

# 1992

## Census of Wholesale Trade

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WC92-A-21

GEOGRAPHIC AREA SERIES

# Maryland

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WC92-A-21

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**U.S. Department of Commerce**  
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**Economics and Statistics Administration**  
**Everett M. Ehrlich**, Under Secretary  
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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<br>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<br>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<br>(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                            |                                |   |                            | X                                     |                 |
| County .....  |   |                 |                   |                     | X                     | 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.

# Contents

## Maryland

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## Summary of Findings

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Maryland had 7,188 wholesale establishments in 1992 with \$52.9 billion in sales. This represents a 7.8 percent increase in wholesale establishments and a 28.6 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 81.3 percent or 5,841 of the total establishments and 53.6 percent or \$28.3 billion of the total sales in 1992 compared with 80.2 percent of the establishments and 52.7 percent of the sales in 1987. Manufacturers' sales branches and offices with 615 establishments and \$19.0 billion in sales and agents, brokers, and commission merchants with 732 establishments and \$5.6 billion in sales made up the rest of the wholesale trade total in 1992.

Automobiles and other motor vehicles wholesalers were the largest group of wholesalers by kind of business in terms of sales with \$8.4 billion followed by computers and computer peripheral equipment and software wholesalers with \$4.0 billion and groceries and related products, n.e.c., wholesalers with \$3.1 billion. Out of 69 kind of business groups, these three accounted for 29.4 percent of the total sales in the State.

Annual payroll for all wholesalers in the State was up from \$2.5 billion in 1987 to \$3.2 billion in 1992. Merchant wholesalers had annual payroll of \$2.2 billion in 1992 while manufacturers' sales branches and offices recorded \$791.5 million and agents, brokers, and commission merchants had \$155.5 million.

Employment by all wholesalers in Maryland as of mid-March 1992 was 100,501, an increase of 1.0 percent since 1987. Merchant wholesalers with 77,872 employees accounted for 77.5 percent of the total wholesale employment in 1992 compared with 78.3 percent in 1987.

Inventories of \$3.1 billion were held at wholesale establishments in the State at the end of 1992. Merchant wholesalers held 85.3 percent of these inventories while manufacturers' sales branches and sales offices held 14.6 percent and agent, brokers, and commission merchants held .2 percent. Inventories of all wholesalers increased during 1992 by .5 percent while those of merchant wholesalers increased .4 percent.

Payroll per employee in the State averaged \$31.6 thousand for all wholesalers in 1992, an increase of 26.2 percent since 1987. Merchant wholesalers averaged \$28.7 thousand per employee while manufacturers' sales branches and offices was \$43.3 thousand and agents, brokers, and commission merchants were \$35.8 thousand in 1992.

Annual payroll as a percent of operating expenses for all wholesalers increased from 50.7 percent in 1987 to 50.9 percent in 1992. The ratio for merchant wholesalers was 50.0 percent; for manufacturers' sales branches and offices it was 53.0 percent; and for agents, brokers and commission merchants it was 54.0 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)

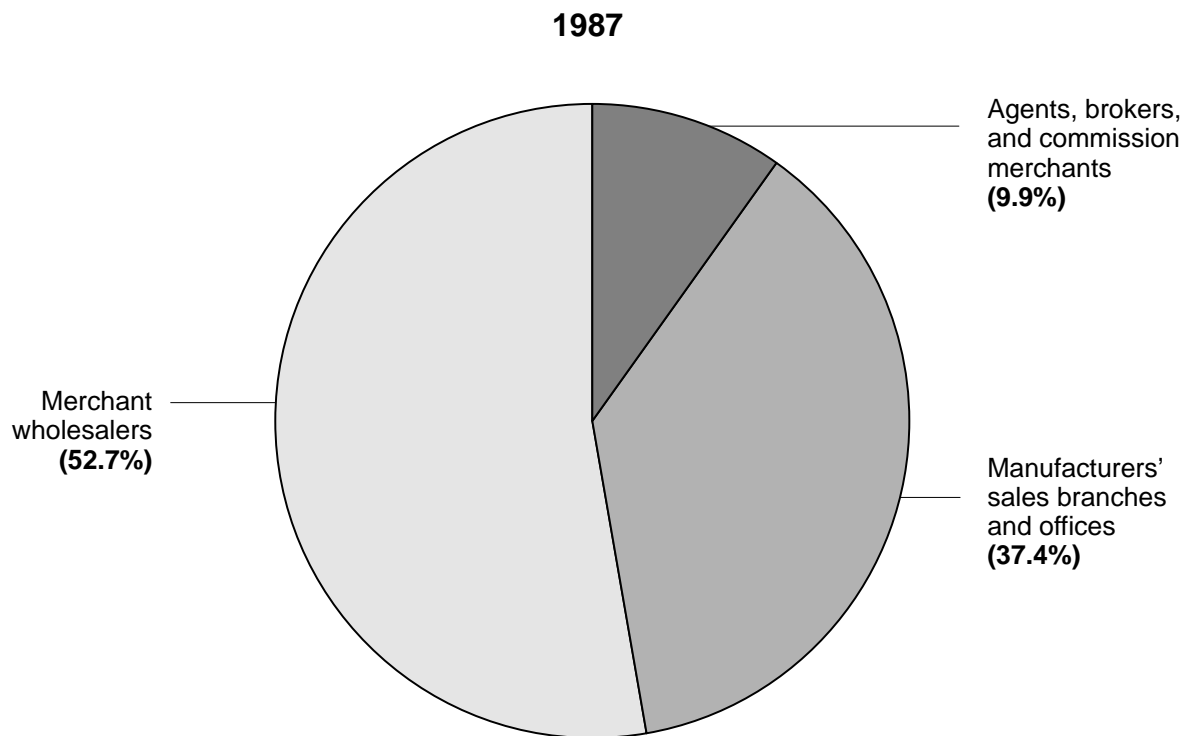
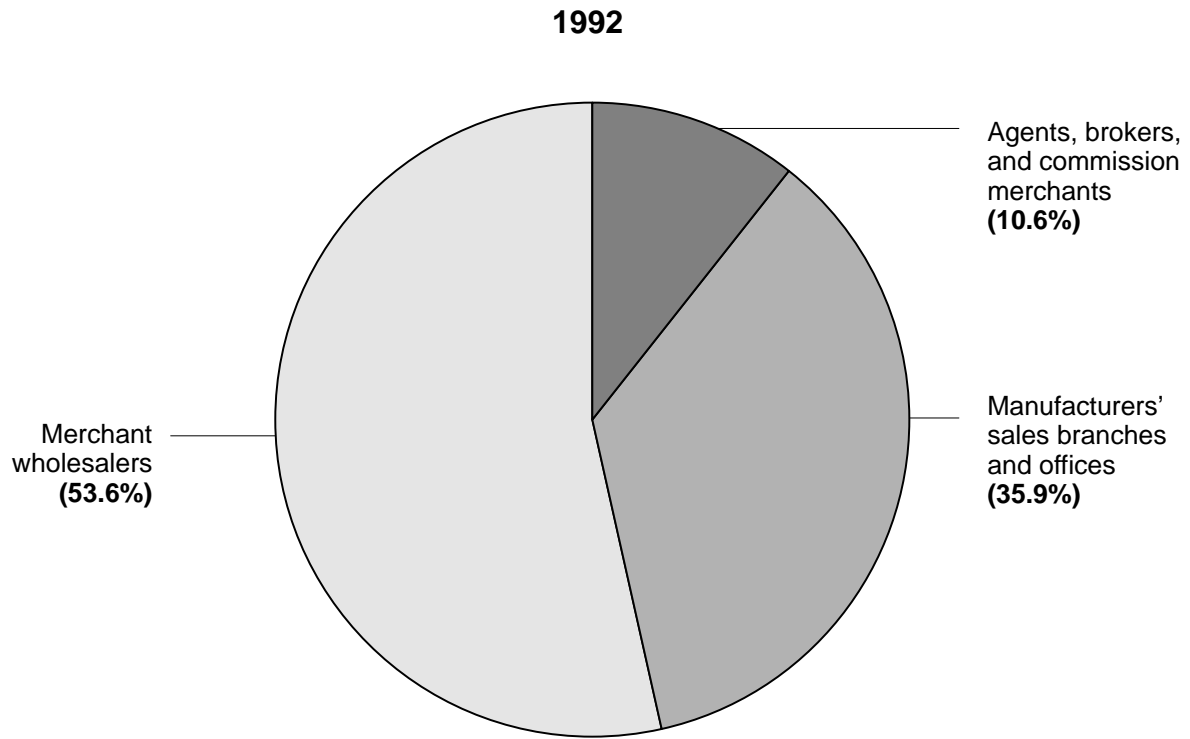




