

# 1992

## Census of Wholesale Trade

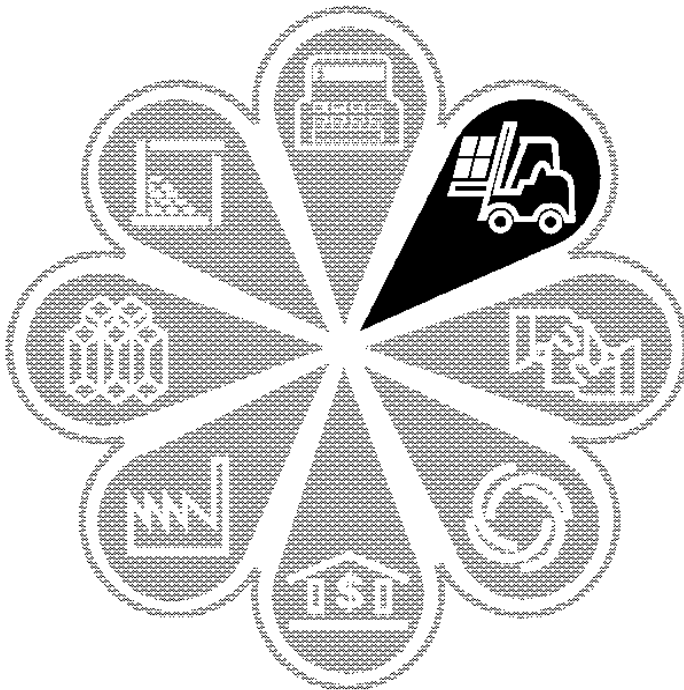
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WC92-A-9

GEOGRAPHIC AREA SERIES

# District of Columbia

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WC92-A-9

GEOGRAPHIC AREA SERIES

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**U.S. Department of Commerce**  
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**David J. Barram**, Deputy Secretary

**Economics and Statistics Administration**  
**Everett M. Ehrlich**, Under Secretary  
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**BUREAU OF THE CENSUS**  
**Martha Farnsworth Riche**, Director

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If you have any questions concerning the statistics in this report, call 301-763-5281.



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# 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.

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

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

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries and keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

## AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in 2 and 7. The 1992 Economic Census consists of the following eight censuses:

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

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

## AVAILABILITY OF THE DATA

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

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

## WHAT'S NEW IN 1992

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

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

## HISTORICAL INFORMATION

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

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 Manufactures Census was the first time a census was taken apart from the regular every-10-year population census.

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

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

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

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

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

Statistical reports from the 1987 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

## AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

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

## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1992 Economic Census and Related Statistics*. More information on the methodology, procedures, and history of the census will be published in the *History of the 1992 Economic Census*. Contact Customer Services for information on availability.

# Census of Wholesale Trade

## GENERAL

The 1992 Census of Wholesale Trade, part of the 1992 Economic Census, covered wholesale trade as defined in the *Standard Industrial Classification Manual: 1987*<sup>1</sup> (SIC). It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; other wholesalers; or industrial, commercial, institutional, farm, or professional users. Companies selling products to which they have title, as well as those acting as agents or brokers in buying or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to other establishments within the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1992 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operated wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales of products by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

## CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, 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.

## GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget (OMB) as of June 30, 1993. 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 PMSA's which have a population of at least 1,000,000<sup>2</sup> and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the OMB as of June 30, 1993. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.<sup>2</sup> 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. The area within the State outside metropolitan areas (MA's).
6. Each county or county equivalent.<sup>3</sup> 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. Each consolidated city.<sup>3</sup> Consolidated cities are consolidated governments which consists of separately incorporated municipalities.
8. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.<sup>2 3</sup>

<sup>1</sup>*Standard Industrial Classification Manual: 1987*. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

<sup>2</sup>According to 1990 Census of Population or subsequent special census.

<sup>3</sup>Those defined as of January 1, 1992.

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 (SEUA's), 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.<sup>4</sup>

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1992 data are expressed in 1992 dollars and 1987 data in 1987 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred

## RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Census Bureau obtains on computer tape 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. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

## SPECIAL TABULATIONS

Special tabulations of data collected in the 1992 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape,

<sup>4</sup>According to 1990 Census of Population or subsequent special census.

or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Services Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 1-800-541-8345.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication:

–	Represents zero.
(D)	Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.
(IC)	Independent city.
(NA)	Not available.
(NC)	Not comparable.
(X)	Not applicable.
CMSA	Consolidated metropolitan statistical area.
MA	Metropolitan area.
MSA	Metropolitan statistical area.
n.e.c.	Not elsewhere classified.
PMSA	Primary metropolitan statistical area.
pt.	Part.
r	Revised.
SEUA	Standard economic urban area.
SIC	Standard Industrial Classification.

The following symbols are used in this publication to show employment size ranges for employment data that has been withheld to avoid disclosing data for individual companies (employment size range codes are provided for the first time in the 1992 Economic Census):

Symbol	Employment size
AA	0—19
BB	20—99
CC	100—249
EE	250—499
FF	500—999
GG	1,000—2,499
HH	2,500—4,999
II	5,000—9,999
JJ	10,000—24,999
KK	25,000—49,999
LL	50,000—99,999
MM	100,000 or more



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

Information shown in tables	Table									
	1	2	3	4	5	6	7	8	9	10
<b>GEOGRAPHIC AREAS</b>										
The State .....	X	X	X						X	X
Metropolitan Areas (MA's) in the State.....							X			
Area of the State not in any MA .....								X		
Counties in the State .....				X						X
Places in the State .....				<sup>2</sup> X	<sup>1</sup> X	<sup>1</sup> X			<sup>2</sup> X	
<b>DATA ITEMS<sup>3</sup></b>										
Establishments.....	X		X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X		
Sales .....	X		X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	X	X
Annual payroll .....	X		X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X		
First-quarter payroll.....	X									
Paid employees for pay period including March 12, 1992 .....	X		X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X		
Inventories .....	X									
Operating expenses .....	X									
Sales per establishment.....		X								
Sales per employee .....		X								
Annual payroll per employee.....		X								
Annual payroll as a percent of operating expenses.....		X								
Employees per establishment.....		X								
Operating expenses as a percent of sales .....		X								
End-of-year inventories as a percent of sales....		X								
1987 to 1992 comparative statistics (sales, payroll, etc.).....			X							
Counties ranked by volume of sales .....										X
Places ranked by volume of sales.....									<sup>2</sup> X	

<sup>1</sup>Includes areas with 200 wholesale establishments or more.

<sup>2</sup>Includes places with 2,500 inhabitants or more, according to the 1990 Census of Population.

<sup>3</sup>See Explanation of Terms, appendix A.

<sup>4</sup>Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

<sup>5</sup>Presented for total and merchant wholesalers only.

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

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

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

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

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

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

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

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## Summary of Findings

The District of Columbia had 499 wholesale establishments in 1992 with \$3.3 billion in sales. This represents a 9.9 percent decrease in wholesale establishments and a 16.2 percent increase in sales over 1987 according to the 1992 Census of Wholesale Trade conducted by the Bureau of the Census, U.S. Department of Commerce.

Merchant wholesalers accounted for 82.0 percent or 409 of the total establishments and 48.3 percent or \$1.6 billion of the total sales in 1992 compared with 84.5 percent of the establishments and 55.5 percent of the sales in 1987. Manufacturers' sales branches and offices with 58 establishments and \$1.6 billion in sales and agents, brokers, and commission merchants with 32 establishments and \$70.9 million in sales made up the rest of the wholesale trade total in 1992.

Computers and computer peripheral equipment and software wholesalers were the largest group of wholesalers by kind of business in terms of sales with \$390.5 million followed by books, periodicals, and newspapers wholesalers with \$252.2 million and furniture wholesalers with \$222.3 million. Out of 69 kind of business groups, these three accounted for 26.1 percent of the total sales in the District.

Annual payroll for all wholesalers in the District was down from \$231.6 million in 1987 to \$231.2 million in 1992. Merchant wholesalers had annual payroll of \$149.3 million in 1992 while manufacturers' sales branches and offices

recorded \$78.6 million and agents, brokers, and commission merchants had \$3.3 million.

Employment by all wholesalers in The District of Columbia as of mid-March 1992 was 6,568, a decrease of 25.8 percent since 1987. Merchant wholesalers with 4,916 employees accounted for 74.8 percent of the total wholesale employment in 1992 compared with 74.1 percent in 1987.

Inventories of \$154.1 million were held at wholesale establishments in the District at the end of 1992. Merchant wholesalers held 83.3 percent of these inventories while manufacturers' sales branches and sales offices held 16.7 percent. Inventories of all wholesalers increased during 1992 by 9.0 percent while those of merchant wholesalers increased 10.1 percent.

Payroll per employee in the District averaged \$35.2 thousand for all wholesalers in 1992, an increase of 34.6 percent since 1987. Merchant wholesalers averaged \$30.4 thousand per employee while manufacturers' sales branches and offices was \$51.0 thousand and agents, brokers, and commission merchants were \$29.3 thousand in 1992.

Annual payroll as a percent of operating expenses for all wholesalers decreased from 53.6 percent in 1987 to 48.7 percent in 1992. The ratio for merchant wholesalers was 53.9 percent; for manufacturers' sales branches and offices it was 41.1 percent; and for agents, brokers and commission merchants it was 50.3 percent.

Figure 1. **Percent of Wholesale Sales by Type of Operation: 1992 and 1987**  
(Percents may not add to 100 because of rounding. For meaning of abbreviations and symbols, see introductory text)

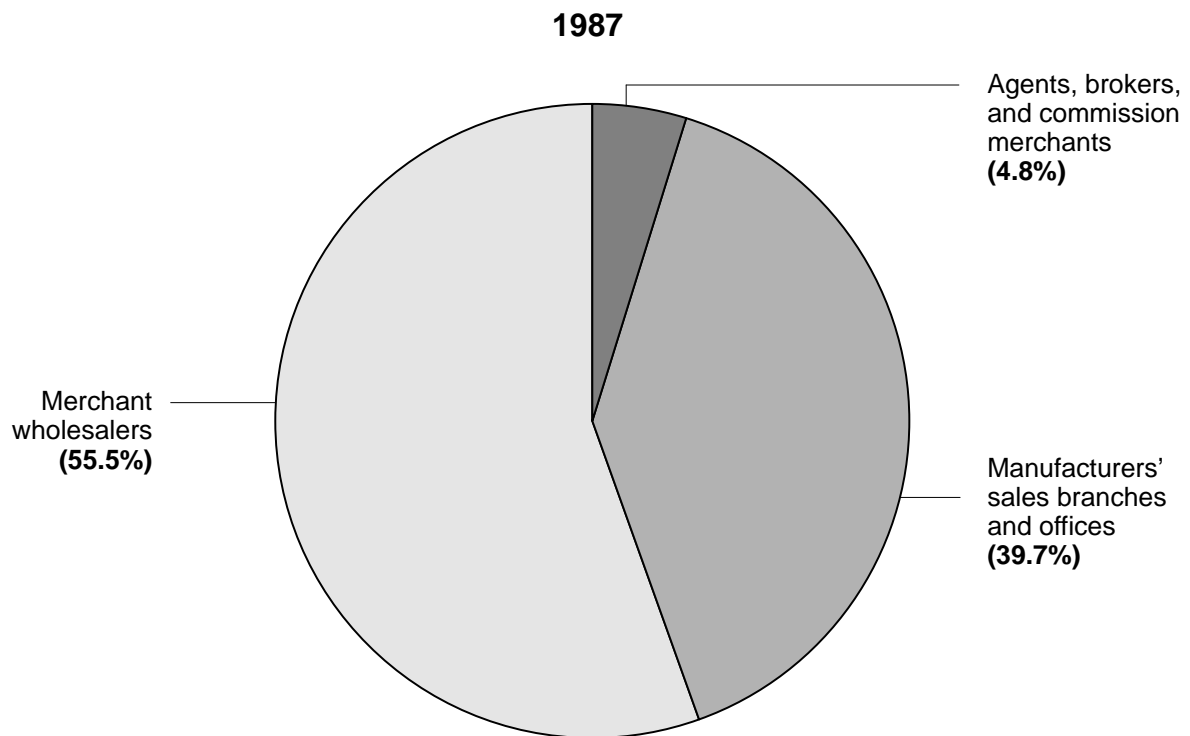
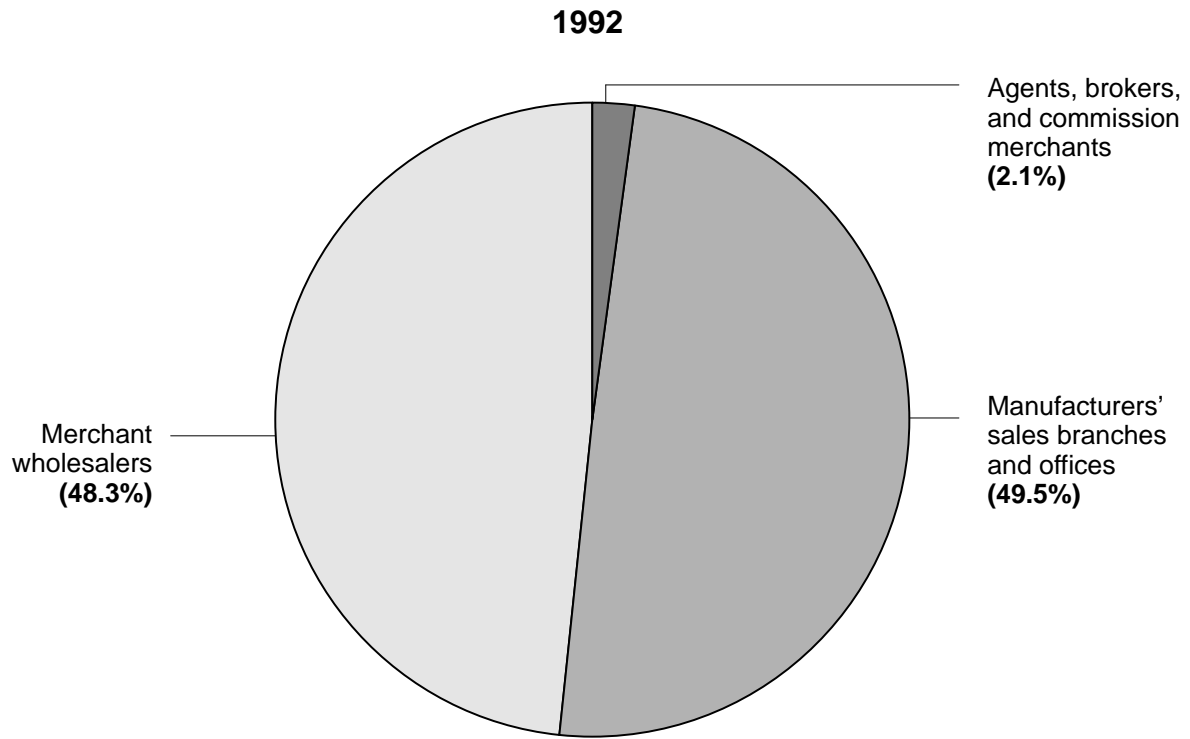



Figure 2. **Wholesale Sales by Industry Group: 1992 and 1987**  
(Millions of dollars. For meaning of abbreviations and symbols, see introductory text)

