 887 407 | 108 647 | 6 937 558 | 3 702 544 | 3 835 958 |
| 42242 | Packaged frozen food whsle | 2 897 | 44 782 680 | 2 297 966 | 535 761 | 71 263 | 4 773 169 | 2 436 769 | 2 795 303 |
| 422420 | Packaged frozen food whsle | 2 897 | 44 782 680 | 2 297 966 | 535 761 | 71 263 | 4 773 169 | 2 436 769 | 2 795 303 |
| 42243 | Dairy products, (except dried or canned) whsle | 2 174 | 20 315 524 | 849 475 | 196 547 | 27 596 | 1 854 375 | 512 648 | 557 552 |
| 422430 | Dairy products, (except dried or canned) whsle | 2 174 | 20 315 524 | 849 475 | 196 547 | 27 596 | 1 854 375 | 512 648 | 557 552 |
| 4224301 | Raw milk whsle | 138 | D | D | D | g | D | D | D |
| 4224302 | Dairy product (except raw milk) whsle | 2 036 | D | D | D | k | D | D | D |
| 42244 | Poultry & poultry product whsle | 873 | 10 721 436 | 423 543 | 96 860 | 15 681 | 921 425 | 230 145 | 251 499 |
| 422440 | Poultry & poultry product whsle | 873 | 10 721 436 | 423 543 | 96 860 | 15 681 | 921 425 | 230 145 | 251 499 |
| 4224401 | Live poultry whsle | 45 | D | D | D | f | D | D | D |
| 4224402 | Poultry & poultry product (except live) whsle | 828 | D | D | D | j | D | D | D |
| 42245 | Confectionery whsle | 1 962 | 7 539 889 | 523 310 | 115 927 | 20 663 | 1 289 127 | 660 165 | 725 588 |
| 422450 | Confectionery whsle | 1 962 | 7 539 889 | 523 310 | 115 927 | 20 663 | 1 289 127 | 660 165 | 725 588 |
| 42246 | Fish & seafood whsle | 2 828 | 11 998 240 | 649 137 | 145 945 | 26 304 | 1 423 835 | 555 003 | 628 393 |
| 422460 | Fish & seafood whsle | 2 828 | 11 998 240 | 649 137 | 145 945 | 26 304 | 1 423 835 | 555 003 | 628 393 |
| 42247 | Meat & meat product whsle | 3 147 | 26 899 437 | 1 304 916 | 309 355 | 45 521 | 2 679 207 | 957 919 | 1 024 099 |
| 422470 | Meat & meat product whsle | 3 147 | 26 899 437 | 1 304 916 | 309 355 | 45 521 | 2 679 207 | 957 919 | 1 024 099 |
| 42248 | Fresh fruit & vegetable whsle | 5 474 | 40 417 798 | 2 840 345 | 640 915 | 104 811 | 5 869 669 | 562 265 | 640 886 |
| 422480 | Fresh fruit & vegetable whsle | 5 474 | 40 417 798 | 2 840 345 | 640 915 | 104 811 | 5 869 669 | 562 265 | 640 886 |
| 42249 | Other grocery & related products whsle | 10 598 | 73 594 207 | 4 547 944 | 1 057 753 | 152 713 | 10 059 258 | 5 076 268 | 5 373 232 |
| 422490 | Other grocery & related products whsle | 10 598 | 73 594 207 | 4 547 944 | 1 057 753 | 152 713 | 10 059 258 | 5 076 268 | 5 373 232 |
| 4224901 | Coffee, tea, & spice whsle | 1 420 | 7 087 834 | 397 640 | 91 263 | 13 783 | 10 528 828 | 488 011 | 626 211 |
| 4224902 | Bread & baked goods whsle | 2 187 | 5 821 864 | 594 621 | 137 158 | 24 477 | 1 108 595 | 262 177 | 267 272 |
| 4224903 | Soft drinks whsle | 2 026 | 7 507 631 | 855 980 | 195 575 | 29 183 | 1 981 472 | 316 118 | 352 288 |
| 4224904 | Canned goods whsle | 957 | 10 184 930 | 466 436 | 109 531 | 13 777 | 1 088 032 | 973 402 | 921 358 |
| 4224905 | Food & beverage basic materials whsle | 512 | 2 687 268 | 174 927 | 38 919 | 5 172 | 4 202 611 | 229 674 | 229 329 |
| 4224906 | Other grocery specialties whsle | 3 996 | 40 304 680 | 2 058 340 | 485 307 | 66 321 | 4 607 720 | 2 806 886 | 2 976 774 |
| 4225 | Farm-product raw material whsle | 8 849 | 132 883 554 | 2 096 358 | 469 297 | 74 096 | 5 547 440 | 9 505 447 | 9 664 441 |
| 42251 | Grain & field bean whsle | 6 434 | 105 267 322 | 1 620 355 | 366 080 | 55 890 | 4 339 905 | 6 826 486 | 6 979 672 |
| 422510 | Grain & field bean whsle | 6 434 | 105 267 322 | 1 620 355 | 366 080 | 55 890 | 4 339 905 | 6 826 486 | 6 979 672 |
| 42252 | Livestock whsle | 1 133 | 8 630 445 | 115 475 | 26 114 | 7 322 | 304 460 | 202 778 | 251 768 |
| 422520 | Livestock whsle | 1 133 | 8 630 445 | 115 475 | 26 114 | 7 322 | 304 460 | 202 778 | 251 768 |
| 42259 | Other farm product raw material whsle | 1 282 | 18 985 787 | 360 528 | 77 103 | 10 884 | 903 075 | 2 476 183 | 2 433 001 |
| 422590 | Other farm product raw material whsle | 1 282 | 18 985 787 | 360 528 | 77 103 | 10 884 | 903 075 | 2 476 183 | 2 433 001 |
| 4225901 | Hides, skins, & pelts whsle | 234 | 1 911 853 | 48 450 | 11 812 | 1 660 | 125 385 | 111 664 | 120 548 |
| 4225902 | Leaf tobacco whsle | 118 | 2 093 201 | 66 701 | 14 669 | 1 605 | 131 963 | 294 173 | 324 012 |
| 4225903 | Wool, wool tops, & mohair whsle | 61 | 145 997 | 6 661 | 1 386 | 247 | 17 366 | 21 670 | 25 093 |
| 4225904 | Cotton whsle | 244 | 9 922 477 | 106 703 | 20 612 | 2 497 | 330 047 | 1 702 682 | 1 616 787 |
| 4225905 | Other farm-product raw material whsle | 625 | 4 912 259 | 132 013 | 28 624 | 4 875 | 298 314 | 345 994 | 346 561 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Merchant wholesalers—Con. | | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4226 | Chemical & allied products whsle | 12 249 | 56 048 362 | 4 650 638 | 1 073 531 | 115 969 | 9 506 564 | 4 178 360 | 4 470 487 |
| 42261 | Plastics materials & basic forms & shapes whsle | 3 357 | 16 733 225 | 1 295 883 | 297 313 | 34 844 | 2 718 446 | 1 298 940 | 1 397 420 |
| 422610 | Plastics materials & basic forms & shapes whsle | 3 357 | 16 733 225 | 1 295 883 | 297 313 | 34 844 | 2 718 446 | 1 298 940 | 1 397 420 |
| 42269 | Other chemical & allied products whsle | 8 892 | 39 315 137 | 3 354 755 | 776 218 | 81 125 | 6 788 118 | 2 879 420 | 3 073 067 |
| 422690 | Other chemical & allied products whsle | 8 892 | 39 315 137 | 3 354 755 | 776 218 | 81 125 | 6 788 118 | 2 879 420 | 3 073 067 |
| 4226901 | Industrial gases (except LP) whsle | 804 | 1 432 921 | 239 975 | 56 645 | 7 340 | 484 116 | 116 620 | 126 570 |
| 4226902 | Other chemical & allied products whsle | 8 088 | 37 882 216 | 3 114 780 | 719 573 | 73 785 | 6 304 002 | 2 762 800 | 2 946 497 |
| 4227 | Petroleum & petroleum products whsle | '9 770 | '139 507 960 | '3 390 142 | '797 041 | '114 863 | '8 529 598 | '4 285 739 | '4 446 297 |
| 42271 | Petroleum bulk stations & terminals | '6 729 | '92 443 546 | '2 497 922 | '579 872 | '87 532 | '6 249 105 | '3 029 034 | '3 194 653 |
| 422710 | Petroleum bulk stations & terminals | '6 729 | '92 443 546 | '2 497 922 | '579 872 | '87 532 | '6 249 105 | '3 029 034 | '3 194 653 |
| 4227101 | Petroleum bulk stations & terminals (except LP) | '6 337 | '88 515 507 | '2 340 748 | '544 283 | '83 154 | '5 893 722 | '2 892 396 | '3 059 356 |
| 42271011 | Petroleum bulk stations (except LP) | 5 784 | 43 727 608 | 1 768 043 | 414 479 | 66 627 | 4 472 315 | 1 334 004 | 1 355 290 |
| 42271012 | Petroleum bulk terminals (except LP) | '553 | '44 787 899 | '572 705 | '129 804 | '16 527 | '1 421 407 | '1 558 392 | '1 704 066 |
| 4227102 | Liquefied petroleum bulk stations & terminals | 392 | 3 928 039 | 157 174 | 35 589 | 4 378 | 355 383 | 136 638 | 135 297 |
| 42272 | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 3 041 | 47 064 414 | 892 220 | 217 169 | 27 331 | 2 280 493 | 1 256 705 | 1 251 644 |
| 422720 | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 3 041 | 47 064 414 | 892 220 | 217 169 | 27 331 | 2 280 493 | 1 256 705 | 1 251 644 |
| 4228 | Beer, wine, & distilled alcoholic beverage whsle | 4 476 | 58 311 981 | 5 212 268 | 1 223 883 | 143 544 | 10 376 684 | 4 667 991 | 4 996 576 |
| 42281 | Beer & ale whsle | 2 945 | 33 616 795 | 3 190 276 | 725 915 | 93 133 | 6 539 887 | 1 583 946 | 1 677 017 |
| 422810 | Beer & ale whsle | 2 945 | 33 616 795 | 3 190 276 | 725 915 | 93 133 | 6 539 887 | 1 583 946 | 1 677 017 |
| 42282 | Wine & distilled alcoholic beverage whsle | 1 531 | 24 695 186 | 2 021 992 | 497 968 | 50 411 | 3 836 797 | 3 084 045 | 3 319 559 |
| 422820 | Wine & distilled alcoholic beverage whsle | 1 531 | 24 695 186 | 2 021 992 | 497 968 | 50 411 | 3 836 797 | 3 084 045 | 3 319 559 |
| 4228201 | Wine & distilled alcoholic bev (licensed operation) whsle | 1 409 | 24 314 784 | 2 011 681 | 494 317 | 49 769 | 3 817 507 | 3 041 385 | 3 304 755 |
| 4228202 | Wine & distilled alcoholic beverage (State operated) whsle | 122 | 380 402 | 10 311 | 3 651 | 642 | 19 290 | 42 660 | 14 804 |
| 4229 | Miscellaneous nondurable goods whsle | 29 364 | 143 158 364 | 8 603 638 | 1 989 224 | 317 137 | 18 524 596 | 11 995 908 | 13 198 232 |
| 42291 | Farm supplies whsle | 6 437 | 32 607 159 | 1 766 562 | 403 019 | 59 231 | 4 025 967 | 3 254 754 | 3 527 294 |
| 422910 | Farm supplies whsle | 6 437 | 32 607 159 | 1 766 562 | 403 019 | 59 231 | 4 025 967 | 3 254 754 | 3 527 294 |
| 4229101 | Farm supplies—farm dealers | 3 363 | 9 641 439 | 660 374 | 151 572 | 23 898 | 1 543 900 | 923 987 | 1 013 130 |
| 4229102 | Farm supplies—whsle distributors | 3 074 | 22 965 720 | 1 106 188 | 251 447 | 35 333 | 2 482 067 | 2 330 767 | 2 514 164 |
| 42292 | Book, periodical, & newspaper whsle | 3 257 | 17 022 288 | 1 697 252 | 409 254 | 69 110 | 3 453 522 | 1 876 325 | 2 022 021 |
| 422920 | Book, periodical, & newspaper whsle | 3 257 | 17 022 288 | 1 697 252 | 409 254 | 69 110 | 3 453 522 | 1 876 325 | 2 022 021 |
| 42293 | Flower, nursery stock, & florists' supplies whsle | 3 654 | 7 244 856 | 986 762 | 229 037 | 43 624 | 2 036 312 | 641 989 | 700 100 |
| 422930 | Flower, nursery stock, & florists' supplies whsle | 3 654 | 7 244 856 | 986 762 | 229 037 | 43 624 | 2 036 312 | 641 989 | 700 100 |
| 42294 | Tobacco & tobacco product whsle | 1 466 | 31 656 394 | 1 178 783 | 276 353 | 45 602 | 2 328 873 | 1 792 803 | 2 042 330 |
| 422940 | Tobacco & tobacco product whsle | 1 466 | 31 656 394 | 1 178 783 | 276 353 | 45 602 | 2 328 873 | 1 792 803 | 2 042 330 |
| 42295 | Paint, varnish, & supplies whsle | 1 630 | 3 370 442 | 454 352 | 106 623 | 14 611 | 960 038 | 439 348 | 461 151 |
| 4229501 | Paint, varnish, & supplies whsle | 1 630 | 3 370 442 | 454 352 | 106 623 | 14 611 | 960 038 | 439 348 | 461 151 |
| 4229501 | Paint, varnish, & supplies whsle | 1 630 | 3 370 442 | 454 352 | 106 623 | 14 611 | 960 038 | 439 348 | 461 151 |
| 42299 | Other miscellaneous nondurable goods whsle | 12 920 | 51 257 225 | 2 519 927 | 564 938 | 84 959 | 5 719 884 | 3 990 689 | 4 445 336 |
| 422990 | Other miscellaneous nondurable goods whsle | 12 920 | 51 257 225 | 2 519 927 | 564 938 | 84 959 | 5 719 884 | 3 990 689 | 4 445 336 |
| 4229901 | Art goods whsle | 3 976 | 7 426 099 | 888 512 | 196 526 | 30 205 | 2 271 032 | 1 182 362 | 1 344 462 |
| 4229902 | General merchandise (nondurable goods) whsle | 2 842 | 33 181 350 | 653 859 | 152 784 | 18 841 | 1 315 798 | 1 498 263 | 1 564 291 |
| 4229903 | Textile bags, bagging, & burlap whsle | 400 | 723 184 | 73 748 | 16 037 | 2 882 | 173 346 | 88 608 | 109 275 |
| 4229904 | Other nondurable goods whsle | 5 702 | 9 926 592 | 903 808 | 199 591 | 33 031 | 1 959 708 | 1 221 456 | 1 427 308 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|--|---|-------------------------|-----------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Manufacturers' sales branches and sales offices . . | | | | | | | | | |
| | | '29 305 | '1 258 874 769 | '45 911 766 | '11 963 217 | '922 208 | '95 051 279 | 39 467 315 | 40 758 311 |
| 421 | Wholesale trade, durable goods | '17 228 | '707 565 616 | '26 757 611 | '7 167 566 | '479 447 | '52 345 151 | 26 273 001 | 27 084 251 |
| 4211 | Motor vehicle & motor vehicle parts & supplies whsle | 1 425 | 291 207 541 | 2 233 321 | 570 190 | 47 824 | 5 928 771 | 5 894 354 | 5 776 275 |
| 42111 | Automobile & other motor vehicle whsle | 380 | 255 902 304 | 735 647 | 200 319 | 14 104 | 2 764 098 | 2 883 392 | 2 738 389 |
| 421110 | Automobile & other motor vehicle whsle | 380 | 255 902 304 | 735 647 | 200 319 | 14 104 | 2 764 098 | 2 883 392 | 2 738 389 |
| 4211101 | Automobile & motorcycle whsle | 124 | 95 851 919 | 298 709 | 71 122 | 5 211 | 1 890 320 | 2 196 413 | 1 935 877 |
| 4211102 | Bus & recreational vehicle whsle | 14 | D | D | D | c | D | D | D |
| 4211103 | Light truck & van (14,000 lb or less) whsle | 99 | 152 661 486 | 207 342 | 65 536 | 3 135 | 483 741 | 103 459 | 157 810 |
| 4211104 | Medium truck & tractor (14,001 lb to 26,000 lb) whsle | 20 | D | D | D | e | D | D | D |
| 4211105 | Heavy truck & tractor (over 26,000 lb) whsle | 123 | D | D | D | i | D | D | D |
| 42112 | Motor vehicle supplies & new parts whsle | 895 | 25 607 316 | 1 287 094 | 316 689 | 29 268 | 2 684 657 | 2 815 454 | 2 830 859 |
| 421120 | Motor vehicle supplies & new parts whsle | 895 | 25 607 316 | 1 287 094 | 316 689 | 29 268 | 2 684 657 | 2 815 454 | 2 830 859 |
| 4211201 | Motor vehicle supplies & new parts—warehouse distributors | 343 | 6 640 896 | 223 308 | 53 476 | 5 937 | 548 683 | 512 479 | 516 527 |
| 4211202 | Motor vehicle supplies & new parts—jobbers | 541 | 18 824 469 | 1 057 445 | 261 684 | 23 182 | 2 124 144 | 2 297 437 | 2 308 531 |
| 4211203 | Petroleum products marketing equipment whsle | 11 | 141 951 | 6 341 | 1 529 | 149 | 11 830 | 5 538 | 5 801 |
| 42113 | Tire & tube whsle | 150 | 9 697 921 | 210 580 | 53 182 | 4 452 | 480 016 | 195 508 | 207 027 |
| 421130 | Tire & tube whsle | 150 | 9 697 921 | 210 580 | 53 182 | 4 452 | 480 016 | 195 508 | 207 027 |
| 4212 | Furniture & home furnishings whsle | 485 | 21 729 080 | 646 395 | 162 255 | 16 119 | 1 835 902 | 727 049 | 852 893 |
| 42121 | Furniture whsle | 247 | 7 242 080 | 228 139 | 56 666 | 4 486 | 733 330 | 232 588 | 234 624 |
| 421210 | Furniture whsle | 247 | 7 242 080 | 228 139 | 56 666 | 4 486 | 733 330 | 232 588 | 234 624 |
| 4212101 | Household & lawn furniture whsle | 91 | 1 584 873 | 59 681 | 15 306 | 1 472 | 149 871 | 142 636 | 145 393 |
| 4212102 | Office & business furniture whsle | 156 | 5 657 207 | 168 458 | 41 360 | 3 014 | 583 459 | 89 952 | 89 231 |
| 42122 | Home furnishings whsle | 238 | 14 487 000 | 418 256 | 105 589 | 11 633 | 1 102 572 | 494 461 | 618 269 |
| 421220 | Home furnishings whsle | 238 | 14 487 000 | 418 256 | 105 589 | 11 633 | 1 102 572 | 494 461 | 618 269 |
| 4212201 | Household china, glassware, & crockery whsle | 14 | 597 661 | 45 630 | 11 679 | 3 156 | 185 733 | 113 060 | 116 905 |
| 4212202 | Linens, domestics, draperies, & curtains whsle | 102 | 5 437 338 | 173 959 | 41 494 | 3 356 | 412 153 | 133 549 | 182 658 |
| 4212203 | Floor coverings whsle | 96 | 7 864 637 | 161 893 | 43 378 | 4 236 | 405 041 | 165 967 | 192 458 |
| 4212204 | Other home furnishings whsle | 26 | 587 364 | 36 774 | 9 038 | 885 | 99 645 | 81 885 | 126 248 |
| 4213 | Lumber & other construction materials whsle | 1 728 | 21 380 553 | 959 343 | 223 167 | 26 196 | 2 168 463 | 1 129 218 | 1 192 107 |
| 42131 | Lumber, plywood, millwork, & wood panel whsle | 501 | 10 261 254 | 445 340 | 100 385 | 11 443 | 980 545 | 577 840 | 582 251 |
| 421310 | Lumber, plywood, millwork, & wood panel whsle | 501 | 10 261 254 | 445 340 | 100 385 | 11 443 | 980 545 | 577 840 | 582 251 |
| 4213101 | Lumber without yard whsle | 42 | 2 568 618 | 73 903 | 17 069 | 1 261 | 154 834 | 44 241 | 42 086 |
| 4213102 | Lumber with yard whsle | 96 | 2 240 878 | 108 796 | 26 767 | 3 064 | 215 313 | 193 666 | 204 645 |
| 4213103 | Plywood, veneer, millwork, & wood panel whsle | 363 | 5 451 758 | 262 641 | 56 549 | 7 118 | 610 398 | 339 933 | 335 520 |
| 42132 | Brick, stone, & related construction materials whsle | 761 | 5 848 872 | 243 871 | 60 393 | 7 587 | 566 136 | 315 377 | 322 020 |
| 421320 | Brick, stone, & related construction materials whsle | 761 | 5 848 872 | 243 871 | 60 393 | 7 587 | 566 136 | 315 377 | 322 020 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle | 431 | 2 150 812 | 127 852 | 32 499 | 4 853 | 298 148 | 175 800 | 183 045 |
| 4213202 | Sand, gravel, & stone whsle | 88 | 309 282 | 28 242 | 5 737 | 758 | 66 523 | 30 696 | 32 544 |
| 4213203 | Cement, lime, & related products whsle | 242 | 3 388 778 | 87 777 | 22 157 | 1 976 | 201 465 | 108 881 | 106 431 |
| 42133 | Roofing, siding, & insulation material whsle | 222 | 3 268 532 | 134 395 | 30 154 | 3 009 | 335 608 | 119 549 | 165 194 |
| 421330 | Roofing, siding, & insulation material whsle | 222 | 3 268 532 | 134 395 | 30 154 | 3 009 | 335 608 | 119 549 | 165 194 |
| 4213301 | Roofing, siding, & insulation material whsle | 222 | 3 268 532 | 134 395 | 30 154 | 3 009 | 335 608 | 119 549 | 165 194 |
| 42139 | Other construction materials whsle | 244 | 2 001 895 | 135 737 | 32 235 | 4 157 | 286 174 | 116 452 | 122 642 |
| 421390 | Other construction materials whsle | 244 | 2 001 895 | 135 737 | 32 235 | 4 157 | 286 174 | 116 452 | 122 642 |
| 4213901 | Flat glass & other construction glass whsle | 97 | 712 348 | 60 185 | 14 959 | 2 027 | 133 089 | 31 569 | 33 993 |
| 4213902 | Other construction materials whsle | 147 | 1 289 547 | 75 552 | 17 276 | 2 130 | 153 085 | 84 883 | 88 649 |
| 4214 | Professional & commercial equipment & supplies whsle | 3 160 | 112 786 674 | 11 179 271 | 3 185 154 | 168 896 | 20 269 644 | 6 208 920 | 6 462 776 |
| 42141 | Photographic equipment & supplies whsle | 74 | 8 103 149 | 265 078 | 66 723 | 4 684 | 551 818 | 300 597 | 300 374 |
| 421410 | Photographic equipment & supplies whsle | 74 | 8 103 149 | 265 078 | 66 723 | 4 684 | 551 818 | 300 597 | 300 374 |
| 42142 | Office equipment whsle | 624 | 10 554 896 | 1 648 110 | 496 155 | 30 895 | 2 537 175 | 396 474 | 407 557 |
| 421420 | Office equipment whsle | 624 | 10 554 896 | 1 648 110 | 496 155 | 30 895 | 2 537 175 | 396 474 | 407 557 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Manufacturers' sales branches and sales offices—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4214 | Professional & commercial equipment & supplies whsle—Con. | | | | | | | | |
| 42143 | Computer & computer peripheral equipment & software whsle | 1 713 | 72 042 268 | 7 477 349 | 2 172 050 | 103 625 | 13 060 865 | 3 902 435 | 3 862 572 |
| 421430 | Computer & computer peripheral equipment & software whsle | 1 713 | 72 042 268 | 7 477 349 | 2 172 050 | 103 625 | 13 060 865 | 3 902 435 | 3 862 572 |
| 4214301 | Computer & peripheral equipment whsle | 1 665 | 71 175 956 | 7 409 460 | 2 155 591 | 102 720 | 12 854 617 | 3 794 994 | 3 751 171 |
| 42143011 | Computers & peripheral equipment for resale | 476 | 27 387 050 | 957 611 | 227 003 | 12 803 | 2 017 860 | 2 686 568 | 2 753 077 |
| 42143012 | Computers & peripheral equipment for end use | 1 189 | 43 788 906 | 6 451 849 | 1 928 588 | 89 917 | 10 836 757 | 1 108 426 | 998 094 |
| 4214302 | Computer software (packaged) whsle | 48 | 866 312 | 67 889 | 16 459 | 905 | 206 248 | 107 441 | 111 401 |
| 42144 | Other commercial equipment whsle | 128 | 1 012 149 | 99 000 | 23 292 | 2 664 | 204 053 | 50 710 | 45 143 |
| 421440 | Other commercial equipment whsle | 128 | 1 012 149 | 99 000 | 23 292 | 2 664 | 204 053 | 50 710 | 45 143 |
| 4214401 | Restaurant & hotel equipment & supplies whsle | 38 | 420 448 | 35 843 | 8 121 | 759 | 75 705 | 31 401 | 28 108 |
| 4214402 | Store machines & equipment whsle | 90 | 591 701 | 63 157 | 15 171 | 1 905 | 128 348 | 19 309 | 17 035 |
| 42145 | Medical, dental, & hospital equipment & supplies whsle | 459 | 18 700 334 | 1 505 615 | 378 593 | 22 976 | 3 433 670 | 1 447 646 | 1 734 996 |
| 421450 | Medical, dental, & hospital equipment & supplies whsle | 459 | 18 700 334 | 1 505 615 | 378 593 | 22 976 | 3 433 670 | 1 447 646 | 1 734 996 |
| 4214501 | Surgical, medical, & hospital supplies whsle | 439 | 18 453 838 | 1 458 202 | 367 384 | 21 912 | 3 328 511 | 1 400 212 | 1 690 071 |
| 4214502 | Dental equipment & supplies whsle | 20 | 246 496 | 47 413 | 11 209 | 1 064 | 105 159 | 47 434 | 44 925 |
| 42146 | Ophthalmic goods whsle | 66 | 886 679 | 69 912 | 18 378 | 1 819 | 144 230 | 42 902 | 37 555 |
| 421460 | Ophthalmic goods whsle | 66 | 886 679 | 69 912 | 18 378 | 1 819 | 144 230 | 42 902 | 37 555 |
| 42149 | Other professional equipment & supplies whsle | 96 | 1 487 199 | 114 207 | 29 963 | 2 233 | 337 833 | 68 156 | 74 579 |
| 421490 | Other professional equipment & supplies whsle | 96 | 1 487 199 | 114 207 | 29 963 | 2 233 | 337 833 | 68 156 | 74 579 |
| 4214901 | Religious & school supplies whsle | 9 | 211 078 | 5 843 | 1 584 | 254 | 42 117 | 5 184 | 5 377 |
| 4214902 | Other professional equipment & supplies whsle | 87 | 1 276 121 | 108 364 | 28 379 | 1 979 | 295 716 | 62 972 | 69 202 |
| 4215 | Metal & mineral (except petroleum) whsle | 1 045 | 45 511 177 | 1 053 480 | 254 172 | 22 869 | 2 209 867 | 2 485 392 | 2 573 871 |
| 42151 | Metal service centers & offices | 1 004 | 40 775 671 | 1 013 345 | 245 477 | 22 181 | 2 113 821 | 2 305 880 | 2 400 276 |
| 421510 | Metal service centers & offices | 1 004 | 40 775 671 | 1 013 345 | 245 477 | 22 181 | 2 113 821 | 2 305 880 | 2 400 276 |
| 4215101 | Ferrous metal service centers & sales offices | 785 | 30 866 626 | 674 331 | 153 261 | 15 365 | 1 406 341 | 1 487 008 | 1 555 328 |
| 42151011 | Ferrous metal service centers | 517 | 8 999 281 | 556 503 | 122 134 | 13 236 | 1 169 111 | 1 487 008 | 1 555 328 |
| 42151012 | Ferrous metal sales offices | 268 | 21 867 345 | 117 828 | 31 127 | 2 129 | 237 230 | — | — |
| 4215102 | Nonferrous metal service centers & sales offices | 219 | 9 909 045 | 339 014 | 92 216 | 6 816 | 707 480 | 818 872 | 844 948 |
| 42151021 | Nonferrous metal service centers | 151 | 6 405 017 | 278 484 | 72 189 | 6 118 | 602 806 | 818 872 | 844 948 |
| 42151022 | Nonferrous metal sales offices | 68 | 3 504 028 | 60 530 | 20 027 | 698 | 104 674 | — | — |
| 42152 | Coal & other mineral & ore whsle | 41 | 4 735 506 | 40 135 | 8 695 | 688 | 96 046 | 179 512 | 173 595 |
| 421520 | Coal & other mineral & ore whsle | 41 | 4 735 506 | 40 135 | 8 695 | 688 | 96 046 | 179 512 | 173 595 |
| 4215201 | Coal whsle | 33 | D | D | D | f | D | D | D |
| 4215202 | Other mineral & ore whsle | 8 | D | D | D | b | D | D | D |
| 4216 | Electrical goods whsle | 4 235 | 109 430 432 | 5 859 327 | 1 602 067 | 96 438 | 10 337 202 | 2 564 249 | 2 702 130 |
| 42161 | Electrical apparatus & equip, wiring supp, & const material whsle | 1 608 | 25 132 554 | 1 527 424 | 376 644 | 27 155 | 2 754 559 | 1 065 246 | 1 133 762 |
| 421610 | Electrical apparatus & equip, wiring supp, & const material whsle | 1 608 | 25 132 554 | 1 527 424 | 376 644 | 27 155 | 2 754 559 | 1 065 246 | 1 133 762 |
| 42162 | Electrical appliance, television & radio set whsle | 131 | 9 429 517 | 241 386 | 58 340 | 5 467 | 706 947 | 229 453 | 234 623 |
| 421620 | Electrical appliance, television & radio set whsle | 131 | 9 429 517 | 241 386 | 58 340 | 5 467 | 706 947 | 229 453 | 234 623 |
| 42169 | Other electronic parts & equipment whsle | 2 496 | 74 868 361 | 4 090 517 | 1 167 083 | 63 816 | 6 875 696 | 1 269 550 | 1 333 745 |
| 421690 | Other electronic parts & equipment whsle | 2 496 | 74 868 361 | 4 090 517 | 1 167 083 | 63 816 | 6 875 696 | 1 269 550 | 1 333 745 |
| 4216901 | Communications equipment & supplies whsle | 1 884 | 48 149 700 | 3 392 770 | 993 768 | 51 416 | 5 405 631 | 643 686 | 683 442 |
| 4216902 | Electronic parts (excluding communications equipment) whsle | 612 | 26 718 661 | 697 747 | 173 315 | 12 400 | 1 470 065 | 625 864 | 650 303 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Manufacturers' sales branches and sales offices—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4217 | Hardware, & plumbing & heating equipment & supplies whsle | 767 | D | D | D | j | D | D | D |
| 42171 | Hardware whsle | 255 | 7 531 815 | 361 083 | 81 902 | 7 244 | 706 728 | 400 220 | 454 610 |
| 421710 | Hardware whsle | 255 | 7 531 815 | 361 083 | 81 902 | 7 244 | 706 728 | 400 220 | 454 610 |
| 42172 | Plumbing & heating equipment & supplies (hydronics) whsle | 212 | 4 212 982 | 163 627 | 40 542 | 4 287 | 317 159 | 285 521 | 305 052 |
| 421720 | Plumbing & heating equipment & supplies (hydronics) whsle | 212 | 4 212 982 | 163 627 | 40 542 | 4 287 | 317 159 | 285 521 | 305 052 |
| 42173 | Warm air heating & air-conditioning equipment & supplies whsle | 221 | 3 572 401 | 305 086 | 77 313 | 6 036 | 746 481 | 302 260 | 306 643 |
| 421730 | Warm air heating & air-conditioning equipment & supplies whsle | 221 | 3 572 401 | 305 086 | 77 313 | 6 036 | 746 481 | 302 260 | 306 643 |
| 42174 | Refrigeration equipment & supplies whsle | 79 | D | D | D | g | D | D | D |
| 421740 | Refrigeration equipment & supplies whsle | 79 | D | D | D | g | D | D | D |
| 4218 | Machinery, equipment, & supplies whsle | 4 120 | 75 691 801 | 3 381 032 | 824 894 | 72 156 | 6 466 552 | 5 425 245 | 5 652 296 |
| 42181 | Construction & mining (except petroleum) machinery & equip whsle | 281 | 11 913 590 | 447 715 | 117 664 | 8 930 | 850 564 | 1 965 177 | 2 048 105 |
| 421810 | Construction & mining (except petroleum) machinery & equip whsle | 281 | 11 913 590 | 447 715 | 117 664 | 8 930 | 850 564 | 1 965 177 | 2 048 105 |
| 42182 | Farm & garden machinery & equipment whsle | 132 | 7 823 700 | 181 944 | 42 452 | 4 175 | 425 286 | 499 592 | 496 571 |
| 421820 | Farm & garden machinery & equipment whsle | 132 | 7 823 700 | 181 944 | 42 452 | 4 175 | 425 286 | 499 592 | 496 571 |
| 4218201 | Farm machinery & equipment—farm dealers | 42 | D | D | D | f | D | D | D |
| 4218202 | Farm machinery & equipment—whsle distributors | 70 | D | D | D | h | D | D | D |
| 4218203 | Lawn & garden machinery & equipment whsle | 20 | 1 036 338 | 39 387 | 8 747 | 754 | 149 865 | 108 770 | 112 891 |