Figure 2. **Wholesale Sales by Industry Group: 1992 and 1987**  
(Millions of dollars. For meaning of abbreviations and symbols, see introductory text)

1992   
1987 

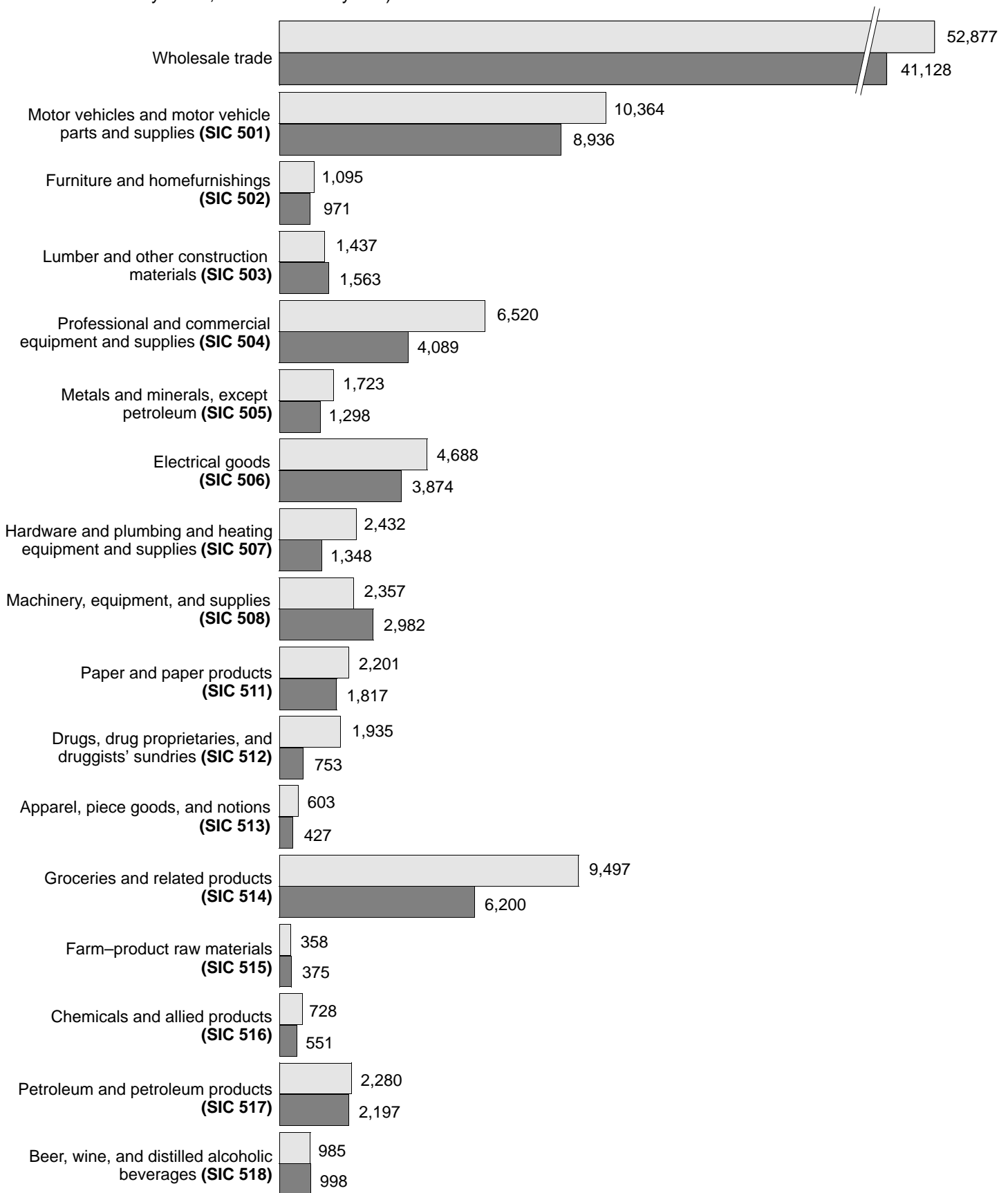


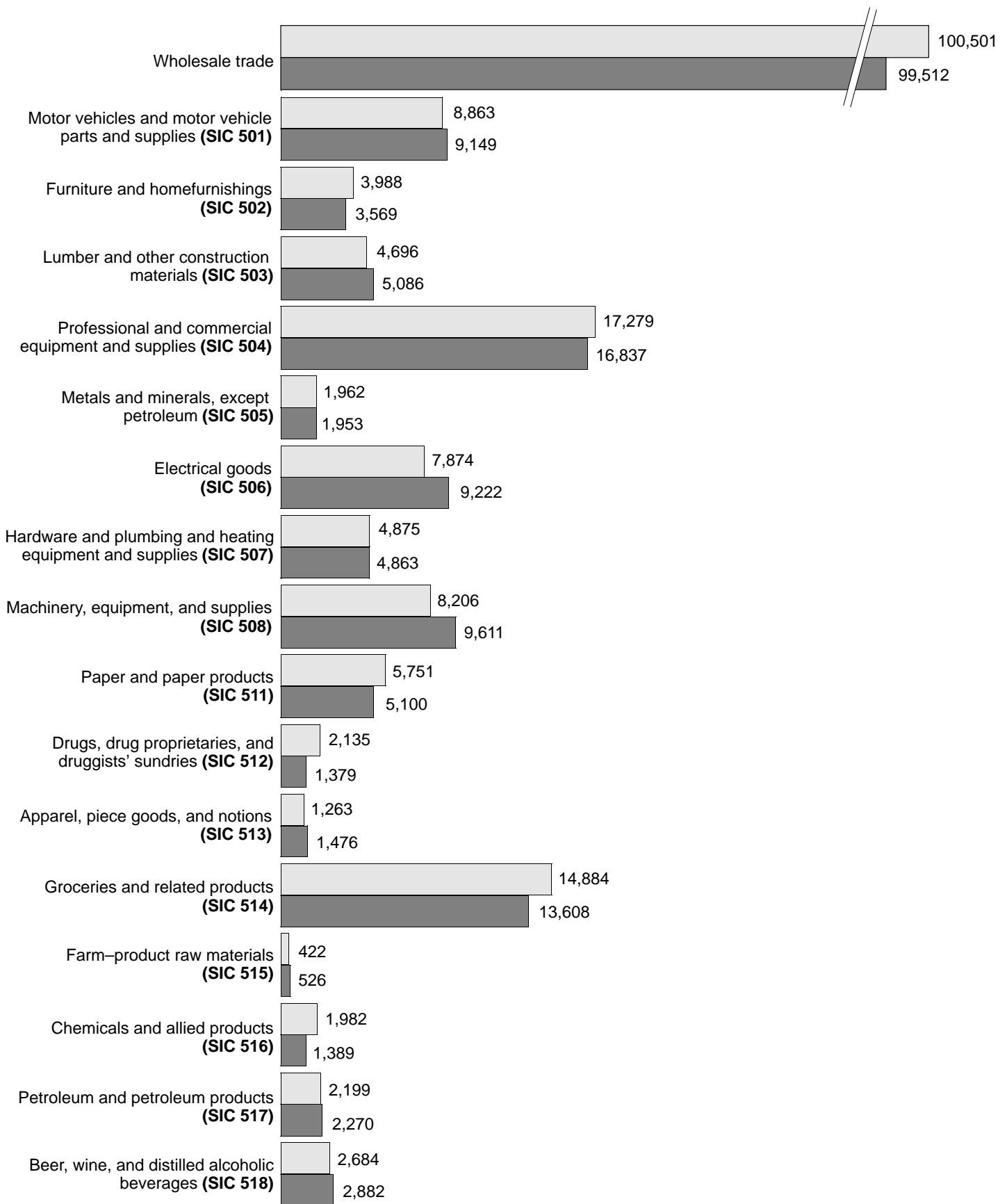


Figure 3. **Wholesale Employment by Industry Group: 1992 and 1987**  
 (Number. For meaning of abbreviations and symbols, see introductory text)