1992   
1987 

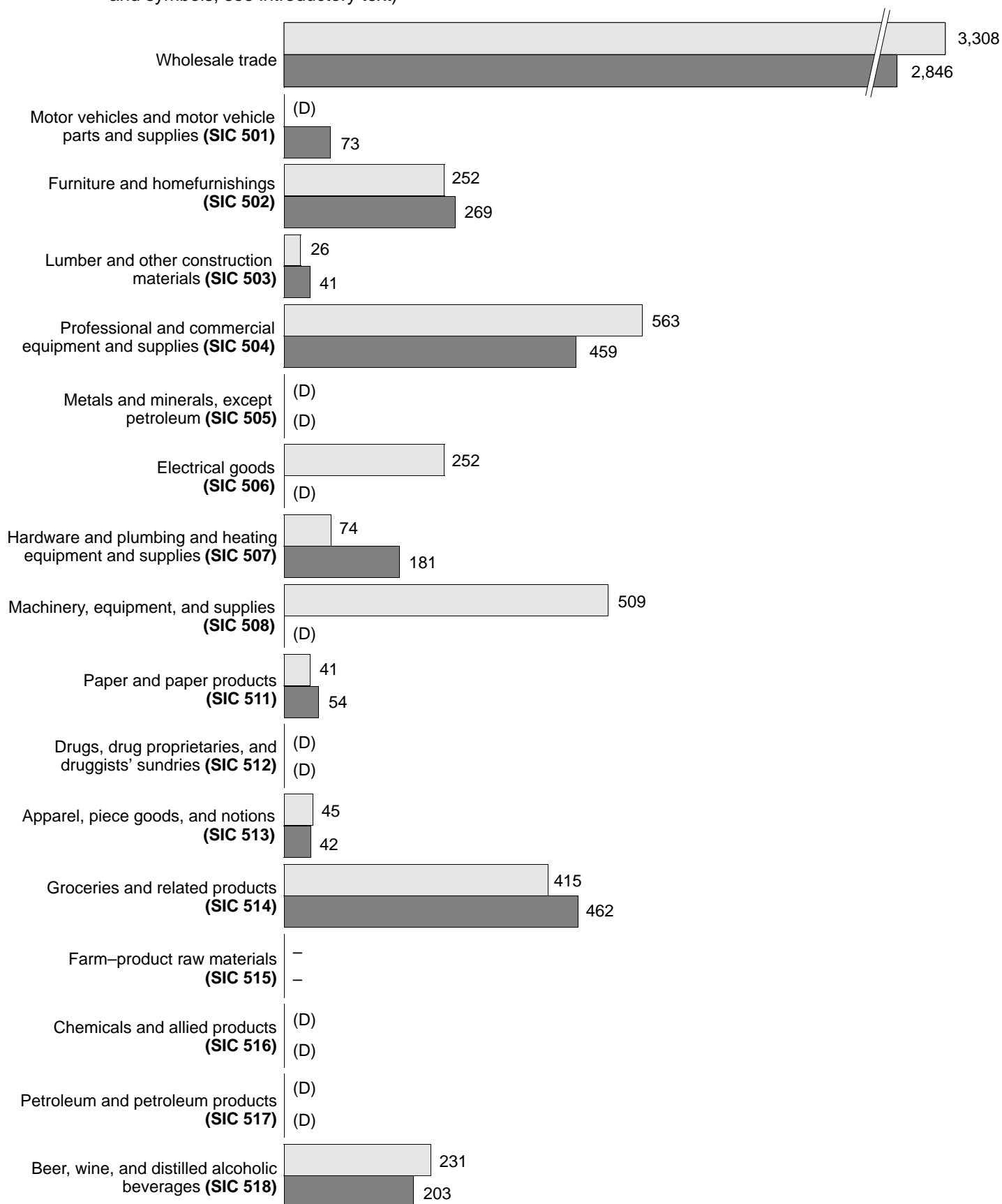


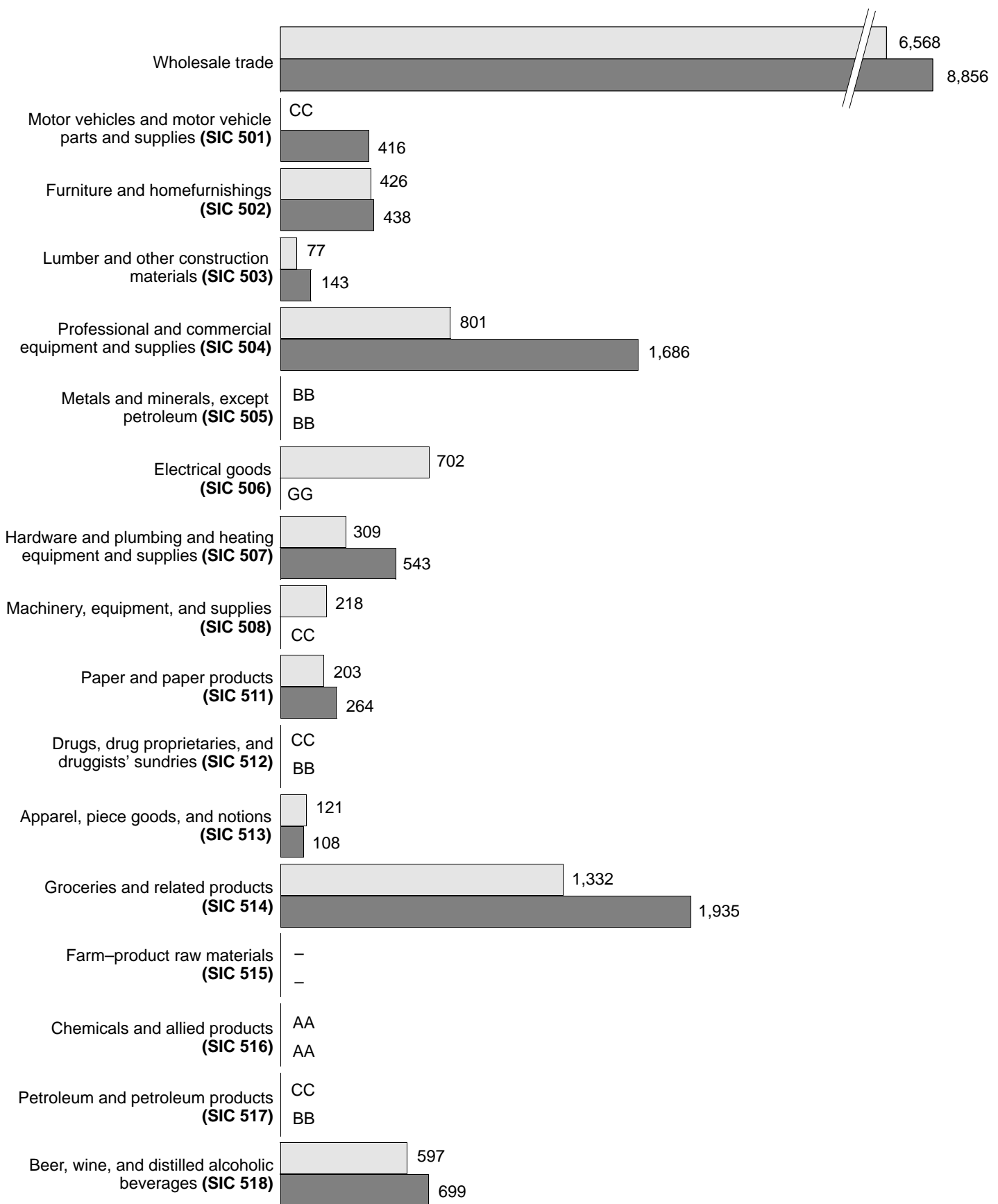


Figure 3. **Wholesale Employment by Industry Group: 1992 and 1987**  
 (Number. For meaning of abbreviations and symbols, see introductory text)

1992   
 1987 







**Table 1. Summary Statistics for the District: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	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-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
	<b>Wholesale trade</b> -----	<b>499</b>	<b>3 308 499</b>	<b>231 162</b>	<b>56 072</b>	<b>6 568</b>	<b>475 046</b>	<b>141 332</b>	<b>154 088</b>
	<b>TYPES OF OPERATION</b>								
	<b>Merchant wholesalers</b> -----	<b>409</b>	<b>1 599 452</b>	<b>149 267</b>	<b>35 822</b>	<b>4 916</b>	<b>277 141</b>	<b>116 546</b>	<b>128 347</b>
	Wholesale distributors and jobbers -----	366	1 488 398	137 929	32 906	4 524	252 736	108 892	120 965
	Importers -----	20	50 470	6 525	1 713	223	14 165	5 199	5 655
	Exporters -----	18	38 311	2 013	465	60	4 800	1 934	1 304
	Terminal grain elevators -----	-	-	-	-	-	-	-	-
	Country grain elevators -----	-	-	-	-	-	-	-	-
	Assemblers of farm products, except country grain elevators -----	5	22 273	2 800	738	109	5 440	521	423
	<b>Manufacturers' sales branches and sales offices</b> -----	<b>58</b>	<b>1 638 121</b>	<b>78 615</b>	<b>19 543</b>	<b>1 540</b>	<b>191 386</b>	<b>24 766</b>	<b>25 720</b>
	Sales branches (with stock) -----	32	632 579	43 999	11 206	985	133 870	24 766	25 720
	Sales offices (without stock) -----	26	1 005 542	34 616	8 337	555	57 516	-	-
	<b>Agents, brokers, and commission merchants</b> ----	<b>32</b>	<b>70 926</b>	<b>3 280</b>	<b>707</b>	<b>112</b>	<b>6 519</b>	<b>20</b>	<b>21</b>
	Auction companies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
	Brokers -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
	Commission merchants -----	7	5 682	274	74	14	517	3	3
	Import agents -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
	Export agents -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
	Manufacturers' agents -----	18	37 319	2 004	382	47	3 738	5	8
	<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>								
	<b>Wholesale trade</b> -----	<b>499</b>	<b>3 308 499</b>	<b>231 162</b>	<b>56 072</b>	<b>6 568</b>	<b>475 046</b>	<b>141 332</b>	<b>154 088</b>
<b>50</b>	<b>Durable goods</b> -----	<b>262</b>	<b>1 751 323</b>	<b>118 091</b>	<b>29 814</b>	<b>2 891</b>	<b>257 293</b>	<b>69 959</b>	<b>73 584</b>
501	Motor vehicles and motor vehicle parts and supplies -----	29	(D)	(D)	(D)	CC	(D)	(D)	(D)
5012	Automobiles and other motor vehicles -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts -----	17	22 448	3 177	723	129	6 262	4 251	4 269
5014	Tires and tubes -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	6	2 521	610	152	38	998	332	311
502	Furniture and homefurnishings -----	54	251 676	14 241	3 886	426	26 771	8 045	9 250
5021	Furniture -----	34	222 252	11 017	2 908	324	20 675	6 165	7 090
5023	Homefurnishings -----	20	29 424	3 224	978	102	6 096	1 880	2 160
503	Lumber and other construction materials -----	12	25 834	2 270	479	77	4 288	2 699	3 817
5031	Lumber, plywood, millwork, and wood panels -----	5	11 623	1 325	275	48	2 685	1 220	1 645
5032	Brick, stone, and related construction materials -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials -----	3	7 661	544	118	13	979	1 346	2 070
5039	Construction materials, n.e.c. -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
504	Professional and commercial equipment and supplies ----	46	563 444	44 243	10 795	801	127 271	18 603	22 813
5043	Photographic equipment and supplies -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5044	Office equipment -----	8	(D)	(D)	(D)	FF	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software -----	18	390 471	16 202	3 826	168	73 459	11 682	14 468
5046	Commercial equipment, n.e.c. -----	6	(D)	(D)	(D)	BB	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies ---	11	12 112	1 436	376	37	2 429	102	841
5048	Ophthalmic goods -----	-	-	-	-	-	-	-	-
5049	Professional equipment and supplies, n.e.c. -----	-	-	-	-	-	-	-	-
505	Metals and minerals, except petroleum -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
5051	Metals service centers and offices -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
506	Electrical goods -----	37	251 645	25 747	7 517	702	41 457	17 259	15 929
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	17	104 386	9 862	3 252	283	16 362	9 033	8 896
5064	Electrical appliances, television and radio sets -----	2	(D)	(D)	(D)	BB	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	18	(D)	(D)	(D)	EE	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	23	73 753	9 303	2 005	309	15 200	10 386	10 064
5072	Hardware -----	12	(D)	(D)	(D)	CC	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	8	(D)	(D)	(D)	CC	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	3	1 413	275	72	12	469	102	125
5078	Refrigeration equipment and supplies -----	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies -----	31	508 869	13 298	3 048	218	22 960	3 519	2 817
5082	Construction and mining (except petroleum) machinery and equipment -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5083	Farm and garden machinery and equipment -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
5085	Industrial supplies -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
5087	Service establishment equipment and supplies -----	15	(D)	(D)	(D)	BB	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
509	Miscellaneous durable goods -----	26	(D)	(D)	(D)	CC	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5092	Toys and hobby goods and supplies -----	4	3 045	421	108	9	1 129	1 069	1 029
5093	Scrap and waste materials -----	6	13 390	1 557	371	60	4 096	144	116
5094	Jewelry, watches, precious stones, and precious metals -	4	2 161	152	21	5	352	248	501
5099	Durable goods, n.e.c. -----	10	9 788	677	168	28	1 552	1 322	630

**Table 1. Summary Statistics for the District: 1992 —Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	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-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS — Con.</b>									
<b>Wholesale trade — Con.</b>									
<b>51</b>	<b>Nondurable goods</b>	<b>237</b>	<b>1 557 176</b>	<b>113 071</b>	<b>26 258</b>	<b>3 677</b>	<b>217 753</b>	<b>71 373</b>	<b>80 504</b>
511	Paper and paper products	35	41 139	4 820	1 213	203	9 357	3 625	3 794
5111	Printing and writing paper	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
5112	Stationery and office supplies	28	21 497	3 161	799	150	6 181	2 535	2 405
5113	Industrial and personal service paper	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	CC	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	CC	(D)	(D)	(D)
513	Apparel, piece goods, and notions	27	45 140	2 761	599	121	8 772	2 828	3 467
5131	Piece goods, notions, and other dry goods	11	16 285	1 330	300	54	3 071	870	465
5136	Men's and boys' clothing and furnishings	8	23 574	1 034	209	53	4 664	1 550	2 392
5137	Women's, children's, and infants' clothing and accessories	5	(D)	(D)	(D)	AA	(D)	(D)	(D)
5139	Footwear	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products	76	414 950	34 107	7 825	1 332	59 905	11 461	12 237
5141	Groceries, general line	12	80 062	4 047	1 174	171	8 546	5 709	5 931
5142	Packaged frozen foods	3	6 826	668	215	8	894	66	293
5143	Dairy products, except dried or canned	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5144	Poultry and poultry products	4	31 524	409	101	16	960	62	18
5145	Confectionery	3	8 388	771	136	24	1 270	262	371
5146	Fish and seafoods	6	12 866	959	233	56	1 982	186	187
5147	Meats and meat products	10	99 151	8 578	1 792	272	14 584	2 292	2 276
5148	Fresh fruits and vegetables	17	118 761	13 168	2 957	514	22 290	1 463	1 670
5149	Groceries and related products, n.e.c.	20	(D)	(D)	(D)	EE	(D)	(D)	(D)
515	Farm-product raw materials	—	—	—	—	—	—	—	—
5153	Grain and field beans	—	—	—	—	—	—	—	—
5154	Livestock	—	—	—	—	—	—	—	—
5159	Farm-product raw materials, n.e.c.	—	—	—	—	—	—	—	—
516	Chemicals and allied products	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	—	—	—	—	—	—	—	—
5169	Chemicals and allied products, n.e.c.	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
517	Petroleum and petroleum products	5	(D)	(D)	(D)	CC	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	2	(D)	(D)	(D)	BB	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	3	(D)	(D)	(D)	CC	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	15	231 411	22 247	4 971	597	44 327	30 579	32 863
5181	Beer and ale	7	80 330	8 672	1 953	263	17 284	5 054	4 163
5182	Wine and distilled alcoholic beverages	8	151 081	13 575	3 018	334	27 043	25 525	28 700
519	Miscellaneous nondurable goods	70	474 290	30 819	6 998	999	60 309	16 970	20 607
5191	Farm supplies	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5192	Books, periodicals, and newspapers	15	252 179	16 111	3 478	414	33 689	1 552	2 099
5193	Flowers, nursery stock, and florists' supplies	8	13 652	3 137	753	96	5 092	612	700
5194	Tobacco and tobacco products	4	162 697	5 969	1 337	255	10 027	12 035	14 363
5198	Paints, varnishes, and supplies	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	33	(D)	(D)	(D)	CC	(D)	(D)	(D)
<b>Merchant wholesalers</b>									
<b>50</b>	<b>Durable goods</b>	<b>209</b>	<b>561 372</b>	<b>63 686</b>	<b>15 847</b>	<b>1 842</b>	<b>109 670</b>	<b>48 312</b>	<b>52 548</b>
501	Motor vehicles and motor vehicle parts and supplies	28	(D)	(D)	(D)	CC	(D)	(D)	(D)
5012	Automobiles and other motor vehicles	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts	17	22 448	3 177	723	129	6 262	4 251	4 269
5014	Tires and tubes	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5015	Motor vehicle parts, used	6	2 521	610	152	38	998	332	311
502	Furniture and homefurnishings	38	103 538	9 414	2 478	320	17 911	6 818	8 408
5021	Furniture	21	89 791	6 806	1 648	228	12 949	5 201	6 473
5023	Homefurnishings	17	13 747	2 608	830	92	4 962	1 617	1 935
503	Lumber and other construction materials	11	(D)	(D)	(D)	BB	(D)	(D)	(D)
5031	Lumber, plywood, millwork, and wood panels	5	11 623	1 325	275	48	2 685	1 220	1 645
5032	Brick, stone, and related construction materials	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	3	7 661	544	118	13	979	1 346	2 070
5039	Construction materials, n.e.c.	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	34	160 776	19 858	4 629	335	28 092	6 286	9 488
5043	Photographic equipment and supplies	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5044	Office equipment	6	22 636	4 213	967	141	7 374	2 533	2 938
5045	Computers and computer peripheral equipment and software	11	(D)	(D)	(D)	CC	(D)	(D)	(D)
5046	Commercial equipment, n.e.c.	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
5048	Ophthalmic goods	—	—	—	—	—	—	—	—
5049	Professional equipment and supplies, n.e.c.	—	—	—	—	—	—	—	—
505	Metals and minerals, except petroleum	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
5051	Metals service centers and offices	2	(D)	(D)	(D)	BB	(D)	(D)	(D)
5052	Coal and other minerals and ores	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
506	Electrical goods	25	109 865	10 950	3 505	324	18 496	9 159	9 063
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	17	104 386	9 862	3 252	283	16 362	9 033	8 896
5064	Electrical appliances, television and radio sets	2	(D)	(D)	(D)	BB	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	6	(D)	(D)	(D)	AA	(D)	(D)	(D)