| 42183 | Industrial machinery & equipment whsle | 2 332 | 25 170 814 | 1 793 155 | 423 140 | 38 160 | 3 307 795 | 1 546 022 | 1 621 644 |
| 421830 | Industrial machinery & equipment whsle | 2 332 | 25 170 814 | 1 793 155 | 423 140 | 38 160 | 3 307 795 | 1 546 022 | 1 621 644 |
| 4218301 | Food-processing machinery & equipment whsle | 33 | 337 285 | 31 261 | 7 266 | 771 | 52 689 | 28 248 | 34 065 |
| 4218302 | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle | 264 | 2 063 142 | 118 654 | 30 155 | 2 901 | 206 767 | 154 417 | 172 816 |
| 42183021 | Hydraulic & pneumatic pumps & motors whsle | 204 | 1 185 714 | 77 648 | 20 182 | 1 799 | 133 488 | 92 070 | 108 041 |
| 42183022 | Hydraulic & pneumatic parts, accessories, & supplies whsle | 60 | 877 428 | 41 006 | 9 973 | 1 102 | 73 279 | 62 347 | 64 775 |
| 4218303 | General-purpose industrial machinery & equipment whsle | 679 | 7 711 350 | 540 870 | 118 105 | 10 902 | 1 021 002 | 348 884 | 361 601 |
| 4218304 | Metalworking machinery & equipment whsle | 133 | 2 386 799 | 146 132 | 36 850 | 3 061 | 289 639 | 214 923 | 209 410 |
| 4218305 | Materials handling equipment whsle | 188 | 2 721 654 | 244 145 | 58 321 | 5 619 | 435 385 | 126 213 | 134 682 |
| 4218306 | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle | 599 | 2 860 833 | 271 680 | 65 414 | 5 782 | 480 009 | 330 980 | 362 625 |
| 4218307 | Other industrial machinery & equipment whsle | 436 | 7 089 751 | 440 413 | 107 029 | 9 124 | 822 304 | 342 357 | 346 445 |
| 42184 | Industrial supplies whsle | 1 097 | 23 846 292 | 643 575 | 160 535 | 14 411 | 1 193 017 | 644 254 | 632 329 |
| 421840 | Industrial supplies whsle | 1 097 | 23 846 292 | 643 575 | 160 535 | 14 411 | 1 193 017 | 644 254 | 632 329 |
| 4218402 | Mechanical power transmission supplies whsle | 301 | 5 311 517 | 165 934 | 38 789 | 3 993 | 336 861 | 216 268 | 209 539 |
| 4218403 | Welding supplies whsle | 241 | 451 429 | 55 031 | 12 847 | 1 663 | 112 763 | 41 513 | 41 544 |
| 4218404 | Industrial containers & supplies whsle | 57 | 4 145 874 | 26 872 | 7 133 | 618 | 56 518 | 9 278 | 9 963 |
| 4218405 | Industrial valves & fittings (except fluid-power) whsle | 98 | 654 866 | 67 124 | 17 160 | 1 422 | 111 682 | 53 102 | 53 498 |
| 4218406 | Other industrial supplies whsle | 400 | 13 282 606 | 328 614 | 84 606 | 6 715 | 575 193 | 324 093 | 317 785 |
| 42185 | Service establishment equipment & supplies whsle | 182 | 3 466 042 | 98 546 | 23 118 | 2 107 | 189 409 | 89 856 | 87 142 |
| 421850 | Service establishment equipment & supplies whsle | 182 | 3 466 042 | 98 546 | 23 118 | 2 107 | 189 409 | 89 856 | 87 142 |
| 4218501 | Beauty & barber shop equipment & supplies whsle | 3 | D | D | D | c | D | D | D |
| 4218502 | Custodial, janitors' equipment & supplies whsle | 12 | 39 925 | 4 969 | 1 208 | 153 | 8 231 | 3 843 | 5 230 |
| 4218503 | Laundry & dry-cleaning equipment & supplies whsle | 27 | D | D | D | f | D | D | D |
| 4218504 | Other service establishment equipment & supplies whsle | 140 | D | D | D | g | D | D | D |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Manufacturers' sales branches and sales offices—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4218 | Machinery, equipment, & supplies whsle—Con. | | | | | | | | |
| 42186 | Transportation equipment & supplies (exc motor vehicle) whsle | 96 | 3 471 363 | 216 097 | 57 985 | 4 373 | 500 481 | 680 344 | 766 505 |
| 421860 | Transportation equipment & supplies (exc motor vehicle) whsle | | | | | | | | |
| 4218601 | Aircraft & aeronautical equipment & supplies whsle | 96 | 3 471 363 | 216 097 | 57 985 | 4 373 | 500 481 | 680 344 | 766 505 |
| 4218602 | Marine machinery, equipment, & supplies whsle | 62 | 2 824 449 | 183 159 | 49 328 | 3 634 | 360 828 | 617 388 | 707 682 |
| 4218603 | Other transportation equipment & supplies whsle | 27 | D | D | D | f | D | D | D |
| 4219 | Miscellaneous durable goods whsle | 263 | D | D | D | i | D | D | D |
| 42191 | Sporting & recreational goods & supplies whsle | 53 | 3 778 496 | 171 399 | 41 941 | 2 746 | 406 005 | 211 454 | 205 552 |
| 421910 | Sporting & recreational goods & supplies whsle | 53 | 3 778 496 | 171 399 | 41 941 | 2 746 | 406 005 | 211 454 | 205 552 |
| 42192 | Toy & hobby goods & supplies whsle | 24 | D | D | D | g | D | D | D |
| 421920 | Toy & hobby goods & supplies whsle | 24 | D | D | D | g | D | D | D |
| 42194 | Jewelry/watch/silverware/precious stone, & precious metal whsle | 55 | 669 717 | 51 069 | 11 808 | 912 | 102 466 | 63 719 | 61 151 |
| 421940 | Jewelry/watch/silverware/precious stone, & precious metal whsle | 55 | 669 717 | 51 069 | 11 808 | 912 | 102 466 | 63 719 | 61 151 |
| 4219401 | Jewelry, watch, diamonds, precious stone, & silverware whsle | 46 | D | D | D | f | D | D | D |
| 4219402 | Precious metal (excluding ores) whsle | 9 | D | D | D | b | D | D | D |
| 42199 | Other miscellaneous durable goods whsle | 131 | 7 704 440 | 217 395 | 51 674 | 4 189 | 553 137 | 325 649 | 327 917 |
| 421990 | Other miscellaneous durable goods whsle | 131 | 7 704 440 | 217 395 | 51 674 | 4 189 | 553 137 | 325 649 | 327 917 |
| 4219901 | Musical instruments & supplies whsle | 4 | 198 784 | 14 756 | 3 571 | 304 | 33 950 | 17 435 | 18 896 |
| 4219903 | General merchandise (durable goods) whsle | 4 | D | D | D | b | D | D | D |
| 4219904 | Prerecorded media whsle | 83 | 7 023 150 | 172 098 | 41 765 | 3 085 | 447 816 | 284 308 | 276 834 |
| 42199041 | Compact discs/prerecorded audio tapes, & phonograph records whsle | 79 | D | D | D | h | D | D | D |
| 42199042 | Prerecorded video tapes whsle | 4 | D | D | D | b | D | D | D |
| 4219905 | Fire extinguishers & fire safety equipment whsle | 21 | D | D | D | b | D | D | D |
| 4219906 | Other durable goods whsle | 19 | 374 524 | 25 519 | 5 215 | 692 | 60 737 | 19 148 | 27 103 |
| 422 | Wholesale trade, nondurable goods | 12 077 | 551 309 153 | 19 154 155 | 4 795 651 | 442 761 | 42 706 128 | 13 194 314 | 13 674 060 |
| 4221 | Paper & paper product whsle | 1 596 | 42 967 916 | 1 646 092 | 410 886 | 50 760 | 3 279 924 | 633 637 | 667 898 |
| 42211 | Printing & writing paper whsle | 294 | 16 541 542 | 310 695 | 77 028 | 5 935 | 645 393 | 203 981 | 197 089 |
| 422110 | Printing & writing paper whsle | 294 | 16 541 542 | 310 695 | 77 028 | 5 935 | 645 393 | 203 981 | 197 089 |
| 42212 | Stationery & office supplies whsle | 1 051 | 11 496 650 | 910 139 | 226 621 | 36 505 | 1 707 716 | 251 732 | 249 391 |
| 422120 | Stationery & office supplies whsle | 1 051 | 11 496 650 | 910 139 | 226 621 | 36 505 | 1 707 716 | 251 732 | 249 391 |
| 42213 | Industrial & personal service paper whsle | 251 | 14 929 724 | 425 258 | 107 237 | 8 320 | 926 815 | 177 924 | 221 418 |
| 422130 | Industrial & personal service paper whsle | 251 | 14 929 724 | 425 258 | 107 237 | 8 320 | 926 815 | 177 924 | 221 418 |
| 4222 | Drugs, & druggists' sundries whsle | 358 | 90 317 145 | 3 827 803 | 948 944 | 58 960 | 8 666 126 | 2 517 364 | 2 756 060 |
| 42221 | Drugs, & druggists' sundries whsle | 358 | 90 317 145 | 3 827 803 | 948 944 | 58 960 | 8 666 126 | 2 517 364 | 2 756 060 |
| 422210 | Drugs, & druggists' sundries whsle | 358 | 90 317 145 | 3 827 803 | 948 944 | 58 960 | 8 666 126 | 2 517 364 | 2 756 060 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle | 358 | 90 317 145 | 3 827 803 | 948 944 | 58 960 | 8 666 126 | 2 517 364 | 2 756 060 |
| 4223 | Apparel, piece goods, & notions whsle | 709 | 22 808 180 | 963 347 | 238 190 | 20 459 | 2 166 712 | 1 465 168 | 1 513 039 |
| 42231 | Piece goods, notions, & other dry goods whsle | 245 | 6 592 566 | 246 518 | 61 096 | 4 657 | 520 679 | 166 724 | 163 647 |
| 422310 | Piece goods, notions, & other dry goods whsle | 245 | 6 592 566 | 246 518 | 61 096 | 4 657 | 520 679 | 166 724 | 163 647 |
| 4223101 | Piece goods—jobbers | 194 | 5 899 943 | 217 278 | 54 350 | 3 909 | 449 240 | 135 679 | 134 323 |
| 4223102 | Notions & other dry goods whsle | 51 | 692 623 | 29 240 | 6 746 | 748 | 71 439 | 31 045 | 29 324 |
| 42232 | Men's & boys' clothing & furnishings whsle | 202 | 7 748 425 | 345 408 | 83 096 | 8 449 | 763 011 | 745 747 | 754 794 |
| 422320 | Men's & boys' clothing & furnishings whsle | 202 | 7 748 425 | 345 408 | 83 096 | 8 449 | 763 011 | 745 747 | 754 794 |
| 42233 | Women's, children's, & infants' clothing & accessories whsle | 233 | 6 347 552 | 248 975 | 63 198 | 5 248 | 589 565 | 294 159 | 290 081 |
| 422330 | Women's, children's, & infants' clothing & accessories whsle | 233 | 6 347 552 | 248 975 | 63 198 | 5 248 | 589 565 | 294 159 | 290 081 |
| 42234 | Footwear whsle | 29 | 2 119 637 | 122 446 | 30 800 | 2 105 | 293 457 | 258 538 | 304 517 |
| 422340 | Footwear whsle | 29 | 2 119 637 | 122 446 | 30 800 | 2 105 | 293 457 | 258 538 | 304 517 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Manufacturers' sales branches and sales offices—Con. | | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4224 | Grocery & related products whsle | 3 765 | 145 608 857 | 6 614 860 | 1 606 055 | 188 281 | 13 850 688 | 2 165 631 | 2 258 062 |
| 42242 | Packaged frozen food whsle | 262 | 7 449 295 | 227 226 | 59 433 | 6 436 | 766 248 | 258 770 | 287 963 |
| 422420 | Packaged frozen food whsle | 262 | 7 449 295 | 227 226 | 59 433 | 6 436 | 766 248 | 258 770 | 287 963 |
| 42243 | Dairy products, (except dried or canned) whsle | 507 | 12 804 977 | 757 461 | 175 830 | 19 409 | 1 849 552 | 343 331 | 350 438 |
| 422430 | Dairy products, (except dried or canned) whsle | 507 | 12 804 977 | 757 461 | 175 830 | 19 409 | 1 849 552 | 343 331 | 350 438 |
| 4224302 | Dairy product (except raw milk) whsle | 507 | 12 804 977 | 757 461 | 175 830 | 19 409 | 1 849 552 | 343 331 | 350 438 |
| 42244 | Poultry & poultry product whsle | 54 | D | D | D | g | D | D | D |
| 422440 | Poultry & poultry product whsle | 54 | D | D | D | g | D | D | D |
| 4224402 | Poultry & poultry product (except live) whsle | 54 | D | D | D | g | D | D | D |
| 42245 | Confectionery whsle | 302 | 16 592 178 | 1 242 879 | 310 472 | 37 061 | 2 148 399 | 84 367 | 83 893 |
| 422450 | Confectionery whsle | 302 | 16 592 178 | 1 242 879 | 310 472 | 37 061 | 2 148 399 | 84 367 | 83 893 |
| 42246 | Fish & seafood whsle | 24 | 334 555 | 18 934 | 5 492 | 654 | 65 754 | 33 405 | 29 959 |
| 422460 | Fish & seafood whsle | 24 | 334 555 | 18 934 | 5 492 | 654 | 65 754 | 33 405 | 29 959 |
| 42247 | Meat & meat product whsle | 112 | 20 272 965 | 121 017 | 26 471 | 3 094 | 370 753 | 86 322 | 100 511 |
| 422470 | Meat & meat product whsle | 112 | 20 272 965 | 121 017 | 26 471 | 3 094 | 370 753 | 86 322 | 100 511 |
| 42249 | Other grocery & related products whsle | 2 504 | D | D | D | m | D | D | D |
| 422490 | Other grocery & related products whsle | 2 504 | D | D | D | m | D | D | D |
| 4224901 | Coffee, tea, & spice whsle | 253 | 4 860 320 | 163 182 | 39 202 | 4 600 | 388 513 | 61 694 | 64 578 |
| 4224902 | Bread & baked goods whsle | 752 | 12 763 211 | 966 632 | 252 384 | 29 483 | 1 863 092 | 214 642 | 211 461 |
| 4224903 | Soft drinks whsle | 1 034 | 21 211 495 | 2 347 120 | 541 564 | 70 809 | 4 713 914 | 403 133 | 447 032 |
| 4224904 | Canned goods whsle | 88 | 10 565 606 | 160 492 | 40 791 | 3 527 | 326 577 | 97 224 | 98 113 |
| 4224905 | Food & beverage basic materials whsle | 52 | 1 323 153 | 47 761 | 12 808 | 1 011 | 101 759 | 77 987 | 79 722 |
| 4224906 | Other grocery specialties whsle | 325 | D | D | D | j | D | D | D |
| 4226 | Chemical & allied products whsle | 2 281 | 66 366 082 | 2 396 085 | 626 620 | 46 112 | 5 063 180 | 1 911 816 | 1 928 366 |
| 42261 | Plastics materials & basic forms & shapes whsle | 338 | 14 689 127 | 347 971 | 87 185 | 7 095 | 760 560 | 575 413 | 584 774 |
| 422610 | Plastics materials & basic forms & shapes whsle | 338 | 14 689 127 | 347 971 | 87 185 | 7 095 | 760 560 | 575 413 | 584 774 |
| 42269 | Other chemical & allied products whsle | 1 943 | 51 676 955 | 2 048 114 | 539 435 | 39 017 | 4 302 620 | 1 336 403 | 1 343 592 |
| 422690 | Other chemical & allied products whsle | 1 943 | 51 676 955 | 2 048 114 | 539 435 | 39 017 | 4 302 620 | 1 336 403 | 1 343 592 |
| 4226901 | Industrial gases (except LP) whsle | 291 | 1 302 718 | 165 055 | 40 416 | 4 117 | 331 836 | 50 960 | 54 482 |
| 4226902 | Other chemical & allied products whsle | 1 652 | 50 374 237 | 1 883 059 | 499 019 | 34 900 | 3 970 784 | 1 285 443 | 1 289 110 |
| 4227 | Petroleum & petroleum products whsle | 1 271 | 116 162 796 | 992 475 | 263 868 | 20 311 | 3 286 159 | 2 527 355 | 2 513 198 |
| 42271 | Petroleum bulk stations & terminals | 892 | 83 944 314 | 655 953 | 171 350 | 14 691 | 1 981 725 | 2 205 866 | 2 198 570 |
| 422710 | Petroleum bulk stations & terminals | 892 | 83 944 314 | 655 953 | 171 350 | 14 691 | 1 981 725 | 2 205 866 | 2 198 570 |
| 4227101 | Petroleum bulk stations & terminals (except LP) | 865 | D | D | D | j | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 198 | D | D | D | h | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) | 667 | D | D | D | j | D | D | D |
| 4227102 | Liquefied petroleum bulk stations & terminals | 27 | D | D | D | e | D | D | D |
| 42272 | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 379 | 32 218 482 | 336 522 | 92 518 | 5 620 | 1 304 434 | 321 489 | 314 628 |
| 422720 | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 379 | 32 218 482 | 336 522 | 92 518 | 5 620 | 1 304 434 | 321 489 | 314 628 |
| 4228 | Beer, wine, & distilled alcoholic beverage whsle | 161 | D | D | D | i | D | D | D |
| 42281 | Beer & ale whsle | 28 | D | D | D | h | D | D | D |
| 422810 | Beer & ale whsle | 28 | D | D | D | h | D | D | D |
| 42282 | Wine & distilled alcoholic beverage whsle | 133 | 8 055 507 | 277 666 | 72 952 | 3 753 | 754 581 | 206 955 | 220 445 |
| 422820 | Wine & distilled alcoholic beverage whsle | 133 | 8 055 507 | 277 666 | 72 952 | 3 753 | 754 581 | 206 955 | 220 445 |
| 4228201 | Wine & distilled alcoholic bev (licensed operation) whsle | 133 | 8 055 507 | 277 666 | 72 952 | 3 753 | 754 581 | 206 955 | 220 445 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|---|-------------------------|---------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Manufacturers' sales branches and sales offices—Con. | | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4229 | Miscellaneous nondurable goods | | | | | | | | |
| | whsle | 1 936 | D | D | D | I | D | D | D |
| 42291 | Farm supplies whsle | 718 | 18 788 908 | 768 644 | 209 649 | 14 723 | 1 698 218 | 846 883 | 872 435 |
| 422910 | Farm supplies whsle | 718 | 18 788 908 | 768 644 | 209 649 | 14 723 | 1 698 218 | 846 883 | 872 435 |
| 4229101 | Farm supplies—farm dealers .. | 510 | 3 131 362 | 175 680 | 47 898 | 5 749 | 432 124 | 307 739 | 315 598 |
| 4229102 | Farm supplies—whsle distributors | 208 | 15 657 546 | 592 964 | 161 751 | 8 974 | 1 266 094 | 539 144 | 556 837 |
| 42292 | Book, periodical, & newspaper whsle | 674 | 14 024 800 | 817 849 | 207 016 | 17 026 | 1 918 824 | 410 884 | 421 998 |
| 422920 | Book, periodical, & newspaper whsle | 674 | 14 024 800 | 817 849 | 207 016 | 17 026 | 1 918 824 | 410 884 | 421 998 |
| 42293 | Flower, nursery stock, & florists' supplies whsle | 12 | 79 855 | 7 757 | 1 813 | 430 | 19 156 | 13 541 | 13 752 |
| 422930 | Flower, nursery stock, & florists' supplies whsle | 12 | 79 855 | 7 757 | 1 813 | 430 | 19 156 | 13 541 | 13 752 |
| 42294 | Tobacco & tobacco product whsle . . . | 62 | 18 550 203 | 407 935 | 106 130 | 11 349 | 884 657 | 47 682 | 69 662 |
| 422940 | Tobacco & tobacco product whsle . | 62 | 18 550 203 | 407 935 | 106 130 | 11 349 | 884 657 | 47 682 | 69 662 |
| 42295 | Paint, varnish, & supplies whsle | 356 | 2 987 359 | 184 049 | 44 333 | 4 488 | 556 713 | 209 252 | 217 397 |
| 422950 | Paint, varnish, & supplies whsle . . | 356 | 2 987 359 | 184 049 | 44 333 | 4 488 | 556 713 | 209 252 | 217 397 |
| 4229501 | Paint, varnish, & supplies whsle | 356 | 2 987 359 | 184 049 | 44 333 | 4 488 | 556 713 | 209 252 | 217 397 |
| 42299 | Other miscellaneous nondurable goods whsle | 114 | D | D | D | h | D | D | D |
| 422990 | Other miscellaneous nondurable goods whsle | 114 | D | D | D | h | D | D | D |
| 4229901 | Art goods whsle | 16 | 652 548 | 27 576 | 6 680 | 918 | 68 401 | 31 984 | 34 468 |
| 4229902 | General merchandise (nondurable goods) whsle | 8 | 630 129 | 38 929 | 10 597 | 648 | 84 433 | 12 259 | 20 528 |
| 4229903 | Textile bags, bagging, & burlap whsle | 6 | 25 170 | 1 406 | 318 | 34 | 3 796 | 2 585 | 2 665 |
| 4229904 | Other nondurable goods whsle . | 84 | D | D | D | g | D | D | D |
| Agents, brokers, and commission merchants | | '47 835 | '467 651 822 | '10 630 348 | '2 403 680 | '283 257 | '19 435 703 | 579 825 | 642 529 |
| 421 | Wholesale trade, durable goods | '32 022 | '257 371 090 | '6 770 114 | '1 521 895 | '162 155 | '12 275 926 | 433 137 | 471 467 |
| 4211 | Motor vehicle & motor vehicle parts & supplies whsle | 1 810 | '75 470 396 | '937 928 | '213 493 | 45 938 | 1 828 337 | 47 179 | 50 185 |
| 42111 | Automobile & other motor vehicle whsle | 630 | '58 536 229 | '582 615 | '134 698 | 40 663 | 1 202 452 | 22 706 | 26 216 |
| 421110 | Automobile & other motor vehicle whsle | 630 | '58 536 229 | '582 615 | '134 698 | 40 663 | 1 202 452 | 22 706 | 26 216 |
| 4211101 | Automobile & motorcycle whsle . | 497 | '57 491 226 | '557 193 | '129 815 | 39 692 | 1 149 865 | 17 685 | 12 488 |
| 4211102 | Bus & recreational vehicle whsle | 26 | D | D | D | c | D | D | D |
| 4211103 | Light truck & van (14,000 lb or less) whsle | 21 | 196 491 | 3 630 | 748 | 229 | 7 278 | 709 | 1 689 |
| 4211104 | Medium truck & tractor (14,001 lb to 26,000 lb) whsle | 16 | D | D | D | b | D | D | D |
| 4211105 | Heavy truck & tractor (over 26,000 lb) whsle | 70 | D | D | D | e | D | D | D |
| 42112 | Motor vehicle supplies & new parts whsle | 1 129 | '16 750 610 | 349 057 | 77 461 | 5 106 | 613 599 | 23 671 | 23 083 |
| 421120 | Motor vehicle supplies & new parts whsle | 1 129 | '16 750 610 | 349 057 | 77 461 | 5 106 | 613 599 | 23 671 | 23 083 |
| 4211201 | Motor vehicle supplies & new parts—warehouse distributors . | 395 | '4 646 827 | 101 692 | 22 176 | 1 861 | 179 893 | 13 029 | 11 326 |
| 4211202 | Motor vehicle supplies & new parts—jobbers | 669 | 11 883 075 | 241 158 | 53 861 | 3 097 | 420 147 | 9 889 | 10 820 |
| 4211203 | Petroleum products marketing equipment whsle | 65 | 220 708 | 6 207 | 1 424 | 148 | 13 559 | 753 | 937 |
| 42113 | Tire & tube whsle | 51 | 183 557 | 6 256 | 1 334 | 169 | 12 286 | 802 | 886 |
| 421130 | Tire & tube whsle | 51 | 183 557 | 6 256 | 1 334 | 169 | 12 286 | 802 | 886 |
| 4212 | Furniture & home furnishings whsle . . . | 2 849 | 14 278 989 | 398 144 | 92 024 | 9 253 | 807 053 | 15 140 | 16 594 |
| 42121 | Furniture whsle | 1 570 | 7 397 432 | 216 906 | 52 079 | 4 951 | 434 452 | 7 544 | 7 693 |
| 421210 | Furniture whsle | 1 570 | 7 397 432 | 216 906 | 52 079 | 4 951 | 434 452 | 7 544 | 7 693 |
| 4212101 | Household & lawn furniture whsle | 938 | 4 824 140 | 114 108 | 28 070 | 2 552 | 241 168 | 4 067 | 2 937 |
| 4212102 | Office & business furniture whsle | 632 | 2 573 292 | 102 798 | 24 009 | 2 399 | 193 284 | 3 477 | 4 756 |
| 42122 | Home furnishings whsle | 1 279 | 6 881 557 | 181 238 | 39 945 | 4 302 | 372 601 | 7 596 | 8 901 |
| 421220 | Home furnishings whsle | 1 279 | 6 881 557 | 181 238 | 39 945 | 4 302 | 372 601 | 7 596 | 8 901 |
| 4212201 | Household china, glassware, & crockery whsle | 279 | 2 350 666 | 55 000 | 12 226 | 1 167 | 108 301 | 3 369 | 4 958 |
| 4212202 | Linens, domestics, draperies, & curtains whsle | 242 | 1 461 021 | 35 906 | 7 567 | 742 | 70 901 | 403 | 394 |
| 4212203 | Floor coverings whsle | 225 | 660 505 | 20 246 | 4 414 | 574 | 43 448 | 768 | 615 |
| 4212204 | Other home furnishings whsle . . | 533 | 2 409 365 | 70 086 | 15 738 | 1 819 | 149 951 | 3 056 | 2 934 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Agents, brokers, and commission merchants—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4213 | Lumber & other construction materials whsle | 1 397 | 6 492 752 | 169 286 | 35 851 | 3 765 | 312 694 | 13 645 | 16 535 |
| 42131 | Lumber, plywood, millwork, & wood panel whsle | 630 | 3 768 321 | 82 730 | 17 369 | 1 732 | 152 102 | 11 178 | 14 273 |
| 421310 | Lumber, plywood, millwork, & wood panel whsle | 630 | 3 768 321 | 82 730 | 17 369 | 1 732 | 152 102 | 11 178 | 14 273 |
| 4213101 | Lumber without yard whsle | 160 | 780 039 | 14 626 | 2 965 | 350 | 27 048 | 445 | 673 |
| 4213102 | Lumber with yard whsle | 4 | 34 572 | 1 160 | 292 | 37 | 2 103 | 1 131 | 1 163 |
| 4213103 | Plywood, veneer, millwork, & wood panel whsle | 466 | 2 953 710 | 66 944 | 14 112 | 1 345 | 122 951 | 9 602 | 12 437 |
| 42132 | Brick, stone, & related construction materials whsle | 171 | 418 402 | 15 423 | 3 053 | 429 | 32 849 | 1 122 | 827 |
| 421320 | Brick, stone, & related construction materials whsle | 171 | 418 402 | 15 423 | 3 053 | 429 | 32 849 | 1 122 | 827 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle | 74 | 75 029 | 3 643 | 757 | 120 | 8 098 | 588 | 343 |
| 4213202 | Sand, gravel, & stone whsle | 38 | 117 711 | 5 191 | 916 | 139 | 10 036 | 4 | 4 |
| 4213203 | Cement, lime, & related products whsle | 59 | 225 662 | 6 589 | 1 380 | 170 | 14 715 | 530 | 480 |
| 42133 | Roofing, siding, & insulation material whsle | 293 | 1 339 534 | 36 950 | 7 707 | 732 | 66 232 | 744 | 679 |
| 421330 | Roofing, siding, & insulation material whsle | 293 | 1 339 534 | 36 950 | 7 707 | 732 | 66 232 | 744 | 679 |
| 4213301 | Roofing, siding, & insulation material whsle | 293 | 1 339 534 | 36 950 | 7 707 | 732 | 66 232 | 744 | 679 |
| 42139 | Other construction materials whsle .. | 303 | 966 495 | 34 183 | 7 722 | 872 | 61 511 | 601 | 756 |
| 421390 | Other construction materials whsle | 303 | 966 495 | 34 183 | 7 722 | 872 | 61 511 | 601 | 756 |
| 4213901 | Flat glass & other construction glass whsle | 49 | 220 957 | 6 052 | 1 425 | 120 | 11 040 | 188 | 192 |
| 4213902 | Other construction materials whsle | 254 | 745 538 | 28 131 | 6 297 | 752 | 50 471 | 413 | 564 |
| 4214 | Professional & commercial equipment & supplies whsle | 3 825 | 17 418 779 | 773 243 | 181 955 | 14 500 | 1 396 000 | 40 727 | 41 987 |
| 42141 | Photographic equipment & supplies whsle | 98 | 228 240 | 8 218 | 1 708 | 191 | 16 815 | 618 | 1 098 |
| 421410 | Photographic equipment & supplies whsle | 98 | 228 240 | 8 218 | 1 708 | 191 | 16 815 | 618 | 1 098 |
| 42142 | Office equipment whsle | 404 | 1 595 240 | 63 279 | 14 593 | 1 832 | 110 819 | 4 555 | 4 922 |
| 421420 | Office equipment whsle | 404 | 1 595 240 | 63 279 | 14 593 | 1 832 | 110 819 | 4 555 | 4 922 |
| 42143 | Computer & computer peripheral equipment & software whsle | 757 | 7 345 635 | 212 093 | 51 274 | 3 511 | 358 526 | 16 117 | 6 806 |
| 421430 | Computer & computer peripheral equipment & software whsle | 757 | 7 345 635 | 212 093 | 51 274 | 3 511 | 358 526 | 16 117 | 6 806 |
| 4214301 | Computer & peripheral equipment whsle | 609 | 6 670 157 | 183 321 | 44 830 | 3 031 | 309 608 | 15 404 | 6 142 |
| 42143011 | Computers & peripheral equipment for resale | 320 | 4 896 105 | 102 413 | 25 812 | 1 708 | 172 422 | 13 537 | 3 833 |
| 42143012 | Computers & peripheral equipment for end use | 289 | 1 774 052 | 80 908 | 19 018 | 1 323 | 137 186 | 1 867 | 2 309 |
| 4214302 | Computer software (packaged) whsle | 148 | 675 478 | 28 772 | 6 444 | 480 | 48 918 | 713 | 664 |
| 42144 | Other commercial equipment whsle .. | 594 | 2 686 765 | 105 465 | 24 426 | 2 474 | 196 437 | 4 425 | 4 758 |
| 421440 | Other commercial equipment whsle | 594 | 2 686 765 | 105 465 | 24 426 | 2 474 | 196 437 | 4 425 | 4 758 |
| 4214401 | Restaurant & hotel equipment & supplies whsle | 438 | 2 172 270 | 77 586 | 18 041 | 1 723 | 145 614 | 2 804 | 3 090 |
| 4214402 | Store machines & equipment whsle | 156 | 514 495 | 27 879 | 6 385 | 751 | 50 823 | 1 621 | 1 668 |
| 42145 | Medical, dental, & hospital equipment & supplies whsle | 1 473 | 4 492 032 | 322 532 | 75 514 | 5 076 | 601 004 | 12 517 | 20 881 |
| 421450 | Medical, dental, & hospital equipment & supplies whsle | 1 473 | 4 492 032 | 322 532 | 75 514 | 5 076 | 601 004 | 12 517 | 20 881 |
| 4214501 | Surgical, medical, & hospital supplies whsle | 1 423 | 4 284 750 | 303 636 | 70 445 | 4 751 | 559 942 | 11 508 | 19 973 |
| 4214502 | Dental equipment & supplies whsle | 50 | 207 282 | 18 896 | 5 069 | 325 | 41 062 | 1 009 | 908 |
| 42146 | Ophthalmic goods whsle | 164 | 264 765 | 14 399 | 3 437 | 419 | 28 558 | 590 | 731 |
| 421460 | Ophthalmic goods whsle | 164 | 264 765 | 14 399 | 3 437 | 419 | 28 558 | 590 | 731 |
| 42149 | Other professional equipment & supplies whsle | 335 | 806 102 | 47 257 | 11 003 | 997 | 83 841 | 1 905 | 2 791 |
| 421490 | Other professional equipment & supplies whsle | 335 | 806 102 | 47 257 | 11 003 | 997 | 83 841 | 1 905 | 2 791 |
| 4214901 | Religious & school supplies whsle | 50 | 174 015 | 8 404 | 1 812 | 199 | 16 730 | 249 | 284 |
| 4214902 | Other professional equipment & supplies whsle | 285 | 632 087 | 38 853 | 9 191 | 798 | 67 111 | 1 656 | 2 507 |