1992   
 1987 







**Table 1. Summary Statistics for the State: 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>7 188</b>            | <b>52 876 692</b> | <b>3 179 825</b>         | <b>762 568</b>                  | <b>100 501</b>  | <b>6 250 470</b>             | <b>3 126 080</b>                  | <b>3 142 586</b>                  |
|           | <b>TYPES OF OPERATION</b>   |                         |                   |                          |                                 |   |                              |                                   |                                   |
|           | <b>Merchant wholesalers</b> -----   | <b>5 841</b>            | <b>28 323 116</b> | <b>2 232 832</b>         | <b>523 966</b>                  | <b>77 872</b>   | <b>4 469 282</b>             | <b>2 669 946</b>                  | <b>2 680 111</b>                  |
|           | Wholesale distributors and jobbers -----  | 5 551                   | 23 637 298        | 2 088 504                | 491 336                         | 73 997  | 4 013 797                    | 2 191 835                         | 2 205 066                         |
|           | Importers -----   | 174                     | 4 041 040         | 118 410                  | 26 752                          | 3 053   | 394 690                      | 440 343                           | 439 391                           |
|           | Exporters -----   | 76                      | 403 289           | 16 670                   | 3 824                           | 492   | 36 581                       | 20 038                            | 19 432                            |
|           | Terminal grain elevators -----  | -                       | -                 | -                        | -                               | -   | -                            | -                                 | -                                 |
|           | Country grain elevators -----   | 16                      | 79 685            | 2 686                    | 528                             | 90  | 8 486                        | 15 880                            | 14 172                            |
|           | Assemblers of farm products, except country grain elevators -----                     | 24                      | 161 804           | 6 562                    | 1 526                           | 240   | 15 728                       | 1 850                             | 2 050                             |
|           | <b>Manufacturers' sales branches and sales offices</b> -----                          | <b>615</b>              | <b>18 957 767</b> | <b>791 460</b>           | <b>203 059</b>                  | <b>18 283</b>   | <b>1 493 298</b>             | <b>450 184</b>                    | <b>457 371</b>                    |
|           | Sales branches (with stock) -----   | 393                     | 7 521 932         | 562 479                  | 145 198                         | 13 444  | 1 045 077                    | 450 184                           | 457 371                           |
|           | Sales offices (without stock) -----   | 222                     | 11 435 835        | 228 981                  | 57 861                          | 4 839   | 448 221                      | -                                 | -                                 |
|           | <b>Agents, brokers, and commission merchants</b> ----                                 | <b>732</b>              | <b>5 595 809</b>  | <b>155 533</b>           | <b>35 543</b>                   | <b>4 346</b>  | <b>287 890</b>               | <b>5 950</b>                      | <b>5 104</b>                      |
|           | Auction companies -----   | 12                      | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
|           | Brokers -----   | 102                     | 1 878 793         | 35 569                   | 7 962                           | 1 071   | 65 443                       | 235                               | 238                               |
|           | Commission merchants -----  | 83                      | 608 672           | 19 703                   | 4 287                           | 533   | 36 183                       | 753                               | 831                               |
|           | Import agents -----   | 8                       | (D)               | (D)                      | (D)                             | AA  | (D)                          | (D)                               | (D)                               |
|           | Export agents -----   | 11                      | (D)               | (D)                      | (D)                             | BB  | (D)                          | (D)                               | (D)                               |
|           | Manufacturers' agents -----   | 516                     | 2 595 820         | 93 022                   | 21 702                          | 2 256   | 172 613                      | 4 950                             | 3 986                             |
|           | <b>TYPES OF OPERATION BY KIND OF BUSINESS</b>   |                         |                   |                          |                                 |   |                              |                                   |                                   |
|           | <b>Wholesale trade</b> -----  | <b>7 188</b>            | <b>52 876 692</b> | <b>3 179 825</b>         | <b>762 568</b>                  | <b>100 501</b>  | <b>6 250 470</b>             | <b>3 126 080</b>                  | <b>3 142 586</b>                  |
| <b>50</b> | <b>Durable goods</b> -----  | <b>4 858</b>            | <b>32 109 805</b> | <b>2 088 248</b>         | <b>504 896</b>                  | <b>62 031</b>   | <b>4 034 847</b>             | <b>2 184 333</b>                  | <b>2 186 559</b>                  |
| 501       | Motor vehicles and motor vehicle parts and supplies -----                             | 727                     | 10 364 108        | 235 329                  | 55 866                          | 8 863   | 519 027                      | 706 112                           | 679 214                           |
| 5012      | Automobiles and other motor vehicles -----  | 128                     | 8 415 350         | 88 285                   | 20 925                          | 2 644   | 246 967                      | 393 077                           | 376 218                           |
| 5013      | Motor vehicle supplies and new parts -----  | 440                     | 827 537           | 98 978                   | 23 310                          | 4 343   | 186 159                      | 134 740                           | 130 188                           |
| 5014      | Tires and tubes -----   | 69                      | 1 057 776         | 30 622                   | 7 372                           | 1 022   | 54 832                       | 173 659                           | 167 306                           |
| 5015      | Motor vehicle parts, used -----   | 90                      | 63 445            | 17 444                   | 4 259                           | 854   | 31 069                       | 4 636                             | 5 502                             |
| 502       | Furniture and homefurnishings -----   | 309                     | 1 095 416         | 120 234                  | 29 235                          | 3 988   | 219 486                      | 84 208                            | 86 714                            |
| 5021      | Furniture -----   | 143                     | 468 589           | 60 127                   | 14 778                          | 2 054   | 101 688                      | 18 533                            | 18 006                            |
| 5023      | Homefurnishings -----   | 166                     | 626 827           | 60 107                   | 14 457                          | 1 934   | 117 798                      | 65 675                            | 68 708                            |
| 503       | Lumber and other construction materials -----   | 350                     | 1 436 733         | 141 850                  | 32 701                          | 4 696   | 273 656                      | 123 320                           | 130 604                           |
| 5031      | Lumber, plywood, millwork, and wood panels -----                                      | 144                     | 778 003           | 70 622                   | 15 819                          | 2 444   | 132 543                      | 70 981                            | 76 636                            |
| 5032      | Brick, stone, and related construction materials -----                                | 67                      | 138 010           | 15 341                   | 3 371                           | 478   | 35 632                       | 14 661                            | 14 464                            |
| 5033      | Roofing, siding, and insulation materials -----                                       | 58                      | 293 903           | 23 158                   | 5 441                           | 710   | 44 593                       | 21 758                            | 22 866                            |
| 5039      | Construction materials, n.e.c. -----  | 81                      | 226 817           | 32 729                   | 8 070                           | 1 064   | 60 888                       | 15 920                            | 16 638                            |
| 504       | Professional and commercial equipment and supplies ----                               | 924                     | 6 520 368         | 739 733                  | 182 407                         | 17 279  | 1 308 969                    | 362 827                           | 386 485                           |
| 5043      | Photographic equipment and supplies -----   | 29                      | 157 242           | 12 986                   | 3 409                           | 365   | 24 950                       | 7 073                             | 8 821                             |
| 5044      | Office equipment -----  | 153                     | 393 564           | 81 680                   | 19 900                          | 2 581   | 143 913                      | 29 139                            | 29 871                            |
| 5045      | Computers and computer peripheral equipment and software -----                        | 389                     | 4 002 191         | 457 764                  | 114 524                         | 9 114   | 806 054                      | 165 220                           | 161 043                           |
| 5046      | Commercial equipment, n.e.c. -----  | 100                     | 270 658           | 30 751                   | 7 269                           | 1 032   | 54 232                       | 18 809                            | 20 548                            |
| 5047      | Medical, dental, and hospital equipment and supplies ---                              | 162                     | 1 485 384         | 125 632                  | 29 841                          | 3 231   | 219 807                      | 126 011                           | 138 652                           |
| 5048      | Ophthalmic goods -----  | 27                      | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5049      | Professional equipment and supplies, n.e.c. -----                                     | 64                      | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 505       | Metals and minerals, except petroleum -----   | 142                     | 1 723 444         | 65 339                   | 15 017                          | 1 962   | 137 991                      | 65 691                            | 74 564                            |
| 5051      | Metals service centers and offices -----  | 127                     | 1 493 744         | 54 834                   | 12 473                          | 1 768   | 106 282                      | 58 398                            | 67 651                            |
| 5052      | Coal and other minerals and ores -----  | 15                      | 229 700           | 10 505                   | 2 544                           | 194   | 31 729                       | 7 293                             | 6 913                             |
| 506       | Electrical goods -----  | 684                     | 4 687 517         | 281 639                  | 69 875                          | 7 874   | 523 766                      | 193 493                           | 196 815                           |
| 5063      | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 305                     | 1 275 432         | 98 214                   | 24 260                          | 2 980   | 174 356                      | 73 855                            | 74 125                            |
| 5064      | Electrical appliances, television and radio sets -----                                | 67                      | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5065      | Electronic parts and equipment, n.e.c. -----  | 312                     | (D)               | (D)                      | (D)                             | HH  | (D)                          | (D)                               | (D)                               |
| 507       | Hardware, and plumbing and heating equipment and supplies -----                       | 449                     | 2 432 208         | 143 571                  | 34 233                          | 4 875   | 371 204                      | 246 932                           | 249 177                           |
| 5072      | Hardware -----  | 125                     | 1 312 721         | 48 402                   | 11 675                          | 1 816   | 185 746                      | 141 585                           | 146 291                           |
| 5074      | Plumbing and heating equipment and supplies (hydronics) -----                         | 173                     | 632 756           | 51 189                   | 12 357                          | 1 691   | 99 096                       | 47 094                            | 52 826                            |
| 5075      | Warm air heating and air-conditioning equipment and supplies -----                    | 131                     | 433 350           | 38 304                   | 8 786                           | 1 191   | 76 101                       | 55 186                            | 46 964                            |
| 5078      | Refrigeration equipment and supplies -----  | 20                      | 53 381            | 5 676                    | 1 415                           | 177   | 10 261                       | 3 067                             | 3 096                             |
| 508       | Machinery, equipment, and supplies -----  | 863                     | 2 356 635         | 259 103                  | 60 361                          | 8 206   | 467 796                      | 296 939                           | 273 799                           |
| 5082      | Construction and mining (except petroleum) machinery and equipment -----              | 86                      | 495 648           | 37 576                   | 8 818                           | 1 045   | 67 372                       | 76 699                            | 66 455                            |
| 5083      | Farm and garden machinery and equipment -----   | 88                      | 268 325           | 29 433                   | 6 344                           | 1 128   | 55 657                       | 76 428                            | 73 431                            |
| 5084      | Industrial machinery and equipment -----  | 309                     | 804 256           | 96 501                   | 23 514                          | 2 982   | 170 485                      | 75 943                            | 65 731                            |
| 5085      | Industrial supplies -----   | 185                     | 413 674           | 44 469                   | 10 160                          | 1 418   | 80 661                       | 35 821                            | 36 660                            |
| 5087      | Service establishment equipment and supplies -----                                    | 141                     | 236 973           | 40 901                   | 9 390                           | 1 373   | 73 318                       | 19 020                            | 18 277                            |
| 5088      | Transportation equipment and supplies, except motor vehicles -----                    | 54                      | 137 759           | 10 223                   | 2 135                           | 260   | 20 303                       | 13 028                            | 13 245                            |
| 509       | Miscellaneous durable goods -----   | 410                     | 1 493 376         | 101 450                  | 25 201                          | 4 288   | 212 952                      | 104 811                           | 109 187                           |
| 5091      | Sporting and recreational goods and supplies -----                                    | 68                      | 207 934           | 14 661                   | 3 430                           | 574   | 31 392                       | 16 413                            | 14 505                            |
| 5092      | Toys and hobby goods and supplies -----   | 35                      | 64 711            | 7 605                    | 1 939                           | 361   | 16 631                       | 7 257                             | 7 652                             |
| 5093      | Scrap and waste materials -----   | 114                     | 439 886           | 36 905                   | 9 007                           | 1 466   | 75 282                       | 19 201                            | 20 608                            |
| 5094      | Jewelry, watches, precious stones, and precious metals -                              | 70                      | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5099      | Durable goods, n.e.c. -----   | 123                     | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**MARYLAND MD-9**