**Table 1. Summary Statistics for the District: 1992 —Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Estab-lish-ments (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-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS —Con.</b>									
<b>Merchant wholesalers —Con.</b>									
<b>50</b>	<b>Durable goods —Con.</b>								
507	Hardware, and plumbing and heating equipment and supplies -----	22	(D)	(D)	(D)	EE	(D)	(D)	(D)
5072	Hardware -----	11	(D)	(D)	(D)	CC	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	8	(D)	(D)	(D)	CC	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	3	1 413	275	72	12	469	102	125
5078	Refrigeration equipment and supplies -----	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies -----	24	(D)	(D)	(D)	CC	(D)	(D)	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	-	-	-	-	-	-	-	-
5083	Farm and garden machinery and equipment -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	5	5 721	651	134	23	1 351	111	110
5085	Industrial supplies -----	3	383	40	14	3	111	197	18
5087	Service establishment equipment and supplies -----	13	(D)	(D)	(D)	BB	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
509	Miscellaneous durable goods -----	24	(D)	(D)	(D)	CC	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5092	Toys and hobby goods and supplies -----	4	3 045	421	108	9	1 129	1 069	1 029
5093	Scrap and waste materials -----	6	13 390	1 557	371	60	4 096	144	116
5094	Jewelry, watches, precious stones, and precious metals -----	4	2 161	152	21	5	352	248	501
5099	Durable goods, n.e.c. -----	8	(D)	(D)	(D)	BB	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>200</b>	<b>1 038 080</b>	<b>85 581</b>	<b>19 975</b>	<b>3 074</b>	<b>167 471</b>	<b>68 234</b>	<b>75 799</b>
511	Paper and paper products -----	35	41 139	4 820	1 213	203	9 357	3 625	3 794
5111	Printing and writing paper -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
5112	Stationery and office supplies -----	28	21 497	3 161	799	150	6 181	2 535	2 405
5113	Industrial and personal service paper -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	3	1 759	85	25	11	307	125	239
5122	Drugs, drug proprietaries, and druggists' sundries -----	3	1 759	85	25	11	307	125	239
513	Apparel, piece goods, and notions -----	20	38 124	2 173	468	97	7 441	2 675	3 303
5131	Piece goods, notions, and other dry goods -----	6	(D)	(D)	(D)	BB	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
5137	Women's, children's, and infants' clothing and accessories -----	5	(D)	(D)	(D)	AA	(D)	(D)	(D)
5139	Footwear -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products -----	74	(D)	(D)	(D)	GG	(D)	(D)	(D)
5141	Groceries, general line -----	12	80 062	4 047	1 174	171	8 546	5 709	5 931
5142	Packaged frozen foods -----	3	6 826	668	215	8	894	66	293
5143	Dairy products, except dried or canned -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5144	Poultry and poultry products -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5145	Confectionery -----	3	8 388	771	136	24	1 270	262	371
5146	Fish and seafoods -----	6	12 866	959	233	56	1 982	186	187
5147	Meats and meat products -----	10	99 151	8 578	1 792	272	14 584	2 292	2 276
5148	Fresh fruits and vegetables -----	17	118 761	13 168	2 957	514	22 290	1 463	1 670
5149	Groceries and related products, n.e.c. -----	19	(D)	(D)	(D)	CC	(D)	(D)	(D)
515	Farm-product raw materials -----	-	-	-	-	-	-	-	-
5153	Grain and field beans -----	-	-	-	-	-	-	-	-
5154	Livestock -----	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c. -----	-	-	-	-	-	-	-	-
516	Chemicals and allied products -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes -----	-	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c. -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
517	Petroleum and petroleum products -----	4	(D)	(D)	(D)	CC	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals -----	2	(D)	(D)	(D)	BB	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	2	(D)	(D)	(D)	CC	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	13	(D)	(D)	(D)	FF	(D)	(D)	(D)
5181	Beer and ale -----	6	(D)	(D)	(D)	EE	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages -----	7	(D)	(D)	(D)	EE	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	49	(D)	(D)	(D)	FF	(D)	(D)	(D)
5191	Farm supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5192	Books, periodicals, and newspapers -----	6	16 749	1 646	381	94	8 040	1 352	1 866
5193	Flowers, nursery stock, and florists' supplies -----	8	13 652	3 137	753	96	5 092	612	700
5194	Tobacco and tobacco products -----	4	162 697	5 969	1 337	255	10 027	12 035	14 363
5198	Paints, varnishes, and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	29	30 578	4 419	1 083	176	8 144	2 071	2 283
<b>Manufacturers' sales branches and sales offices -----</b>									
<b>50</b>	<b>Durable goods -----</b>	<b>35</b>	<b>1 159 264</b>	<b>52 787</b>	<b>13 667</b>	<b>1 008</b>	<b>144 654</b>	<b>21 639</b>	<b>21 025</b>
501	Motor vehicles and motor vehicle parts and supplies -----	-	-	-	-	-	-	-	-
502	Furniture and homefurnishings -----	8	(D)	(D)	(D)	BB	(D)	(D)	(D)
503	Lumber and other construction materials -----	-	-	-	-	-	-	-	-
504	Professional and commercial equipment and supplies -----	11	(D)	(D)	(D)	EE	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	-	-	-	-	-	-	-	-
506	Electrical goods -----	12	141 780	14 797	4 012	378	22 961	8 100	6 866

**Table 1. Summary Statistics for the District: 1992 —Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Estab-lish-ments (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-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS — Con.</b>									
<b>Manufacturers' sales branches and sales offices — Con.</b>									
<b>50</b>	<b>Durable goods — Con.</b>								
507	Hardware, and plumbing and heating equipment and supplies -----	—	—	—	—	—	—	—	—
508	Machinery, equipment, and supplies -----	4	476 473	9 580	2 247	82	15 248	—	—
509	Miscellaneous durable goods -----	—	—	—	—	—	—	—	—
<b>51</b>	<b>Nondurable goods -----</b>	<b>23</b>	<b>478 857</b>	<b>25 828</b>	<b>5 876</b>	<b>532</b>	<b>46 732</b>	<b>3 127</b>	<b>4 695</b>
511	Paper and paper products -----	—	—	—	—	—	—	—	—
512	Drugs, drug proprietaries, and druggists' sundries -----	3	(D)	(D)	(D)	CC	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products -----	—	—	—	—	—	—	—	—
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	—	—	—	—	—	—	—	—
517	Petroleum and petroleum products -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods -----	17	(D)	(D)	(D)	EE	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants ----</b>	<b>32</b>	<b>70 926</b>	<b>3 280</b>	<b>707</b>	<b>112</b>	<b>6 519</b>	<b>20</b>	<b>21</b>
<b>50</b>	<b>Durable goods -----</b>	<b>18</b>	<b>30 687</b>	<b>1 618</b>	<b>300</b>	<b>41</b>	<b>2 969</b>	<b>8</b>	<b>11</b>
501	Motor vehicles and motor vehicle parts and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
502	Furniture and homefurnishings -----	8	(D)	(D)	(D)	BB	(D)	(D)	(D)
503	Lumber and other construction materials -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
506	Electrical goods -----	—	—	—	—	—	—	—	—
507	Hardware, and plumbing and heating equipment and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
509	Miscellaneous durable goods -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>14</b>	<b>40 239</b>	<b>1 662</b>	<b>407</b>	<b>71</b>	<b>3 550</b>	<b>12</b>	<b>10</b>
511	Paper and paper products -----	—	—	—	—	—	—	—	—
512	Drugs, drug proprietaries, and druggists' sundries -----	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions -----	5	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products -----	2	(D)	(D)	(D)	BB	(D)	(D)	(D)
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
517	Petroleum and petroleum products -----	—	—	—	—	—	—	—	—
518	Beer, wine, and distilled alcoholic beverages -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)

**Table 2. Selected Ratios for the District: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Wholesale trade -----</b>	<b>6 630 259</b>	<b>503 730</b>	<b>35 195</b>	<b>48.7</b>	<b>13</b>	<b>14.4</b>	<b>4.7</b>
<b>50</b>	<b>Durable goods -----</b>	<b>6 684 439</b>	<b>605 785</b>	<b>40 848</b>	<b>45.9</b>	<b>11</b>	<b>14.7</b>	<b>4.2</b>
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	Automobiles and other motor vehicles -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts -----	1 320 471	174 016	24 628	50.7	8	27.9	19.0
5014	Tires and tubes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	420 167	66 342	16 053	61.1	6	39.6	12.3
502	Furniture and home furnishings -----	4 660 667	590 789	33 430	53.2	8	10.6	3.7
5021	Furniture -----	6 536 824	685 963	34 003	53.3	10	9.3	3.2
5023	Home furnishings -----	1 471 200	288 471	31 608	52.9	5	20.7	7.3
503	Lumber and other construction materials -----	2 152 833	335 506	29 481	52.9	6	16.6	14.8
5031	Lumber, plywood, millwork, and wood panels -----	2 324 600	242 146	27 604	49.3	10	23.1	14.2
5032	Brick, stone, and related construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials -----	2 553 667	589 308	41 846	55.6	4	12.8	27.0
5039	Construction materials, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	12 248 783	703 426	55 235	34.8	17	22.6	4.0
5043	Photographic equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software -----	21 692 833	2 324 232	96 440	22.1	9	18.8	3.7
5046	Commercial equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	1 101 091	327 351	38 811	59.1	3	20.1	6.9
5048	Ophthalmic goods -----	-	-	-	-	-	-	-
5049	Professional equipment and supplies, n.e.c. -----	-	-	-	-	-	-	-
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	6 801 216	358 469	36 677	62.1	19	16.5	6.3
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	6 140 353	368 855	34 848	60.3	17	15.7	8.5
5064	Electrical appliances, television and radio sets -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	3 206 652	238 683	30 107	61.2	13	20.6	13.6
5072	Hardware -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	471 000	117 750	22 917	58.6	4	33.2	8.8
5078	Refrigeration equipment and supplies -----	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies -----	16 415 129	2 334 261	61 000	57.9	7	4.5	.6
5082	Construction and mining (except petroleum) machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	Industrial supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies -----	761 250	338 333	46 778	37.3	2	37.1	33.8
5093	Scrap and waste materials -----	2 231 667	223 167	25 950	38.0	10	30.6	.9
5094	Jewelry, watches, precious stones, and precious metals -----	540 250	432 200	30 400	43.2	1	16.3	23.2
5099	Durable goods, n.e.c. -----	978 800	349 571	24 179	43.6	3	15.9	6.4
<b>51</b>	<b>Nondurable goods -----</b>	<b>6 570 363</b>	<b>423 491</b>	<b>30 751</b>	<b>51.9</b>	<b>16</b>	<b>14.0</b>	<b>5.2</b>
511	Paper and paper products -----	1 175 400	202 655	23 744	51.5	6	22.7	9.2
5111	Printing and writing paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies -----	767 750	143 313	21 073	51.1	5	28.8	11.2
5113	Industrial and personal service paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	1 671 852	373 058	22 818	31.5	4	19.4	7.7
5131	Piece goods, notions, and other dry goods -----	1 480 455	301 574	24 630	43.3	5	18.9	2.9
5136	Men's and boys' clothing and furnishings -----	2 946 750	444 792	19 509	22.2	7	19.8	10.1
5137	Women's, children's, and infants' clothing and accessories -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	5 459 868	311 524	25 606	56.9	18	14.4	2.9
5141	Groceries, general line -----	6 671 833	468 199	23 667	47.4	14	10.7	7.4
5142	Packaged frozen foods -----	2 275 333	853 250	83 500	74.7	3	13.1	4.3
5143	Dairy products, except dried or canned -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products -----	7 881 000	1 970 250	25 563	42.6	4	3.0	.1
5145	Confectionery -----	2 796 000	349 500	32 125	60.7	8	15.1	4.4
5146	Fish and seafoods -----	2 144 333	229 750	17 125	48.4	9	15.4	1.5
5147	Meats and meat products -----	9 915 100	364 526	31 537	58.8	27	14.7	2.3
5148	Fresh fruits and vegetables -----	6 985 941	231 053	25 619	59.1	30	18.8	1.4
5149	Groceries and related products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials -----	-	-	-	-	-	-	-
5153	Grain and field beans -----	-	-	-	-	-	-	-
5154	Livestock -----	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c. -----	-	-	-	-	-	-	-
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes -----	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

**Table 2. Selected Ratios for the District: 1992 – Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Wholesale trade – Con.</b>							
<b>51</b>	<b>Nondurable goods – Con.</b>							
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	15 427 400	387 623	37 265	50.2	40	19.2	14.2
5181	Beer and ale -----	11 475 714	305 437	32 973	50.2	38	21.5	5.2
5182	Wine and distilled alcoholic beverages -----	18 885 125	452 338	40 644	50.2	42	17.9	19.0
519	Miscellaneous nondurable goods -----	6 775 571	474 765	30 850	51.1	14	12.7	4.3
5191	Farm supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers -----	16 811 933	609 128	38 915	47.8	28	13.4	.8
5193	Flowers, nursery stock, and florists' supplies -----	1 706 500	142 208	32 677	61.6	12	37.3	5.1
5194	Tobacco and tobacco products -----	40 674 250	638 027	23 408	59.5	64	6.2	8.8
5198	Paints, varnishes, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Merchant wholesalers -----</b>	<b>3 910 641</b>	<b>325 356</b>	<b>30 364</b>	<b>53.9</b>	<b>12</b>	<b>17.3</b>	<b>8.0</b>
<b>50</b>	<b>Durable goods -----</b>	<b>2 685 990</b>	<b>304 762</b>	<b>34 574</b>	<b>58.1</b>	<b>9</b>	<b>19.5</b>	<b>9.4</b>
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	Automobiles and other motor vehicles -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts -----	1 320 471	174 016	24 628	50.7	8	27.9	19.0
5014	Tires and tubes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	420 167	66 342	16 053	61.1	6	39.6	12.3
502	Furniture and home furnishings -----	2 724 684	323 556	29 419	52.6	8	17.3	8.1
5021	Furniture -----	4 275 762	393 820	29 851	52.6	11	14.4	7.2
5023	Home furnishings -----	808 647	149 424	28 348	52.6	5	36.1	14.1
503	Lumber and other construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5031	Lumber, plywood, millwork, and wood panels -----	2 324 600	242 146	27 604	49.3	10	23.1	14.2
5032	Brick, stone, and related construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials -----	2 553 667	589 308	41 846	55.6	4	12.8	27.0
5039	Construction materials, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	4 728 706	479 928	59 278	70.7	10	17.5	5.9
5043	Photographic equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	3 772 667	160 539	29 879	57.1	24	32.6	13.0
5045	Computers and computer peripheral equipment and software -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods -----	-	-	-	-	-	-	-
5049	Professional equipment and supplies, n.e.c. -----	-	-	-	-	-	-	-
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	4 394 600	339 090	33 796	59.2	13	16.8	8.2
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	6 140 353	368 855	34 848	60.3	17	15.7	8.5
5064	Electrical appliances, television and radio sets -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5072	Hardware -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	471 000	117 750	22 917	58.6	4	33.2	8.8
5078	Refrigeration equipment and supplies -----	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	-	-	-	-	-	-	-
5083	Farm and garden machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	1 144 200	248 739	28 304	48.2	5	23.6	1.9
5085	Industrial supplies -----	127 667	127 667	13 333	36.0	1	29.0	4.7
5087	Service establishment equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies -----	761 250	338 333	46 778	37.3	2	37.1	33.8
5093	Scrap and waste materials -----	2 231 667	223 167	25 950	38.0	10	30.6	.9
5094	Jewelry, watches, precious stones, and precious metals -----	540 250	432 200	30 400	43.2	1	16.3	23.2
5099	Durable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>5 190 400</b>	<b>337 697</b>	<b>27 840</b>	<b>51.1</b>	<b>15</b>	<b>16.1</b>	<b>7.3</b>
511	Paper and paper products -----	1 175 400	202 655	23 744	51.5	6	22.7	9.2
5111	Printing and writing paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies -----	767 750	143 313	21 073	51.1	5	28.8	11.2
5113	Industrial and personal service paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	586 333	159 909	7 727	27.7	4	17.5	13.6
5122	Drugs, drug proprietaries, and druggists' sundries -----	586 333	159 909	7 727	27.7	4	17.5	13.6
513	Apparel, piece goods, and notions -----	1 906 200	393 031	22 402	29.2	5	19.5	8.7
5131	Piece goods, notions, and other dry goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's, and infants' clothing and accessories -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