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Agents, brokers, and commission merchants—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4215 | Metal & mineral (except petroleum) whsle | 1 459 | 13 429 232 | 248 677 | 53 864 | 4 196 | 444 989 | 21 158 | 19 623 |
| 42151 | Metal service centers & offices | 1 336 | 11 795 201 | 219 231 | 47 672 | 3 741 | 392 378 | 13 965 | 12 130 |
| 421510 | Metal service centers & offices | 1 336 | 11 795 201 | 219 231 | 47 672 | 3 741 | 392 378 | 13 965 | 12 130 |
| 4215101 | Ferrous metal service centers & sales offices | 1 057 | 9 516 171 | 178 379 | 38 688 | 2 916 | 318 034 | 12 108 | 6 735 |
| 42151011 | Ferrous metal service centers | 68 | 1 245 827 | 21 454 | 4 853 | 381 | 41 470 | 12 108 | 6 735 |
| 42151012 | Ferrous metal sales offices | 989 | 8 270 344 | 156 925 | 33 835 | 2 535 | 276 564 | — | — |
| 4215102 | Nonferrous metal service centers & sales offices | 279 | 2 279 030 | 40 852 | 8 984 | 825 | 74 344 | 1 857 | 5 395 |
| 42151021 | Nonferrous metal service centers | 25 | 128 172 | 4 431 | 881 | 116 | 10 249 | 1 857 | 5 395 |
| 42151022 | Nonferrous metal sales offices | 254 | 2 150 858 | 36 421 | 8 103 | 709 | 64 095 | — | — |
| 42152 | Coal & other mineral & ore whsle | 123 | 1 634 031 | 29 446 | 6 192 | 455 | 52 611 | 7 193 | 7 493 |
| 421520 | Coal & other mineral & ore whsle | 123 | 1 634 031 | 29 446 | 6 192 | 455 | 52 611 | 7 193 | 7 493 |
| 4215201 | Coal whsle | 86 | D | D | D | e | D | D | D |
| 4215202 | Other mineral & ore whsle | 37 | D | D | D | c | D | D | D |
| 4216 | Electrical goods whsle | 6 652 | 65 926 580 | 1 871 999 | 418 696 | 34 098 | 3 149 270 | 45 220 | 49 043 |
| 42161 | Electrical apparatus & equip, wiring supp, & const material whsle | 2 966 | 22 378 291 | 744 714 | 162 077 | 15 691 | 1 281 219 | 19 422 | 22 414 |
| 421610 | Electrical apparatus & equip, wiring supp, & const material whsle | 2 966 | 22 378 291 | 744 714 | 162 077 | 15 691 | 1 281 219 | 19 422 | 22 414 |
| 42162 | Electrical appliance, television & radio set whsle | 527 | 5 536 904 | 129 264 | 29 419 | 2 456 | 235 524 | 8 467 | 7 956 |
| 421620 | Electrical appliance, television & radio set whsle | 527 | 5 536 904 | 129 264 | 29 419 | 2 456 | 235 524 | 8 467 | 7 956 |
| 42169 | Other electronic parts & equipment whsle | 3 159 | 38 011 385 | 998 021 | 227 200 | 15 951 | 1 632 527 | 17 331 | 18 673 |
| 421690 | Other electronic parts & equipment whsle | 3 159 | 38 011 385 | 998 021 | 227 200 | 15 951 | 1 632 527 | 17 331 | 18 673 |
| 4216901 | Communications equipment & supplies whsle | 574 | 3 451 513 | 132 077 | 30 790 | 2 653 | 224 698 | 5 689 | 5 920 |
| 4216902 | Electronic parts (excluding communications equipment) whsle | 2 585 | 34 559 872 | 865 944 | 196 410 | 13 298 | 1 407 829 | 11 642 | 12 753 |
| 4217 | Hardware, & plumbing & heating equipment & supplies whsle | 2 894 | D | D | D | j | D | D | D |
| 42171 | Hardware whsle | 1 048 | 7 750 213 | 211 319 | 46 252 | 4 381 | 373 340 | 13 207 | 17 207 |
| 421710 | Hardware whsle | 1 048 | 7 750 213 | 211 319 | 46 252 | 4 381 | 373 340 | 13 207 | 17 207 |
| 42172 | Plumbing & heating equipment & supplies (hydronics) whsle | 1 152 | 7 864 360 | 285 192 | 63 815 | 6 330 | 506 800 | 30 379 | 34 251 |
| 421720 | Plumbing & heating equipment & supplies (hydronics) whsle | 1 152 | 7 864 360 | 285 192 | 63 815 | 6 330 | 506 800 | 30 379 | 34 251 |
| 42173 | Warm air heating & air-conditioning equipment & supplies whsle | 559 | 2 304 902 | 149 169 | 35 398 | 2 705 | 249 424 | 8 045 | 7 518 |
| 421730 | Warm air heating & air-conditioning equipment & supplies whsle | 559 | 2 304 902 | 149 169 | 35 398 | 2 705 | 249 424 | 8 045 | 7 518 |
| 42174 | Refrigeration equipment & supplies whsle | 135 | D | D | D | e | D | D | D |
| 421740 | Refrigeration equipment & supplies whsle | 135 | D | D | D | e | D | D | D |
| 4218 | Machinery, equipment, & supplies whsle | 7 572 | 29 427 233 | 1 253 888 | 277 216 | 26 107 | 2 259 835 | 141 800 | 160 065 |
| 42181 | Construction & mining (except petroleum) machinery & equip whsle | 277 | 1 251 107 | 46 195 | 10 150 | 1 107 | 91 948 | 10 454 | 11 080 |
| 421810 | Construction & mining (except petroleum) machinery & equip whsle | 277 | 1 251 107 | 46 195 | 10 150 | 1 107 | 91 948 | 10 454 | 11 080 |
| 42182 | Farm & garden machinery & equipment whsle | 338 | 1 352 959 | 43 977 | 9 492 | 1 329 | 86 902 | 17 297 | 17 377 |
| 421820 | Farm & garden machinery & equipment whsle | 338 | 1 352 959 | 43 977 | 9 492 | 1 329 | 86 902 | 17 297 | 17 377 |
| 4218201 | Farm machinery & equipment—farm dealers | 100 | D | D | D | f | D | D | D |
| 4218202 | Farm machinery & equipment—whsle distributors | 161 | D | D | D | e | D | D | D |
| 4218203 | Lawn & garden machinery & equipment whsle | 77 | 616 615 | 16 241 | 3 555 | 329 | 29 311 | 5 162 | 4 156 |
| 42183 | Industrial machinery & equipment whsle | 5 021 | 17 593 135 | 850 632 | 187 382 | 17 116 | 1 498 706 | 81 132 | 93 384 |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Agents, brokers, and commission merchants—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4218 | Machinery, equipment, & supplies whsle—Con. | | | | | | | | |
| 42183 | Industrial machinery & equipment whsle—Con. | | | | | | | | |
| 421830 | Industrial machinery & equipment whsle | 5 021 | 17 593 135 | 850 632 | 187 382 | 17 116 | 1 498 706 | 81 132 | 93 384 |
| 4218301 | Food-processing machinery & equipment whsle | 244 | 977 042 | 54 490 | 12 039 | 1 054 | 95 597 | 5 387 | 5 036 |
| 4218302 | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle | 308 | 1 007 357 | 54 300 | 11 892 | 1 150 | 94 743 | 7 983 | 7 513 |
| 42183021 | Hydraulic & pneumatic pumps & motors whsle | 157 | 531 948 | 28 432 | 6 507 | 633 | 49 175 | 3 426 | 3 575 |
| 42183022 | Hydraulic & pneumatic parts, accessories, & supplies whsle | 151 | 475 409 | 25 868 | 5 385 | 517 | 45 568 | 4 557 | 3 938 |
| 4218303 | General-purpose industrial machinery & equipment whsle . | 1 962 | 6 670 352 | 333 989 | 75 475 | 6 726 | 582 533 | 19 974 | 22 076 |
| 4218304 | Metalworking machinery & equipment whsle | 727 | 2 696 380 | 119 589 | 26 645 | 2 500 | 211 159 | 10 994 | 14 783 |
| 4218305 | Materials handling equipment whsle | 412 | 982 086 | 57 984 | 13 292 | 1 305 | 99 437 | 5 211 | 5 280 |
| 4218306 | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . | 249 | 1 070 405 | 41 706 | 7 785 | 793 | 75 723 | 3 341 | 3 601 |
| 4218307 | Other industrial machinery & equipment whsle | 1 119 | 4 189 513 | 188 574 | 40 254 | 3 588 | 339 514 | 28 242 | 35 095 |
| 42184 | Industrial supplies whsle | 1 090 | 4 126 000 | 177 181 | 41 969 | 3 872 | 321 647 | 17 208 | 22 568 |
| 421840 | Industrial supplies whsle | 1 090 | 4 126 000 | 177 181 | 41 969 | 3 872 | 321 647 | 17 208 | 22 568 |
| 4218401 | General-line industrial supplies whsle | 151 | 427 104 | 19 556 | 5 063 | 465 | 34 097 | 1 688 | 1 824 |
| 4218402 | Mechanical power transmission supplies whsle | 159 | 700 311 | 26 760 | 6 403 | 607 | 47 494 | 591 | 608 |
| 4218403 | Welding supplies whsle | 24 | 60 895 | 1 610 | 435 | 45 | 3 762 | 154 | 137 |
| 4218404 | Industrial containers & supplies whsle | 226 | 817 235 | 29 852 | 6 790 | 573 | 53 204 | 304 | 289 |
| 4218405 | Industrial valves & fittings (except fluid-power) whsle | 175 | 873 594 | 52 884 | 12 139 | 1 080 | 99 155 | 6 563 | 7 804 |
| 4218406 | Other industrial supplies whsle . | 355 | 1 246 861 | 46 519 | 11 139 | 1 102 | 83 935 | 7 908 | 11 906 |
| 42185 | Service establishment equipment & supplies whsle | 393 | 1 527 838 | 60 000 | 13 219 | 1 407 | 116 687 | 3 557 | 3 753 |
| 421850 | Service establishment equipment & supplies whsle | 393 | 1 527 838 | 60 000 | 13 219 | 1 407 | 116 687 | 3 557 | 3 753 |
| 4218501 | Beauty & barber shop equipment & supplies whsle . . . | 53 | D | D | D | c | D | D | D |
| 4218502 | Custodial, janitors' equipment & supplies whsle | 155 | 645 361 | 23 339 | 5 232 | 540 | 42 849 | 919 | 832 |
| 4218503 | Laundry & dry-cleaning equipment & supplies whsle . . . | 17 | 26 904 | 1 064 | 239 | 34 | 2 604 | 211 | 216 |
| 4218504 | Other service establishment equipment & supplies whsle . . . | 168 | D | D | D | f | D | D | D |
| 42186 | Transportation equipment & supplies (exc motor vehicle) whsle | 453 | 3 576 194 | 75 903 | 15 004 | 1 276 | 143 945 | 12 152 | 11 903 |
| 421860 | Transportation equipment & supplies (exc motor vehicle) whsle | 453 | 3 576 194 | 75 903 | 15 004 | 1 276 | 143 945 | 12 152 | 11 903 |
| 4218601 | Aircraft & aeronautical equipment & supplies whsle . . . | 274 | 2 670 245 | 49 794 | 9 139 | 756 | 94 828 | 11 427 | 10 882 |
| 4218602 | Marine machinery, equipment, & supplies whsle | 100 | D | D | D | e | D | D | D |
| 4218603 | Other transportation equipment & supplies whsle | 79 | D | D | D | c | D | D | D |
| 4219 | Miscellaneous durable goods whsle . . . | 13 564 | D | D | D | j | D | D | D |
| 42191 | Sporting & recreational goods & supplies whsle | 1 066 | 7 396 183 | 179 242 | 38 225 | 3 495 | 358 894 | 30 078 | 33 795 |
| 421910 | Sporting & recreational goods & supplies whsle | 1 066 | 7 396 183 | 179 242 | 38 225 | 3 495 | 358 894 | 30 078 | 33 795 |
| 42192 | Toy & hobby goods & supplies whsle | 413 | D | D | D | g | D | D | D |
| 421920 | Toy & hobby goods & supplies whsle | 413 | D | D | D | g | D | D | D |
| 42193 | Recyclable material whsle | 255 | 1 390 512 | 32 101 | 7 727 | 895 | 65 437 | 3 287 | 2 315 |
| 421930 | Recyclable material whsle | 255 | 1 390 512 | 32 101 | 7 727 | 895 | 65 437 | 3 287 | 2 315 |
| 4219301 | Iron & steel scrap processors & dealers | 77 | 775 486 | 13 625 | 3 790 | 419 | 31 238 | 1 266 | 824 |
| 42193011 | Iron & steel scrap processors (using power processing equipment) | 40 | 227 474 | 7 170 | 1 855 | 202 | 15 749 | 1 221 | 824 |
| 42193012 | Iron & steel scrap processors (not using power processing equip) | 37 | 548 012 | 6 455 | 1 935 | 217 | 15 489 | 45 | - |
| 4219302 | Recyclable paper & paperboard whsle | 49 | 207 845 | 6 689 | 1 595 | 191 | 11 867 | 162 | 187 |
| 4219303 | Other recyclable material whsle . | 129 | 407 181 | 11 787 | 2 342 | 285 | 22 332 | 1 859 | 1 304 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Agents, brokers, and commission merchants—Con. | | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4219 | Miscellaneous durable goods whse—Con. | | | | | | | | |
| 42194 | Jewelry/watch/silverware/precious stone, & precious metal whse | 451 | 904 350 | 37 942 | 8 646 | 998 | 79 046 | 10 225 | 10 366 |
| 421940 | Jewelry/watch/silverware/precious stone, & precious metal whse . . . | 451 | 904 350 | 37 942 | 8 646 | 998 | 79 046 | 10 225 | 10 366 |
| 4219401 | Jewelry, watch, diamonds, precious stone, & silverware whse | 429 | D | D | D | f | D | D | D |
| 4219402 | Precious metal (excluding ores) whse | 22 | D | D | D | b | D | D | D |
| 42199 | Other miscellaneous durable goods whse | 1 379 | 3 700 167 | 118 715 | 26 462 | 3 545 | 243 319 | 4 924 | 4 196 |
| 421990 | Other miscellaneous durable goods whse | 1 379 | 3 700 167 | 118 715 | 26 462 | 3 545 | 243 319 | 4 924 | 4 196 |
| 4219901 | Musical instruments & supplies whse | 64 | 120 890 | 4 958 | 1 212 | 137 | 13 136 | 121 | 80 |
| 4219902 | Forest products (except lumber) whse | 188 | 715 205 | 15 414 | 3 491 | 462 | 31 701 | 179 | 212 |
| 4219903 | General merchandise (durable goods) whse | 514 | D | D | D | g | D | D | D |
| 4219904 | Prerecorded media whse | 140 | 321 738 | 11 830 | 3 438 | 416 | 28 590 | 511 | 615 |
| 42199041 | Compact discs/prerecorded audio tapes, & phonograph records whse | 124 | D | D | D | e | D | D | D |
| 42199042 | Prerecorded video tapes whse | 16 | D | D | D | b | D | D | D |
| 4219905 | Fire extinguishers & fire safety equipment whse | 72 | D | D | D | c | D | D | D |
| 4219906 | Other durable goods whse | 401 | 1 010 358 | 31 983 | 6 442 | 877 | 67 929 | 941 | 743 |
| 422 | Wholesale trade, nondurable goods | 15 813 | 210 280 732 | 3 860 234 | 881 785 | 121 102 | 7 159 777 | 146 688 | 171 062 |
| 4221 | Paper & paper product whse | 1 566 | 7 602 771 | 242 505 | 56 581 | 5 335 | 452 024 | 17 175 | 18 681 |
| 42211 | Printing & writing paper whse | 177 | 1 378 150 | 33 353 | 7 722 | 616 | 69 098 | 12 457 | 13 426 |
| 422110 | Printing & writing paper whse | 177 | 1 378 150 | 33 353 | 7 722 | 616 | 69 098 | 12 457 | 13 426 |
| 42212 | Stationery & office supplies whse | 735 | 2 201 547 | 87 722 | 20 721 | 2 443 | 168 995 | 1 950 | 2 073 |
| 422120 | Stationery & office supplies whse | 735 | 2 201 547 | 87 722 | 20 721 | 2 443 | 168 995 | 1 950 | 2 073 |
| 42213 | Industrial & personal service paper whse | 654 | 4 023 074 | 121 430 | 28 138 | 2 276 | 213 931 | 2 768 | 3 182 |
| 422130 | Industrial & personal service paper whse | 654 | 4 023 074 | 121 430 | 28 138 | 2 276 | 213 931 | 2 768 | 3 182 |
| 4222 | Drugs, & druggists' sundries whse | 445 | 5 451 128 | 113 644 | 23 300 | 2 526 | 234 947 | 5 047 | 5 164 |
| 42221 | Drugs, & druggists' sundries whse | 445 | 5 451 128 | 113 644 | 23 300 | 2 526 | 234 947 | 5 047 | 5 164 |
| 422210 | Drugs, & druggists' sundries whse | 445 | 5 451 128 | 113 644 | 23 300 | 2 526 | 234 947 | 5 047 | 5 164 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whse | 445 | 5 451 128 | 113 644 | 23 300 | 2 526 | 234 947 | 5 047 | 5 164 |
| 4223 | Apparel, piece goods, & notions whse | 3 034 | 16 937 975 | 499 819 | 109 567 | 9 332 | 977 249 | 30 510 | 29 976 |
| 42231 | Piece goods, notions, & other dry goods whse | 793 | 5 032 811 | 133 335 | 29 237 | 2 562 | 249 219 | 9 009 | 5 708 |
| 422310 | Piece goods, notions, & other dry goods whse | 793 | 5 032 811 | 133 335 | 29 237 | 2 562 | 249 219 | 9 009 | 5 708 |
| 4223101 | Piece goods—jobbers | 652 | 4 499 955 | 110 080 | 24 467 | 2 138 | 207 094 | 8 494 | 5 442 |
| 4223102 | Notions & other dry goods whse | 141 | 532 856 | 23 255 | 4 770 | 424 | 42 125 | 515 | 266 |
| 42232 | Men's & boys' clothing & furnishings whse | 660 | 2 927 495 | 76 803 | 17 588 | 1 606 | 167 770 | 3 932 | 4 655 |
| 422320 | Men's & boys' clothing & furnishings whse | 660 | 2 927 495 | 76 803 | 17 588 | 1 606 | 167 770 | 3 932 | 4 655 |
| 42233 | Women's, children's, & infants' clothing & accessories whse | 1 203 | 4 735 312 | 147 928 | 31 213 | 3 132 | 289 901 | 6 423 | 7 722 |
| 422330 | Women's, children's, & infants' clothing & accessories whse | 1 203 | 4 735 312 | 147 928 | 31 213 | 3 132 | 289 901 | 6 423 | 7 722 |
| 42234 | Footwear whse | 378 | 4 242 357 | 141 753 | 31 529 | 2 032 | 270 359 | 11 146 | 11 891 |
| 422340 | Footwear whse | 378 | 4 242 357 | 141 753 | 31 529 | 2 032 | 270 359 | 11 146 | 11 891 |
| 4224 | Grocery & related products whse | 4 652 | 113 150 470 | 2 043 803 | 476 829 | 62 493 | 3 587 796 | 42 628 | 47 860 |
| 42241 | General-line grocery whse | 748 | 52 747 762 | 858 200 | 200 812 | 28 597 | 1 458 131 | 19 548 | 20 161 |
| 422410 | General-line grocery whse | 748 | 52 747 762 | 858 200 | 200 812 | 28 597 | 1 458 131 | 19 548 | 20 161 |
| 4224103 | Other general-line grocery whse | 748 | 52 747 762 | 858 200 | 200 812 | 28 597 | 1 458 131 | 19 548 | 20 161 |
| 42242 | Packaged frozen food whse | 679 | 16 882 856 | 275 080 | 64 048 | 7 368 | 476 464 | 2 632 | 2 959 |
| 422420 | Packaged frozen food whse | 679 | 16 882 856 | 275 080 | 64 048 | 7 368 | 476 464 | 2 632 | 2 959 |
| 42243 | Dairy products, (except dried or canned) whse | 181 | 1 474 278 | 30 193 | 7 844 | 737 | 61 064 | 700 | 799 |
| 422430 | Dairy products, (except dried or canned) whse | 181 | 1 474 278 | 30 193 | 7 844 | 737 | 61 064 | 700 | 799 |
| 4224301 | Raw milk whse | 2 | D | D | D | a | D | D | D |
| 4224302 | Dairy product (except raw milk) whse | 179 | D | D | D | f | D | D | D |
| 42244 | Poultry & poultry product whse | 113 | D | D | D | e | D | D | D |
| 422440 | Poultry & poultry product whse | 113 | D | D | D | e | D | D | D |
| 4224401 | Live poultry whse | 5 | D | D | D | b | D | D | D |
| 4224402 | Poultry & poultry product (except live) whse | 108 | D | D | D | e | D | D | D |
| 42245 | Confectionery whse | 357 | 3 037 847 | 69 013 | 16 381 | 2 286 | 122 608 | 731 | 931 |
| 422450 | Confectionery whse | 357 | 3 037 847 | 69 013 | 16 381 | 2 286 | 122 608 | 731 | 931 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Agents, brokers, and commission merchants—Con. | | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4224 | Grocery & related products whse—Con. | | | | | | | | |
| 42246 | Fish & seafood whse..... | 108 | 832 985 | 16 294 | 3 402 | 444 | 30 039 | 472 | 1 129 |
| 422460 | Fish & seafood whse..... | 108 | 832 985 | 16 294 | 3 402 | 444 | 30 039 | 472 | 1 129 |
| 42247 | Meat & meat product whse | 298 | 4 154 013 | 64 989 | 15 916 | 1 641 | 116 647 | 2 917 | 3 444 |
| 422470 | Meat & meat product whse | 298 | 4 154 013 | 64 989 | 15 916 | 1 641 | 116 647 | 2 917 | 3 444 |
| 42248 | Fresh fruit & vegetable whse | 647 | 5 923 035 | 180 830 | 41 516 | 4 960 | 370 545 | 6 688 | 7 855 |
| 422480 | Fresh fruit & vegetable whse | 647 | 5 923 035 | 180 830 | 41 516 | 4 960 | 370 545 | 6 688 | 7 855 |
| 42249 | Other grocery & related products whse | 1 521 | D | D | D | j | D | D | D |
| 422490 | Other grocery & related products whse | 1 521 | D | D | D | j | D | D | D |
| 4224901 | Coffee, tea, & spice whse | 115 | 1 472 900 | 26 226 | 5 662 | 654 | 47 505 | 390 | 321 |
| 4224902 | Bread & baked goods whse | 351 | 1 690 138 | 46 252 | 10 524 | 1 377 | 81 240 | 309 | 354 |
| 4224903 | Soft drinks whse | 90 | 423 591 | 9 289 | 1 942 | 280 | 16 377 | 65 | 66 |
| 4224904 | Canned goods whse | 238 | 6 882 311 | 126 819 | 27 953 | 3 166 | 217 916 | 4 580 | 6 395 |
| 4224905 | Food & beverage basic materials whse | 139 | 2 320 600 | 43 807 | 9 758 | 1 120 | 77 455 | 190 | 330 |
| 4224906 | Other grocery specialties whse | 588 | D | D | D | i | D | D | D |
| 4225 | Farm-product raw material whse | 1 494 | 33 902 691 | 209 654 | 49 221 | 23 425 | 489 969 | 13 057 | 25 131 |
| 42251 | Grain & field bean whse | 135 | 15 045 234 | 22 566 | 4 323 | 478 | 44 921 | 1 739 | 2 541 |
| 422510 | Grain & field bean whse | 135 | 15 045 234 | 22 566 | 4 323 | 478 | 44 921 | 1 739 | 2 541 |
| 42252 | Livestock whse | 957 | 15 468 016 | 144 727 | 34 129 | 19 860 | 340 694 | 9 663 | 13 135 |
| 422520 | Livestock whse | 957 | 15 468 016 | 144 727 | 34 129 | 19 860 | 340 694 | 9 663 | 13 135 |
| 42259 | Other farm product raw material whse | 402 | 3 389 441 | 42 361 | 10 769 | 3 087 | 104 354 | 1 655 | 9 455 |
| 422590 | Other farm product raw material whse | 402 | 3 389 441 | 42 361 | 10 769 | 3 087 | 104 354 | 1 655 | 9 455 |
| 4225901 | Hides, skins, & pelts whse | 26 | 184 450 | 5 826 | 1 825 | 323 | 12 694 | 318 | 236 |
| 4225902 | Leaf tobacco whse | 210 | 1 565 193 | 19 599 | 5 305 | 2 115 | 53 017 | 118 | 7 710 |
| 4225903 | Wool, wool tops, & mohair whse | 19 | 56 823 | 1 177 | 270 | 60 | 2 702 | 1 055 | 1 276 |
| 4225904 | Cotton whse | 53 | 695 960 | 3 493 | 535 | 98 | 6 343 | 32 | 95 |
| 4225905 | Other farm-product raw material whse | 94 | 887 015 | 12 266 | 2 834 | 491 | 29 598 | 132 | 138 |
| 4226 | Chemical & allied products whse | 1 390 | 6 509 052 | 194 592 | 41 323 | 3 687 | 354 566 | 22 043 | 26 585 |
| 42261 | Plastics materials & basic forms & shapes whse | 654 | 3 770 919 | 99 796 | 21 450 | 1 741 | 180 912 | 3 978 | 6 095 |
| 422610 | Plastics materials & basic forms & shapes whse | 654 | 3 770 919 | 99 796 | 21 450 | 1 741 | 180 912 | 3 978 | 6 095 |
| 42269 | Other chemical & allied products whse | 736 | 2 738 133 | 94 796 | 19 873 | 1 946 | 173 654 | 18 065 | 20 490 |
| 422690 | Other chemical & allied products whse | 736 | 2 738 133 | 94 796 | 19 873 | 1 946 | 173 654 | 18 065 | 20 490 |
| 4226901 | Industrial gases (except LP) whse | 11 | 71 241 | 2 852 | 489 | 48 | 4 830 | — | — |
| 4226902 | Other chemical & allied products whse | 725 | 2 666 892 | 91 944 | 19 384 | 1 898 | 168 824 | 18 065 | 20 490 |
| 4227 | Petroleum & petroleum products whse | 256 | 11 953 186 | 97 236 | 20 671 | 2 655 | 184 534 | 1 191 | 1 178 |
| 42271 | Petroleum bulk stations & terminals | 69 | 331 386 | 12 025 | 3 033 | 266 | 33 642 | 527 | 548 |
| 422710 | Petroleum bulk stations & terminals | 69 | 331 386 | 12 025 | 3 033 | 266 | 33 642 | 527 | 548 |
| 4227101 | Petroleum bulk stations & terminals (except LP) | 68 | D | D | D | e | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 63 | D | D | D | c | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) | 5 | D | D | D | b | D | D | D |
| 4227102 | Liquefied petroleum bulk stations & terminals | 1 | D | D | D | a | D | D | D |
| 42272 | Petroleum & petroleum prod whse (exc bulk stations & terminals) | 187 | 11 621 800 | 85 211 | 17 638 | 2 389 | 150 892 | 664 | 630 |
| 422720 | Petroleum & petroleum prod whse (exc bulk stations & terminals) | 187 | 11 621 800 | 85 211 | 17 638 | 2 389 | 150 892 | 664 | 630 |
| 4228 | Beer, wine, & distilled alcoholic beverage whse | 213 | D | D | D | g | D | D | D |
| 42281 | Beer & ale whse | 40 | D | D | D | c | D | D | D |
| 422810 | Beer & ale whse | 40 | D | D | D | c | D | D | D |
| 42282 | Wine & distilled alcoholic beverage whse | 173 | 1 955 271 | 58 828 | 13 631 | 1 229 | 100 194 | 1 446 | 2 473 |
| 422820 | Wine & distilled alcoholic beverage whse | 173 | 1 955 271 | 58 828 | 13 631 | 1 229 | 100 194 | 1 446 | 2 473 |
| 4228201 | Wine & distilled alcoholic bev (licensed operation) whse | 173 | 1 955 271 | 58 828 | 13 631 | 1 229 | 100 194 | 1 446 | 2 473 |