**Table 1. Summary Statistics for the State: 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>Wholesale trade — Con.</b>                        |  |                           |                   |                          |                                 |   |                              |                                   |                                   |
| <b>51</b>  | <b>Nondurable goods</b>  | <b>2 330</b>              | <b>20 766 887</b> | <b>1 091 577</b>         | <b>257 672</b>                  | <b>38 470</b>   | <b>2 215 623</b>             | <b>941 747</b>                    | <b>956 027</b>                    |
| 511  | Paper and paper products   | 374                       | 2 201 187         | 174 871                  | 42 450                          | 5 751   | 318 947                      | 116 293                           | 115 717                           |
| 5111   | Printing and writing paper   | 48                        | 783 809           | 46 554                   | 10 953                          | 1 142   | 80 678                       | 38 901                            | 38 705                            |
| 5112   | Stationery and office supplies   | 238                       | 673 518           | 77 134                   | 19 401                          | 3 114   | 147 121                      | 44 976                            | 48 308                            |
| 5113   | Industrial and personal service paper  | 88                        | 743 860           | 51 183                   | 12 096                          | 1 495   | 91 148                       | 32 416                            | 28 704                            |
| 512  | Drugs, drug proprietaries, and druggists' sundries                               | 74                        | 1 934 696         | 62 257                   | 17 543                          | 2 135   | 106 074                      | 88 422                            | 95 414                            |
| 5122   | Drugs, drug proprietaries, and druggists' sundries                               | 74                        | 1 934 696         | 62 257                   | 17 543                          | 2 135   | 106 074                      | 88 422                            | 95 414                            |
| 513  | Apparel, piece goods, and notions  | 150                       | 603 309           | 37 735                   | 7 633                           | 1 263   | 136 015                      | 96 858                            | 89 395                            |
| 5131   | Piece goods, notions, and other dry goods  | 34                        | 112 742           | 7 700                    | 1 906                           | 259   | 20 597                       | 23 511                            | 20 267                            |
| 5136   | Men's and boys' clothing and furnishings   | 49                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5137   | Women's, children's, and infants' clothing and accessories                       | 45                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5139   | Footwear   | 22                        | 276 032           | 11 717                   | 1 623                           | 224   | 76 915                       | 52 306                            | 49 238                            |
| 514  | Groceries and related products   | 676                       | 9 497 028         | 423 291                  | 96 733                          | 14 884  | 816 349                      | 216 034                           | 219 274                           |
| 5141   | Groceries, general line  | 66                        | 2 331 267         | 108 918                  | 25 135                          | 3 594   | 187 871                      | 83 837                            | 90 877                            |
| 5142   | Packaged frozen foods  | 60                        | 889 827           | 29 114                   | 6 755                           | 1 051   | 61 146                       | 28 498                            | 26 482                            |
| 5143   | Dairy products, except dried or canned   | 42                        | 635 183           | 26 156                   | 6 244                           | 904   | 50 231                       | 8 303                             | 6 393                             |
| 5144   | Poultry and poultry products   | 17                        | 257 570           | 14 345                   | 3 357                           | 571   | 21 624                       | 3 765                             | 3 376                             |
| 5145   | Confectionery  | 42                        | 834 754           | 28 556                   | 6 209                           | 1 144   | 53 753                       | 6 073                             | 7 229                             |
| 5146   | Fish and seafoods  | 89                        | 236 515           | 16 494                   | 3 388                           | 894   | 36 074                       | 4 143                             | 4 338                             |
| 5147   | Meats and meat products  | 42                        | 743 483           | 23 303                   | 5 281                           | 731   | 45 527                       | 16 456                            | 16 636                            |
| 5148   | Fresh fruits and vegetables  | 71                        | 460 442           | 30 176                   | 6 344                           | 1 144   | 58 015                       | 4 238                             | 3 773                             |
| 5149   | Groceries and related products, n.e.c.   | 247                       | 3 107 987         | 146 229                  | 34 020                          | 4 851   | 302 108                      | 60 721                            | 60 170                            |
| 515  | Farm-product raw materials   | 48                        | 358 209           | 6 466                    | 1 271                           | 422   | 21 580                       | 24 014                            | 22 530                            |
| 5153   | Grain and field beans  | 22                        | 262 918           | 3 986                    | 784                             | 148   | 14 130                       | 21 759                            | 20 052                            |
| 5154   | Livestock  | 15                        | 61 323            | 1 146                    | 247                             | 196   | 3 937                        | 1 966                             | 2 149                             |
| 5159   | Farm-product raw materials, n.e.c.   | 11                        | 33 968            | 1 334                    | 240                             | 78  | 3 513                        | 289                               | 329                               |
| 516  | Chemicals and allied products  | 164                       | 727 536           | 64 973                   | 15 927                          | 1 982   | 131 307                      | 39 928                            | 42 444                            |
| 5162   | Plastics materials and basic forms and shapes                                    | 26                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5169   | Chemicals and allied products, n.e.c.  | 138                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 517  | Petroleum and petroleum products   | 132                       | 2 280 347         | 59 662                   | 14 659                          | 2 199   | 155 384                      | 116 208                           | 130 911                           |
| 5171   | Petroleum bulk stations and terminals  | 98                        | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 5172   | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 34                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 518  | Beer, wine, and distilled alcoholic beverages                                    | 73                        | 985 457           | 89 818                   | 21 134                          | 2 684   | 168 298                      | 97 485                            | 84 332                            |
| 5181   | Beer and ale   | 47                        | 500 141           | 48 162                   | 11 043                          | 1 502   | 97 376                       | 36 412                            | 31 871                            |
| 5182   | Wine and distilled alcoholic beverages   | 26                        | 485 316           | 41 656                   | 10 091                          | 1 182   | 70 922                       | 61 073                            | 52 461                            |
| 519  | Miscellaneous nondurable goods   | 639                       | 2 179 118         | 172 504                  | 40 322                          | 7 150   | 361 669                      | 146 505                           | 156 010                           |
| 5191   | Farm supplies  | 141                       | 354 737           | 28 667                   | 6 597                           | 1 380   | 63 894                       | 34 210                            | 33 135                            |
| 5192   | Books, periodicals, and newspapers   | 72                        | 468 408           | 55 457                   | 13 479                          | 2 339   | 105 705                      | 44 129                            | 44 972                            |
| 5193   | Flowers, nursery stock, and florists' supplies                                   | 58                        | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5194   | Tobacco and tobacco products   | 20                        | 470 551           | 16 948                   | 3 698                           | 671   | 31 814                       | 26 249                            | 34 746                            |
| 5198   | Paints, varnishes, and supplies  | 104                       | 338 123           | 23 801                   | 5 777                           | 874   | 61 624                       | 15 943                            | 14 062                            |
| 5199   | Nondurable goods, n.e.c.   | 244                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| <b>Merchant wholesalers</b>                          |  |                           |                   |                          |                                 |   |                              |                                   |                                   |
| <b>50</b>  | <b>Durable goods</b>   | <b>3 999</b>              | <b>17 366 236</b> | <b>1 399 344</b>         | <b>331 724</b>                  | <b>47 532</b>   | <b>2 796 093</b>             | <b>1 878 284</b>                  | <b>1 885 709</b>                  |
| 501  | Motor vehicles and motor vehicle parts and supplies                              | 680                       | (D)               | (D)                      | (D)                             | II  | (D)                          | (D)                               | (D)                               |
| 5012   | Automobiles and other motor vehicles   | 115                       | 3 514 985         | 72 883                   | 17 220                          | 2 134   | 220 969                      | 352 107                           | 338 686                           |
| 5013   | Motor vehicle supplies and new parts   | 414                       | (D)               | (D)                      | (D)                             | HH  | (D)                          | (D)                               | (D)                               |
| 5014   | Tires and tubes  | 61                        | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5015   | Motor vehicle parts, used  | 90                        | 63 445            | 17 444                   | 4 259                           | 854   | 31 069                       | 4 636                             | 5 502                             |
| 502  | Furniture and homefurnishings  | 243                       | (D)               | (D)                      | (D)                             | HH  | (D)                          | (D)                               | (D)                               |
| 5021   | Furniture  | 102                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 5023   | Homefurnishings  | 141                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 503  | Lumber and other construction materials  | 298                       | 1 155 930         | 125 463                  | 28 550                          | 4 211   | 240 605                      | 106 271                           | 114 244                           |
| 5031   | Lumber, plywood, millwork, and wood panels                                       | 134                       | 711 767           | 65 788                   | 14 633                          | 2 280   | 124 529                      | 66 252                            | 71 467                            |
| 5032   | Brick, stone, and related construction materials                                 | 47                        | 85 240            | 12 117                   | 2 568                           | 378   | 27 581                       | 9 474                             | 9 699                             |
| 5033   | Roofing, siding, and insulation materials  | 46                        | 186 807           | 20 027                   | 4 606                           | 628   | 38 038                       | 17 874                            | 19 702                            |
| 5039   | Construction materials, n.e.c.   | 71                        | 172 836           | 27 531                   | 6 743                           | 925   | 50 457                       | 12 671                            | 13 376                            |
| 504  | Professional and commercial equipment and supplies                               | 759                       | 2 923 963         | 319 771                  | 76 035                          | 9 713   | 579 907                      | 240 780                           | 264 813                           |
| 5043   | Photographic equipment and supplies  | 22                        | (D)               | (D)                      | (D)                             | CC  | (D)                          | (D)                               | (D)                               |
| 5044   | Office equipment   | 132                       | 235 873           | 48 212                   | 11 599                          | 1 821   | 83 861                       | 22 983                            | 23 223                            |
| 5045   | Computers and computer peripheral equipment and software                         | 320                       | 1 619 211         | 136 502                  | 32 443                          | 3 835   | 241 401                      | 121 398                           | 120 887                           |
| 5046   | Commercial equipment, n.e.c.   | 89                        | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5047   | Medical, dental, and hospital equipment and supplies                             | 124                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 5048   | Ophthalmic goods   | 23                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5049   | Professional equipment and supplies, n.e.c.                                      | 49                        | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 505  | Metals and minerals, except petroleum  | 110                       | 1 318 209         | 50 876                   | 11 552                          | 1 551   | 95 642                       | 48 492                            | 56 253                            |
| 5051   | Metals service centers and offices   | 99                        | 1 144 760         | 44 959                   | 10 118                          | 1 450   | 83 842                       | 43 213                            | 52 119                            |
| 5052   | Coal and other minerals and ores   | 11                        | 173 449           | 5 917                    | 1 434                           | 101   | 11 800                       | 5 279                             | 4 134                             |
| 506  | Electrical goods   | 451                       | 1 599 735         | 156 267                  | 37 868                          | 4 861   | 295 849                      | 171 196                           | 176 170                           |
| 5063   | Electrical apparatus and equipment, wiring supplies, and construction materials  | 206                       | 638 398           | 66 343                   | 16 497                          | 2 191   | 120 079                      | 69 334                            | 69 575                            |
| 5064   | Electrical appliances, television and radio sets                                 | 45                        | 333 971           | 22 009                   | 5 398                           | 673   | 54 846                       | 57 218                            | 50 980                            |
| 5065   | Electronic parts and equipment, n.e.c.   | 200                       | 627 366           | 67 915                   | 15 973                          | 1 997   | 120 924                      | 44 644                            | 55 615                            |