**Table 2. Selected Ratios for the District: 1992 – Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
<b>Merchant wholesalers – Con.</b>								
<b>51</b>	<b>Nondurable goods – Con.</b>							
514	Groceries and related products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5141	Groceries, general line -----	6 671 833	468 199	23 667	47.4	14	10.7	7.4
5142	Packaged frozen foods -----	2 275 333	853 250	83 500	74.7	3	13.1	4.3
5143	Dairy products, except dried or canned -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery -----	2 796 000	349 500	32 125	60.7	8	15.1	4.4
5146	Fish and seafoods -----	2 144 333	229 750	17 125	48.4	9	15.4	1.5
5147	Meats and meat products -----	9 915 100	364 526	31 537	58.8	27	14.7	2.3
5148	Fresh fruits and vegetables -----	6 985 941	231 053	25 619	59.1	30	18.8	1.4
5149	Groceries and related products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials -----	–	–	–	–	–	–	–
5153	Grain and field beans -----	–	–	–	–	–	–	–
5154	Livestock -----	–	–	–	–	–	–	–
5159	Farm-product raw materials, n.e.c. -----	–	–	–	–	–	–	–
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers -----	2 791 500	178 181	17 511	20.5	16	48.0	11.1
5193	Flowers, nursery stock, and florists' supplies -----	1 706 500	142 208	32 677	61.6	12	37.3	5.1
5194	Tobacco and tobacco products -----	40 674 250	638 027	23 408	59.5	64	6.2	8.8
5198	Paints, varnishes, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	1 054 414	173 739	25 108	54.3	6	26.6	7.5
	<b>Manufacturers' sales branches and sales offices -----</b>	<b>28 243 466</b>	<b>1 063 715</b>	<b>51 049</b>	<b>41.1</b>	<b>27</b>	<b>11.7</b>	<b>1.6</b>
<b>50</b>	<b>Durable goods -----</b>	<b>33 121 829</b>	<b>1 150 063</b>	<b>52 368</b>	<b>36.5</b>	<b>29</b>	<b>12.5</b>	<b>1.8</b>
501	Motor vehicles and motor vehicle parts and supplies -----	–	–	–	–	–	–	–
502	Furniture and homefurnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	–	–	–	–	–	–	–
506	Electrical goods -----	11 815 000	375 079	39 146	64.4	32	16.2	4.8
507	Hardware, and plumbing and heating equipment and supplies -----	–	–	–	–	–	–	–
508	Machinery, equipment, and supplies -----	119 118 250	5 810 646	116 829	62.8	21	3.2	–
509	Miscellaneous durable goods -----	–	–	–	–	–	–	–
<b>51</b>	<b>Nondurable goods -----</b>	<b>20 819 870</b>	<b>900 107</b>	<b>48 549</b>	<b>55.3</b>	<b>23</b>	<b>9.8</b>	<b>1.0</b>
511	Paper and paper products -----	–	–	–	–	–	–	–
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	–	–	–	–	–	–	–
515	Farm-product raw materials -----	–	–	–	–	–	–	–
516	Chemicals and allied products -----	–	–	–	–	–	–	–
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	–	–	–	–	–	–	–
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants -----</b>	<b>2 216 438</b>	<b>633 268</b>	<b>29 286</b>	<b>50.3</b>	<b>4</b>	<b>9.2</b>	<b>–</b>
<b>50</b>	<b>Durable goods -----</b>	<b>1 704 833</b>	<b>748 463</b>	<b>39 463</b>	<b>54.5</b>	<b>2</b>	<b>9.7</b>	<b>–</b>
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	–	–	–	–	–	–	–
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>2 874 214</b>	<b>566 746</b>	<b>23 408</b>	<b>46.8</b>	<b>5</b>	<b>8.8</b>	<b>–</b>
511	Paper and paper products -----	–	–	–	–	–	–	–
512	Drugs, drug proprietaries, and druggists' sundries -----	–	–	–	–	–	–	–
513	Apparel, piece goods, and notions -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials -----	–	–	–	–	–	–	–
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	–	–	–	–	–	–	–
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

<sup>1</sup>Based on number of employees for pay period including March 12.

**Table 3. Comparative Statistics for the District: 1992 and 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Wholesale trade -----</b>	<b>499</b>	<b>554</b>	<b>3 308 499</b>	<b>2 846 247</b>	<b>16.2</b>	<b>231 162</b>	<b>231 591</b>	<b>-2</b>	<b>6 568</b>	<b>8 856</b>
<b>50</b>	<b>Durable goods -----</b>	<b>262</b>	<b>302</b>	<b>1 751 323</b>	<b>1 639 282</b>	<b>6.8</b>	<b>118 091</b>	<b>140 448</b>	<b>-15.9</b>	<b>2 891</b>	<b>4 801</b>
501	Motor vehicles and motor vehicle parts and supplies ---	29	32	(D)	72 618	(D)	(D)	8 731	(D)	CC	416
5012	Automobiles and other motor vehicles -----	5	2	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5013	Motor vehicle supplies and new parts -----	17	24	22 448	(D)	(D)	3 177	(D)	(D)	129	EE
5014	Tires and tubes -----	1	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
5015	Motor vehicle parts, used -----	6	4	2 521	2 261	11.5	610	320	90.6	38	18
502	Furniture and homefurnishings -----	54	58	251 676	268 627	-6.3	14 241	12 882	10.5	426	438
5021	Furniture -----	34	43	222 252	231 070	-3.8	11 017	10 984	3	324	384
5023	Homefurnishings -----	20	15	29 424	37 557	-21.7	3 224	1 898	69.9	102	54
503	Lumber and other construction materials -----	12	12	25 834	41 411	-37.6	2 270	5 322	-57.3	77	143
5031	Lumber, plywood, millwork, and wood panels -----	5	6	11 623	27 577	-57.9	1 325	4 207	-68.5	48	107
5032	Brick, stone, and related construction materials -----	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5033	Roofing, siding, and insulation materials -----	3	1	7 661	(D)	(D)	544	(D)	(D)	13	AA
5039	Construction materials, n.e.c. -----	2	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
504	Professional and commercial equipment and supplies ---	46	66	563 444	458 695	22.8	44 243	53 920	-17.9	801	1 686
5043	Photographic equipment and supplies -----	3	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5044	Office equipment -----	8	19	(D)	41 534	(D)	(D)	11 862	(D)	FF	346
5045	Computers and computer peripheral equipment and software -----	18	28	390 471	375 361	4.0	16 202	38 131	-57.5	168	1 148
5046	Commercial equipment, n.e.c. -----	6	8	(D)	31 989	(D)	(D)	2 588	(D)	BB	133
5047	Medical, dental, and hospital equipment and supplies -	11	7	12 112	6 795	78.2	1 436	924	55.4	37	32
5048	Ophthalmic goods -----	-	-	-	-	-	-	-	-	-	-
5049	Professional equipment and supplies, n.e.c. -----	-	1	-	(D)	(D)	-	(D)	(D)	-	AA
505	Metals and minerals, except petroleum -----	4	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5051	Metals service centers and offices -----	3	2	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5052	Coal and other minerals and ores -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
506	Electrical goods -----	37	32	251 645	(D)	(D)	25 747	(D)	(D)	702	GG
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	17	116	104 386	(D)	(D)	9 862	(D)	(D)	283	EE
5064	Electrical appliances, television and radio sets -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5065	Electronic parts and equipment, n.e.c. -----	18	13	(D)	(D)	(D)	(D)	(D)	(D)	EE	FF
507	Hardware, and plumbing and heating equipment and supplies -----	23	34	73 753	181 335	-59.3	9 303	13 803	-32.6	309	543
5072	Hardware -----	12	19	(D)	(D)	(D)	(D)	(D)	(D)	CC	EE
5074	Plumbing and heating equipment and supplies (hydronics) -----	8	12	(D)	113 908	(D)	(D)	5 891	(D)	CC	201
5075	Warm air heating and air-conditioning equipment and supplies -----	3	3	1 413	(D)	(D)	275	(D)	(D)	12	BB
5078	Refrigeration equipment and supplies -----	-	-	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies -----	31	38	508 869	(D)	(D)	13 298	(D)	(D)	218	CC
5082	Construction and mining (except petroleum) machinery and equipment -----	1	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
5083	Farm and garden machinery and equipment -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5084	Industrial machinery and equipment -----	7	10	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5085	Industrial supplies -----	5	-	(D)	-	(X)	(D)	-	(X)	BB	-
5087	Service establishment equipment and supplies -----	15	19	(D)	18 322	(D)	(D)	3 578	(D)	BB	158
5088	Transportation equipment and supplies, except motor vehicles -----	2	5	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
509	Miscellaneous durable goods -----	26	27	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5091	Sporting and recreational goods and supplies -----	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5092	Toys and hobby goods and supplies -----	4	4	3 045	3 031	.5	421	300	40.3	9	20
5093	Scrap and waste materials -----	6	8	13 390	12 394	8.0	1 557	1 736	-10.3	60	98
5094	Jewelry, watches, precious stones, and precious metals -----	4	4	2 161	(D)	(D)	152	(D)	(D)	5	AA
5099	Durable goods, n.e.c. -----	10	10	9 788	7 129	37.3	677	588	15.1	28	20
<b>51</b>	<b>Nondurable goods -----</b>	<b>237</b>	<b>252</b>	<b>1 557 176</b>	<b>1 206 965</b>	<b>29.0</b>	<b>113 071</b>	<b>91 143</b>	<b>24.1</b>	<b>3 677</b>	<b>4 055</b>
511	Paper and paper products -----	35	31	41 139	54 268	-24.2	4 820	5 440	-11.4	203	264
5111	Printing and writing paper -----	3	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
5112	Stationery and office supplies -----	28	21	21 497	26 220	-18.0	3 161	3 362	-6.0	150	173
5113	Industrial and personal service paper -----	4	7	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
512	Drugs, drug proprietaries, and druggists' sundries -----	6	4	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
5122	Drugs, drug proprietaries, and druggists' sundries -----	6	4	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
513	Apparel, piece goods, and notions -----	27	25	45 140	42 411	6.4	2 761	2 140	29.0	121	108
5131	Piece goods, notions, and other dry goods -----	11	18	16 285	25 863	-37.0	1 330	1 743	-23.7	54	91
5136	Men's and boys' clothing and furnishings -----	8	4	23 574	(D)	(D)	1 034	(D)	(D)	53	AA
5137	Women's, children's, and infants' clothing and accessories -----	5	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5139	Footwear -----	3	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
514	Groceries and related products -----	76	94	414 950	462 409	-10.3	34 107	37 287	-8.5	1 332	1 935
5141	Groceries, general line -----	12	14	80 062	72 625	10.2	4 047	2 976	36.0	171	216
5142	Packaged frozen foods -----	3	3	6 826	(D)	(D)	668	(D)	(D)	8	BB
5143	Dairy products, except dried or canned -----	1	8	(D)	27 542	(D)	(D)	2 073	(D)	AA	104
5144	Poultry and poultry products -----	4	4	31 524	(D)	(D)	409	(D)	(D)	16	CC
5145	Confectionery -----	3	2	8 388	(D)	(D)	771	(D)	(D)	24	AA



**Table 3. Comparative Statistics for the District: 1992 and 1987 — Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Wholesale trade — Con.</b>										
<b>51</b>	<b>Nondurable goods — Con.</b>										
514	Groceries and related products — Con.										
5146	Fish and seafoods .....	6	6	12 866	11 994	7.3	959	755	27.0	56	32
5147	Meats and meat products .....	10	15	99 151	153 581	-35.4	8 578	13 803	-37.9	272	549
5148	Fresh fruits and vegetables .....	17	23	118 761	110 330	7.6	13 168	8 732	50.8	514	590
5149	Groceries and related products, n.e.c. ....	20	19	(D)	35 788	(D)	(D)	4 128	(D)	EE	266
515	Farm-product raw materials .....	-	-	-	-	-	-	-	-	-	-
5153	Grain and field beans .....	-	-	-	-	-	-	-	-	-	-
5154	Livestock .....	-	-	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c. ....	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products .....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5162	Plastics materials and basic forms and shapes .....	-	1	(D)	(D)	(D)	(D)	(D)	(D)	-	AA
5169	Chemicals and allied products, n.e.c. ....	3	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
517	Petroleum and petroleum products .....	5	5	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
5171	Petroleum bulk stations and terminals .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	3	2	(D)	(D)	(D)	(D)	(D)	(D)	CC	AA
518	Beer, wine, and distilled alcoholic beverages .....	15	17	231 411	203 310	13.8	22 247	18 597	19.6	597	699
5181	Beer and ale .....	7	8	80 330	53 783	49.4	8 672	5 398	60.7	263	219
5182	Wine and distilled alcoholic beverages .....	8	9	151 081	149 527	1.0	13 575	13 199	2.8	334	480
519	Miscellaneous nondurable goods .....	70	73	474 290	355 864	33.3	30 819	22 763	35.4	999	909
5191	Farm supplies .....	1	3	(D)	5 706	(D)	(D)	434	(D)	AA	18
5192	Books, periodicals, and newspapers .....	15	16	252 179	173 626	45.2	16 111	11 222	43.6	414	325
5193	Flowers, nursery stock, and florists' supplies .....	8	8	13 652	12 182	12.1	3 137	2 378	31.9	96	129
5194	Tobacco and tobacco products .....	4	4	162 697	120 747	34.7	5 969	4 147	43.9	255	206
5198	Paints, varnishes, and supplies .....	9	12	(D)	11 543	(D)	(D)	1 165	(D)	BB	50
5199	Nondurable goods, n.e.c. ....	33	30	(D)	32 060	(D)	(D)	3 417	(D)	CC	181
	<b>Merchant wholesalers .....</b>	<b>409</b>	<b>468</b>	<b>1 599 452</b>	<b>1 579 436</b>	<b>1.3</b>	<b>149 267</b>	<b>153 559</b>	<b>-2.8</b>	<b>4 916</b>	<b>6 559</b>
<b>50</b>	<b>Durable goods .....</b>	<b>209</b>	<b>251</b>	<b>561 372</b>	<b>679 910</b>	<b>-17.4</b>	<b>63 686</b>	<b>81 610</b>	<b>-22.0</b>	<b>1 842</b>	<b>3 104</b>
501	Motor vehicles and motor vehicle parts and supplies .....	28	32	(D)	72 618	(D)	(D)	8 731	(D)	CC	416
5012	Automobiles and other motor vehicles .....	4	2	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5013	Motor vehicle supplies and new parts .....	17	24	22 448	(D)	(D)	3 177	(D)	(D)	129	EE
5014	Tires and tubes .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
5015	Motor vehicle parts, used .....	6	4	2 521	2 261	11.5	610	320	90.6	38	18
502	Furniture and homefurnishings .....	38	37	103 538	80 578	28.5	9 414	7 160	31.5	320	273
5021	Furniture .....	21	24	89 791	(D)	(D)	6 806	(D)	(D)	228	CC
5023	Homefurnishings .....	17	13	13 747	(D)	(D)	2 608	(D)	(D)	92	BB
503	Lumber and other construction materials .....	11	10	(D)	(D)	(D)	(D)	(D)	(D)	BB	CC
5031	Lumber, plywood, millwork, and wood panels .....	5	5	11 623	(D)	(D)	1 325	(D)	(D)	48	BB
5032	Brick, stone, and related construction materials .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5033	Roofing, siding, and insulation materials .....	3	1	7 661	(D)	(D)	544	(D)	(D)	13	AA
5039	Construction materials, n.e.c. ....	1	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
504	Professional and commercial equipment and supplies .....	34	56	160 776	188 710	-14.8	19 858	27 627	-28.1	335	947
5043	Photographic equipment and supplies .....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5044	Office equipment .....	6	16	22 636	(D)	(D)	4 213	(D)	(D)	141	CC
5045	Computers and computer peripheral equipment and software .....	11	24	(D)	(D)	(D)	(D)	(D)	(D)	CC	FF
5046	Commercial equipment, n.e.c. ....	5	7	(D)	(D)	(D)	(D)	(D)	(D)	BB	CC
5047	Medical, dental, and hospital equipment and supplies .....	9	5	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5048	Ophthalmic goods .....	-	-	-	-	-	-	-	-	-	-
5049	Professional equipment and supplies, n.e.c. ....	-	1	-	(D)	(D)	-	(D)	(D)	-	AA
505	Metals and minerals, except petroleum .....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5051	Metals service centers and offices .....	2	2	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5052	Coal and other minerals and ores .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
506	Electrical goods .....	25	22	109 865	(D)	(D)	10 950	(D)	(D)	324	EE
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	17	15	104 386	(D)	(D)	9 862	(D)	(D)	283	EE
5064	Electrical appliances, television and radio sets .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5065	Electronic parts and equipment, n.e.c. ....	6	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
507	Hardware, and plumbing and heating equipment and supplies .....	22	31	(D)	(D)	(D)	(D)	(D)	(D)	EE	FF
5072	Hardware .....	11	18	(D)	42 781	(D)	(D)	6 527	(D)	CC	283
5074	Plumbing and heating equipment and supplies (hydronics) .....	8	10	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5075	Warm air heating and air-conditioning equipment and supplies .....	3	3	1 413	(D)	(D)	275	(D)	(D)	12	BB
5078	Refrigeration equipment and supplies .....	-	-	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies .....	24	34	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5082	Construction and mining (except petroleum) machinery and equipment .....	-	1	-	(D)	(D)	-	(D)	(D)	-	AA
5083	Farm and garden machinery and equipment .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5084	Industrial machinery and equipment .....	5	8	5 721	(D)	(D)	651	(D)	(D)	23	BB
5085	Industrial supplies .....	3	-	383	(X)	(X)	40	(X)	(X)	3	-
5087	Service establishment equipment and supplies .....	13	19	(D)	18 322	(D)	(D)	3 578	(D)	BB	158
5088	Transportation equipment and supplies, except motor vehicles .....	2	5	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
509	Miscellaneous durable goods .....	24	26	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5091	Sporting and recreational goods and supplies .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5092	Toys and hobby goods and supplies .....	4	4	3 045	3 031	.5	421	300	40.3	9	20
5093	Scrap and waste materials .....	6	7	13 390	(D)	(D)	1 557	(D)	(D)	60	BB
5094	Jewelry, watches, precious stones, and precious metals .....	4	4	2 161	(D)	(D)	152	(D)	(D)	5	AA
5099	Durable goods, n.e.c. ....	8	10	(D)	7 129	(D)	(D)	588	(D)	BB	20