Table 1. Summary Statistics for the United States: 1997—Con.

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

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ^f (\$1,000) | End-of-1997 inventories ^f (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| UNITED STATES—Con. | | | | | | | | | |
| Agents, brokers, and commission merchants—Con. | | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4229 | Miscellaneous nondurable goods whsle | 2 763 | D | D | D | j | D | D | D |
| 42291 | Farm supplies whsle | 223 | 2 238 242 | 27 321 | 5 985 | 554 | 53 381 | 1 523 | 1 091 |
| 422910 | Farm supplies whsle | 223 | 2 238 242 | 27 321 | 5 985 | 554 | 53 381 | 1 523 | 1 091 |
| 4229102 | Farm supplies—whsle distributors | 223 | 2 238 242 | 27 321 | 5 985 | 554 | 53 381 | 1 523 | 1 091 |
| 42292 | Book, periodical, & newspaper whsle | 334 | 2 583 212 | 103 022 | 25 474 | 3 173 | 195 343 | 1 806 | 1 834 |
| 422920 | Book, periodical, & newspaper whsle | 334 | 2 583 212 | 103 022 | 25 474 | 3 173 | 195 343 | 1 806 | 1 834 |
| 42293 | Flower, nursery stock, & florists' supplies whsle | 234 | 678 119 | 32 231 | 8 070 | 885 | 60 480 | 1 153 | 1 125 |
| 422930 | Flower, nursery stock, & florists' supplies whsle | 234 | 678 119 | 32 231 | 8 070 | 885 | 60 480 | 1 153 | 1 125 |
| 42294 | Tobacco & tobacco product whsle . . . | 33 | 62 175 | 2 945 | 680 | 95 | 5 653 | 616 | 628 |
| 422940 | Tobacco & tobacco product whsle. | 33 | 62 175 | 2 945 | 680 | 95 | 5 653 | 616 | 628 |
| 42295 | Paint, varnish, & supplies whsle | 206 | 1 152 666 | 38 003 | 8 399 | 818 | 67 402 | 2 040 | 2 071 |
| 422950 | Paint, varnish, & supplies whsle . . | 206 | 1 152 666 | 38 003 | 8 399 | 818 | 67 402 | 2 040 | 2 071 |
| 4229501 | Paint, varnish, & supplies whsle | 206 | 1 152 666 | 38 003 | 8 399 | 818 | 67 402 | 2 040 | 2 071 |
| 42299 | Other miscellaneous nondurable goods whsle | 1 733 | D | D | D | h | D | D | D |
| 422990 | Other miscellaneous nondurable goods whsle | 1 733 | D | D | D | h | D | D | D |
| 4229901 | Art goods whsle | 591 | 1 517 846 | 69 437 | 15 307 | 1 896 | 156 505 | 1 122 | 1 072 |
| 4229902 | General merchandise (nondurable goods) whsle | 398 | 785 925 | 36 541 | 7 747 | 988 | 67 179 | 1 235 | 1 634 |
| 4229903 | Textile bags, bagging, & burlap whsle | 40 | 54 043 | 2 311 | 419 | 50 | 4 934 | 38 | 39 |
| 4229904 | Other nondurable goods whsle . | 704 | D | D | D | g | D | D | D |

Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the United States: 1997

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

| NAICS code | Geographic area and kind of business | All types of operation percent of sales— | | Merchant wholesalers percent of sales— | | Manufacturers' sales branches and offices percent of sales— | | Agents, brokers, and commission merchants percent of sales— | |
|----------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
| | | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² |
| UNITED STATES | | | | | | | | | |
| 42 | Wholesale trade | '3.4 | '3.4 | '5.9 | '4.6 | — | '2.1 | '1.3 | '1.8 |
| 421 | Wholesale trade, durable goods | '3.5 | '3.9 | 6.3 | 5.6 | — | '2.0 | '1.3 | '1.7 |
| 4211 | Motor vehicle & motor vehicle parts & supplies whsle | '1.6 | '1.3 | '5.2 | '3.7 | — | .3 | '1.1 | '1.1 |
| 42111 | Automobile & other motor vehicle whsle | '1.1 | '1.5 | 3.9 | 1.9 | — | .1 | '1.1 | '1.1 |
| 421110 | Automobile & other motor vehicle whsle | '1.1 | '1.5 | 3.9 | 1.9 | — | .1 | '1.1 | '1.1 |
| 4211101 | Automobile & motorcycle whsle | '1.0 | '1.5 | 2.8 | 1.3 | — | .1 | '1.1 | '1.1 |
| 4211102 | Bus & recreational vehicle whsle | 6.9 | 2.9 | D | D | D | D | D | D |
| 4211103 | Light truck & van (14,000 lb or less) whsle | .3 | .1 | 7.1 | 1.1 | — | — | — | .3 |
| 4211104 | Medium truck & tractor (14,001 lb to 26,000 lb) whsle | 5.9 | 4.2 | D | D | D | D | D | D |
| 4211105 | Heavy truck & tractor (over 26,000 lb) whsle | 4.5 | 3.1 | 5.8 | 3.6 | D | D | D | D |
| 42112 | Motor vehicle supplies & new parts whsle | '3.4 | '4.5 | '6.8 | '7.7 | — | 2.1 | '1.1 | '1.3 |
| 421120 | Motor vehicle supplies & new parts whsle | '3.4 | '4.5 | '6.8 | '7.7 | — | 2.1 | '1.1 | '1.3 |
| 4211201 | Motor vehicle supplies & new parts—warehouse distributors | '3.7 | '5.0 | '5.9 | '6.3 | — | 4.6 | '1.1 | '1.7 |
| 4211202 | Motor vehicle supplies & new parts—jobbers | 2.9 | 4.2 | 7.3 | 9.2 | — | 1.2 | — | .2 |
| 4211203 | Petroleum products marketing equipment whsle | 10.2 | 3.6 | 13.6 | 4.3 | — | 1.2 | .4 | 2.0 |
| 42113 | Tire & tube whsle | 3.5 | 4.3 | 8.7 | 8.3 | — | 1.6 | 1.5 | 3.0 |
| 421130 | Tire & tube whsle | 3.5 | 4.3 | 8.7 | 8.3 | — | 1.6 | 1.5 | 3.0 |
| 42114 | Motor vehicle parts, (used) whsle | 15.6 | 7.6 | 15.6 | 7.6 | — | — | — | — |
| 421140 | Motor vehicle parts, (used) whsle | 15.6 | 7.6 | 15.6 | 7.6 | — | — | — | — |
| 4212 | Furniture & home furnishings whsle | 5.4 | 4.2 | 10.4 | 5.7 | — | 3.4 | .2 | 1.2 |
| 42121 | Furniture whsle | 5.4 | 4.7 | 9.9 | 5.5 | — | 6.2 | .2 | 1.5 |
| 421210 | Furniture whsle | 5.4 | 4.7 | 9.9 | 5.5 | — | 6.2 | .2 | 1.5 |
| 4212101 | Household & lawn furniture whsle | 6.3 | 3.7 | 13.4 | 6.0 | — | 1.9 | .1 | 1.6 |
| 4212102 | Office & business furniture whsle | 4.9 | 5.4 | 8.2 | 5.3 | — | 7.4 | .4 | 1.2 |
| 42122 | Home furnishings whsle | 5.5 | 3.8 | 10.8 | 5.9 | — | 2.0 | .1 | 1.0 |
| 421220 | Home furnishings whsle | 5.5 | 3.8 | 10.8 | 5.9 | — | 2.0 | .1 | 1.0 |
| 4212201 | Household china, glassware, & crockery whsle | 4.3 | 4.2 | 7.7 | 5.6 | — | 7.1 | .1 | 1.0 |
| 4212202 | Linens, domestics, draperies, & curtains whsle | 6.4 | 3.6 | 16.3 | 5.2 | — | 2.8 | .1 | 1.5 |
| 4212203 | Floor coverings whsle | 4.6 | 3.4 | 9.5 | 6.5 | — | .4 | .4 | 2.0 |
| 4212204 | Other home furnishings whsle | 6.7 | 4.5 | 10.3 | 5.6 | — | 10.4 | .1 | .5 |
| 4213 | Lumber & other construction materials whsle | 5.9 | 4.7 | 8.5 | 5.4 | — | 3.4 | .7 | 1.3 |
| 42131 | Lumber, plywood, millwork, & wood panel whsle | 4.8 | 4.4 | 6.2 | 4.7 | — | 4.0 | .6 | 1.4 |
| 421310 | Lumber, plywood, millwork, & wood panel whsle | 4.8 | 4.4 | 6.2 | 4.7 | — | 4.0 | .6 | 1.4 |
| 4213101 | Lumber without yard whsle | 4.0 | 2.0 | 4.8 | 2.1 | — | 2.0 | 2.4 | 1.0 |
| 4213102 | Lumber with yard whsle | 5.9 | 6.5 | 7.0 | 6.8 | — | 4.7 | — | — |
| 4213103 | Plywood, veneer, millwork, & wood panel whsle | 4.7 | 4.6 | 6.8 | 5.1 | — | 4.6 | .2 | 1.5 |
| 42132 | Brick, stone, & related construction materials whsle | 7.8 | 4.6 | 18.8 | 7.8 | — | 2.3 | 1.3 | 2.3 |
| 421320 | Brick, stone, & related construction materials whsle | 7.8 | 4.6 | 18.8 | 7.8 | — | 2.3 | 1.3 | 2.3 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle | 9.0 | 4.8 | 24.0 | 8.8 | — | 2.4 | 1.7 | 5.6 |
| 4213202 | Sand, gravel, & stone whsle | 19.2 | 7.6 | 24.2 | 8.4 | — | 6.6 | 1.6 | .7 |
| 4213203 | Cement, lime, & related products whsle | 2.6 | 3.3 | 8.7 | 6.5 | — | 1.9 | 1.0 | 2.0 |
| 42133 | Roofing, siding, & insulation material whsle | 4.6 | 5.2 | 8.7 | 7.5 | — | 3.5 | — | .9 |
| 421330 | Roofing, siding, & insulation material whsle | 4.6 | 5.2 | 8.7 | 7.5 | — | 3.5 | — | .9 |
| 4213301 | Roofing, siding, & insulation material whsle | 4.6 | 5.2 | 8.7 | 7.5 | — | 3.5 | — | .9 |
| 42139 | Other construction materials whsle | 12.5 | 6.2 | 19.4 | 8.1 | — | 3.9 | 1.7 | .8 |
| 421390 | Other construction materials whsle | 12.5 | 6.2 | 19.4 | 8.1 | — | 3.9 | 1.7 | .8 |
| 4213901 | Flat glass & other construction glass whsle | 5.9 | 4.4 | 11.3 | 5.3 | — | 4.4 | .1 | .2 |
| 4213902 | Other construction materials whsle | 14.6 | 6.8 | 21.3 | 8.8 | — | 3.7 | 2.2 | 1.0 |
| 4214 | Professional & commercial equipment & supplies whsle | 3.9 | 4.5 | 6.0 | 5.7 | — | 2.5 | .8 | 1.1 |
| 42141 | Photographic equipment & supplies whsle | 2.6 | 3.5 | 5.1 | 6.6 | — | .4 | 1.5 | 1.7 |
| 421410 | Photographic equipment & supplies whsle | 2.6 | 3.5 | 5.1 | 6.6 | — | .4 | 1.5 | 1.7 |
| 42142 | Office equipment whsle | '2.5 | '5.7 | '3.7 | '6.6 | — | 4.4 | .6 | .6 |
| 421420 | Office equipment whsle | '2.5 | '5.7 | '3.7 | '6.6 | — | 4.4 | .6 | .6 |
| 42143 | Computer & computer peripheral equipment & software whsle | 4.0 | 3.9 | 6.1 | 4.9 | — | 2.4 | 1.0 | .9 |
| 421430 | Computer & computer peripheral equipment & software whsle | 4.0 | 3.9 | 6.1 | 4.9 | — | 2.4 | 1.0 | .9 |
| 4214301 | Computer & peripheral equipment whsle | 3.8 | 3.6 | 6.0 | 4.5 | — | 2.4 | 1.0 | .9 |
| 42143011 | Computers & peripheral equipment for resale | 3.0 | 3.2 | 4.2 | 3.2 | — | 3.7 | .8 | .9 |
| 42143012 | Computers & peripheral equipment for end use | 4.8 | 4.2 | 9.2 | 6.6 | — | 1.5 | 1.6 | .9 |
| 4214302 | Computer software (packaged) whsle | 6.3 | 9.2 | 7.2 | 9.9 | — | 7.5 | .9 | 1.1 |

See footnotes at end of table.

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

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

| NAICS code | Geographic area and kind of business | All types of operation percent of sales— | | Merchant wholesalers percent of sales— | | Manufacturers' sales branches and offices percent of sales— | | Agents, brokers, and commission merchants percent of sales— | |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
| | | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² |
| | UNITED STATES—Con. | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4214 | Professional & commercial equipment & supplies whsle—Con. | | | | | | | | |
| 42144 | Other commercial equipment whsle | '8.5 | '5.1 | '11.0 | '5.8 | — | 5.8 | .3 | 1.9 |
| 421440 | Other commercial equipment whsle | '8.5 | '5.1 | '11.0 | '5.8 | — | 5.8 | .3 | 1.9 |
| 4214401 | Restaurant & hotel equipment & supplies whsle | 7.4 | 4.5 | 9.7 | 5.3 | — | 5.1 | .2 | 1.6 |
| 4214402 | Store machines & equipment whsle | '10.8 | '6.3 | '13.6 | '6.7 | — | 6.3 | 1.0 | 3.2 |
| 42145 | Medical, dental, & hospital equipment & supplies whsle | 3.2 | 5.7 | 5.2 | 8.0 | — | 2.3 | .6 | 1.3 |
| 421450 | Medical, dental, & hospital equipment & supplies whsle | 3.2 | 5.7 | 5.2 | 8.0 | — | 2.3 | .6 | 1.3 |
| 4214501 | Surgical, medical, & hospital supplies whsle | 3.2 | 5.8 | 5.4 | 8.4 | — | 2.3 | .6 | 1.3 |
| 4214502 | Dental equipment & supplies whsle | 2.8 | 5.0 | 3.2 | 5.2 | — | 5.2 | .2 | .9 |
| 42146 | Ophthalmic goods whsle | 8.9 | 5.3 | 10.7 | 6.2 | — | 1.0 | .3 | .9 |
| 421460 | Ophthalmic goods whsle | 8.9 | 5.3 | 10.7 | 6.2 | — | 1.0 | .3 | .9 |
| 42149 | Other professional equipment & supplies whsle | 4.0 | 5.7 | 4.7 | 5.9 | — | 7.7 | 2.8 | .7 |
| 421490 | Other professional equipment & supplies whsle | 4.0 | 5.7 | 4.7 | 5.9 | — | 7.7 | 2.8 | .7 |
| 4214901 | Religious & school supplies whsle | 4.0 | 2.9 | 5.3 | 3.5 | — | 2.0 | — | .5 |
| 4214902 | Other professional equipment & supplies whsle | 3.9 | 6.2 | 4.6 | 6.2 | — | 8.6 | 3.6 | .8 |
| 4215 | Metal & mineral (except petroleum) whsle | '3.4 | '3.5 | '5.6 | '4.7 | — | 2.0 | .4 | .8 |
| 42151 | Metal service centers & offices | 3.5 | 3.8 | 5.6 | 5.0 | — | 2.2 | .3 | .9 |
| 421510 | Metal service centers & offices | 3.5 | 3.8 | 5.6 | 5.0 | — | 2.2 | .3 | .9 |
| 4215101 | Ferrous metal service centers & sales offices | 2.9 | 4.0 | 4.6 | 5.1 | — | 2.5 | .1 | .7 |
| 42151011 | Ferrous metal service centers | 3.5 | 4.9 | 4.1 | 4.7 | — | 7.2 | — | — |
| 42151012 | Ferrous metal sales offices | 1.7 | 2.2 | 8.7 | 8.8 | — | .6 | .1 | .8 |
| 4215102 | Nonferrous metal service centers & sales offices | 5.7 | 3.2 | 9.6 | 4.3 | — | 1.5 | 1.1 | 1.4 |
| 42151021 | Nonferrous metal service centers | 6.3 | 3.3 | 8.9 | 4.2 | — | 1.0 | — | 2.5 |
| 42151022 | Nonferrous metal sales offices | 3.8 | 2.8 | 16.9 | 5.8 | — | 2.5 | 1.2 | 1.4 |
| 42152 | Coal & other mineral & ore whsle | '3.2 | '1.9 | '5.5 | '1.6 | — | — | .8 | .1 |
| 421520 | Coal & other mineral & ore whsle | '3.2 | '1.9 | '5.5 | '1.6 | — | — | .8 | .1 |
| 4215201 | Coal whsle | 3.3 | .9 | 6.5 | 1.7 | D | D | D | D |
| 4215202 | Other mineral & ore whsle | '3.0 | '1.0 | '4.0 | '1.4 | D | D | D | D |
| 4216 | Electrical goods whsle | 2.6 | 4.8 | 5.0 | 6.7 | — | 4.0 | .1 | .8 |
| 42161 | Electrical apparatus & equip, wiring supp, & const material whsle | 2.4 | 5.4 | 5.4 | 7.8 | — | 6.0 | .1 | .7 |
| 421610 | Electrical apparatus & equip, wiring supp, & const material whsle | 2.4 | 5.4 | 5.4 | 7.8 | — | 6.0 | .1 | .7 |
| 42162 | Electrical appliance, television & radio set whsle | 2.7 | 4.2 | 3.7 | 4.9 | — | 3.4 | .1 | .7 |
| 421620 | Electrical appliance, television & radio set whsle | 2.7 | 4.2 | 3.7 | 4.9 | — | 3.4 | .1 | .7 |
| 42169 | Other electronic parts & equipment whsle | 2.6 | 4.7 | 5.3 | 7.0 | — | 3.4 | .1 | .9 |
| 421690 | Other electronic parts & equipment whsle | 2.6 | 4.7 | 5.3 | 7.0 | — | 3.4 | .1 | .9 |
| 4216901 | Communications equipment & supplies whsle | 1.8 | 5.3 | 4.4 | 8.6 | — | 3.1 | .4 | 1.4 |
| 4216902 | Electronic parts (excluding communications equipment) whsle | 3.1 | 4.3 | 5.8 | 6.2 | — | 4.0 | .1 | .8 |
| 4217 | Hardware, & plumbing & heating equipment & supplies whsle | 4.1 | 6.1 | 6.5 | 8.4 | D | D | D | D |
| 42171 | Hardware whsle | 3.6 | 5.1 | 5.5 | 6.9 | — | 2.7 | .1 | .8 |
| 421710 | Hardware whsle | 3.6 | 5.1 | 5.5 | 6.9 | — | 2.7 | .1 | .8 |
| 42172 | Plumbing & heating equipment & supplies (hydronics) whsle | 5.6 | 7.6 | 11.8 | 13.3 | — | 6.4 | .2 | .4 |
| 421720 | Plumbing & heating equipment & supplies (hydronics) whsle | 5.6 | 7.6 | 11.8 | 13.3 | — | 6.4 | .2 | .4 |
| 42173 | Warm air heating & air-conditioning equipment & supplies whsle | 3.4 | 7.0 | 4.8 | 8.5 | — | 4.7 | .3 | 1.3 |
| 421730 | Warm air heating & air-conditioning equipment & supplies whsle | 3.4 | 7.0 | 4.8 | 8.5 | — | 4.7 | .3 | 1.3 |
| 42174 | Refrigeration equipment & supplies whsle | 3.7 | 4.0 | 5.4 | 5.5 | D | D | D | D |
| 421740 | Refrigeration equipment & supplies whsle | 3.7 | 4.0 | 5.4 | 5.5 | D | D | D | D |
| 4218 | Machinery, equipment, & supplies whsle | 4.2 | 5.0 | 6.1 | 5.9 | — | 3.6 | .6 | 1.0 |
| 42181 | Construction & mining (except petroleum) machinery & equip whsle | 2.3 | 4.4 | 3.2 | 5.8 | — | 1.3 | .6 | .6 |
| 421810 | Construction & mining (except petroleum) machinery & equip whsle | 2.3 | 4.4 | 3.2 | 5.8 | — | 1.3 | .6 | .6 |
| 42182 | Farm & garden machinery & equipment whsle | 7.4 | 3.8 | 9.6 | 4.7 | — | .8 | .5 | .8 |
| 421820 | Farm & garden machinery & equipment whsle | 7.4 | 3.8 | 9.6 | 4.7 | — | .8 | .5 | .8 |
| 4218201 | Farm machinery & equipment—farm dealers | 9.7 | 5.0 | 9.9 | 4.9 | D | D | D | D |
| 4218202 | Farm machinery & equipment—whsle distributors | 4.5 | 2.2 | 9.4 | 4.2 | D | D | D | D |
| 4218203 | Lawn & garden machinery & equipment whsle | 4.7 | 2.8 | 7.7 | 4.4 | — | .6 | — | — |

See footnotes at end of table.

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

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

| NAICS code | Geographic area and kind of business | All types of operation percent of sales— | | Merchant wholesalers percent of sales— | | Manufacturers' sales branches and offices percent of sales— | | Agents, brokers, and commission merchants percent of sales— | |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
| | | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² |
| | UNITED STATES—Con. | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 421 | Wholesale trade, durable goods—Con. | | | | | | | | |
| 4218 | Machinery, equipment, & supplies whsle—Con. | | | | | | | | |
| 42183 | Industrial machinery & equipment whsle | 4.0 | 5.3 | 5.7 | 6.0 | — | 6.0 | .5 | .8 |
| 421830 | Industrial machinery & equipment whsle | 4.0 | 5.3 | 5.7 | 6.0 | — | 6.0 | .5 | .8 |
| 4218301 | Food-processing machinery & equipment whsle | 5.8 | 4.0 | 7.6 | 5.0 | — | .7 | 2.3 | 2.0 |
| 4218302 | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle | 5.8 | 6.0 | 7.5 | 6.4 | — | 6.2 | .6 | 1.2 |
| 42183021 | Hydraulic & pneumatic pumps & motors whsle | 6.6 | 6.4 | 10.2 | 7.0 | — | 7.8 | .5 | .2 |
| 42183022 | Hydraulic & pneumatic parts, accessories, & supplies whsle | 5.4 | 5.7 | 6.4 | 6.2 | — | 4.0 | .7 | 2.3 |
| 4218303 | General-purpose industrial machinery & equipment whsle | 2.9 | 4.5 | 4.3 | 4.7 | — | 7.0 | .2 | .3 |
| 4218304 | Metalworking machinery & equipment whsle | 3.8 | 5.3 | 5.1 | 6.0 | — | 6.5 | .4 | .7 |
| 4218305 | Materials handling equipment whsle | 4.3 | 5.5 | 5.3 | 5.8 | — | 5.6 | .5 | 1.3 |
| 4218306 | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle | 4.0 | 5.2 | 6.0 | 5.4 | — | 6.1 | .5 | 1.6 |
| 4218307 | Other industrial machinery & equipment whsle | 4.6 | 6.4 | 7.1 | 8.1 | — | 4.9 | .6 | .8 |
| 42184 | Industrial supplies whsle | 3.2 | 5.2 | 5.5 | 6.9 | — | 3.5 | 1.0 | .8 |
| 421840 | Industrial supplies whsle | 3.2 | 5.2 | 5.5 | 6.9 | — | 3.5 | 1.0 | .8 |
| 4218401 | General-line industrial supplies whsle | 7.2 | 7.2 | 8.0 | 7.7 | — | — | .5 | 1.8 |
| 4218402 | Mechanical power transmission supplies whsle | 1.5 | 4.5 | 2.6 | 5.9 | — | 2.9 | .5 | .5 |
| 4218403 | Welding supplies whsle | 4.0 | 7.7 | 4.5 | 8.4 | — | 2.6 | 3.1 | 1.2 |
| 4218404 | Industrial containers & supplies whsle | 3.7 | 4.7 | 7.1 | 6.9 | — | 2.9 | 1.9 | .5 |
| 4218405 | Industrial valves & fittings (except fluid-power) whsle | 4.2 | 5.3 | 5.4 | 6.2 | — | 4.6 | — | .5 |
| 4218406 | Other industrial supplies whsle | 2.7 | 5.0 | 6.3 | 6.9 | — | 3.9 | 1.4 | 1.0 |
| 42185 | Service establishment equipment & supplies whsle | 6.8 | 4.5 | 9.8 | 5.8 | — | 2.0 | .4 | .8 |
| 421850 | Service establishment equipment & supplies whsle | 6.8 | 4.5 | 9.8 | 5.8 | — | 2.0 | .4 | .8 |
| 4218501 | Beauty & barber shop equipment & supplies whsle | 9.5 | 4.9 | 11.3 | 5.8 | D | D | D | D |
| 4218502 | Custodial, janitors' equipment & supplies whsle | 7.8 | 5.5 | 9.1 | 6.4 | — | 11.0 | .3 | — |
| 4218503 | Laundry & dry-cleaning equipment & supplies whsle | 4.4 | 2.0 | D | D | D | D | 3.0 | 34.6 |
| 4218504 | Other service establishment equipment & supplies whsle | 6.6 | 5.6 | D | D | D | D | D | D |
| 42186 | Transportation equipment & supplies (exc motor vehicle) whsle | 4.5 | 5.1 | 6.2 | 6.0 | — | 3.3 | .5 | 2.6 |
| 421860 | Transportation equipment & supplies (exc motor vehicle) whsle | 4.5 | 5.1 | 6.2 | 6.0 | — | 3.3 | .5 | 2.6 |
| 4218601 | Aircraft & aeronautical equipment & supplies whsle | 3.7 | 5.0 | 5.2 | 5.7 | — | 3.5 | .5 | 3.2 |
| 4218602 | Marine machinery, equipment, & supplies whsle | 6.2 | 5.9 | 8.5 | 7.3 | D | D | D | D |
| 4218603 | Other transportation equipment & supplies whsle | 7.7 | 5.0 | 10.1 | 6.5 | D | D | D | D |
| 4219 | Miscellaneous durable goods whsle | 6.9 | 4.7 | 8.1 | 5.2 | D | D | D | D |
| 42191 | Sporting & recreational goods & supplies whsle | 4.8 | 4.8 | 7.9 | 6.6 | — | 2.7 | 2.2 | 1.8 |
| 421910 | Sporting & recreational goods & supplies whsle | 4.8 | 4.8 | 7.9 | 6.6 | — | 2.7 | 2.2 | 1.8 |
| 42192 | Toy & hobby goods & supplies whsle | 5.4 | 3.5 | 6.8 | 4.1 | D | D | D | D |
| 421920 | Toy & hobby goods & supplies whsle | 5.4 | 3.5 | 6.8 | 4.1 | D | D | D | D |
| 42193 | Recyclable material whsle | 9.0 | 7.0 | 9.1 | 7.2 | — | — | 4.5 | 1.3 |
| 421930 | Recyclable material whsle | 9.0 | 7.0 | 9.1 | 7.2 | — | — | 4.5 | 1.3 |
| 4219301 | Iron & steel scrap processors & dealers | 9.1 | 5.7 | 9.5 | 5.9 | — | — | .1 | 1.1 |
| 42193011 | Iron & steel scrap processors (using power processing equipment) | 9.4 | 7.3 | 9.6 | 7.3 | — | — | — | 3.6 |
| 42193012 | Iron & steel scrap processors (not using power processing equip) | 8.4 | 2.3 | 9.3 | 2.6 | — | — | .2 | — |
| 4219302 | Recyclable paper & paperboard whsle | 8.2 | 7.3 | 8.5 | 7.6 | — | — | .3 | — |
| 4219303 | Other recyclable material whsle | 9.1 | 8.5 | 8.9 | 8.7 | — | — | 15.0 | 2.6 |
| 42194 | Jewelry/watch/silverware/precious stone, & precious metal whsle | 11.2 | 5.0 | 11.7 | 4.8 | — | 20.0 | 2.5 | .7 |
| 421940 | Jewelry/watch/silverware/precious stone, & precious metal whsle | 11.2 | 5.0 | 11.7 | 4.8 | — | 20.0 | 2.5 | .7 |
| 4219401 | Jewelry, watch, diamonds, precious stone, & silverware whsle | 14.3 | 6.5 | 15.1 | 6.4 | D | D | D | D |
| 4219402 | Precious metal (excluding ores) whsle | 4.2 | 1.7 | 4.3 | 1.4 | D | D | D | D |
| 42199 | Other miscellaneous durable goods whsle | 4.8 | 3.4 | 5.6 | 3.8 | — | .8 | 2.4 | 2.3 |
| 421990 | Other miscellaneous durable goods whsle | 4.8 | 3.4 | 5.6 | 3.8 | — | .8 | 2.4 | 2.3 |
| 4219901 | Musical instruments & supplies whsle | 5.9 | 5.5 | 6.7 | 6.2 | — | — | .7 | 2.4 |
| 4219902 | Forest products (except lumber) whsle | 6.3 | 7.4 | 6.6 | 7.7 | — | — | 1.0 | 2.9 |
| 4219903 | General merchandise (durable goods) whsle | 3.8 | 1.9 | 3.9 | 1.9 | D | D | D | D |
| 4219904 | Prerecorded media whsle | 2.0 | 1.4 | 2.9 | 1.9 | — | .4 | 2.0 | 1.7 |
| 42199041 | Compact discs/prerecorded audio tapes, & phonograph records whsle | 2.6 | 1.5 | 4.6 | 2.3 | D | D | D | D |
| 42199042 | Prerecorded video tapes whsle | .8 | 1.3 | .9 | 1.3 | D | D | D | D |
| 4219905 | Fire extinguishers & fire safety equipment whsle | 13.8 | 4.2 | 13.7 | 4.5 | D | D | D | D |
| 4219906 | Other durable goods whsle | 14.5 | 7.8 | 18.4 | 8.8 | — | 8.4 | 2.6 | 3.1 |