**Table 1. Summary Statistics for the State: 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 -----                        | 379                       | (D)               | (D)                      | (D)                             | HH  | (D)                          | (D)                               | (D)                               |
| 5072   | Hardware -----   | 105                       | 1 029 468         | 38 617                   | 9 166                           | 1 552   | 169 155                      | 126 331                           | 128 736                           |
| 5074   | Plumbing and heating equipment and supplies (hydronics) -----                          | 148                       | 350 265           | 43 841                   | 10 470                          | 1 469   | 84 702                       | 41 213                            | 45 770                            |
| 5075   | Warm air heating and air-conditioning equipment and supplies -----                     | 110                       | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5078   | Refrigeration equipment and supplies -----   | 16                        | (D)               | (D)                      | (D)                             | CC  | (D)                          | (D)                               | (D)                               |
| 508  | Machinery, equipment, and supplies -----   | 725                       | 1 619 164         | 225 851                  | 52 315                          | 7 406   | 406 901                      | 284 555                           | 262 141                           |
| 5082   | Construction and mining (except petroleum) machinery and equipment -----               | 78                        | 217 105           | 30 456                   | 7 025                           | 918   | 53 169                       | 73 141                            | 62 540                            |
| 5083   | Farm and garden machinery and equipment -----  | 84                        | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 5084   | Industrial machinery and equipment -----   | 243                       | 610 308           | 85 159                   | 20 752                          | 2 690   | 149 834                      | 73 677                            | 63 765                            |
| 5085   | Industrial supplies -----  | 153                       | 275 444           | 39 036                   | 8 780                           | 1 262   | 70 110                       | 32 936                            | 34 201                            |
| 5087   | Service establishment equipment and supplies -----                                     | 127                       | 188 332           | 35 085                   | 7 955                           | 1 203   | 64 631                       | 16 746                            | 16 446                            |
| 5088   | Transportation equipment and supplies, except motor vehicles -----                     | 40                        | (D)               | (D)                      | (D)                             | CC  | (D)                          | (D)                               | (D)                               |
| 509  | Miscellaneous durable goods -----  | 354                       | (D)               | (D)                      | (D)                             | HH  | (D)                          | (D)                               | (D)                               |
| 5091   | Sporting and recreational goods and supplies -----                                     | 51                        | 96 533            | 10 757                   | 2 661                           | 503   | 24 280                       | 16 089                            | 14 070                            |
| 5092   | Toys and hobby goods and supplies -----  | 31                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5093   | Scrap and waste materials -----  | 110                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 5094   | Jewelry, watches, precious stones, and precious metals -----                           | 66                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5099   | Durable goods, n.e.c. -----  | 96                        | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| <b>51</b>  | <b>Nondurable goods -----</b>  | <b>1 842</b>              | <b>10 956 880</b> | <b>833 488</b>           | <b>192 242</b>                  | <b>30 340</b>   | <b>1 673 189</b>             | <b>791 662</b>                    | <b>794 402</b>                    |
| 511  | Paper and paper products -----   | 305                       | 1 476 227         | 150 369                  | 36 128                          | 5 026   | 275 441                      | 105 533                           | 104 774                           |
| 5111   | Printing and writing paper -----   | 36                        | 613 485           | 43 693                   | 10 168                          | 1 063   | 74 445                       | 37 061                            | 36 752                            |
| 5112   | Stationery and office supplies -----   | 200                       | 495 115           | 65 746                   | 16 469                          | 2 734   | 125 226                      | 41 495                            | 44 655                            |
| 5113   | Industrial and personal service paper -----  | 69                        | 367 627           | 40 930                   | 9 491                           | 1 229   | 75 770                       | 26 977                            | 23 367                            |
| 512  | Drugs, drug proprietaries, and druggists' sundries -----                               | 64                        | 927 380           | 39 103                   | 8 463                           | 1 388   | 75 447                       | 73 326                            | 75 714                            |
| 5122   | Drugs, drug proprietaries, and druggists' sundries -----                               | 64                        | 927 380           | 39 103                   | 8 463                           | 1 388   | 75 447                       | 73 326                            | 75 714                            |
| 513  | Apparel, piece goods, and notions -----  | 127                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 5131   | Piece goods, notions, and other dry goods -----  | 28                        | 68 879            | 6 963                    | 1 749                           | 241   | 18 453                       | 16 684                            | 14 819                            |
| 5136   | Men's and boys' clothing and furnishings -----   | 40                        | 83 737            | 9 295                    | 2 266                           | 333   | 20 461                       | 10 500                            | 10 933                            |
| 5137   | Women's, children's, and infants' clothing and accessories -----                       | 38                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5139   | Footwear -----   | 21                        | (D)               | (D)                      | (D)                             | CC  | (D)                          | (D)                               | (D)                               |
| 514  | Groceries and related products -----   | 512                       | 4 252 070         | 282 330                  | 63 992                          | 10 463  | 533 182                      | 197 034                           | 202 607                           |
| 5141   | Groceries, general line -----  | 56                        | (D)               | (D)                      | (D)                             | HH  | (D)                          | (D)                               | (D)                               |
| 5142   | Packaged frozen foods -----  | 41                        | 434 139           | 21 499                   | 4 891                           | 837   | 43 396                       | 28 427                            | 26 414                            |
| 5143   | Dairy products, except dried or canned -----   | 26                        | 245 291           | 16 244                   | 3 628                           | 545   | 33 042                       | 5 628                             | 5 328                             |
| 5144   | Poultry and poultry products -----   | 12                        | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5145   | Confectionery -----  | 30                        | 72 580            | 7 000                    | 1 686                           | 289   | 18 008                       | 5 448                             | 6 140                             |
| 5146   | Fish and seafoods -----  | 88                        | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5147   | Meats and meat products -----  | 33                        | 610 989           | 20 291                   | 4 460                           | 599   | 39 794                       | 15 093                            | 16 344                            |
| 5148   | Fresh fruits and vegetables -----  | 64                        | 421 576           | 29 393                   | 6 032                           | 1 123   | 56 727                       | 4 238                             | 3 773                             |
| 5149   | Groceries and related products, n.e.c. -----   | 162                       | (D)               | (D)                      | (D)                             | HH  | (D)                          | (D)                               | (D)                               |
| 515  | Farm-product raw materials -----   | 35                        | 294 335           | 5 185                    | 1 077                           | 207   | 18 082                       | 24 011                            | 22 521                            |
| 5153   | Grain and field beans -----  | 22                        | 262 918           | 3 986                    | 784                             | 148   | 14 130                       | 21 759                            | 20 052                            |
| 5154   | Livestock -----  | 8                         | (D)               | (D)                      | (D)                             | BB  | (D)                          | (D)                               | (D)                               |
| 5159   | Farm-product raw materials, n.e.c. -----   | 5                         | (D)               | (D)                      | (D)                             | BB  | (D)                          | (D)                               | (D)                               |
| 516  | Chemicals and allied products -----  | 127                       | 348 317           | 47 831                   | 11 495                          | 1 485   | 89 813                       | 33 982                            | 36 512                            |
| 5162   | Plastics materials and basic forms and shapes -----                                    | 25                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 5169   | Chemicals and allied products, n.e.c. -----  | 102                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 517  | Petroleum and petroleum products -----   | 112                       | 773 537           | 47 570                   | 11 857                          | 1 885   | 107 895                      | 39 440                            | 40 632                            |
| 5171   | Petroleum bulk stations and terminals -----  | 81                        | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 5172   | Petroleum and petroleum products wholesalers, except bulk stations and terminals ----- | 31                        | (D)               | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 518  | Beer, wine, and distilled alcoholic beverages -----                                    | 66                        | 911 145           | 88 191                   | 20 674                          | 2 655   | 160 978                      | 97 461                            | 84 304                            |
| 5181   | Beer and ale -----   | 47                        | 500 141           | 48 162                   | 11 043                          | 1 502   | 97 376                       | 36 412                            | 31 871                            |
| 5182   | Wine and distilled alcoholic beverages -----   | 19                        | 411 004           | 40 029                   | 9 631                           | 1 153   | 63 602                       | 61 049                            | 52 433                            |
| 519  | Miscellaneous nondurable goods -----   | 494                       | (D)               | (D)                      | (D)                             | II  | (D)                          | (D)                               | (D)                               |
| 5191   | Farm supplies -----  | 126                       | 309 832           | 27 002                   | 6 162                           | 1 274   | 59 054                       | 31 726                            | 30 799                            |
| 5192   | Books, periodicals, and newspapers -----   | 55                        | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| 5193   | Flowers, nursery stock, and florists' supplies -----                                   | 56                        | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5194   | Tobacco and tobacco products -----   | 19                        | (D)               | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
| 5198   | Paints, varnishes, and supplies -----  | 41                        | 93 428            | 10 604                   | 2 650                           | 441   | 27 003                       | 11 057                            | 9 165                             |
| 5199   | Nondurable goods, n.e.c. -----   | 197                       | (D)               | (D)                      | (D)                             | GG  | (D)                          | (D)                               | (D)                               |
| <b>Manufacturers' sales branches and sales offices -----</b> |  |                           |                   |                          |                                 |   |                              |                                   |                                   |
| <b>50</b>  | <b>Durable goods -----</b>   | <b>338</b>                | <b>12 015 310</b> | <b>592 515</b>           | <b>150 933</b>                  | <b>12 128</b>   | <b>1 063 146</b>             | <b>301 639</b>                    | <b>296 333</b>                    |
| 501  | Motor vehicles and motor vehicle parts and supplies -----                              | 30                        | 4 731 333         | 20 351                   | 4 845                           | 582   | 40 085                       | 64 911                            | 62 070                            |
| 502  | Furniture and homefurnishings -----  | 6                         | (D)               | (D)                      | (D)                             | CC  | (D)                          | (D)                               | (D)                               |
| 503  | Lumber and other construction materials -----  | 36                        | 249 018           | 15 230                   | 3 876                           | 448   | 30 633                       | 16 854                            | 16 310                            |
| 504  | Professional and commercial equipment and supplies -----                               | 89                        | 3 293 017         | 405 402                  | 102 856                         | 7 289   | 701 583                      | 121 499                           | 121 053                           |
| 505  | Metals and minerals, except petroleum -----  | 16                        | 345 961           | 12 930                   | 3 140                           | 374   | 38 341                       | 17 167                            | 18 291                            |
| 506  | Electrical goods -----   | 83                        | 2 156 214         | 93 180                   | 24 566                          | 2 248   | 171 296                      | 20 806                            | 18 441                            |