**Table 3. Comparative Statistics for the District: 1992 and 1987 — Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Merchant wholesalers — Con.</b>										
<b>51</b>	<b>Nondurable goods</b> -----	<b>200</b>	<b>217</b>	<b>1 038 080</b>	<b>899 526</b>	<b>15.4</b>	<b>85 581</b>	<b>71 949</b>	<b>18.9</b>	<b>3 074</b>	<b>3 455</b>
511	Paper and paper products -----	35	29	41 139	(D)	(D)	4 820	(D)	(D)	203	CC
5111	Printing and writing paper -----	3	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
5112	Stationery and office supplies -----	28	20	21 497	(D)	(D)	3 161	(D)	(D)	150	CC
5113	Industrial and personal service paper -----	4	6	(D)	12 657	(D)	(D)	1 402	(D)	BB	AA
512	Drugs, drug proprietaries, and druggists' sundries -----	3	3	1 759	(D)	(D)	85	(D)	(D)	11	64
5122	Drugs, drug proprietaries, and druggists' sundries -----	3	3	1 759	(D)	(D)	85	(D)	(D)	11	AA
513	Apparel, piece goods, and notions -----	20	21	38 124	30 178	26.3	2 173	1 699	27.9	97	90
5131	Piece goods, notions, and other dry goods -----	6	15	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5136	Men's and boys' clothing and furnishings -----	7	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
5137	Women's, children's, and infants' clothing and accessories -----	5	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5139	Footwear -----	2	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
514	Groceries and related products -----	74	90	(D)	440 964	(D)	(D)	36 710	(D)	GG	1 919
5141	Groceries, general line -----	12	13	80 062	(D)	(D)	4 047	(D)	(D)	171	CC
5142	Packaged frozen foods -----	3	3	6 826	(D)	(D)	668	(D)	(D)	8	BB
5143	Dairy products, except dried or canned -----	1	8	(D)	27 542	(D)	(D)	2 073	(D)	AA	104
5144	Poultry and poultry products -----	3	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	CC
5145	Confectionery -----	3	2	8 388	(D)	(D)	771	(D)	(D)	24	AA
5146	Fish and seafoods -----	6	6	12 866	11 994	7.3	959	755	27.0	56	32
5147	Meats and meat products -----	10	15	99 151	153 581	-35.4	8 578	13 803	-37.9	272	549
5148	Fresh fruits and vegetables -----	17	21	118 761	(D)	(D)	13 168	(D)	(D)	514	FF
5149	Groceries and related products, n.e.c. -----	19	18	(D)	(D)	(D)	(D)	(D)	(D)	CC	EE
515	Farm-product raw materials -----	-	-	-	-	-	-	-	-	-	-
5153	Grain and field beans -----	-	-	-	-	-	-	-	-	-	-
5154	Livestock -----	-	-	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c. -----	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5162	Plastics materials and basic forms and shapes -----	-	1	(D)	(D)	(D)	(D)	(D)	(D)	-	AA
5169	Chemicals and allied products, n.e.c. -----	2	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
517	Petroleum and petroleum products -----	4	4	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
5171	Petroleum bulk stations and terminals -----	2	2	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	2	2	(D)	(D)	(D)	(D)	(D)	(D)	CC	AA
518	Beer, wine, and distilled alcoholic beverages -----	13	13	(D)	(D)	(D)	(D)	(D)	(D)	FF	FF
5181	Beer and ale -----	6	6	(D)	(D)	(D)	(D)	(D)	(D)	EE	CC
5182	Wine and distilled alcoholic beverages -----	7	7	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
519	Miscellaneous nondurable goods -----	49	54	(D)	178 908	(D)	(D)	11 736	(D)	FF	586
5191	Farm supplies -----	1	3	(D)	5 706	(D)	(D)	434	(D)	AA	18
5192	Books, periodicals, and newspapers -----	6	11	16 749	(D)	(D)	1 646	(D)	(D)	94	BB
5193	Flowers, nursery stock, and florists' supplies -----	8	7	13 652	(D)	(D)	3 137	(D)	(D)	96	CC
5194	Tobacco and tobacco products -----	4	4	162 697	120 747	34.7	5 969	4 147	43.9	255	206
5198	Paints, varnishes, and supplies -----	1	5	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
5199	Nondurable goods, n.e.c. -----	29	24	30 578	24 317	25.7	4 419	2 883	53.3	176	148
	<b>Manufacturers' sales branches and sales offices</b> -----	<b>58</b>	<b>50</b>	<b>1 638 121</b>	<b>1 129 294</b>	<b>45.1</b>	<b>78 615</b>	<b>70 995</b>	<b>10.7</b>	<b>1 540</b>	<b>2 028</b>
<b>50</b>	<b>Durable goods</b> -----	<b>35</b>	<b>32</b>	<b>1 159 264</b>	<b>887 087</b>	<b>30.7</b>	<b>52 787</b>	<b>56 205</b>	<b>-6.1</b>	<b>1 008</b>	<b>1 600</b>
501	Motor vehicles and motor vehicle parts and supplies -----	-	-	-	-	-	-	-	-	-	-
502	Furniture and home furnishings -----	8	9	(D)	163 492	(D)	(D)	4 253	(D)	BB	107
503	Lumber and other construction materials -----	-	1	(D)	(D)	(D)	(D)	(D)	(D)	-	AA
504	Professional and commercial equipment and supplies -----	11	9	(D)	(D)	(D)	(D)	(D)	(D)	EE	FF
505	Metals and minerals, except petroleum -----	-	-	-	-	-	-	-	-	-	-
506	Electrical goods -----	12	7	141 780	(D)	(D)	14 797	(D)	(D)	378	FF
507	Hardware, and plumbing and heating equipment and supplies -----	-	2	-	(D)	(D)	-	(D)	(D)	-	AA
508	Machinery, equipment, and supplies -----	4	4	476 473	(D)	(D)	9 580	(D)	(D)	82	BB
509	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-	-	-
<b>51</b>	<b>Nondurable goods</b> -----	<b>23</b>	<b>18</b>	<b>478 857</b>	<b>242 207</b>	<b>97.7</b>	<b>25 828</b>	<b>14 790</b>	<b>74.6</b>	<b>532</b>	<b>428</b>
511	Paper and paper products -----	-	-	-	-	-	-	-	-	-	-
512	Drugs, drug proprietaries, and druggists' sundries -----	3	1	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
513	Apparel, piece goods, and notions -----	2	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
514	Groceries and related products -----	-	-	-	-	-	-	-	-	-	-
515	Farm-product raw materials -----	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products -----	-	-	-	-	-	-	-	-	-	-
517	Petroleum and petroleum products -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
518	Beer, wine, and distilled alcoholic beverages -----	-	1	(D)	(D)	(D)	(D)	(D)	(D)	-	BB
519	Miscellaneous nondurable goods -----	17	13	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
	<b>Agents, brokers, and commission merchants</b> -----	<b>32</b>	<b>36</b>	<b>70 926</b>	<b>137 517</b>	<b>-48.4</b>	<b>3 280</b>	<b>7 037</b>	<b>-53.4</b>	<b>112</b>	<b>269</b>
<b>50</b>	<b>Durable goods</b> -----	<b>18</b>	<b>19</b>	<b>30 687</b>	<b>72 285</b>	<b>-57.5</b>	<b>1 618</b>	<b>2 633</b>	<b>-38.5</b>	<b>41</b>	<b>97</b>
501	Motor vehicles and motor vehicle parts and supplies -----	1	-	(D)	-	(X)	(D)	-	(X)	AA	-
502	Furniture and home furnishings -----	8	12	(D)	24 557	(D)	(D)	1 469	(D)	BB	58
503	Lumber and other construction materials -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
504	Professional and commercial equipment and supplies -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
505	Metals and minerals, except petroleum -----	1	-	(D)	-	(X)	(D)	-	(X)	AA	-
506	Electrical goods -----	-	3	-	(D)	(D)	-	(D)	(D)	-	BB

**Table 3. Comparative Statistics for the District: 1992 and 1987 — Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Agents, brokers, and commission merchants — Con.</b>										
<b>50</b>	<b>Durable goods — Con.</b>										
507	Hardware, and plumbing and heating equipment and supplies .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
508	Machinery, equipment, and supplies .....	3	—	(D)	—	(X)	(D)	—	(X)	AA	—
509	Miscellaneous durable goods .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
<b>51</b>	<b>Nondurable goods .....</b>	<b>14</b>	<b>17</b>	<b>40 239</b>	<b>65 232</b>	<b>-38.3</b>	<b>1 662</b>	<b>4 404</b>	<b>-62.3</b>	<b>71</b>	<b>172</b>
511	Paper and paper products .....	—	2	—	(D)	(D)	—	(D)	(D)	—	AA
512	Drugs, drug proprietaries, and druggists' sundries .....	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions .....	5	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
514	Groceries and related products .....	2	4	(D)	21 445	(D)	(D)	577	(D)	BB	16
515	Farm-product raw materials .....	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products .....	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
517	Petroleum and petroleum products .....	—	—	—	—	—	—	—	—	—	—
518	Beer, wine, and distilled alcoholic beverages .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	CC
519	Miscellaneous nondurable goods .....	4	6	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB

**Table 4. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1992**

[Not applicable]

**Table 5. Summary Statistics for Places With 200 Establishments or More: 1992**

[Not applicable]

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 1992**

[Not applicable]