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

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
| | | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² |
| | UNITED STATES—Con. | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 422 | Wholesale trade, nondurable goods | 3.3 | 2.9 | 5.5 | 3.6 | — | 2.2 | 1.3 | 1.8 |
| 4221 | Paper & paper product whsle | 2.8 | 3.6 | 4.9 | 3.5 | — | 4.3 | 1.2 | 1.0 |
| 42211 | Printing & writing paper whsle | 1.6 | 3.0 | 2.7 | 2.5 | — | 4.0 | 3.6 | .7 |
| 422110 | Printing & writing paper whsle | 1.6 | 3.0 | 2.7 | 2.5 | — | 4.0 | 3.6 | .7 |
| 42212 | Stationery & office supplies whsle | 3.5 | 5.2 | 5.9 | 4.6 | — | 7.1 | 1.1 | .4 |
| 422120 | Stationery & office supplies whsle | 3.5 | 5.2 | 5.9 | 4.6 | — | 7.1 | 1.1 | .4 |
| 42213 | Industrial & personal service paper whsle | 3.4 | 3.0 | 5.7 | 3.5 | — | 2.5 | .4 | 1.4 |
| 422130 | Industrial & personal service paper whsle | 3.4 | 3.0 | 5.7 | 3.5 | — | 2.5 | .4 | 1.4 |
| 4222 | Drugs, & druggists' sundries whsle | 1.8 | 1.7 | 3.4 | 2.9 | — | .3 | .1 | 1.9 |
| 42221 | Drugs, & druggists' sundries whsle | 1.8 | 1.7 | 3.4 | 2.9 | — | .3 | .1 | 1.9 |
| 422210 | Drugs, & druggists' sundries whsle | 1.8 | 1.7 | 3.4 | 2.9 | — | .3 | .1 | 1.9 |
| 4222101 | General-line drug whsle | 2.7 | 2.1 | 2.7 | 2.1 | — | — | — | — |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle | 1.2 | 1.4 | 5.5 | 5.1 | — | .3 | .1 | 1.9 |
| 4223 | Apparel, piece goods, & notions whsle | 8.4 | 6.3 | 12.2 | 6.9 | — | 7.0 | .5 | 2.1 |
| 42231 | Piece goods, notions, & other dry goods whsle | 8.4 | 7.3 | 15.1 | 8.9 | — | 8.4 | .5 | 1.4 |
| 422310 | Piece goods, notions, & other dry goods whsle | 8.4 | 7.3 | 15.1 | 8.9 | — | 8.4 | .5 | 1.4 |
| 4223101 | Piece goods—jobbers | 7.3 | 7.3 | 13.7 | 9.3 | — | 7.7 | .3 | 1.3 |
| 4223102 | Notions & other dry goods whsle | 14.8 | 7.6 | 21.9 | 7.1 | — | 13.8 | 1.8 | 1.5 |
| 42232 | Men's & boys' clothing & furnishings whsle | 8.9 | 6.7 | 13.1 | 7.7 | — | 5.3 | .2 | 2.3 |
| 422320 | Men's & boys' clothing & furnishings whsle | 8.9 | 6.7 | 13.1 | 7.7 | — | 5.3 | .2 | 2.3 |
| 42233 | Women's, children's, & infants' clothing & accessories whsle | 10.8 | 7.4 | 14.7 | 7.7 | — | 8.6 | 1.2 | 3.5 |
| 422330 | Women's, children's, & infants' clothing & accessories whsle | 10.8 | 7.4 | 14.7 | 7.7 | — | 8.6 | 1.2 | 3.5 |
| 42234 | Footwear whsle | 3.4 | 2.8 | 4.6 | 3.1 | — | 4.2 | .1 | 1.1 |
| 422340 | Footwear whsle | 3.4 | 2.8 | 4.6 | 3.1 | — | 4.2 | .1 | 1.1 |
| 4224 | Grocery & related products whsle | 3.2 | 2.5 | 5.7 | 3.2 | — | 2.3 | .2 | .6 |
| 42241 | General-line grocery whsle | 1.5 | 1.5 | 2.4 | 2.1 | — | — | — | .5 |
| 422410 | General-line grocery whsle | 1.5 | 1.5 | 2.4 | 2.1 | — | — | — | .5 |
| 4224101 | General-line grocery whsle, voluntary group | .3 | .4 | .3 | .4 | — | — | — | — |
| 4224102 | General-line grocery whsle, retail cooperative | 2.1 | .3 | 2.1 | .3 | — | — | — | — |
| 4224103 | Other general-line grocery whsle | 1.6 | 1.8 | 3.0 | 2.9 | — | — | — | .5 |
| 42242 | Packaged frozen food whsle | 3.1 | 1.3 | 4.7 | 1.7 | — | .8 | .1 | .4 |
| 422420 | Packaged frozen food whsle | 3.1 | 1.3 | 4.7 | 1.7 | — | .8 | .1 | .4 |
| 42243 | Dairy products, (except dried or canned) whsle | 3.0 | 2.7 | 5.0 | 3.3 | — | 1.9 | .6 | 1.6 |
| 422430 | Dairy products, (except dried or canned) whsle | 3.0 | 2.7 | 5.0 | 3.3 | — | 1.9 | .6 | 1.6 |
| 4224301 | Raw milk whsle | 2.3 | .5 | D | D | — | — | D | D |
| 4224302 | Dairy product (except raw milk) whsle | 3.1 | 3.1 | D | D | — | 1.9 | D | D |
| 42244 | Poultry & poultry product whsle | 5.7 | 3.3 | 7.3 | 3.5 | D | D | D | D |
| 422440 | Poultry & poultry product whsle | 5.7 | 3.3 | 7.3 | 3.5 | D | D | D | D |
| 4224401 | Live poultry whsle | 9.7 | 4.8 | D | D | — | — | D | D |
| 4224402 | Poultry & poultry product (except live) whsle | 5.6 | 3.2 | D | D | D | D | D | D |
| 42245 | Confectionery whsle | 1.8 | 2.6 | 6.3 | 4.2 | — | 2.0 | .2 | 1.4 |
| 422450 | Confectionery whsle | 1.8 | 2.6 | 6.3 | 4.2 | — | 2.0 | .2 | 1.4 |
| 42246 | Fish & seafood whsle | 12.3 | 6.3 | 13.5 | 6.5 | — | 8.8 | .5 | 2.0 |
| 422460 | Fish & seafood whsle | 12.3 | 6.3 | 13.5 | 6.5 | — | 8.8 | .5 | 2.0 |
| 42247 | Meat & meat product whsle | 5.0 | 2.1 | 9.4 | 3.5 | — | .4 | 1.1 | 1.6 |
| 422470 | Meat & meat product whsle | 5.0 | 2.1 | 9.4 | 3.5 | — | .4 | 1.1 | 1.6 |
| 42248 | Fresh fruit & vegetable whsle | 6.4 | 4.6 | 7.1 | 5.1 | — | — | 1.5 | 1.4 |
| 422480 | Fresh fruit & vegetable whsle | 6.4 | 4.6 | 7.1 | 5.1 | — | — | 1.5 | 1.4 |
| 42249 | Other grocery & related products whsle | 2.8 | 2.9 | 7.0 | 3.8 | D | D | D | D |
| 422490 | Other grocery & related products whsle | 2.8 | 2.9 | 7.0 | 3.8 | D | D | D | D |
| 4224901 | Coffee, tea, & spice whsle | 5.3 | 2.5 | 10.0 | 3.7 | — | 1.3 | .3 | .9 |
| 4224902 | Bread & baked goods whsle | 3.7 | 4.1 | 12.9 | 4.1 | — | 4.5 | .3 | 1.4 |
| 4224903 | Soft drinks whsle | 2.3 | 5.1 | 9.1 | 4.3 | — | 5.5 | .2 | .3 |
| 4224904 | Canned goods whsle | 2.2 | 1.8 | 5.8 | 3.4 | — | 1.4 | .2 | .1 |
| 4224905 | Food & beverage basic materials whsle | 2.4 | 3.2 | 5.6 | 6.6 | — | 1.9 | — | — |
| 4224906 | Other grocery specialties whsle | 2.6 | 2.2 | 5.7 | 3.5 | D | D | D | D |
| 4225 | Farm-product raw material whsle | 2.4 | 2.3 | 3.0 | 2.8 | — | — | .2 | .5 |
| 42251 | Grain & field bean whsle | 1.5 | 2.3 | 1.7 | 2.6 | — | — | — | .1 |
| 422510 | Grain & field bean whsle | 1.5 | 2.3 | 1.7 | 2.6 | — | — | — | .1 |
| 42252 | Livestock whsle | 4.6 | 1.7 | 12.2 | 4.3 | — | — | .4 | .3 |
| 422520 | Livestock whsle | 4.6 | 1.7 | 12.2 | 4.3 | — | — | .4 | .3 |
| 42259 | Other farm product raw material whsle | 5.0 | 3.0 | 5.8 | 3.0 | — | — | .5 | 3.1 |
| 422590 | Other farm product raw material whsle | 5.0 | 3.0 | 5.8 | 3.0 | — | — | .5 | 3.1 |
| 4225901 | Hides, skins, & pelts whsle | 6.4 | 4.5 | 6.9 | 4.9 | — | — | .9 | .6 |
| 4225902 | Leaf tobacco whsle | 2.0 | 4.6 | 3.0 | 3.9 | — | — | .7 | 5.5 |
| 4225903 | Wool, wool tops, & mohair whsle | 17.3 | 6.6 | 23.2 | 1.8 | — | — | 2.4 | 18.9 |
| 4225904 | Cotton whsle | 5.1 | 2.4 | 5.4 | 2.6 | — | — | .2 | .2 |
| 4225905 | Other farm-product raw material whsle | 5.8 | 2.4 | 6.8 | 2.8 | — | — | .3 | .4 |

See footnotes at end of table.

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

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

| NAICS code | Geographic area and kind of business | All types of operation percent of sales— | | Merchant wholesalers percent of sales— | | Manufacturers' sales branches and offices percent of sales— | | Agents, brokers, and commission merchants percent of sales— | |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
| | | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² | From administrative records ¹ | Estimated ² |
| | UNITED STATES—Con. | | | | | | | | |
| 42 | Wholesale trade—Con. | | | | | | | | |
| 422 | Wholesale trade, nondurable goods—Con. | | | | | | | | |
| 4226 | Chemical & allied products whsle | 2.4 | 4.0 | 5.4 | 5.6 | — | 2.8 | .8 | 2.1 |
| 42261 | Plastics materials & basic forms & shapes whsle | 3.0 | 4.3 | 6.2 | 5.3 | — | 3.4 | .9 | 3.1 |
| 422610 | Plastics materials & basic forms & shapes whsle | 3.0 | 4.3 | 6.2 | 5.3 | — | 3.4 | .9 | 3.1 |
| 42269 | Other chemical & allied products whsle | 2.1 | 3.9 | 5.0 | 5.7 | — | 2.7 | .6 | .8 |
| 422690 | Other chemical & allied products whsle | 2.1 | 3.9 | 5.0 | 5.7 | — | 2.7 | .6 | .8 |
| 4226901 | Industrial gases (except LP) whsle | 3.8 | 7.7 | 7.2 | 10.1 | — | 5.4 | 4.2 | — |
| 4226902 | Other chemical & allied products whsle | 2.1 | 3.8 | 5.0 | 5.5 | — | 2.6 | .5 | .8 |
| 4227 | Petroleum & petroleum products whsle | 2.5 | 1.3 | 4.8 | 1.6 | — | 1.1 | — | 1.2 |
| 42271 | Petroleum bulk stations & terminals | 1.3 | — | 2.5 | — | — | — | — | — |
| 422710 | Petroleum bulk stations & terminals | 1.3 | — | 2.5 | — | — | — | — | — |
| 4227101 | Petroleum bulk stations & terminals (except LP) | 1.3 | — | 2.5 | — | D | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 3.4 | — | 4.0 | — | D | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) | 1.4 | — | 1.1 | — | D | D | D | D |
| 4227102 | Liquefied petroleum bulk stations & terminals | 1.5 | — | 2.1 | — | D | D | D | D |
| 42272 | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 4.9 | 3.8 | 9.4 | 4.7 | — | 3.9 | — | 1.2 |
| 422720 | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 4.9 | 3.8 | 9.4 | 4.7 | — | 3.9 | — | 1.2 |
| 4228 | Beer, wine, & distilled alcoholic beverage whsle | 3.5 | 3.9 | 4.2 | 3.8 | D | D | D | D |
| 42281 | Beer & ale whsle | 3.2 | 3.7 | 3.3 | 3.5 | D | D | D | D |
| 422810 | Beer & ale whsle | 3.2 | 3.7 | 3.3 | 3.5 | D | D | D | D |
| 42282 | Wine & distilled alcoholic beverage whsle | 3.8 | 4.1 | 5.3 | 4.2 | — | 4.5 | .4 | .2 |
| 422820 | Wine & distilled alcoholic beverage whsle | 3.8 | 4.1 | 5.3 | 4.2 | — | 4.5 | .4 | .2 |
| 4228201 | Wine & distilled alcoholic bev (licensed operation) whsle | 3.8 | 4.1 | 5.4 | 4.3 | — | 4.5 | .4 | .2 |
| 4228202 | Wine & distilled alcoholic beverage (State operated) whsle | — | — | — | — | — | — | — | — |
| 4229 | Miscellaneous nondurable goods whsle | 4.6 | 4.2 | 6.7 | 5.1 | D | D | D | D |
| 42291 | Farm supplies whsle | 4.4 | 4.2 | 7.2 | 6.1 | — | 1.3 | .1 | .9 |
| 422910 | Farm supplies whsle | 4.4 | 4.2 | 7.2 | 6.1 | — | 1.3 | .1 | .9 |
| 4229101 | Farm supplies—farm dealers | 10.6 | 8.5 | 14.1 | 9.9 | — | 4.1 | — | — |
| 4229102 | Farm supplies—whsle distributors | 2.4 | 2.9 | 4.3 | 4.5 | — | .8 | .1 | .9 |
| 42292 | Book, periodical, & newspaper whsle | 2.4 | 7.5 | 4.6 | 7.8 | — | 8.3 | .2 | .8 |
| 422920 | Book, periodical, & newspaper whsle | 2.4 | 7.5 | 4.6 | 7.8 | — | 8.3 | .2 | .8 |
| 42293 | Flower, nursery stock, & florists' supplies whsle | 9.8 | 6.1 | 10.4 | 6.6 | — | 10.2 | 3.9 | 1.1 |
| 422930 | Flower, nursery stock, & florists' supplies whsle | 9.8 | 6.1 | 10.4 | 6.6 | — | 10.2 | 3.9 | 1.1 |
| 42294 | Tobacco & tobacco product whsle | 3.0 | 2.0 | 4.7 | 3.2 | — | — | 1.2 | 1.4 |
| 422940 | Tobacco & tobacco product whsle | 3.0 | 2.0 | 4.7 | 3.2 | — | — | 1.2 | 1.4 |
| 42295 | Paint, varnish, & supplies whsle | 3.8 | 5.0 | 8.4 | 6.9 | — | 4.4 | .1 | 1.4 |
| 422950 | Paint, varnish, & supplies whsle | 3.8 | 5.0 | 8.4 | 6.9 | — | 4.4 | .1 | 1.4 |
| 4229501 | Paint, varnish, & supplies whsle | 3.8 | 5.0 | 8.4 | 6.9 | — | 4.4 | .1 | 1.4 |
| 42299 | Other miscellaneous nondurable goods whsle | 6.7 | 4.0 | 7.7 | 4.3 | D | D | D | D |
| 422990 | Other miscellaneous nondurable goods whsle | 6.7 | 4.0 | 7.7 | 4.3 | D | D | D | D |
| 4229901 | Art goods whsle | 10.2 | 6.9 | 13.0 | 8.1 | — | 1.3 | .8 | 3.5 |
| 4229902 | General merchandise (nondurable goods) whsle | 2.3 | 1.4 | 2.3 | 1.3 | — | — | 1.8 | 3.6 |
| 4229903 | Textile bags, bagging, & burlap whsle | 25.5 | 6.5 | 27.9 | 7.0 | — | — | 5.6 | 2.8 |
| 4229904 | Other nondurable goods whsle | 13.4 | 7.9 | 20.5 | 11.3 | D | D | D | D |

¹Includes sales information obtained from administrative records of other Federal agencies.

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

Appendix A.

Explanation of Terms

ANNUAL PAYROLL (\$1,000)

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans paid during the year to all employees. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the Internal Revenue Service (IRS) on Form 941.

BEGINNING-OF-YEAR INVENTORIES (\$1,000)

The total value of merchandise inventories an establishment owned on December 31, 1996. Inventories must be located in the United States and its possessions, including Foreign Trade Zones in the United States, even if portions of these inventories were held at other locations. Exclude the value of inventories held by this establishment but owned by others.

END-OF-YEAR INVENTORIES (\$1,000)

The total value of merchandise inventories owned on December 31, 1997. Inventories must be located in the United States and its possessions, including Foreign Trade Zones in the United States, even if portions of these inventories were held at other locations. Exclude the value of inventories held by this establishment but owned by others.

FIRST-QUARTER PAYROLL (\$1,000)

Represents payroll paid to persons employed at any time during the quarter January to March 1997.

NUMBER OF EMPLOYEES

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS Form 941.

WHOLESALE TRADE

NUMBER OF ESTABLISHMENTS

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 1997.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

OPERATING EXPENSES (\$1,000)

Includes payroll, employee benefits, interest and rent expenses, payroll taxes, cost of supplies used for operation, depreciation expenses, fundraising expenses, contracted or purchased services, and other expenses charged to operations during 1997. Expenses exclude cost of goods sold, income taxes, and interest for wholesale establishments; outlays for the purchase of real estate; construction and all other capital improvements; funds invested; assessments or dues paid to the parent or other chapters of the same organization; and, for fundraising organizations, funds transferred to charities and other organizations.

SALES, RECEIPTS, OR REVENUE ESTIMATED (PERCENT)

Percent of total sales/receipts/revenue that was imputed based on historic company ratios or administrative records, or on industry averages.

SALES, RECEIPTS, OR REVENUE FROM ADMINISTRATIVE RECORDS (PERCENT)

Percent of total sales/receipts/revenue obtained from administrative records of other Federal agencies.

SALES (\$1,000)

Includes the total sales, shipments, receipts, revenue, or business done by establishments within the scope of the economic census.

Sales include merchandise sold for cash or credit by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in

allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

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

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

Appendix B.

NAICS Codes, Titles, and Descriptions

42 WHOLESALE TRADE

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

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

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

This sector comprises two main types of wholesalers: those that sell goods on their own account and those that arrange sales and purchases for others for a commission or fee.

1. Establishments that sell goods on their own account are known as wholesale merchants, distributors, jobbers, drop shippers, import/export merchants, and sales branches. These establishments typically maintain their own warehouse, where they receive and handle goods for their customers. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
2. Establishments arranging for the purchase or sale of goods owned by others or purchasing goods on a commission basis are known as agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' representatives. These establishments operate from offices and generally do not own or handle the goods they sell.

Some wholesale establishments may be connected with a single manufacturer and promote and sell the particular manufacturers' products to a wide range of other wholesalers or retailers. Other wholesalers may be connected to a retail chain or a limited number of retail chains and only provide a variety of products needed by that particular retail operation(s). These wholesalers may obtain the products from a wide range of manufacturers. Still other wholesalers may not take title to the goods, but act as agents and brokers for a commission.

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

421 Wholesale trade, durable goods

Industries in the Wholesale Trade, Durable Goods subsector sell or arrange the purchase or sale of capital or durable goods to other businesses. Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts.

The detailed industries within the subsector are organized in the classification structure based on the products sold. Within an industry, the types of establishments may vary, including wholesale merchants and/or agents and brokers.

4211 Motor Vehicle and Motor Vehicle Parts and Supplies Wholesalers

This NAICS industry group includes establishments classified in the following NAICS Industries: 42111, Automobile and other motor vehicle wholesalers; 42112, Motor vehicle supplies and new parts wholesalers; 42113, Tire and tube wholesalers; 42114, Motor vehicle parts (used) wholesalers.

42111 Automobile and Other Motor Vehicle Wholesalers

This industry comprises establishments primarily engaged in wholesaling new and used passenger automobiles, trucks, trailers, and other motor vehicles, such as motorcycles, motor homes, and snowmobiles.

421110 Automobile and Other Motor Vehicle Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling new and used passenger automobiles, trucks, trailers, and other motor vehicles, such as motorcycles, motor homes, and snowmobiles.

The data published with NAICS code 421110 include the following SIC industry:

5012 Automobiles and other motor vehicles

4211101 Automobile and Motorcycle Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used passenger vehicles (automobiles, motorcycles, motor scooters, and taxicabs), automobile trailers, and other similar vehicles.

4211102 Bus and Recreational Vehicle (Campers and Motor Homes) Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used buses and recreational vehicles.

4211103 Light Truck and Van (14,000 lb or Less) Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used light trucks and cargo vans under 14,000 lb. gross wt.

4211104 Medium Truck and Tractor (14,001 to 26,000 lb) Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used medium trucks and tractors 14,001 to 26,000 lb. gross wt.

4211105 Heavy Truck and Tractor (Over 26,000 lb) Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used heavy trucks and tractors over 26,000 lb. gross wt.

42112 Motor Vehicle Supplies and New Parts Wholesalers

This industry comprises establishments primarily engaged in wholesaling motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts (except new tires and tubes).

421120 Motor Vehicle Supplies and New Parts Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts (except new tires and tubes).