**Table 1. Summary Statistics for the State: 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>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 ----- | 21                      | 471 979          | 16 341                   | 4 315                           | 464   | 29 049                       | 24 920                            | 26 588                            |
| 508   | Machinery, equipment, and supplies -----                        | 51                      | 466 217          | 21 478                   | 5 555                           | 539   | 37 582                       | 12 269                            | 11 532                            |
| 509   | Miscellaneous durable goods -----                               | 6                       | (D)              | (D)                      | (D)                             | BB  | (D)                          | (D)                               | (D)                               |
| <b>51</b>   | <b>Nondurable goods -----</b>                                   | <b>277</b>              | <b>6 942 457</b> | <b>198 945</b>           | <b>52 126</b>                   | <b>6 155</b>  | <b>430 152</b>               | <b>148 545</b>                    | <b>161 038</b>                    |
| 511   | Paper and paper products -----                                  | 40                      | 553 553          | 18 366                   | 4 924                           | 554   | 30 585                       | 10 432                            | 10 669                            |
| 512   | Drugs, drug proprietaries, and druggists' sundries -----        | 6                       | 987 005          | 22 441                   | 8 922                           | 721   | 29 273                       | 15 089                            | 19 693                            |
| 513   | Apparel, piece goods, and notions -----                         | 5                       | 66 558           | 1 393                    | 359                             | 58  | 4 449                        | 12 740                            | 9 159                             |
| 514   | Groceries and related products -----                            | 91                      | 3 090 642        | 104 550                  | 24 372                          | 3 278   | 220 873                      | 19 000                            | 16 667                            |
| 515   | Farm-product raw materials -----                                | —                       | —                | —                        | —                               | —   | —                            | —                                 | —                                 |
| 516   | Chemicals and allied products -----                             | 27                      | 284 757          | 13 965                   | 3 896                           | 438   | 36 492                       | 5 752                             | 5 804                             |
| 517   | Petroleum and petroleum products -----                          | 20                      | 1 506 810        | 12 092                   | 2 802                           | 314   | 47 489                       | 76 768                            | 90 279                            |
| 518   | Beer, wine, and distilled alcoholic beverages -----             | 3                       | (D)              | (D)                      | (D)                             | AA  | (D)                          | (D)                               | (D)                               |
| 519   | Miscellaneous nondurable goods -----                            | 85                      | (D)              | (D)                      | (D)                             | FF  | (D)                          | (D)                               | (D)                               |
|   | <b>Agents, brokers, and commission merchants ----</b>           | <b>732</b>              | <b>5 595 809</b> | <b>155 533</b>           | <b>35 543</b>                   | <b>4 346</b>  | <b>287 890</b>               | <b>5 950</b>                      | <b>5 104</b>                      |
| <b>50</b>   | <b>Durable goods -----</b>                                      | <b>521</b>              | <b>2 728 259</b> | <b>96 389</b>            | <b>22 239</b>                   | <b>2 371</b>  | <b>175 608</b>               | <b>4 410</b>                      | <b>4 517</b>                      |
| 501   | Motor vehicles and motor vehicle parts and supplies -----       | 17                      | (D)              | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 502   | Furniture and homefurnishings -----                             | 60                      | 172 114          | 9 065                    | 2 497                           | 194   | 15 187                       | 138                               | 142                               |
| 503   | Lumber and other construction materials -----                   | 16                      | 31 785           | 1 157                    | 275                             | 37  | 2 418                        | 195                               | 50                                |
| 504   | Professional and commercial equipment and supplies -----        | 76                      | 303 388          | 14 560                   | 3 516                           | 277   | 27 479                       | 548                               | 619                               |
| 505   | Metals and minerals, except petroleum -----                     | 16                      | 59 274           | 1 533                    | 325                             | 37  | 4 008                        | 32                                | 20                                |
| 506   | Electrical goods -----  | 150                     | 931 568          | 32 192                   | 7 441                           | 765   | 56 621                       | 1 491                             | 2 204                             |
| 507   | Hardware, and plumbing and heating equipment and supplies ----- | 49                      | (D)              | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |
| 508   | Machinery, equipment, and supplies -----                        | 87                      | 271 254          | 11 774                   | 2 491                           | 261   | 23 313                       | 115                               | 126                               |
| 509   | Miscellaneous durable goods -----                               | 50                      | (D)              | (D)                      | (D)                             | CC  | (D)                          | (D)                               | (D)                               |
| <b>51</b>   | <b>Nondurable goods -----</b>                                   | <b>211</b>              | <b>2 867 550</b> | <b>59 144</b>            | <b>13 304</b>                   | <b>1 975</b>  | <b>112 282</b>               | <b>1 540</b>                      | <b>587</b>                        |
| 511   | Paper and paper products -----                                  | 29                      | 171 407          | 6 136                    | 1 398                           | 171   | 12 921                       | 328                               | 274                               |
| 512   | Drugs, drug proprietaries, and druggists' sundries -----        | 4                       | 20 311           | 713                      | 158                             | 26  | 1 354                        | 7                                 | 7                                 |
| 513   | Apparel, piece goods, and notions -----                         | 18                      | (D)              | (D)                      | (D)                             | BB  | (D)                          | (D)                               | (D)                               |
| 514   | Groceries and related products -----                            | 73                      | 2 154 316        | 36 411                   | 8 369                           | 1 143   | 62 294                       | —                                 | —                                 |
| 515   | Farm-product raw materials -----                                | 13                      | 63 874           | 1 281                    | 194                             | 215   | 3 498                        | 3                                 | 9                                 |
| 516   | Chemicals and allied products -----                             | 10                      | 94 462           | 3 177                    | 536                             | 59  | 5 002                        | 194                               | 128                               |
| 517   | Petroleum and petroleum products -----                          | —                       | —                | —                        | —                               | —   | —                            | —                                 | —                                 |
| 518   | Beer, wine, and distilled alcoholic beverages -----             | 4                       | (D)              | (D)                      | (D)                             | AA  | (D)                          | (D)                               | (D)                               |
| 519   | Miscellaneous nondurable goods -----                            | 60                      | (D)              | (D)                      | (D)                             | EE  | (D)                          | (D)                               | (D)                               |