**Table 7. Summary Statistics for Metropolitan Area: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA</b>											
	<b>Wholesale trade -----</b>	<b>9 294</b>	<b>71 488 741</b>	<b>4 426 658</b>	<b>133 059</b>	<b>7 521</b>	<b>36 332 903</b>	<b>2 937 651</b>	<b>98 830</b>	<b>1 773</b>	<b>35 155 838</b>
<b>50</b>	<b>Durable goods -----</b>	<b>6 392</b>	<b>45 299 198</b>	<b>3 029 132</b>	<b>85 290</b>	<b>5 235</b>	<b>(D)</b>	<b>(D)</b>	<b>LL</b>	<b>1 157</b>	<b>(D)</b>
501	Motor vehicles and motor vehicle parts and supplies -----	900	(D)	(D)	JJ	847	(D)	(D)	II	53	(D)
5012	Automobiles and other motor vehicles -----	156	(D)	(D)	HH	136	(D)	(D)	GG	20	(D)
5013	Motor vehicle supplies and new parts -----	557	1 681 655	132 829	5 642	530	(D)	(D)	II	27	(D)
5014	Tires and tubes -----	73	(D)	(D)	FF	67	(D)	(D)	FF	6	(D)
5015	Motor vehicle parts, used -----	114	(D)	(D)	GG	114	(D)	(D)	GG	-	-
502	Furniture and homefurnishings -----	460	(D)	(D)	II	360	(D)	(D)	HH	100	(D)
5021	Furniture -----	231	(D)	(D)	HH	163	(D)	(D)	GG	68	(D)
5023	Homefurnishings -----	229	(D)	(D)	GG	197	(D)	(D)	GG	32	(D)
503	Lumber and other construction materials -----	440	1 980 560	183 516	6 056	365	(D)	(D)	II	75	(D)
5031	Lumber, plywood, millwork, and wood panels -----	184	1 104 600	99 479	3 416	166	(D)	(D)	HH	18	(D)
5032	Brick, stone, and related construction materials -----	83	260 614	20 611	645	57	(D)	(D)	EE	26	(D)
5033	Roofing, siding, and insulation materials -----	76	341 549	26 915	815	61	(D)	(D)	FF	15	(D)
5039	Construction materials, n.e.c. -----	97	273 797	36 511	1 180	81	196 480	29 535	983	16	77 317
504	Professional and commercial equipment and supplies -----	1 374	10 808 819	1 201 443	27 782	1 110	(D)	(D)	JJ	264	(D)
5043	Photographic equipment and supplies -----	38	(D)	(D)	FF	30	94 393	11 794	(D)	8	(D)
5044	Office equipment -----	208	1 126 267	202 286	5 351	168	(D)	(D)	HH	40	(D)
5045	Computers and computer peripheral equipment and software -----	679	(D)	(D)	JJ	551	(D)	(D)	II	128	(D)
5046	Commercial equipment, n.e.c. -----	118	(D)	(D)	GG	104	213 643	30 501	(D)	14	(D)
5047	Medical, dental, and hospital equipment and supplies -----	216	(D)	(D)	HH	167	(D)	(D)	GG	49	(D)
5048	Ophthalmic goods -----	32	(D)	(D)	EE	26	(D)	(D)	EE	6	(D)
5049	Professional equipment and supplies, n.e.c. -----	83	(D)	(D)	FF	64	(D)	(D)	FF	19	(D)
505	Metals and minerals, except petroleum -----	149	1 750 061	68 168	1 988	116	(D)	(D)	GG	33	(D)
5051	Metals service centers and offices -----	134	(D)	(D)	GG	105	1 181 915	48 294	(D)	29	(D)
5052	Coal and other minerals and ores -----	15	(D)	(D)	CC	11	(D)	(D)	BB	4	56 251
506	Electrical goods -----	928	6 361 303	469 602	12 218	624	(D)	(D)	II	304	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	388	(D)	(D)	HH	275	(D)	(D)	HH	113	(D)
5064	Electrical appliances, television and radio sets -----	86	(D)	(D)	GG	61	412 519	28 646	(D)	25	(D)
5065	Electronic parts and equipment, n.e.c. -----	454	(D)	(D)	II	288	(D)	(D)	HH	166	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	561	(D)	(D)	II	472	(D)	(D)	II	89	(D)
5072	Hardware -----	159	(D)	(D)	GG	134	1 097 387	48 889	(D)	25	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	217	(D)	(D)	GG	184	(D)	(D)	GG	33	365 311
5075	Warm air heating and air-conditioning equipment and supplies -----	166	(D)	(D)	GG	139	(D)	(D)	GG	27	(D)
5078	Refrigeration equipment and supplies -----	19	52 378	5 877	174	15	(D)	(D)	CC	4	(D)
508	Machinery, equipment, and supplies -----	1 037	4 529 807	358 778	10 274	871	(D)	(D)	II	166	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	103	627 825	48 761	1 336	93	279 150	39 133	1 181	10	348 675
5083	Farm and garden machinery and equipment -----	88	222 982	24 759	948	84	(D)	(D)	FF	4	(D)
5084	Industrial machinery and equipment -----	370	953 932	111 066	3 381	299	(D)	(D)	HH	71	(D)
5085	Industrial supplies -----	211	(D)	(D)	GG	169	(D)	(D)	GG	42	(D)
5087	Service establishment equipment and supplies -----	172	(D)	(D)	GG	157	(D)	(D)	GG	15	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	93	(D)	(D)	GG	69	(D)	(D)	GG	24	(D)
509	Miscellaneous durable goods -----	543	(D)	(D)	II	470	(D)	(D)	HH	73	(D)
5091	Sporting and recreational goods and supplies -----	91	292 624	23 323	824	72	(D)	(D)	FF	19	(D)
5092	Toys and hobby goods and supplies -----	44	(D)	(D)	EE	38	(D)	(D)	EE	6	(D)
5093	Scrap and waste materials -----	147	471 042	42 564	1 736	143	(D)	(D)	GG	4	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	96	(D)	(D)	EE	91	(D)	(D)	EE	5	(D)
5099	Durable goods, n.e.c. -----	165	(D)	(D)	GG	126	509 260	35 287	(D)	39	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>2 902</b>	<b>26 189 543</b>	<b>1 397 526</b>	<b>47 769</b>	<b>2 286</b>	<b>(D)</b>	<b>(D)</b>	<b>KK</b>	<b>616</b>	<b>(D)</b>
511	Paper and paper products -----	487	2 545 536	218 666	7 048	402	(D)	(D)	II	85	(D)
5111	Printing and writing paper -----	56	(D)	(D)	GG	43	(D)	(D)	GG	13	(D)
5112	Stationery and office supplies -----	337	(D)	(D)	HH	287	(D)	(D)	HH	50	272 727
5113	Industrial and personal service paper -----	94	(D)	(D)	GG	72	(D)	(D)	GG	22	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	100	(D)	(D)	HH	82	(D)	(D)	GG	18	1 436 303
5122	Drugs, drug proprietaries, and druggists' sundries -----	100	(D)	(D)	HH	82	(D)	(D)	GG	18	1 436 303
513	Apparel, piece goods, and notions -----	208	(D)	(D)	GG	172	(D)	(D)	GG	36	(D)
5131	Piece goods, notions, and other dry goods -----	46	128 901	9 062	317	35	(D)	(D)	EE	11	(D)
5136	Men's and boys' clothing and furnishings -----	72	(D)	(D)	FF	60	132 763	13 547	(D)	12	(D)
5137	Women's, children's, and infants' clothing and accessories -----	62	(D)	(D)	EE	51	(D)	(D)	EE	11	(D)
5139	Footwear -----	28	278 493	11 818	231	26	(D)	(D)	CC	2	(D)
514	Groceries and related products -----	773	10 771 877	497 296	17 270	599	4 865 503	333 849	12 261	174	5 906 374
5141	Groceries, general line -----	84	(D)	(D)	HH	74	1 161 944	83 113	(D)	10	(D)
5142	Packaged frozen foods -----	72	(D)	(D)	GG	51	(D)	(D)	GG	21	(D)
5143	Dairy products, except dried or canned -----	40	(D)	(D)	FF	24	(D)	(D)	FF	16	(D)
5144	Poultry and poultry products -----	19	227 488	13 263	582	15	193 288	12 859	569	4	34 200
5145	Confectionery -----	47	(D)	(D)	GG	34	(D)	(D)	EE	13	(D)

**DC-18 DISTRICT OF COLUMBIA**

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**Table 7. Summary Statistics for Metropolitan Area: 1992 – Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>											
<b>51</b>	<b>Nondurable goods — Con.</b>										
514	Groceries and related products — Con.										
5146	Fish and seafoods -----	59	(D)	(D)	FF	58	201 839	13 278	(D)	1	(D)
5147	Meats and meat products -----	54	(D)	(D)	FF	45	(D)	(D)	FF	9	(D)
5148	Fresh fruits and vegetables -----	95	(D)	(D)	GG	88	534 953	42 036	(D)	7	(D)
5149	Groceries and related products, n.e.c. -----	303	(D)	(D)	II	210	(D)	(D)	HH	93	3 065 502
515	Farm-product raw materials -----	42	(D)	(D)	EE	28	(D)	(D)	CC	14	(D)
5153	Grain and field beans -----	12	(D)	(D)	BB	12	(D)	(D)	BB	-	-
5154	Livestock -----	16	72 089	1 250	196	9	(D)	(D)	BB	7	(D)
5159	Farm-product raw materials, n.e.c. -----	14	(D)	(D)	CC	7	(D)	(D)	BB	7	(D)
516	Chemicals and allied products -----	192	(D)	(D)	GG	154	(D)	(D)	GG	38	(D)
5162	Plastics materials and basic forms and shapes -----	33	(D)	(D)	EE	29	(D)	(D)	EE	4	(D)
5169	Chemicals and allied products, n.e.c. -----	159	(D)	(D)	GG	125	(D)	(D)	GG	34	(D)
517	Petroleum and petroleum products -----	144	3 839 180	104 308	3 344	117	(D)	(D)	HH	27	(D)
5171	Petroleum bulk stations and terminals -----	103	(D)	(D)	HH	82	(D)	(D)	GG	21	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	41	(D)	(D)	FF	35	(D)	(D)	FF	6	(D)
518	Beer, wine, and distilled alcoholic beverages -----	99	1 618 531	139 315	3 969	90	(D)	(D)	HH	9	(D)
5181	Beer and ale -----	55	(D)	(D)	GG	54	(D)	(D)	GG	1	(D)
5182	Wine and distilled alcoholic beverages -----	44	(D)	(D)	GG	36	(D)	(D)	GG	8	(D)
519	Miscellaneous nondurable goods -----	857	(D)	(D)	II	642	(D)	(D)	II	215	(D)
5191	Farm supplies -----	154	(D)	(D)	GG	140	(D)	(D)	GG	14	41 154
5192	Books, periodicals, and newspapers -----	109	(D)	(D)	HH	66	(D)	(D)	GG	43	(D)
5193	Flowers, nursery stock, and florists' supplies -----	84	(D)	(D)	FF	81	(D)	(D)	FF	3	(D)
5194	Tobacco and tobacco products -----	24	676 059	24 884	1 005	23	(D)	(D)	FF	1	(D)
5198	Paints, varnishes, and supplies -----	135	(D)	(D)	GG	41	92 902	10 531	(D)	94	(D)
5199	Nondurable goods, n.e.c. -----	351	607 768	52 219	1 986	291	(D)	(D)	GG	60	(D)
<b>Baltimore, MD PMSA</b>											
	<b>Wholesale trade -----</b>	<b>3 927</b>	<b>32 740 250</b>	<b>1 750 435</b>	<b>57 027</b>	<b>3 128</b>	<b>18 286 549</b>	<b>1 296 494</b>	<b>44 930</b>	<b>799</b>	<b>14 453 701</b>
<b>(See appropriate State for SIC detail.)</b>											
<b>Hagerstown, MD PMSA</b>											
	<b>Wholesale trade -----</b>	<b>229</b>	<b>757 901</b>	<b>72 039</b>	<b>2 975</b>	<b>203</b>	<b>638 481</b>	<b>58 298</b>	<b>2 586</b>	<b>26</b>	<b>119 420</b>
<b>(See appropriate State for SIC detail.)</b>											
<b>Washington, DC-MD-VA-WV PMSA</b>											
	<b>Wholesale trade -----</b>	<b>5 138</b>	<b>37 990 590</b>	<b>2 604 184</b>	<b>73 057</b>	<b>4 190</b>	<b>17 407 873</b>	<b>1 582 859</b>	<b>51 314</b>	<b>948</b>	<b>20 582 717</b>
<b>50</b>	<b>Durable goods -----</b>	<b>3 594</b>	<b>26 965 953</b>	<b>1 918 451</b>	<b>50 282</b>	<b>2 956</b>	<b>11 503 789</b>	<b>1 085 956</b>	<b>33 558</b>	<b>638</b>	<b>15 462 164</b>
501	Motor vehicles and motor vehicle parts and supplies -----	515	9 583 931	157 777	6 043	488	2 436 410	136 426	5 291	27	7 147 521
5012	Automobiles and other motor vehicles -----	84	8 247 264	47 640	1 512	71	(D)	(D)	GG	13	(D)
5013	Motor vehicle supplies and new parts -----	321	1 182 954	78 218	3 211	311	(D)	(D)	HH	10	(D)
5014	Tires and tubes -----	41	(D)	(D)	FF	37	(D)	(D)	EE	4	(D)
5015	Motor vehicle parts, used -----	69	(D)	(D)	FF	69	(D)	(D)	FF	-	-
502	Furniture and homefurnishings -----	305	864 159	85 315	2 718	240	512 092	69 317	2 396	65	352 067
5021	Furniture -----	165	593 461	52 974	1 648	115	330 291	40 429	1 388	50	263 170
5023	Homefurnishings -----	140	270 698	32 341	1 070	125	181 801	28 888	1 008	15	88 897
503	Lumber and other construction materials -----	229	1 114 435	107 680	3 403	184	842 425	93 729	3 000	45	272 010
5031	Lumber, plywood, millwork, and wood panels -----	91	574 411	55 993	1 862	79	492 252	51 432	1 718	12	82 159
5032	Brick, stone, and related construction materials -----	48	176 574	12 431	386	33	70 344	9 147	295	15	106 230
5033	Roofing, siding, and insulation materials -----	40	177 290	16 994	490	34	143 062	15 064	438	6	34 228
5039	Construction materials, n.e.c. -----	50	186 160	22 262	665	38	136 767	18 086	549	12	49 393
504	Professional and commercial equipment and supplies -----	876	7 466 554	885 438	19 222	696	3 001 230	322 584	8 638	180	4 465 324
5043	Photographic equipment and supplies -----	20	363 875	30 934	734	19	(D)	(D)	CC	1	(D)
5044	Office equipment -----	122	896 068	156 902	3 873	93	265 981	52 865	1 752	29	630 087
5045	Computers and computer peripheral equipment and software -----	501	5 568 270	621 858	12 586	397	2 203 277	200 390	4 984	104	3 364 993
5046	Commercial equipment, n.e.c. -----	60	106 175	12 145	442	53	(D)	(D)	EE	7	(D)
5047	Medical, dental, and hospital equipment and supplies -----	111	399 833	46 844	1 153	88	315 605	38 723	935	23	84 228
5048	Ophthalmic goods -----	16	26 818	2 243	97	12	(D)	(D)	BB	4	(D)
5049	Professional equipment and supplies, n.e.c. -----	46	105 515	14 512	337	34	(D)	(D)	CC	12	(D)
505	Metals and minerals, except petroleum -----	42	177 687	19 917	612	36	156 115	19 101	578	6	21 572
5051	Metals service centers and offices -----	35	117 602	17 966	581	30	(D)	(D)	FF	5	(D)
5052	Coal and other minerals and ores -----	7	60 085	1 951	31	6	(D)	(D)	BB	1	(D)

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

DISTRICT OF COLUMBIA DC-19

**Table 7. Summary Statistics for Metropolitan Area: 1992 – Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>											
<b>Washington, DC-MD-VA-WV PMSA—Con.</b>											
<b>50</b>	<b>Durable goods —Con.</b>										
506	Electrical goods .....	533	3 130 289	319 824	7 865	368	1 282 157	159 433	4 457	165	1 848 132
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	205	806 631	81 740	2 368	154	512 251	50 604	1 695	51	294 380
5064	Electrical appliances, television and radio sets .....	50	377 301	19 771	621	37	144 386	12 773	492	13	232 915
5065	Electronic parts and equipment, n.e.c. ....	278	1 946 357	218 313	4 876	177	625 520	96 056	2 270	101	1 320 837
507	Hardware, and plumbing and heating equipment and supplies .....	313	951 767	94 944	3 203	272	730 879	84 491	2 951	41	220 888
5072	Hardware .....	86	212 727	28 182	1 114	76	(D)	(D)	GG	10	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	120	390 548	35 732	1 129	104	267 228	31 358	1 015	16	123 320
5075	Warm air heating and air-conditioning equipment and supplies .....	99	318 263	28 300	882	86	267 344	25 274	807	13	50 919
5078	Refrigeration equipment and supplies .....	8	30 229	2 730	78	6	(D)	(D)	BB	2	(D)
508	Machinery, equipment, and supplies .....	483	2 876 633	190 378	4 990	411	2 022 374	150 952	4 190	72	854 259
5082	Construction and mining (except petroleum) machinery and equipment .....	46	194 793	18 183	523	42	(D)	(D)	EE	4	(D)
5083	Farm and garden machinery and equipment .....	53	95 094	11 867	483	52	(D)	(D)	EE	1	(D)
5084	Industrial machinery and equipment .....	150	334 562	39 471	1 127	124	230 677	35 368	1 023	26	103 885
5085	Industrial supplies .....	76	548 300	24 877	569	59	(D)	(D)	EE	17	(D)
5087	Service establishment equipment and supplies .....	95	178 311	33 334	1 086	90	160 899	28 808	957	5	17 412
5088	Transportation equipment and supplies, except motor vehicles .....	63	1 525 573	62 646	1 202	44	1 337 611	48 104	902	19	187 962
509	Miscellaneous durable goods .....	298	800 498	57 178	2 226	261	520 107	49 923	2 057	37	280 391
5091	Sporting and recreational goods and supplies .....	45	124 619	12 235	409	38	101 273	11 360	384	7	23 346
5092	Toys and hobby goods and supplies .....	23	16 082	2 109	99	20	13 676	1 981	93	3	2 406
5093	Scrap and waste materials .....	66	180 600	18 524	831	65	(D)	(D)	FF	1	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	69	80 180	5 540	191	66	74 208	5 247	184	3	5 972
5099	Durable goods, n.e.c. ....	95	399 017	18 770	696	72	(D)	(D)	FF	23	(D)
<b>51</b>	<b>Nondurable goods .....</b>	<b>1 544</b>	<b>11 024 637</b>	<b>685 733</b>	<b>22 775</b>	<b>1 234</b>	<b>5 904 084</b>	<b>496 903</b>	<b>17 756</b>	<b>310</b>	<b>5 120 553</b>
511	Paper and paper products .....	275	1 091 439	121 656	3 708	243	769 808	97 668	3 158	32	321 631
5111	Printing and writing paper .....	26	420 477	26 590	608	24	(D)	(D)	FF	2	(D)
5112	Stationery and office supplies .....	215	519 876	76 162	2 565	189	339 766	53 695	2 050	26	180 110
5113	Industrial and personal service paper .....	34	151 086	18 904	535	30	(D)	(D)	FF	4	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	51	974 171	31 361	834	40	541 669	14 178	500	11	432 502
5122	Drugs, drug proprietaries, and druggists' sundries ..	51	974 171	31 361	834	40	541 669	14 178	500	11	432 502
513	Apparel, piece goods, and notions .....	109	182 621	14 013	621	89	123 593	12 237	579	20	59 028
5131	Piece goods, notions, and other dry goods .....	23	(D)	(D)	CC	16	(D)	(D)	BB	7	(D)
5136	Men's and boys' clothing and furnishings .....	40	122 374	8 400	340	36	(D)	(D)	EE	4	(D)
5137	Women's, children's, and infants' clothing and accessories .....	36	31 482	2 631	134	28	16 150	2 289	124	8	15 332
5139	Footwear .....	10	(D)	(D)	BB	9	(D)	(D)	BB	1	(D)
514	Groceries and related products .....	357	3 443 665	213 701	7 367	287	1 986 247	146 884	5 318	70	1 457 418
5141	Groceries, general line .....	38	196 176	14 741	560	37	(D)	(D)	FF	1	(D)
5142	Packaged frozen foods .....	34	785 249	30 830	958	26	674 398	27 146	882	8	110 851
5143	Dairy products, except dried or canned .....	18	368 168	16 133	533	12	271 664	11 511	348	6	96 504
5144	Poultry and poultry products .....	9	(D)	(D)	EE	7	(D)	(D)	EE	2	(D)
5145	Confectionery .....	20	110 199	12 109	534	15	50 998	5 128	220	5	59 201
5146	Fish and seafoods .....	22	41 871	2 371	157	22	41 871	2 371	157	—	—
5147	Meats and meat products .....	29	363 598	17 419	479	25	267 254	16 684	457	4	96 344
5148	Fresh fruits and vegetables .....	38	153 290	14 618	572	35	(D)	(D)	FF	3	(D)
5149	Groceries and related products, n.e.c. ....	149	(D)	(D)	HH	108	284 264	47 491	(D)	41	(D)
515	Farm-product raw materials .....	24	76 335	2 249	207	12	23 738	1 251	76	12	52 597
5153	Grain and field beans .....	4	7 889	430	26	4	7 889	430	26	—	—
5154	Livestock .....	7	35 920	346	73	2	(D)	(D)	AA	5	(D)
5159	Farm-product raw materials, n.e.c. ....	13	32 526	1 473	108	6	(D)	(D)	BB	7	(D)
516	Chemicals and allied products .....	79	183 503	26 786	792	68	142 599	22 884	661	11	40 904
5162	Plastics materials and basic forms and shapes .....	16	37 286	4 033	129	13	(D)	(D)	CC	3	(D)
5169	Chemicals and allied products, n.e.c. ....	63	146 217	22 753	663	55	(D)	(D)	FF	8	(D)
517	Petroleum and petroleum products .....	82	2 291 242	69 250	2 190	69	585 141	41 141	1 713	13	1 706 101
5171	Petroleum bulk stations and terminals .....	61	1 757 640	47 324	1 654	52	(D)	(D)	GG	9	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	21	533 602	21 926	536	17	(D)	(D)	EE	4	(D)
518	Beer, wine, and distilled alcoholic beverages .....	62	908 586	73 934	2 030	58	896 972	73 528	2 020	4	11 614
5181	Beer and ale .....	34	646 031	48 838	1 380	33	(D)	(D)	GG	1	(D)
5182	Wine and distilled alcoholic beverages .....	28	262 555	25 096	650	25	(D)	(D)	FF	3	(D)
519	Miscellaneous nondurable goods .....	505	1 873 075	132 783	5 026	368	834 317	87 132	3 731	137	1 038 758
5191	Farm supplies .....	80	158 396	16 410	740	74	136 861	15 803	717	6	21 535
5192	Books, periodicals, and newspapers .....	73	764 376	44 546	1 470	38	125 158	18 637	833	35	639 218
5193	Flowers, nursery stock, and florists' supplies .....	54	62 836	11 628	533	53	(D)	(D)	FF	1	(D)
5194	Tobacco and tobacco products .....	12	360 696	13 984	513	11	(D)	(D)	EE	1	(D)
5198	Paints, varnishes, and supplies .....	79	262 791	16 659	578	16	(D)	(D)	CC	63	(D)
5199	Nondurable goods, n.e.c. ....	207	263 980	29 556	1 192	176	(D)	(D)	GG	31	(D)