The data published with NAICS code 421120 include the following SIC industry:

5013 (pt) Motor vehicle supplies and new parts

4211201 Motor Vehicle Supplies and New Parts-Warehouse Distributors

Establishments primarily engaged in selling for resale motor vehicle supplies and new parts from a warehouse. These establishments primarily sell to other wholesalers.

4211202 Motor Vehicle Supplies and New Parts-Jobbers

Establishments primarily engaged in the wholesale distribution of motor vehicle supplies and new parts primarily from an office or warehouse and less than half of their sales are to other wholesalers.

4211203 Petroleum Products Marketing Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of automotive service station equipment, automotive testing equipment, and automotive supplies for use in gasoline service or bulk stations.

42113 Tire and Tube Wholesalers

This industry comprises establishments primarily engaged in wholesaling new and/or used tires and tubes for passenger and commercial vehicles.

421130 Tire and Tube Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling new and/or used tires and tubes for passenger and commercial vehicles.

The data published with NAICS code 421130 include the following SIC industry:

5014 (pt) Tires and tubes

42114 Motor Vehicle Parts (Used) Wholesalers

This industry comprises establishments primarily engaged in wholesaling used motor vehicle parts (except used tires and tubes) and establishments primarily engaged in dismantling motor vehicles for the purpose of selling the parts.

421140 Motor Vehicle Parts (Used) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling used motor vehicle parts (except used tires and tubes) and establishments primarily engaged in dismantling motor vehicles for the purpose of selling the parts.

The data published with NAICS code 421140 include the following SIC industry:

5015 Motor vehicle parts, used

4212 Furniture and Home Furnishing Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42121, Furniture wholesalers; and 42122, Home furnishings wholesalers.

42121 Furniture Wholesalers

This industry comprises establishments primarily engaged in wholesaling furniture (except hospital beds, medical furniture, and drafting tables).

421210 Furniture Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling furniture (except hospital beds, medical furniture, and drafting tables).

The data published with NAICS code 421210 include the following SIC industry:

5021 (pt) Furniture

4212101 Household and Lawn Furniture Wholesalers

Establishments primarily engaged in the wholesale distribution of household (including lawn) furniture, bedsprings, mattresses, and all such component furniture parts.

4212102 Office and Business Furniture Wholesalers

Establishments primarily engaged in the wholesale distribution of filing cabinets (wood or steel), office furniture, store furniture, and public furniture for public parks and buildings.

42122 Home Furnishings Wholesalers

This industry comprises establishments primarily engaged in wholesaling home furnishings and/or housewares.

421220 Home Furnishing Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling home furnishings and/or housewares.

The data published with NAICS code 421220 include the following SIC industry:

5023 (pt) Home furnishings

4212201 Household China, Glassware, and Crockery Wholesalers

Establishments primarily engaged in the wholesale distribution of table and household china, glassware, and earthenware.

4212202 Linen, Domestic, Drapery, and Curtain Wholesalers

Establishments primarily engaged in the wholesale distribution of bedspreads, blankets, pillowcases, bed sheets, table linens, bathroom linens (e.g., towels, bath mats), curtains, and shades.

4212203 Floor Coverings Wholesalers

Establishments primarily engaged in the wholesale distribution of carpets, rugs, and all other types of hard and soft surface floor coverings (excluding ceramic and clay tile).

4212204 Other Home Furnishings Wholesalers

Establishments primarily engaged in the wholesale distribution of aluminum ware, lamps, glass mirrors, kitchen tools and utensils, and other general home furnishings and home wares, including antiques.

4213 Lumber and Other Construction Materials Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42131, Lumber, plywood, millwork, and wood panel wholesalers; 42132, Brick, stone, and related construction materials wholesalers; 42133, Roofing, siding, and insulation material wholesalers; 42139, Other construction materials wholesalers.

42131 Lumber, Plywood, Millwork, and Wood Panel Wholesalers

This industry comprises establishments primarily engaged in wholesaling lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

421310 Lumber, Plywood, Millwork, and Wood Panel Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

The data published with NAICS code 421310 include the following SIC industry:

5031 (pt) Lumber, plywood, millwork, and wood panels

4213101 Lumber Wholesalers (Without Yard)

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber. These establishments order the goods which are shipped direct from the supplier to the customers without intermediate storage.

4213102 Lumber Wholesalers (With Yard)

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber primarily from a lot, warehouse, or office. These establishments perform warehousing and storage functions and usually make deliveries.

42131021 Lumber Wholesalers (With Yard)

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber primarily from a lot, warehouse, or office. These establishments perform warehousing and storage functions and usually make deliveries.

4213103 Plywood, Veneer, Millwork, and Wood Panel Wholesalers

Establishments primarily engaged in the wholesale distribution of plywood (hardwood, softwood, and nonwood face), door and window frames, overhead doors, veneer, and other wood or metal millwork.

42131031 Plywood, Veneer, Millwork, and Wood Panel Wholesalers

Establishments primarily engaged in the wholesale distribution of plywood (hardwood, softwood, and nonwood face), door and window frames, overhead doors, veneer, and other wood or metal millwork.

42132 Brick, Stone, and Related Construction Materials Wholesalers

This industry comprises establishments primarily engaged in wholesaling stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

421320 Brick, Stone, and Related Construction Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products

The data published with NAICS code 421320 include the following SIC industry:

5032 (pt) Brick, stone and related construction materials

4213201 Brick, Block, Tile, Clay/Cement Sewer Pipe Wholesalers

Establishments primarily engaged in the wholesale distribution of brick (except refractory), block, and clay construction materials (except refractories).

42132011 Brick, Block, Tile, Clay/Cement Sewer Pipe Wholesalers

Establishments primarily engaged in the wholesale distribution of brick (except refractory), block, and clay construction materials (except refractories).

4213202 Sand, Gravel, and Stone Wholesalers

Establishments primarily engaged in the wholesale distribution of construction sand, gravel, and stone.

42132021 Sand, Gravel, and Stone Wholesalers

Establishments primarily engaged in the wholesale distribution of construction sand, gravel, and stone.

4213203 Cement, Lime, and Related Products Wholesalers

Establishments primarily engaged in the wholesale distribution of cement, lime, asphalt, and other related products.

42132031 Cement, Lime, and Related Products Wholesalers

Establishments primarily engaged in the wholesale distribution of cement, lime, asphalt, and other related products.

42133 Roofing, Siding, and Insulation Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

421330 Roofing, Siding, and Insulation Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

The data published with NAICS code 421330 include the following SIC industry:

5033 (pt) Roofing, siding, and insulation materials

4213301 Roofing, Siding, and Insulation Materials Wholesalers

Establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

42133011 Roofing, Siding, and Insulation Materials Wholesalers

Establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

42139 Other Construction Material Wholesalers

This industry comprises (1) establishments primarily engaged in wholesaling manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in wholesaling construction materials (except lumber, plywood, millwood, wood panel, brick, stone, roofing, siding, and insulation material).

421390 Other Construction Material Wholesalers

This U.S. industry comprises (1) establishments primarily engaged in wholesaling manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in wholesaling construction materials (except lumber, plywood, millwood, wood panel, brick, stone, roofing, siding, and insulation material).

The data published with NAICS code 421390 include the following SIC industry:

5039 (pt) Other construction materials

4213901 Flat Glass and Other Construction Glass Wholesalers

Establishments primarily engaged in the wholesale distribution of flat glass, glass blocks, plate glass, window glass, and building glass.

42139011 Flat Glass and Other Construction Glass Wholesalers

Establishments primarily engaged in the wholesale distribution of flat glass, glass blocks, plate glass, window glass, and building glass.

4213902 Other Construction Materials Wholesalers

Establishments primarily engaged in the wholesale distribution of building and construction paper, plastics building materials, prefabricated structural assemblies (except wood), including modular homes, and other building materials.

42139021 Other Construction Materials Wholesalers

Establishments primarily engaged in the wholesale distribution of building and construction paper, plastics building materials, prefabricated structural assemblies (except wood), including modular homes, and other building materials.

4214 Professional and Commercial Equipment and Supplies Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42141, Photographic equipment and supplies wholesalers; 42142,

Office equipment wholesalers; 42143, Computer and computer peripheral equipment and software wholesalers; 42144, Other commercial equipment wholesalers; 42145, Medical, dental, and hospital equipment and supplies wholesalers; 42146, Ophthalmic goods wholesalers; and 42149, Other professional equipment and supplies wholesalers.

42141 Photographic Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling photographic equipment and supplies (except office equipment).

421410 Photographic Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling photographic equipment and supplies (except office equipment).

The data published with NAICS code 421410 include the following SIC industry:

5043 Photographic equipment and supplies

42142 Office Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling office machines and related equipment (except computers and computer peripheral equipment).

421420 Office Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling office machines and related equipment (except computers and computer peripheral equipment).

The data published with NAICS code 421420 include the following SIC industry:

5044 Office equipment

42143 Computer and Computer Peripheral Equipment and Software Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling computers, computer peripheral equipment, loaded computer boards, and/or computer software.

421430 Computer and Computer Peripheral Equipment and Software Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling computers, computer peripheral equipment, loaded computer boards, and/or computer software.

The data published with NAICS code 421430 include the following SIC industry:

5045 (pt) Computers and computer peripheral equipment and software

4214301 Computers and Peripheral Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment.

42143011 Computers and Peripheral Equipment, Sold for Resale

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment primarily for the purpose of resale.

42143012 Computers and Peripheral Equipment, Sold for End Use

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment primarily for end use.

4214302 Computer Software (Packaged) Wholesalers

Establishments primarily engaged in the wholesale distribution of packaged computer software primarily for end use.

42144 Other Commercial Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling commercial and related machines and equipment (except photographic equipment and supplies; office equipment; and computers and computer peripheral equipment and software) generally used in restaurants and stores.

421440 Other Commercial Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling commercial and related machines and equipment (except photographic equipment and supplies; office equipment; and computers and computer peripheral equipment and software) generally used in restaurants and stores.

The data published with NAICS code 421440 include the following SIC industry:

5046 Other commercial equipment

4214401 Restaurant and Hotel Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of restaurant and hotel equipment and supplies.

4214402 Store Machines and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of store equipment (except furniture), machines, and fixtures.

42145 Medical, Dental, and Hospital Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling medical professional equipment, instruments, and supplies (except ophthalmic equipment, instruments and goods used by ophthalmologists, optometrists, and opticians).

421450 Medical, Dental, and Hospital Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling medical professional equipment, instruments, and supplies (except ophthalmic equipment, instruments and goods used by ophthalmologists, optometrists, and opticians).

The data published with NAICS code 421450 include the following SIC industry:

5047 (pt) Medical, dental, and hospital equipment and supplies

4214501 Surgical, Medical, and Hospital Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of surgical and medical instruments, apparatus, and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; x-ray machines and parts, medical; and other scientific instruments used by physicians and in hospitals.

4214502 Dental Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of equipment and supplies used by dentists, such as drills, teeth, dental gold, equipment, chairs, sterilizers, X-rays, cabinets, and engines.

42146 Ophthalmic Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling professional equipment, instruments, and/or goods sold, prescribed, or used by ophthalmologists, optometrists, and opticians.

421460 Ophthalmic Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling professional equipment, instruments, and/or goods sold, prescribed, or used by ophthalmologists, optometrists, and opticians.

The data published with NAICS code 421460 include the following SIC industry:

5048 Ophthalmic goods

42149 Other Professional Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling professional equipment and supplies (except ophthalmic goods and medical, dental, and hospital equipment and supplies).

421490 Other Professional Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling professional equipment and supplies (except ophthalmic goods and medical, dental, and hospital equipment and supplies).

The data published with NAICS code 421490 include the following SIC industry:

5049 (pt) Other professional equipment and supplies

4214901 Religious and School Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of church goods and religious articles, such as statuary, vestments, fonts, candles, religious pictures, and religious articles made from precious and semiprecious materials; and school equipment and supplies, such as black boards, chalk, rulers, and globes and wall maps.

4214902 Other Professional Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of drafting instruments, veterinarians' equipment and supplies, professional equipment and supplies, scientific instruments and supplies, and laboratory equipment.

4215 Metal and Mineral (Except Petroleum) Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42151 Metal service centers and offices; and 42152, Coal and other mineral and ore wholesalers.

42151 Metal Service Centers and Offices

This industry comprises establishments primarily engaged in wholesaling products of the primary metals industries. Service centers maintain inventory and may perform functions, such as sawing, shearing, bending, leveling, cleaning, or edging, on a custom basis as part of sales transactions. Sales offices are usually affiliated or owned by a particular manufacturer and take orders but have no inventory.

421510 Metal Service Centers and Offices

This U.S. industry comprises establishments primarily engaged in wholesaling products of the primary metals industries. Service centers maintain inventory and may perform functions, such as sawing, shearing, bending, leveling, cleaning, or edging, on a custom basis as part of sales transactions. Sales offices are usually affiliated or owned by a particular manufacturer and take orders but have no inventory.

The data published with NAICS code 421510 include the following SIC industry:

5051 Metals service centers and offices

4215101 Ferrous Metals Service Centers and Sales Offices

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products of foundries and mills.

42151011 Ferrous Metals Service Centers

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products of foundries and mills that maintain warehouse inventory.

42151012 Ferrous Metals Sales Offices

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products primarily from an office and not maintaining inventories.

4215102 Nonferrous Metals Service Centers and Sales Offices

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals).

42151021 Nonferrous Metals Service Centers

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals) and maintaining inventories.

42151022 Nonferrous Metals Sales Offices

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals) and not maintaining inventories.

42152 Coal and Other Mineral and Ore Wholesalers

This industry comprises establishments primarily engaged in wholesaling coal, coke, metal ores, and/or nonmetallic minerals (except precious and semiprecious stones and minerals used in construction, such as sand and gravel).

421520 Coal and Other Mineral and Ore Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling coal, coke, metal ores, and/or nonmetallic minerals (except precious and semiprecious stones and minerals used in construction, such as sand and gravel).

The data published with NAICS code 421520 include the following SIC industry:

5052 Coal and other minerals and ores

4215201 Coal Wholesalers

Establishments primarily engaged in the wholesale distribution of coal and coke.

4215202 Other Minerals and Ores Wholesalers

Establishments primarily engaged in the wholesale distribution of precious metal ores, copper, iron, lead and other metallic ores (including concentrates) and crude nonmetallic minerals.

4216 Electrical Goods Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42161, Electrical apparatus and equipment, wiring supplies, and construction material wholesalers; and 42162, Electrical appliance, television, and radio set wholesalers.

42161 Electrical Apparatus and Equipment, Wiring Supplies, and Construction Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

421610 Electrical Apparatus and Equipment, Wiring Supplies, and Construction Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

The data published with NAICS code 421610 include the following SIC industry:

5063 (pt) Electrical apparatus and equipment, wiring supplies, and construction materials

42162 Electrical Appliance, Television, and Radio Set Wholesalers

This industry comprises establishments primarily engaged in wholesaling household-type electrical appliances, room air-conditioners, gas clothes dryers, and/or household-type audio or video equipment.

421620 Electrical Appliance, Television, and Radio Set Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling household-type electrical appliances, room air-conditioners, gas clothes dryers, and/or household-type audio or video equipment.

The data published with NAICS code 421620 include the following SIC industry:

5064 Electrical appliances, television, and radio sets

42169 Other Electronic Parts and Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling electronic parts and equipment (except electrical apparatus and equipment, wiring supplies and construction material; and electrical appliances, television and radio sets).

421690 Other Electronic Parts and Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling electronic parts and equipment (except electrical apparatus and equipment, wiring supplies and construction material; and electrical appliances, television and radio sets).

The data published with NAICS code 421690 include the following SIC industry:

5065 Other electronic parts and equipment

4216901 Communications Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of communications equipment.

4216902 Electronic Parts (Excluding Communications Equipment) Wholesalers

Establishments primarily engaged in the wholesale distribution of electronic parts and equipment (except communications equipment).

4217 Hardware, and Plumbing and Heating Equipment and Supplies Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42171, Hardware wholesalers; 42172, Plumbing and heating equipment and supplies (hydronics) wholesalers; 42173, Warm air heating and air-conditioning equipment and supplies; and 42174, Refrigeration equipment and supplies wholesalers,

42171 Hardware Wholesalers

This industry comprises establishments primarily engaged in wholesaling hardware, knives, or handtools.

421710 Hardware Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling hardware, knives, or handtools.

The data published with NAICS code 421710 include the following SIC industry:

5072 Hardware

42172 Plumbing and Heating Equipment and Supplies (Hydronics) Wholesalers

This industry comprises establishments primarily engaged in wholesaling plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

421720 Plumbing and Heating Equipment and Supplies (Hydronics) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

The data published with NAICS code 421720 include the following SIC industry:

5074 (pt) Plumbing and heating equipment and supplies (hydronics)

42173 Warm Air Heating and Air-Conditioning Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling warm air heating and air-conditioning equipment and supplies.

421730 Warm Air Heating and Air-Conditioning Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling warm air heating and air-conditioning equipment and supplies.

The data published with NAICS code 421730 include the following SIC industry:

5075 Warm air heating and air-conditioning equipment and supplies

42174 Refrigeration Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

421740 Refrigeration Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

The data published with NAICS code 421740 include the following SIC industry:

5078 Refrigeration equipment and supplies

4218 Machinery, Equipment, and Supplies Wholesalers

This industry group comprises establishments primarily engaged in wholesaling construction, mining, farm, garden, industrial, service establishment, and transportation machinery, equipment and supplies.

42181 Construction and Mining (Petroleum) Machinery and Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in construction, mining (except petroleum) and logging activities.

421810 Construction and Mining (Except Oil Well) Machinery and Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in construction, mining (except oil well) and logging activities.

The data published with NAICS code 421810 include the following SIC industry:

5082 Construction and mining (except petroleum) machinery and equipment

42182 Farm and Garden Machinery and Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in agricultural, farm, and lawn and garden activities.

421820 Farm and Garden Machinery and Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in agricultural, farm, and lawn and garden activities.

The data published with NAICS code 421820 include the following SIC industry:

5083 (pt) Farm and garden machinery and equipment

4218201 Farm Machinery and Equipment—Farm Dealers

Establishments primarily engaged in marketing farm machinery and equipment directly to farmers for farm use.

4218202 Farm Machinery and Equipment—Wholesale Distributors

Establishments primarily engaged in marketing farm machinery and equipment directly to institutions, governments, farm dealers, export sales, and other nonfarm accounts.

4218203 Lawn and Garden Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of lawn and garden machinery and equipment.

42183 Industrial Machinery and Equipment wholesalers

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in manufacturing, oil well, and warehousing activities.

421830 Industrial Machinery and Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in manufacturing, oil well, and warehousing activities.

The data published with NAICS code 421830 include the following SIC industry:

5084 Industrial machinery and equipment
5085 (pt) Industrial supplies

4218301 Food Processing Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of dairy products manufacturing machinery, milk products manufacturing equipment, bottling machinery and equipment, and other food product manufacturing machinery.

4218302 Hydraulic and Pneumatic (Fluid-Power) Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic pumps, motors, parts, accessories, and supplies.

42183021 Hydraulic and Pneumatic Pumps and Motors Wholesalers

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic pumps and motors and the parts for them.

42183022 Hydraulic and Pneumatic Parts, Accessories, and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic (fluid-power) commodities.

4218303 Other General Purpose Industrial Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of general purpose industrial machinery and equipment.

4218304 Metalworking Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of metalworking machinery and equipment and machine tool accessories.

4218305 Materials Handling Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of fork lift trucks, industrial trucks and tractors, industrial cranes, conveyor systems, hoists, elevators, and other materials handling equipment.

4218306 Oil Well, Oil Refinery, and Pipeline Machinery, Equipment, and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of oil refining and oil well machinery, equipment, and supplies.

4218307 Other Industrial Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of specific-use industrial machinery and equipment.

42184 Industrial Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling supplies used in machinery and equipment generally used in manufacturing, oil well, and warehousing activities.

421840 Industrial Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling supplies used in machinery and equipment generally used in manufacturing, oil well, and warehousing activities.

The data published with NAICS code 421840 include the following SIC industry:

5085 (pt) Industrial supplies

4218401 General Line Industrial Supplies Wholesaler

Establishments primarily engaged in the wholesale distribution of a combination or general line of industrial materials and supplies.

4218402 Mechanical Power Transmission Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of mechanical power transmission equipment and supplies.

4218403 Welding Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of gas-welding supplies (excluding gases), arc-welding supplies, and resistance-welding supplies.

4218404 Industrial Containers and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of industrial containers and supplies.

4218405 Industrial Valves and Fittings (Except Fluid-Power) Wholesalers

Establishments primarily engaged in the wholesale distribution of valves and fittings, other than plumbing and heating, or hydraulic and pneumatic.

4218406 Other Industrial Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of industrial supplies, not included elsewhere.

42185 Service Establishment Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling specialized equipment and supplies of the type used by service establishments (except specialized equipment and supplies used in offices, stores, hotels, restaurants, schools, health and medical facilities, photographic facilities, as well as specialized equipment used in transportation and construction activities).

421850 Service Establishment Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling specialized equipment and supplies of the type used by service establishments (except specialized equipment and supplies used in offices, stores, hotels, restaurants, schools, health and medical facilities, photographic facilities, as well as specialized equipment used in transportation and construction activities).

The data published with NAICS code 421850 include the following SIC industry:

5087 (pt) Service establishment equipment and supplies

4218501 Beauty and Barber Shop Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of barber shop and beauty parlor equipment and supplies (furniture, hydraulic chairs, driers, shampoos, wave solutions, permanent waving supplies, barber soaps, and manicuring supplies, etc.).

4218502 Custodial and Janitors' Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of custodial and janitorial equipment and supplies.

4218503 Laundry and Dry-Cleaning Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of equipment and supplies to the laundry and dry-cleaning trade, such as washing, drying, ironing, and pressing machines; laundry chemicals; dry-cleaning fluids; marking equipment; laundry trays and baskets.

4218504 Other Service Establishment Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of municipality equipment and supplies (water systems, fire department supplies, and parking equipment), shoe service equipment and supplies, tailors'

and furriers' supplies, upholsterers' supplies, undertakers' supplies, and other service establishment equipment and supplies not included elsewhere.

42186 Transportation Equipment and Supplies (Except Motor Vehicle) Wholesalers

This industry comprises establishments primarily engaged in wholesaling transportation equipment and supplies (except marine pleasure craft and motor vehicles).

421860 Transportation Equipment and Supplies (Except Motor Vehicle) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling transportation equipment and supplies (except marine pleasure craft and motor vehicles).

The data published with NAICS code 421860 include the following SIC industry:

5088 Transportation equipment and supplies, except motor vehicles

4218601 Aircraft and Aeronautical Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of aircraft and aeronautical equipment and frames, parts, supplies, and accessories for such equipment.

4218602 Marine Machinery, Equipment, and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of ships, boats, and marine propulsion machinery, equipment, and parts.

4218603 Other Transportation Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of railroad equipment, such as rolling stock and maintenance equipment, and equipment and supplies used in the maintenance and repair of subways, tramways, aerial hoists, or horse drawn vehicles.

4219 Miscellaneous Durable Goods Wholesalers

This industry group comprises establishments primarily engaged in wholesaling sporting, recreational, toy, hobby, and jewelry goods and supplies, and precious stones and metals.

42191 Sporting and Recreational Goods and Supplies wholesalers

This industry comprises establishments primarily engaged in wholesaling sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and/or marine pleasure craft, equipment, and supplies.

421910 Sporting and Recreational Goods and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and/or marine pleasure craft, equipment, and supplies.

The data published with NAICS code 421910 include the following SIC industry:

5091 Sporting and recreational goods and supplies

42192 Toy and Hobby Goods and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling games, toys, fireworks, playing cards, hobby goods and supplies, and/or related goods.

421920 Toy and Hobby Goods and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling games, toys, fireworks, playing cards, hobby goods and supplies, and/or related goods.

The data published with NAICS code 421920 include the following SIC industry:

5092 Toys and hobby goods and supplies

42193 Recyclable Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling scrap from automotive, industrial, and other recyclable materials. Included in this industry are auto wreckers primarily engaged in dismantling motor vehicles for the purpose of wholesaling scrap.

421930 Recyclable Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling scrap from automotive, industrial, and other recyclable materials. Included in this industry are auto wreckers primarily engaged in dismantling motor vehicles for the purpose of wholesaling scrap.

The data published with NAICS code 421930 include the following SIC industry:

5093 Recyclable materials

4219301 Iron and Steel Scrap Processors and Dealers

Establishments primarily engaged in selling all forms of scrap iron and scrap steel.