**Table 2. Selected Ratios for the State: 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>7 356 245</b>            | <b>526 131</b>                      | <b>31 640</b>                       | <b>50.9</b>                      | <b>14</b>   | <b>11.8</b>                            | <b>5.9</b>                                  |
| <b>50</b> | <b>Durable goods -----</b>  | <b>6 609 676</b>            | <b>517 641</b>                      | <b>33 665</b>                       | <b>51.8</b>                      | <b>13</b>   | <b>12.6</b>                            | <b>6.8</b>                                  |
| 501       | Motor vehicles and motor vehicle parts and supplies -----                             | 14 255 994                  | 1 169 368                           | 26 552                              | 45.3                             | 12  | 5.0                                    | 6.6   |
| 5012      | Automobiles and other motor vehicles -----  | 65 744 922                  | 3 182 810                           | 33 391                              | 35.7                             | 21  | 2.9                                    | 4.5   |
| 5013      | Motor vehicle supplies and new parts -----  | 1 880 766                   | 190 545                             | 22 790                              | 53.2                             | 10  | 22.5                                   | 15.7  |
| 5014      | Tires and tubes -----   | 15 330 087                  | 1 035 006                           | 29 963                              | 55.8                             | 15  | 5.2                                    | 15.8  |
| 5015      | Motor vehicle parts, used -----   | 704 944                     | 74 292                              | 20 426                              | 56.1                             | 9   | 49.0                                   | 8.7   |
| 502       | Furniture and home furnishings -----  | 3 545 036                   | 274 678                             | 30 149                              | 54.8                             | 13  | 20.0                                   | 7.9   |
| 5021      | Furniture -----   | 3 276 846                   | 228 135                             | 29 273                              | 59.1                             | 14  | 21.7                                   | 3.8   |
| 5023      | Home furnishings -----  | 3 776 066                   | 324 109                             | 31 079                              | 51.0                             | 12  | 18.8                                   | 11.0  |
| 503       | Lumber and other construction materials -----   | 4 104 951                   | 305 948                             | 30 207                              | 51.8                             | 13  | 19.0                                   | 9.1   |
| 5031      | Lumber, plywood, millwork, and wood panels -----                                      | 5 402 799                   | 318 332                             | 28 896                              | 53.3                             | 17  | 17.0                                   | 9.9   |
| 5032      | Brick, stone, and related construction materials -----                                | 2 059 851                   | 288 724                             | 32 094                              | 43.1                             | 7   | 25.8                                   | 10.5  |
| 5033      | Roofing, siding, and insulation materials -----                                       | 5 067 293                   | 413 948                             | 32 617                              | 51.9                             | 12  | 15.2                                   | 7.8   |
| 5039      | Construction materials, n.e.c. -----  | 2 800 210                   | 213 174                             | 30 760                              | 53.8                             | 13  | 26.8                                   | 7.3   |
| 504       | Professional and commercial equipment and supplies -----                              | 7 056 675                   | 377 358                             | 42 811                              | 56.5                             | 19  | 20.1                                   | 5.9   |
| 5043      | Photographic equipment and supplies -----   | 5 422 138                   | 430 800                             | 35 578                              | 52.0                             | 13  | 15.9                                   | 5.6   |
| 5044      | Office equipment -----  | 2 572 314                   | 152 485                             | 31 647                              | 56.8                             | 17  | 36.6                                   | 7.6   |
| 5045      | Computers and computer peripheral equipment and software -----                        | 10 288 409                  | 439 126                             | 50 226                              | 56.8                             | 23  | 20.1                                   | 4.0   |
| 5046      | Commercial equipment, n.e.c. -----  | 2 706 580                   | 262 266                             | 29 797                              | 56.7                             | 10  | 20.0                                   | 7.6   |
| 5047      | Medical, dental, and hospital equipment and supplies -----                            | 9 169 037                   | 459 729                             | 38 883                              | 57.2                             | 20  | 14.8                                   | 9.3   |
| 5048      | Ophthalmic goods -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5049      | Professional equipment and supplies, n.e.c. -----                                     | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 505       | Metals and minerals, except petroleum -----   | 12 136 930                  | 878 412                             | 33 302                              | 47.4                             | 14  | 8.0                                    | 4.3   |
| 5051      | Metals service centers and offices -----  | 11 761 764                  | 844 878                             | 31 015                              | 51.6                             | 14  | 7.1                                    | 4.5   |
| 5052      | Coal and other minerals and ores -----  | 15 313 333                  | 1 184 021                           | 54 149                              | 33.1                             | 13  | 13.8                                   | 3.0   |
| 506       | Electrical goods -----  | 6 853 095                   | 595 316                             | 35 768                              | 53.8                             | 12  | 11.2                                   | 4.2   |
| 5063      | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 4 181 744                   | 427 997                             | 32 958                              | 56.3                             | 10  | 13.7                                   | 5.8   |
| 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 -----                       | 5 416 944                   | 498 914                             | 29 450                              | 38.7                             | 11  | 15.3                                   | 10.2  |
| 5072      | Hardware -----  | 10 501 768                  | 722 864                             | 26 653                              | 26.1                             | 15  | 14.1                                   | 11.1  |
| 5074      | Plumbing and heating equipment and supplies (hydronics) -----                         | 3 657 549                   | 374 190                             | 30 271                              | 51.7                             | 10  | 15.7                                   | 8.3   |
| 5075      | Warm air heating and air-conditioning equipment and supplies -----                    | 3 308 015                   | 363 854                             | 32 161                              | 50.3                             | 9   | 17.6                                   | 10.8  |
| 5078      | Refrigeration equipment and supplies -----  | 2 669 050                   | 301 588                             | 32 068                              | 55.3                             | 9   | 19.2                                   | 5.8   |
| 508       | Machinery, equipment, and supplies -----  | 2 730 747                   | 287 184                             | 31 575                              | 55.4                             | 10  | 19.9                                   | 11.6  |
| 5082      | Construction and mining (except petroleum) machinery and equipment -----              | 5 763 349                   | 474 304                             | 35 958                              | 55.8                             | 12  | 13.6                                   | 13.4  |
| 5083      | Farm and garden machinery and equipment -----   | 3 049 148                   | 237 877                             | 26 093                              | 52.9                             | 13  | 20.7                                   | 27.4  |
| 5084      | Industrial machinery and equipment -----  | 2 602 770                   | 269 704                             | 32 361                              | 56.6                             | 10  | 21.2                                   | 8.2   |
| 5085      | Industrial supplies -----   | 2 236 076                   | 291 731                             | 31 360                              | 55.1                             | 8   | 19.5                                   | 8.9   |