**DC-20 DISTRICT OF COLUMBIA**

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**Table 8. Summary Statistics for the Area Outside Metropolitan Areas: 1992**

[Not applicable]

**Table 9. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1992**

[Not applicable]

**Table 10. Counties Ranked by Volume of Sales: 1992**

[Not applicable]

# Appendix A.

## General Explanation

### CENSUS COVERAGE AND METHODOLOGY

**Structure and method of enumeration.** All wholesale firms that had at least one quarter of payroll in 1992 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1992 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1991 Report of Company Organization was used as a coverage check in the census. In the 1992 Census, all multiestablishment firms were asked to notify the Census Bureau of any establishments for which a form was not received. Report forms were subsequently provided to the firms for these establishments.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

**Method of classifying kinds of business.** Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

### COMPARABILITY OF THE 1987 AND 1992 CENSUSES

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

**Classifications.** In both 1992 and 1987, classifications are based on the *1987 Standard Industrial Classification (SIC) Manual*.<sup>1</sup> As a result of a later clarification in 1992, the sale of industrial controls has been classified in electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063) as it was in 1982 and all previous censuses. In 1987, the sale of industrial controls was classified in industrial machinery and equipment (SIC 5084).

**Geographic areas.** The boundaries of a number of areas for which data are shown in the 1992 census are not the same as in the 1987 census because of annexations; other boundary changes; and redefinitions of metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).<sup>2</sup> In addition, data for consolidated cities are included in the 1992 census.

Data for special economic urban areas (SEUA's) with 10,000 inhabitants or more in Michigan, Minnesota, New York, and Wisconsin qualified for publication in the 1992 census. This included townships in Michigan and Minnesota and towns in New York and Wisconsin. However, Minnesota did not have any townships that met the publication criteria.

### EXPLANATION OF TERMS

**Establishments.** An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and are provided in the wholesale trade report, *Miscellaneous*

<sup>1</sup>*Standard Industrial Classification Manual: 1987.* For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

<sup>2</sup>Newly defined metropolitan areas (MA's) were announced by the Office of Management and Budget (OMB) effective June 30, 1993.



**Subjects (WC92-S-4).** Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents the number in business at any time during 1992. Appendix G provides a comparison of the number of establishments active any time during the year versus the number in business at the end of the year.

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, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

**Firms.** A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic census, the terms "firm" and "company" are synonymous.

**Sales.** Sales include merchandise sold for cash or credit at wholesale and retail 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.

**Annual payroll.** Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, employee contributions to

qualified pension plans, and the value of payments in kind (e.g., free meals and lodgings) 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 on Internal Revenue Service (IRS) form 941.

**First quarter payroll.** This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1992.

**Paid employees for pay period including March 12.** Paid employees consist of the full- and part-time employees, including salaried officers and executives of corporations, who were on the payroll during the pay period including March 12. 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.

**1992 and 1991 inventories.** Inventories consist of stocks of merchandise for sale at the end of 1992 and 1991. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1992 and 1991 inventories LIFO composition are published in the 1992 Census of Wholesale Trade report, *Miscellaneous Subjects (WC92-S-4)*.

**Operating expenses.** Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold; income or excise taxes; or withdrawals by proprietors or partners of unincorporated businesses.

**Auxiliary establishments.** Each company included in this census was asked to identify and separately report auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data presented in this report do not include auxiliary establishments. Data for auxiliaries are presented in a subsequent report issued as part of the 1992 Enterprise Statistics reports.

## KIND-OF-BUSINESS CLASSIFICATIONS

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

The principal types of establishments included are:

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

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

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

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

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

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

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

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

SIC 5012 is subdivided in some tables into—

1. Automobile, light trucks, motorcycles, busses and recreational vehicles.
  - a. Automobiles and motorcycles.
  - b. Buses and recreational vehicles.
  - c. Light trucks and vans (14,000 lb or less).
2. Medium and heavy trucks and tractors (over 14,000 lb).
  - a. Medium trucks (14,001 to 26,000 lb).
  - b. Heavy trucks and tractors (over 26,000 lb).

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

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors.
2. Motor vehicle supplies and new parts—jobbers.
3. Petroleum products marketing equipment.

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

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

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

**Furniture (SIC 5021).** Establishments primarily engaged in the wholesale distribution of furniture, including bedsprings, mattresses, and other household furniture; office furniture;

and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.
2. Office and business furniture.

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

SIC 5023 is subdivided in some tables into—

1. Household china, glassware, and crockery.
2. Linens, domestics, draperies, and curtains.
3. Floor coverings.
4. Other homefurnishings.

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

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

SIC 5031 is subdivided in some tables into—

1. Lumber—without yard.
2. Lumber—with yard.
3. Plywood, millwork, and wood panels

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

SIC 5032 is subdivided in some tables into—

1. Brick, block, tile, clay/cement sewer pipe.
2. Sand, gravel, and stone.
3. Cement, lime, and related products.

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

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

SIC 5039 is subdivided in some tables into—

1. Flat glass and other construction glass.
2. Other construction materials.

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

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

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

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

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).

- a. Computers and peripheral equipment sold for resale.
  - b. Computers and peripheral equipment sold for end use.
2. Computer software (prepackaged, off-the-shelf).

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

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

**Medical, dental, and hospital equipment and supplies (SIC 5047).** Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment.
2. Dental equipment and supplies.

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

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

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies, n.e.c. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

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

**Metals service centers and offices (SIC 5051).** Establishments primarily engaged in marketing semifinished metal products, except precious metals. Establishments in

this industry may operate with warehouses (metals service centers) or without warehouses (metals sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and offices.
  - a. Ferrous metals service centers.
  - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and offices.
  - a. Nonferrous metals service centers.
  - b. Nonferrous metals sales offices.

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

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

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

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

**Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063).** Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

**Electrical appliances, television and radio sets (SIC 5064).** Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household

electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household gas and electric laundry equipment and refrigerators and freezers.

**Electronic parts and equipment, n.e.c. (SIC 5065).**

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

SIC 5065 is subdivided in some tables into—

1. Communications equipment.
2. Other electronic parts and equipment.

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

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

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

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

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

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

**Construction and mining (except petroleum) machinery and equipment (SIC 5082).** Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power

shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

**Farm and garden machinery and equipment (SIC 5083).**

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

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

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

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery and equipment.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery and equipment.
4. Materials handling equipment.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.
6. Other industrial machinery and equipment. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette machinery, and similar special industry machinery.

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

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission equipment.
3. Hydraulic and pneumatic (fluid-power) parts, accessories, and supplies.
4. Welding supplies.
5. Industrial containers and supplies.
6. Industrial valves and fittings, except fluid-power.

7. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

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

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and dry-cleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

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

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.
3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

### Miscellaneous durable goods (SIC 509)

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

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

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

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
  - a. Iron and steel scrap processors (using power processing equipment).
  - b. Iron and steel scrap dealers (not using power processing equipment).
2. Nonferrous recyclable materials.

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

SIC 5094 is subdivided in some tables into—

1. Jewelry, watches, diamonds, precious stones, and silverware.
2. Precious metals (excluding ores).

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

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.
3. General merchandise—durable.
4. Compact disks, prerecorded audio tapes, and phonograph records.
5. Fire extinguishers and fire safety equipment.
6. Other durable goods.

### Nondurable Goods (SIC Major Group 51)

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

## Paper and paper products (SIC 511)

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

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

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

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

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

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are wholesalers who reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line drugs, pharmaceuticals, cosmetics, and toiletries. These are wholesale establishments engaged in selling limited lines among the above products.

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

**Piece goods, notions, and other dry goods (SIC 5131).** Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.), and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods.
  - a. Piece goods—jobbers.

b. Piece goods—converters.

2. Notions and other dry goods.

**Men's and boys' clothing and furnishings (SIC 5136).** Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

**Women's, children's, and infants' clothing and accessories (SIC 5137).** Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

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

## Groceries and related products (SIC 514)

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

SIC 5141 is subdivided in some tables into—

1. Voluntary.
2. Retail cooperative.
3. Other general-line.

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

**Dairy products, except dried or canned (SIC 5143).** Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

SIC 5143 is subdivided in some tables into—

1. Raw milk.
2. Dairy products, except raw milk.

**Poultry and poultry products (SIC 5144).** Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

SIC 5144 is subdivided in some tables into—

1. Live poultry.
2. Poultry and poultry products, except live.

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

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

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

SIC 5147 is subdivided in some tables into—

1. Meats and meat products, except boxed beef.
2. Packaging boxed beef.

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

**Groceries and related products, n.e.c. (SIC 5149).** Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily

engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

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

**Grain and field beans (SIC 5153).** Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice), dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

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

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

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

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

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

**Chemicals and allied products, n.e.c. (SIC 5169).** Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified,



such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine. Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

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

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

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

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

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

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

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

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

SIC 5182 is subdivided in some tables into—

1. Wine and distilled alcoholic beverages—licensed.
2. Wine and distilled alcoholic beverages—State operated.

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

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

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

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

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

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

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

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

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise—nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

### **TYPE-OF-OPERATION CLASSIFICATIONS**

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

**Merchant wholesalers.** Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

*Wholesale distributors and jobbers.* Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

*Importers.* Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

*Exporters.* Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

*Terminal grain elevators.* Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

*Country grain elevators.* Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

*Assemblers of farm products, except country grain elevators.* Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

**Manufacturers' sales branches and offices.** Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in retail trade. Sales branches and offices located at plants and administrative offices are included when separate records are available.

*Manufacturers' sales branches.* A branch with a stock of merchandise for sale. Included are refiner—marketers owned and operated by petroleum refining companies primarily for marketing their products.

*Manufacturers' sales offices.* An office without a stock of merchandise for sale.

**Agents, brokers, and commission merchants.** Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

*Auction companies.* Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

*Brokers (representing buyers or sellers).* Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

*Commission merchants.* Wholesale establishments operating in the domestic market receiving goods for sale on consignment.

*Import agents.* Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

*Export agents.* Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

*Manufacturers' agents.* Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.



# Appendix C. Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Services Division, Bureau of the Census, Washington, DC 20233]

SIC code	Title	Standard form CB-	Short form CB-	SIC code	Title	Standard form CB-	Short form CB-
<b>DURABLE GOODS</b>				<b>DURABLE GOODS—Con.</b>			
501	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
5012	Automobiles and other motor vehicles -----	5012	5003	5091	Sporting and recreational goods and supplies -----	5091	5003
5013	Motor vehicle supplies and new parts -----	5013	5003	5092	Toys and hobby goods and supplies -----	5091	5003
5014	Tires and tubes -----	5013	5003	5093	Scrap and waste materials -----	5093	5003
5015	Motor vehicle parts, used -----	5013	5003	5094	Jewelry, watches, precious stones, and precious metals -----	5094	5003
				5099	Durable goods, n.e.c. -----	5099	5003
<b>DURABLE GOODS</b>				<b>NONDURABLE GOODS</b>			
502	Furniture and homefurnishings:			511	Paper and paper products:		
5021	Furniture -----	5020	5001	5111	Printing and writing paper -----	5110	5102
5023	Homefurnishings -----	5020	5001	5112	Stationery and office supplies -----	5110	5102
				5113	Industrial and personal service paper -----	5110	5102
503	Lumber and other construction materials:			512	Drugs, drug proprietaries, and druggists' sundries:		
5031	Lumber, plywood, millwork, and wood panels -----	5030	5001	5122	Drugs, drug proprietaries, and druggists' sundries -----	5122	5102
5032	Brick, stone, and related construction materials -----	5030	5001				
5033	Roofing, siding, and insulation materials -----	5030	5001				
5039	Construction materials, n.e.c. -----	5030	5001	513	Apparel, piece goods, and notions:		
				5131	Piece goods, notions, and other dry goods -----	5131	5102
504	Professional and commercial equipment and supplies:			5136	Men's and boys' clothing and furnishings -----	5136	5102
5043	Photographic equipment and supplies -----	5043	5003	5137	Women's, children's, and infants' clothing and accessories -----	5136	5102
5044	Office equipment -----	5045	5002	5139	Footwear -----	5136	5102
5045	Computers and computer peripheral equipment and software -----	5045	5002				
5046	Commercial equipment, n.e.c. -----	5043	5002	514	Groceries and related products:		
5047	Medical, dental, and hospital equipment and supplies -----	5047	5002	5141	Groceries, general line -----	5141	5101
5048	Ophthalmic goods -----	5047	5002	5142	Packaged frozen foods -----	5142	5101
5049	Professional equipment and supplies, n.e.c. -----	5047	5002	5143	Dairy products, except dried or canned -----	5143	5101
				5144	Poultry and poultry products -----	5144	5101
				5145	Confectionery -----	5145	5101
				5146	Fish and seafoods -----	5146	5101
505	Metals and minerals, except petroleum:			5147	Meats and meat products -----	5147	5101
5051	Metals service centers and offices -----	5051	5003	5148	Fresh fruits and vegetables -----	5148	5101
5052	Coal and other minerals and ores -----	5052	5003	5149	Groceries and related products, n.e.c. -----	5141	5101
				515	Farm-product raw materials:		
506	Electrical goods:			5153	Grain and field beans -----	5150	5103
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	5060	5001	5154	Livestock -----	5150	5103
				5159	Farm-product raw materials, n.e.c. -----	5150	5103
5064	Electrical appliances, television and radio sets -----	5060	5001				
5065	Electronic parts and equipment, n.e.c. -----	5060	5001	516	Chemicals and allied products:		
				5162	Plastics materials and basic forms and shapes -----	5160	5102
				5169	Chemicals and allied products, n.e.c. -----	5160	5102
507	Hardware, and plumbing and heating equipment and supplies:			517	Petroleum and petroleum products:		
5072	Hardware -----	5070	5001	5171	Petroleum bulk stations and terminals -----	5170	1NA
5074	Plumbing and heating equipment and supplies (hydronics) -----	5070	5001	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5170	1NA
5075	Warm air heating and air-conditioning equipment and supplies -----	5070	5001				
5078	Refrigeration equipment and supplies -----	5070	5001	518	Beer, wine, and distilled alcoholic beverages:		
				5181	Beer and ale -----	5180	5103
				5182	Wine and distilled alcoholic beverages -----	5180	5103
508	Machinery, equipment, and supplies:			519	Miscellaneous nondurable goods:		
5082	Construction and mining (except petroleum) machinery and equipment -----	5082	5002	5191	Farm supplies -----	5191	5102
5083	Farm and garden machinery and equipment -----	5083	5002	5192	Books, periodicals, and newspapers -----	5192	5102
5084	Industrial machinery and equipment -----	5084	5002	5193	Flowers, nursery stock, and florists' supplies -----	5192	5102
5085	Industrial supplies -----	5085	5002	5194	Tobacco and tobacco products -----	5194	5102
5087	Service establishment equipment and supplies -----	5087	5002	5198	Paints, varnishes, and supplies -----	5198	5102
5088	Transportation equipment and supplies, except motor vehicles -----	5088	5002	5199	Nondurable goods, n.e.c. -----	5199	5102

<sup>1</sup>Petroleum wholesalers were all sent form CB-5170.