42193011 Iron and Steel Scrap Processors (Using Power Processing Equipment) Wholesalers

Establishments primarily engaged in breaking up, sorting, and selling all forms of scrap iron and scrap steel using power processing equipment. Power processing equipment includes operating cranes, hydraulic or motor shears, baling equipment, cable strippers, etc.

42193012 Iron and Steel Scrap Dealers (Not Using Power Processing Equipment)

Establishments primarily engaged in selling all forms of scrap iron and scrap steel, but which do not operate power processing and preparation equipment.

4219302 Recyclable Paper and Paperboard Wholesalers

Establishments primarily engaged in the wholesale distribution of paper and paperboard scrap and waste.

4219303 Other Recyclable Materials Wholesalers

Establishments primarily engaged in the wholesale distribution of recyclable scrap and waste, nonferrous metals, textiles, glass, plastics, rubber, and oil.

42194 Jewelry, Watch, Silverware, Precious Stone, and Precious Metal Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling jewelry, precious and semiprecious stones, precious metals and metal flatware, costume jewelry, watches, clocks, silverware, and/or jewelers' findings.

421940 Jewelry, Watch, Precious Stone, and Precious Metal Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling jewelry, precious and semiprecious stones, precious metals and metal flatware, costume jewelry, watches, clocks, silverware, and/or jewelers' findings.

The data published with NAICS code 421940 include the following SIC industry:

5094 Jewelry, watches, precious stones, and precious metals

4219401 Jewelry, Watches, Clocks, Precious Stones, and Silverware Wholesalers

Establishments primarily engaged in the wholesale distribution of jewelry (including costume), precious stones, watches, clocks, silverware, and jewelers' findings.

4219402 Precious Metals (Excluding Ores) Wholesalers

Establishments primarily engaged in the wholesale distribution of precious metals.

42199 Other Miscellaneous Durable Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling durable goods (except motor vehicle and motor vehicle parts and supplies; furniture and home furnishings; lumber and other construction materials; professional and commercial equipment and supplies; metals and minerals (except petroleum); electrical goods; hardware, and plumbing and heating equipment and supplies; machinery, equipment and supplies; sporting and recreational goods and supplies; toy and hobby goods and supplies; recyclable materials; and jewelry, watches, precious stones and precious metals).

421990 Other Miscellaneous Durable Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling durable goods (except motor vehicle and motor vehicle parts and supplies; furniture and home furnishings; lumber and other construction materials; professional and commercial equipment and supplies; metals and minerals (except petroleum); electrical goods; hardware, and plumbing and heating equipment and supplies; machinery, equipment and supplies; sporting and recreational goods and supplies; toy and hobby goods and supplies; recyclable materials; and jewelry, watches, precious stones and precious metals).

The data published with NAICS code 421990 include the following SIC industry:

5099 Other miscellaneous durable goods
7822 (pt) Motion picture and video tape distribution

4219901 Musical Instruments and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of musical instruments and supplies.

4219902 Forest Products (Except Lumber) Wholesalers

Establishments primarily engaged in the wholesale distribution of timber products, such as ties, logs, poles, stumps, and cordwood.

4219903 General Merchandise (Durable Goods) Wholesalers

Establishments primarily engaged in the wholesale distribution of a general line of durable goods with no one line accounting for more than 25 percent of the total sales.

4219904 Prerecorded Media Wholesalers

Establishments primarily engaged in the wholesale distribution of prerecorded compact discs, tapes, phonograph records, video cassettes, and other video tapes or discs.

42199041 Compact Disks, Prerecorded Audio Tapes, and Phonograph Records Wholesalers

Establishments primarily engaged in the wholesale distribution of prerecorded compact disks, audio tapes, and phonograph records.

42199042 Prerecorded Video Tape Wholesalers

Establishments primarily engaged in purchasing and reselling prerecorded video cassettes and other videotapes or discs to other wholesalers, video rental stores, and other retailers.

4219905 Fire Extinguishers and Fire Safety Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of fire extinguishers and fire safety equipment.

4219906 Other Durable Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of durable goods such as game machines, gas lighting fixtures, luggage, and signs (except electric).

422 Wholesale trade, nondurable goods

Industries in the Wholesale Trade, Nondurable Goods subsector sell or arrange the purchase or sale of nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

4221 Paper and Paper Product Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42211, Paper and paper product wholesalers; 42212, Stationery and office supplies wholesalers; and 42213 Industrial and personal service paper wholesalers.

42211 Printing and Writing Paper Wholesalers

This industry comprises establishments primarily engaged in wholesaling bulk printing and/or writing paper generally on rolls for further processing.

422110 Printing and Writing Paper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling bulk printing and/or writing paper generally on rolls for further processing.

The data published with NAICS code 422110 include the following SIC industry:

5111 Printing and writing paper

42212 Stationery and Office Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling stationery, office supplies and/or gift wrap.

422120 Stationery and Office Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling stationery, office supplies and/or gift wrap.

The data published with NAICS code 422120 include the following SIC industry:

5112 (pt) Stationery and office supplies

42213 Industrial and Personal Service Paper Wholesalers

This industry comprises establishments primarily engaged in wholesaling wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

422130 Industrial and Personal Service Paper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

The data published with NAICS code 422130 include the following SIC industry:

5113 Industrial and personal service paper

4222 Drugs and Druggists' Sundries Wholesalers

This industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

42221 Drugs and Druggists' Sundries Wholesalers

This industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

422210 Drugs and Druggists' Sundries Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

The data published with NAICS code 422210 include the following SIC industry:

5122 Drugs, drug proprietaries, and druggists' sundries

4222101 General Line Drugs Wholesalers

Establishments primarily engaged in the wholesale distribution of a combination or general line of drugs, drug proprietaries, and druggists' sundries.

4222102 Specialty Line Drugs, Pharmaceuticals, Cosmetics, and Toiletries Wholesalers

Establishments primarily engaged in the wholesale distribution of specialty-line drugs, pharmaceuticals, cosmetics, and toiletries.

4223 Apparel, Piece Goods, and Notions Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42231, Piece goods, notions, and other dry goods wholesalers; 42232, Men's and boys' clothing and furnishings wholesalers; 42233, Women's, children's and infants' clothing and accessories wholesalers; 42234, Footwear wholesalers.

42231 Piece Goods, Notions, and Other Dry Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling piece goods, fabrics, yarns, thread and other notions, and/or hair accessories.

422310 Piece Goods, Notions, and Other Dry Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling piece goods, fabrics, yarns, thread and other notions, and/or hair accessories.

The data published with NAICS code 422310 include the following SIC industry:

5131 (pt) Piece goods, notions, and other dry goods

4223101 Piece Goods (Woven and Knit Fabrics) - Jobbers

Establishments primarily engaged in the wholesale distribution of woven and knit fabrics.

4223102 Notions and Other Dry Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of notions (i.e., sewing accessories, etc.), and other dry goods, except piece goods.

42232 Men's and Boys' Clothing and Furnishings Wholesalers

This industry comprises establishments primarily engaged in wholesaling men's and/or boys' clothing and furnishings.

422320 Men's and Boys' Clothing and Furnishings Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling men's and/or boys' clothing and furnishings.

The data published with NAICS code 422320 include the following SIC industry:

5136 Men's and boys' clothing and furnishings

42233 Women's, Children's, and Infants' Clothing and Accessories Wholesalers

This industry comprises establishments primarily engaged in wholesaling (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

422330 Women's, Children's, and Infants' Clothing and Accessories Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

The data published with NAICS code 422330 include the following SIC industry:

5137 Women's and children's and infants' clothing and accessories

42234 Footwear Wholesalers

This industry comprises establishments primarily engaged in wholesaling footwear (including athletic) of leather, rubber, and other materials.

422340 Footwear Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling footwear (including athletic) of leather, rubber, and other materials.

The data published with NAICS code 422340 include the following SIC industry:

5139 Footwear

4224 Grocery and Related Product Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42241, General line grocery wholesalers; 42242, Packaged frozen food wholesalers; 42243, Dairy product (except dried or canned) wholesalers; 42244, Poultry and poultry product wholesalers; 42245, Confectionery wholesalers; 42246, Fish and seafood wholesalers; 42247, Meat and meat product wholesalers; 42248, Fresh fruit and vegetable wholesalers; 42249, Other grocery and related products wholesalers.

42241 General Line Grocery Wholesalers

This industry comprises establishments primarily engaged in wholesaling a general line (wide range) of groceries.

422410 General Line Grocery Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling a general line (wide range) of groceries.

The data published with NAICS code 422410 include the following SIC industry:

5141 Groceries, general line

4224101 General Line, Grocery Wholesalers, Voluntary Group

Establishments primarily engaged in the wholesale distribution of a general line of groceries and sponsoring (or affiliated with sponsors of) voluntary organization of food retailers which distributes a general line of groceries to these voluntary groups. These also include any voluntary group grocery wholesalers commonly engaged in joint advertising or other sales promotions under a group name or identification. Wholesale establishments sponsoring such voluntary groups are included here regardless of the portion of their sales made to the retail organization's members.

4224102 General Line, Grocery Wholesalers, Retail Cooperative

Establishments primarily engaged in the wholesale distribution of a general line of groceries and owned and operated cooperatively by groups of independent food retailers buying collectively which are primarily engaged

in wholesale selling and distributing a general line of groceries. These establishments function primarily as a wholesale cooperative company selling chiefly to member retailers, but sometimes do a regular wholesale business.

4224103 Other General Line Grocery Wholesalers

Establishments primarily engaged in the wholesale distribution of a general line of groceries, including cash-and-carry food establishments, not sponsoring or affiliated with any voluntary or cooperative groups. Also included are agents and brokers with a general line of groceries.

42242 Packaged Frozen Food Wholesalers

This industry comprises establishments primarily engaged in wholesaling packaged frozen foods (except dairy products).

422420 Packaged Frozen Food Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling packaged frozen foods (except dairy products).

The data published with NAICS code 422420 include the following SIC industry:

5142 Packaged frozen foods

42243 Dairy Product (Except Dried or Canned) Wholesalers

This industry comprises establishments primarily engaged in wholesaling dairy products (except dried or canned).

422430 Dairy Product (Except Dried or Canned) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling dairy products (except dried or canned).

The data published with NAICS code 422430 include the following SIC industry:

5143 Dairy products, except dried or canned

4224301 Raw Milk Wholesalers

Establishments primarily engaged in the wholesale distribution of raw, dried, or canned milk.

4224302 Dairy Products, (Except Raw Milk) Wholesalers

Establishments primarily engaged in the wholesale distribution of processed dairy products, except raw, dried, or canned.

42244 Poultry and Poultry Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling poultry and/or poultry products (except canned and packaged frozen).

422440 Poultry and Poultry Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling poultry and/or poultry products (except canned and packaged frozen).

The data published with NAICS code 422440 include the following SIC industry:

5144 Poultry and poultry products

4224401 Live Poultry Wholesalers

Establishments primarily engaged in the wholesale distribution of live poultry.

4224402 Poultry and Poultry Products (Except Live) Wholesalers

Establishments primarily engaged in the wholesale distribution of poultry and poultry products (except canned and packaged frozen products and live poultry).

42245 Confectionery Wholesalers

This industry comprises establishments primarily engaged in wholesaling confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

422450 Confectionery Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

The data published with NAICS code 422450 include the following SIC industry:

5145 Confectionery

42246 Fish and Seafood Wholesalers

This industry comprises establishments primarily engaged in wholesaling fish and seafood (except canned or packaged frozen).

422460 Fish and Seafood Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling fish and seafood (except canned or packaged frozen).

The data published with NAICS code 422460 include the following SIC industry:

5146 Fish and seafoods

42247 Meat and Meat Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling meats and meat products (except canned and packaged frozen) and/or lard.

422470 Meat and Meat Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling meats and meat products (except canned and packaged frozen) and/or lard.

The data published with NAICS code 422470 include the following SIC industry:

5147 (pt) Meats and meat products

42248 Fresh Fruit and Vegetable Wholesalers

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

422480 Fresh Fruit and Vegetable Wholesalers

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

The data published with NAICS code 422480 include the following SIC industry:

5148 Fresh fruits and vegetables

42249 Other Grocery and Related Products Wholesalers

This industry comprises establishments primarily engaged in wholesaling groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in bottling and wholesaling spring and mineral waters processed by others.

422490 Other Grocery and Related Products Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in bottling and wholesaling spring and mineral waters processed by others.

The data published with NAICS code 422490 include the following SIC industry:

5149 Other groceries and related products

4224901 Coffee, Tea, and Spices Wholesalers

Establishments primarily engaged in the wholesale distribution of coffee, soluble coffee, tea (bagged, packaged, loose, or powdered) and spices.

4224902 Bread and Baked Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of bread, cakes, biscuits, doughnuts, pastries, crackers, pretzels, and other bakery products (except frozen).

4224903 Soft Drinks and Bottled Water Wholesalers

Establishments primarily engaged in the wholesale distribution of soft drinks and unprocessed bottled water.

4224904 Canned Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of canned or bottled fruits, vegetables, juice, baby food, meat, poultry, fish, seafood, and dairy products (condensed or evaporated).

4224905 Food and Beverage Basic Material Wholesalers

Establishments primarily engaged in the wholesale distribution of basic food and beverage materials.

4224906 Other Grocery Specialties Wholesalers

Establishments primarily engaged in the wholesale distribution of grocery specialties, such as flour, refined sugar, breakfast cereals, butter substitutes (e.g., margarine), cooking oils, dried fruits, dried beans (packaged), honey, jams and jellies, pickles, preserves and sauces, polished rice, sandwiches, vegetable shortening, and other grocery specialties not included elsewhere.

4225 Farm Product Raw Material Wholesalers

This industry group comprises establishments primarily engaged in wholesaling agricultural products (except raw milk, live poultry, and fresh fruit and vegetables), such as grains, field beans, livestock, and other farm product raw materials (excluding seeds).

42251 Grain and Field Bean Wholesalers

This industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and

other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

422510 Grain and Field Bean Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

The data published with NAICS code 422510 include the following SIC industry:

5153 Grain and field beans

42252 Livestock Wholesalers

This industry comprises establishments primarily engaged in wholesaling livestock (except horses and mules).

422520 Livestock Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling livestock (except horses and mules).

The data published with NAICS code 422520 include the following SIC industry:

5154 Livestock

42259 Other Farm Product Raw Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

422590 Other Farm Product Raw Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

The data published with NAICS code 422590 include the following SIC industry:

5159 Other farm-product raw materials

4225901 Hides, Skins, and Pelts Wholesalers

Establishments primarily engaged in the wholesale distribution of untanned hides and skins, such as cattle hides, sheep skins, and goat skins; raw furs; and pelts of fur-bearing animals.

4225902 Leaf Tobacco Wholesalers

Establishments primarily engaged in the wholesale distribution of leaf tobacco.

4225903 Wool, Wool Tops, and Mohair Wholesalers

Establishments primarily engaged in the wholesale distribution of mohair (raw), raw wool, wool noils, wool tops, and wool clippings.

4225904 Cotton Wholesalers

Establishments primarily engaged in buying and/or marketing cotton.

4225905 Other Farm Product Raw Materials Wholesalers

Establishments primarily engaged in buying and/or marketing other farm products.

4226 Chemical and Allied Products Wholesalers

This industry group comprises establishments primarily engaged in wholesaling chemicals; plastics materials and basic forms and shapes; and allied products.

42261 Plastics Materials and Basic Forms and Shapes Wholesalers

This industry comprises establishments primarily engaged in wholesaling plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

422610 Plastics Materials and Basic Forms and Shapes Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

The data published with NAICS code 422610 include the following SIC industry:

5162 Plastics materials and basic forms and shapes

42269 Other Chemical and Allied Products Wholesalers

This industry comprises establishments primarily engaged in wholesaling chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

422690 Other Chemical and Allied Products Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

The data published with NAICS code 422690 include the following SIC industry:

5169 Other chemicals and allied products

4226901 Industrial Gases, (Except LP) Wholesalers

Establishments primarily engaged in the wholesale distribution of industrial gases (compressed and liquefied) regardless of use, such as oxygen and acetylene.

4226902 Other Chemicals and Allied Products Wholesalers

Establishments primarily engaged in the wholesale distribution of chemicals and allied products (except industrial gases), such as acids, industrial and heavy chemicals (except gases), dyestuffs, industrial salts, naval stores, rosin, and turpentine.

4227 Petroleum and Petroleum Products Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42271, Petroleum bulk stations and terminals; and 42272, Petroleum and petroleum products wholesalers (except bulk stations and terminals).

42271 Petroleum Bulk Stations and Terminals

This industry comprises establishments with bulk liquid storage facilities primarily engaged in wholesaling crude petroleum and petroleum products, including liquefied petroleum gas.

422710 Petroleum Bulk Stations and Terminals

This U.S. industry comprises establishments with bulk liquid storage facilities primarily engaged in wholesaling crude petroleum and petroleum products, including liquefied petroleum gas.

The data published with NAICS code 422710 include the following SIC industry:

5171 (pt) Petroleum bulk stations and terminals

4227101 Petroleum Bulk Stations and Terminals (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage stations or terminals.

42271011 Petroleum Bulk Stations (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage stations for resale. Bulk storage stations have bulk storage capacity of 10,000 to 100,000 gallons, or 100,000 to 2,100,000 gallons and do not receive their supplies primarily from tanker, barge, or pipeline.

42271012 Petroleum Bulk Terminals (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage terminals. Bulk storage terminals have bulk storage capacity of 2,100,000 gallons or more, or have bulk storage capacity of 100,000 gallons or more and receive products primarily by tanker, barge, or pipeline.

4227102 Liquefied Petroleum Bulk Stations and Terminals

Establishments primarily engaged in the wholesale distribution of liquefied petroleum gases from bulk storage stations or terminals for resale. Bulk storage stations or terminals have bulk storage capacity of 10,000 gallons or more.

42272 Petroleum and Petroleum Products Wholesalers (Except Bulk Stations and Terminals)

This industry comprises establishments primarily engaged in wholesaling petroleum and petroleum products (except from bulk liquid storage facilities).

422720 Petroleum and Petroleum Products Wholesalers (Except Bulk Stations and Terminals)

This U.S. industry comprises establishments primarily engaged in wholesaling petroleum and petroleum products (except from bulk liquid storage facilities).

The data published with NAICS code 422720 include the following SIC industry:

5172 Petroleum and petroleum products, except bulk stations and terminals

4228 Beer, Wine, and Distilled Alcoholic Beverage Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42281, Beer and ale wholesalers; 42282, Wine and distilled alcoholic beverage wholesalers.

42281 Beer and Ale Wholesalers

This industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

422810 Beer and Ale Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

The data published with NAICS code 422810 include the following SIC industry:

5181 Beer and ale

42282 Wine and Distilled Alcoholic Beverage Wholesalers

This industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

422820 Wine and Distilled Alcoholic Beverage Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

The data published with NAICS code 422820 include the following SIC industry:

5182 Wine and distilled alcoholic beverages

4228201 Wines and Distilled Alcoholic Beverages (Licensed Operation) Wholesalers

Establishments primarily engaged in the wholesale distribution of wines and distilled spirits under government license.

4228202 Wines and Distilled Alcoholic Beverages (State-Operated) Wholesalers

Establishments primarily engaged as state-owned and operated wholesale distributors of wines and spirits.

4229 Miscellaneous Nondurable Goods Wholesalers

This industry group comprises establishments primarily engaged in wholesaling nondurable goods, such as farm supplies; books, periodicals and newspapers; flowers; nursery stock; paints; varnishes; tobacco and tobacco products; and other miscellaneous nondurable goods, such as cut Christmas trees and pet supplies.

42291 Farm Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

422910 Farm Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

The data published with NAICS code 422910 include the following SIC industry:

5191 (pt) Farm supplies

4229101 Farm Supplies—Farm Dealers

Establishments primarily engaged in the wholesale distribution of farm supplies primarily sold directly to farmers for farm use.

4229102 Farm Supplies—Wholesale Distributors

Establishments primarily engaged in the wholesale distribution of farm supplies primarily sold directly to governments, institutions, farm dealers, export sales, and other nonfarm accounts.

42292 Book, Periodical, and Newspaper Wholesalers

This industry comprises establishments primarily engaged in wholesaling books, periodicals, and newspapers.

422920 Book, Periodical, and Newspaper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling books, periodicals, and newspapers.

The data published with NAICS code 422920 include the following SIC industry:

5192 Books, periodicals, and newspapers

42293 Flower, Nursery Stock, and Florists' Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling flowers, florists' supplies, and/or nursery stock (except seeds and plant bulbs).

422930 Flower, Nursery Stock, and Florists' Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling flowers, florists' supplies, and/or nursery stock (except seeds and plant bulbs).

The data published with NAICS code 422930 include the following SIC industry:

5193 (pt) Flowers, nursery stock, and florists' supplies

42294 Tobacco and Tobacco Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

422940 Tobacco and Tobacco Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

The data published with NAICS code 422940 include the following SIC industry:

5194 Tobacco and tobacco products

42295 Paint, Varnish, and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

422950 Paint, Varnish, and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

The data published with NAICS code 422950 include the following SIC industry:

5198 (pt) Paints, varnishes, and supplies

4229501 Paints, Varnishes, and Supplies (Wholesalers)

Establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

42295011 Paints, Varnishes, and Supplies (Wholesalers)

Establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

42299 Other Miscellaneous Nondurable Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

422990 Other Miscellaneous Nondurable Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

The data published with NAICS code 422990 include the following SIC industry:

5199 (pt) Other miscellaneous nondurable goods

4229901 Art Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of art goods such as artists' supplies, curios, and souvenirs.

4229902 General Merchandise (Nondurable Goods) Wholesalers

Establishments primarily engaged in the wholesale distribution of a general line of nondurable goods with no one line accounting for more than 25 percent of the total sales.

4229903 Textile Bags, Bagging, and Burlap Wholesalers

Establishments primarily engaged in the wholesale distribution of textile bags, and bagging burlap, and canvas and felt products.

4229904 Other Nondurable Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of nondurable goods (except office supplies, druggists' sundries, apparel, groceries, chemical products, petroleum products, alcoholic beverages, farm supplies, books, periodicals, florists supplies; paint supplies, and art goods).

Appendix C.

Coverage and Methodology

MAIL/NONMAIL UNIVERSE

For the wholesale sector all firms were sent questionnaires to be completed and returned to the Census Bureau by mail. This sector does not have a nonmail universe. For most very small firms with employment, abbreviated data was collected using a short form. These records provided basic information on location, kind of business, sales, payroll, number of employees, and legal form of organization. Nonemployers were not included in the scope of the wholesale sector.

INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

The classifications for all establishments in this sector were assigned in accordance with the 1997 North American Industry Classification System (NAICS) Manual, United States. NAICS is a common classification system developed by the United States, Canada, and Mexico. This system replaces the 1987 Standard Industrial Classification (SIC) that was used in previous censuses. Appendix A of the 1997 NAICS manual provides information on the comparability between the 1987 SIC and 1997 NAICS. More information on NAICS is available in the NAICS manual and at www.census.gov/naics.

RELIABILITY OF DATA

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained, except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The Census Bureau obtains limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

TREATMENT OF NONRESPONSE

Census report forms included two different types of inquiries, "basic" and "industry-specific." Data for the basic inquiries, which included location, kind of business or operation, sales, payroll, number of employees, and legal form of organization, were available from a combination of sources for all establishments. Data for industry-specific inquiries, tailored to the particular kinds of business or type of operation covered by the report, were available only from the establishments that completed the appropriate inquiries on the questionnaire.

Two methods were used to account for nonresponse to industry-specific inquiries. For some inquiries, missing data were imputed for individual records based on responses from similar establishments. For other inquiries, the total of reported data was expanded to represent 100 percent of the universe. Data presented for industry-specific inquiries based on a December 31 reference date were expanded in direct relationship to total sales of only those establishments in business at the end of the year. Unless otherwise noted in specific reports, data for other industry-specific inquiries were expanded in direct relationship to total sales of all establishments included in the category. In a few cases, expansion on the basis of sales was not appropriate, and another basic data item was used as the basis for expansion.

All reports in which data were expanded to account for nonrespondents include a coverage indicator for each publication category, which shows the sales of establishments responding to the industry-specific inquiry as a percent of total sales for all establishments for which data are shown. For some inquiries, coverage is determined by the ratio of total payroll or employment of establishments responding to the inquiry to total payroll or employment of all establishments in the category.

Appendix D. Geographic Notes

Not applicable for this report.

Appendix E. Metropolitan Areas

Not applicable for this report.