## Appendix D. Metropolitan Areas

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(Titles and definitions shown for MSA's, CMSA's, and PMSA's are those established by the Office of Management and Budget, as of June 30, 1993)

### **DISTRICT OF COLUMBIA**

**Washington, DC-MD-VA-WV PMSA—see Washington-Baltimore, DC-MD-VA-WV CMSA**

### **Washington-Baltimore, DC-MD-VA-WV CMSA**

Baltimore, MD PMSA

Anne Arundel County, MD

Baltimore County, MD

Carroll County, MD

Harford County, MD

Howard County, MD

Queen Anne's County, MD

Baltimore city, MD

Hagerstown, MD PMSA

Washington County, MD

Washington, DC-MD-VA-WV PMSA

District of Columbia, DC

Calvert County, MD

Charles County, MD

Frederick County, MD

Montgomery County, MD

Prince George's County, MD

### **Washington-Baltimore, DC-MD-VA-WV CMSA—Con.**

Washington, DC-MD-VA-WV PMSA—Con.

Arlington County, VA

Clarke County, VA

Culpeper County, VA

Fairfax County, VA

Fauquier County, VA

King George County, VA

Loudoun County, VA

Prince William County, VA

Spotsylvania County, VA

Stafford County, VA

Warren County, VA

Alexandria city, VA

Fairfax city, VA

Falls Church city, VA

Fredericksburg city, VA

Manassas city, VA

Manassas Park city, VA

Berkeley County, WV

Jefferson County, WV

# Appendix E.

## Percent of Sales Data Based on Administrative Records and Estimation for the District: 1992

[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Kind of business	Percent of sales† —		SIC code	Kind of business	Percent of sales‡ —	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>			From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>Wholesale trade</b> -----	<b>4.6</b>	<b>5.9</b>		<b>Wholesale trade —Con.</b>		
<b>50</b>	<b>Durable goods</b> -----	<b>1.6</b>	<b>2.4</b>	<b>50</b>	<b>Durable goods —Con.</b>		
				509	Miscellaneous durable goods -----	(D)	(D)
				5091	Sporting and recreational goods and supplies -----	(D)	(D)
				5092	Toys and hobby goods and supplies -----	15.3	—
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	5093	Scrap and waste materials -----	—	2.4
5012	Automobiles and other motor vehicles -----	(D)	(D)	5094	Jewelry, watches, precious stones, and precious metals -----	—	62.5
5013	Motor vehicle supplies and new parts -----	41.2	4.1	5099	Durable goods, n.e.c. -----	2.9	20.0
5014	Tires and tubes -----	(D)	(D)				
5015	Motor vehicle parts, used -----	37.8	—	<b>51</b>	<b>Nondurable goods</b> -----	<b>8.0</b>	<b>9.8</b>
502	Furniture and homefurnishings -----	.6	.8	511	Paper and paper products -----	30.7	6.3
5021	Furniture -----	.6	.4	5111	Printing and writing paper -----	(D)	(D)
5023	Homefurnishings -----	.4	3.7	5112	Stationery and office supplies -----	5.4	7.0
				5113	Industrial and personal service paper -----	(D)	(D)
503	Lumber and other construction materials -----	5.6	—	512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)
5031	Lumber, plywood, millwork, and wood panels -----	—	(D)	5122	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)
5032	Brick, stone, and related construction materials -----	(D)	(D)				
5033	Roofing, siding, and insulation materials -----	10.6	—	513	Apparel, piece goods, and notions -----	14.0	11.2
5039	Construction materials, n.e.c. -----	(D)	(D)	5131	Piece goods, notions, and other dry goods -----	6.6	31.1
				5136	Men's and boys' clothing and furnishings -----	7.2	—
504	Professional and commercial equipment and supplies -----	.7	3.7	5137	Women's, children's, and infants' clothing and accessories -----	(D)	(D)
5043	Photographic equipment and supplies -----	(D)	(D)	5139	Footwear -----	(D)	(D)
5044	Office equipment -----	(D)	(D)				
5045	Computers and computer peripheral equipment and software -----	.3	3.3	514	Groceries and related products -----	18.9	2.5
5046	Commercial equipment, n.e.c. -----	(D)	(D)	5141	Groceries, general line -----	36.1	—
5047	Medical, dental, and hospital equipment and supplies -----	2.0	37.6	5142	Packaged frozen foods -----	—	—
5048	Ophthalmic goods -----	—	—	5143	Dairy products, except dried or canned -----	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	—	—	5144	Poultry and poultry products -----	—	7.5
				5145	Confectionery -----	—	—
505	Metals and minerals, except petroleum -----	(D)	(D)	5146	Fish and seafoods -----	15.0	—
5051	Metals service centers and offices -----	(D)	(D)	5147	Meats and meat products -----	3.9	—
5052	Coal and other minerals and ores -----	(D)	(D)	5148	Fresh fruits and vegetables -----	26.7	1.9
				5149	Groceries and related products, n.e.c. -----	(D)	(D)
506	Electrical goods -----	.4	3.6	515	Farm-product raw materials -----	—	—
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	.6	2.7	5153	Grain and field beans -----	—	—
5064	Electrical appliances, television and radio sets -----	(D)	(D)	5154	Livestock -----	—	—
5065	Electronic parts and equipment, n.e.c. -----	(D)	(D)	5159	Farm-product raw materials, n.e.c. -----	—	—
				516	Chemicals and allied products -----	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	9.7	.3	5162	Plastics materials and basic forms and shapes -----	—	—
5072	Hardware -----	(D)	(D)	5169	Chemicals and allied products, n.e.c. -----	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	(D)	(D)	517	Petroleum and petroleum products -----	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	—	—	5171	Petroleum bulk stations and terminals -----	(D)	(D)
5078	Refrigeration equipment and supplies -----	—	—	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	(D)	(D)
				518	Beer, wine, and distilled alcoholic beverages -----	—	.3
508	Machinery, equipment, and supplies -----	.1	1.0	5181	Beer and ale -----	—	—
5082	Construction and mining (except petroleum) machinery and equipment -----	(D)	(D)	5182	Wine and distilled alcoholic beverages -----	—	.5
5083	Farm and garden machinery and equipment -----	(D)	(D)	519	Miscellaneous nondurable goods -----	2.8	2.7
5084	Industrial machinery and equipment -----	(D)	(D)	5191	Farm supplies -----	(D)	(D)
5085	Industrial supplies -----	(D)	(D)	5192	Books, periodicals, and newspapers -----	—	2.0
5087	Service establishment equipment and supplies -----	(D)	(D)	5193	Flowers, nursery stock, and florists' supplies -----	28.2	—
5088	Transportation equipment and supplies, except motor vehicles -----	(D)	(D)	5194	Tobacco and tobacco products -----	—	—
				5198	Paints, varnishes, and supplies -----	(D)	(D)
				5199	Nondurable goods, n.e.c. -----	(D)	(D)

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

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

## Appendix F. **Geographic Notes**

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### **DISTRICT OF COLUMBIA**

There are no geographic notes for the District of Columbia.

# Appendix G.

## Establishments in Business Any Time During Year and Establishments in Business at End of Year for the District: 1992 and 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
	<b>Wholesale trade</b> .....	<b>499</b>	<b>554</b>	<b>462</b>	<b>515</b>
<b>50</b>	<b>Durable goods</b> .....	<b>262</b>	<b>302</b>	<b>238</b>	<b>283</b>
501	Motor vehicles and automotive parts and supplies .....	29	32	26	31
5012	Automobiles and other motor vehicles .....	5	2	4	2
5013	Motor vehicle supplies and new parts .....	17	24	15	23
5014	Tires and tubes .....	1	2	1	2
5015	Motor vehicle parts, used .....	6	4	6	4
502	Furniture and homefurnishings .....	54	58	53	55
5021	Furniture .....	34	43	34	42
5023	Homefurnishings .....	20	15	19	13
503	Lumber and other construction materials .....	12	12	11	11
5031	Lumber, plywood, millwork, and wood panels .....	5	6	5	6
5032	Brick, stone, and related construction materials .....	2	1	2	1
5033	Roofing, siding, and insulation materials .....	3	1	3	1
5039	Construction materials, n.e.c. ....	2	4	1	3
504	Professional and commercial equipment and supplies .....	46	66	43	60
5043	Photographic equipment and supplies .....	3	3	3	3
5044	Office equipment .....	8	19	8	18
5045	Computers and computer peripheral equipment and software .....	18	28	16	24
5046	Commercial equipment, n.e.c. ....	6	8	5	7
5047	Medical, dental, and hospital equipment and supplies .....	11	7	11	7
5048	Ophthalmic goods .....	—	—	—	—
5049	Professional equipment and supplies, n.e.c. ....	—	1	—	1
505	Metals and minerals, except petroleum .....	4	3	4	2
5051	Metals service centers and offices .....	3	2	3	2
5052	Coal and other minerals and ores .....	1	1	1	—
506	Electrical goods .....	37	32	33	31
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	17	16	15	15
5064	Electrical appliances, television and radio sets .....	2	3	2	3
5065	Electronic parts and equipment, n.e.c. ....	18	13	16	13
507	Hardware, and plumbing and heating equipment and supplies .....	23	34	19	34
5072	Hardware .....	12	19	10	19
5074	Plumbing and heating equipment and supplies (hydronics) .....	8	12	7	12
5075	Warm air heating and air-conditioning equipment and supplies .....	3	3	2	3
5078	Refrigeration equipment and supplies .....	—	—	—	—
508	Machinery, equipment, and supplies .....	31	38	26	37
5082	Construction and mining (except petroleum) machinery and equipment .....	1	3	1	3
5083	Farm and garden machinery and equipment .....	1	1	1	1
5084	Industrial machinery and equipment .....	7	10	5	9
5085	Industrial supplies .....	5	—	3	—
5087	Service establishment equipment and supplies .....	15	19	14	19
5088	Transportation equipment and supplies, except motor vehicles .....	2	5	2	5
509	Miscellaneous durable goods .....	26	27	23	22
5091	Sporting and recreational goods and supplies .....	2	1	2	1
5092	Toys and hobby goods and supplies .....	4	4	4	3
5093	Scrap and waste materials .....	6	8	5	6
5094	Jewelry, watches, precious stones, and precious metals .....	4	4	3	4
5099	Durable goods, n.e.c. ....	10	10	9	8
<b>51</b>	<b>Nondurable goods</b> .....	<b>237</b>	<b>252</b>	<b>224</b>	<b>232</b>
511	Paper and paper products .....	35	31	33	29
5111	Printing and writing paper .....	3	3	3	3
5112	Stationery and office supplies .....	28	21	26	19
5113	Industrial and personal service paper .....	4	7	4	7
512	Drugs, drug proprietaries, and druggists sundries .....	6	4	6	2
5122	Drugs, drug proprietaries, and druggists sundries .....	6	4	6	2
513	Apparel, piece goods, and notions .....	27	25	25	23
5131	Piece goods, notions, and other dry goods .....	11	18	9	17
5136	Men's and boys' clothing and furnishings .....	8	4	8	4
5137	Women's, children's, and infants' clothing and accessories .....	5	1	5	1
5139	Footwear .....	3	2	3	1



SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
<b>51</b>	<b>Nondurable goods — Con.</b>				
514	Groceries and related products .....	76	94	71	86
5141	Groceries, general line .....	12	14	12	13
5142	Packaged frozen foods .....	3	3	2	2
5143	Dairy products, except dried or canned .....	1	8	1	7
5144	Poultry and poultry products .....	4	4	3	3
5145	Confectionery .....	3	2	3	2
5146	Fish and seafoods .....	6	6	6	5
5147	Meats and meat products .....	10	15	10	14
5148	Fresh fruits and vegetables .....	17	23	15	22
5149	Groceries and related products, n.e.c. ....	20	19	19	18
515	Farm-product raw materials .....	—	—	—	—
5153	Grain and field beans .....	—	—	—	—
5154	Livestock .....	—	—	—	—
5159	Farm-product raw materials, n.e.c. ....	—	—	—	—
516	Chemicals and allied products .....	3	3	3	3
5162	Plastics materials and basic forms and shapes .....	—	1	—	1
5169	Chemicals and allied products, n.e.c. ....	3	2	3	2
517	Petroleum and petroleum products .....	5	5	6	4
5171	Petroleum bulk stations and terminals .....	2	3	2	3
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	3	2	4	1
518	Beer, wine, and distilled alcoholic beverages .....	15	17	15	16
5181	Beer and ale .....	7	8	7	8
5182	Wine and distilled alcoholic beverages .....	8	9	8	8
519	Miscellaneous nondurable goods .....	70	73	65	69
5191	Farm supplies .....	1	3	1	3
5192	Books, periodicals, and newspapers .....	15	16	14	16
5193	Flowers, nursery stock, and florists' supplies .....	8	8	8	7
5194	Tobacco and tobacco products .....	4	4	4	4
5198	Paints, varnishes and supplies .....	9	12	8	10
5199	Nondurable goods, n.e.c. ....	33	30	30	29

# Publication Program

## 1992 CENSUS OF WHOLESALE TRADE

Publications of the 1992 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports and compact disc-read only memory (CD-ROM).

### Final Reports

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

A separate paperbound report containing data for establishments with payroll is published for each State, the District of Columbia, and the United States. Each report presents general statistics for establishments with payroll, on number of establishments, sales, payroll, employment, operating expenses, and inventories. At the State level, data also are presented separately for the following types of wholesale operations: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1992 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1987 and 1992 also are shown by kind of business.

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

The *Establishment and Firm Size* report (WC92-S-1) presents data for establishments with payroll, based on size of establishment, size of company or firm, and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

The *Measures of Value Produced, Capital Expenditures, Depreciable Assets, and Operating Expenses* report (WC92-S-2) presents data on measures of value produced, capital expenditures, depreciable assets, and operating expenses for firms with payroll

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

The *Commodity Line Sales* report (WC92-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MA's and 15 selected States will be available on electronic media only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percentage of the line sold by various kinds of wholesale businesses.

The *Miscellaneous Subjects* report (WC92-S-4) contains data by kind of business on employment by principal activity; sales by class of customer; inventory valuation methods; commissions and gross selling value of business conducted for others by agents and brokers; gross margins, gross profits, and their components; and on petroleum bulk stations and terminals. Data are presented for the United States as a whole; for petroleum bulk stations and terminals, States, and counties.

### Electronic Media

All data included in the printed reports are available on CD-ROM. The CD-ROM's provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC92-S-3). Electronic media products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300.

## OTHER ECONOMIC CENSUS REPORTS

Data on retail trade, service industries, transportation, communications, utilities, financial, insurance, real estate, construction industries, manufactures, mineral industries, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1992 Economic Census. A separate series of reports covers the census of outlying areas: Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300.