| 5087      | Service establishment equipment and supplies -----                                    | 1 680 660                   | 172 595                             | 29 790                              | 55.8                             | 10  | 30.9                                   | 7.7   |
| 5088      | Transportation equipment and supplies, except motor vehicles -----                    | 2 551 093                   | 529 842                             | 39 319                              | 50.4                             | 5   | 14.7                                   | 9.6   |
| 509       | Miscellaneous durable goods -----   | 3 642 380                   | 348 269                             | 23 659                              | 47.6                             | 10  | 14.3                                   | 7.3   |
| 5091      | Sporting and recreational goods and supplies -----                                    | 3 057 853                   | 362 254                             | 25 542                              | 46.7                             | 8   | 15.1                                   | 7.0   |
| 5092      | Toys and hobby goods and supplies -----   | 1 848 886                   | 179 255                             | 21 066                              | 46.7                             | 10  | 25.7                                   | 11.8  |
| 5093      | Scrap and waste materials -----   | 3 858 649                   | 300 059                             | 25 174                              | 49.0                             | 13  | 17.1                                   | 4.7   |
| 5094      | Jewelry, watches, precious stones, and precious metals -----                          | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5099      | Durable goods, n.e.c. -----   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| <b>51</b> | <b>Nondurable goods -----</b>   | <b>8 912 827</b>            | <b>539 820</b>                      | <b>28 375</b>                       | <b>49.3</b>                      | <b>17</b>   | <b>10.7</b>                            | <b>4.6</b>                                  |
| 511       | Paper and paper products -----  | 5 885 527                   | 382 749                             | 30 407                              | 54.8                             | 15  | 14.5                                   | 5.3   |
| 5111      | Printing and writing paper -----  | 16 329 354                  | 686 348                             | 40 765                              | 57.7                             | 24  | 10.3                                   | 4.9   |
| 5112      | Stationery and office supplies -----  | 2 829 908                   | 216 287                             | 24 770                              | 52.4                             | 13  | 21.8                                   | 7.2   |
| 5113      | Industrial and personal service paper -----   | 8 452 955                   | 497 565                             | 34 236                              | 56.2                             | 17  | 12.3                                   | 3.9   |
| 512       | Drugs, drug proprietaries, and druggists' sundries -----                              | 26 144 541                  | 906 181                             | 29 160                              | 58.7                             | 29  | 5.5                                    | 4.9   |
| 5122      | Drugs, drug proprietaries, and druggists' sundries -----                              | 26 144 541                  | 906 181                             | 29 160                              | 58.7                             | 29  | 5.5                                    | 4.9   |
| 513       | Apparel, piece goods, and notions -----   | 4 022 060                   | 477 679                             | 29 877                              | 27.7                             | 8   | 22.5                                   | 14.8  |
| 5131      | Piece goods, notions, and other dry goods -----                                       | 3 315 941                   | 435 297                             | 29 730                              | 37.4                             | 8   | 18.3                                   | 18.0  |
| 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 -----  | 12 546 909                  | 1 232 286                           | 52 308                              | 15.2                             | 10  | 27.9                                   | 17.8  |
| 514       | Groceries and related products -----  | 14 048 858                  | 638 070                             | 28 439                              | 51.9                             | 22  | 8.6                                    | 2.3   |
| 5141      | Groceries, general line -----   | 35 322 227                  | 648 655                             | 30 306                              | 58.0                             | 54  | 8.1                                    | 3.9   |
| 5142      | Packaged frozen foods -----   | 14 830 450                  | 846 648                             | 27 701                              | 47.6                             | 18  | 6.9                                    | 3.0   |
| 5143      | Dairy products, except dried or canned -----  | 15 123 405                  | 702 636                             | 28 934                              | 52.1                             | 22  | 7.9                                    | 1.0   |
| 5144      | Poultry and poultry products -----  | 15 151 176                  | 451 086                             | 25 123                              | 66.3                             | 34  | 8.4                                    | 1.3   |
| 5145      | Confectionery -----   | 19 875 095                  | 729 680                             | 24 962                              | 53.1                             | 27  | 6.4                                    | .9  |
| 5146      | Fish and seafoods -----   | 2 657 472                   | 264 558                             | 18 450                              | 45.7                             | 10  | 15.3                                   | 1.8   |
| 5147      | Meats and meat products -----   | 17 701 976                  | 1 017 077                           | 31 878                              | 51.2                             | 17  | 6.1                                    | 2.2   |
| 5148      | Fresh fruits and vegetables -----   | 6 485 099                   | 402 484                             | 26 378                              | 52.0                             | 16  | 12.6                                   | .8  |
| 5149      | Groceries and related products, n.e.c. -----  | 12 582 943                  | 640 690                             | 30 144                              | 48.4                             | 20  | 9.7                                    | 1.9   |
| 515       | Farm-product raw materials -----  | 7 462 688                   | 848 836                             | 15 322                              | 30.0                             | 9   | 6.0                                    | 6.3   |
| 5153      | Grain and field beans -----   | 11 950 818                  | 1 776 473                           | 26 932                              | 28.2                             | 7   | 5.4                                    | 7.6   |
| 5154      | Livestock -----   | 4 088 200                   | 312 872                             | 5 847                               | 29.1                             | 13  | 6.4                                    | 3.5   |
| 5159      | Farm-product raw materials, n.e.c. -----  | 3 088 000                   | 435 487                             | 17 103                              | 38.0                             | 7   | 10.3                                   | 1.0   |
| 516       | Chemicals and allied products -----   | 4 436 195                   | 367 072                             | 32 782                              | 49.5                             | 12  | 18.0                                   | 5.8   |
| 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)   |

See footnotes at end of table.

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**MARYLAND MD-13**

**Table 2. Selected Ratios for the State: 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 -----   | 17 275 356                  | 1 036 993                           | 27 131                              | 38.4                             | 17  | 6.8                                    | 5.7   |
| 5171      | Petroleum bulk stations and terminals (D)  | (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 -----                                    | 13 499 411                  | 367 160                             | 33 464                              | 53.4                             | 37  | 17.1                                   | 8.6   |
| 5181      | Beer and ale -----   | 10 641 298                  | 332 983                             | 32 065                              | 49.5                             | 32  | 19.5                                   | 6.4   |
| 5182      | Wine and distilled alcoholic beverages -----   | 18 666 000                  | 410 589                             | 35 242                              | 58.7                             | 45  | 14.6                                   | 10.8  |
| 519       | Miscellaneous nondurable goods -----   | 3 410 200                   | 304 772                             | 24 126                              | 47.7                             | 11  | 16.6                                   | 7.2   |
| 5191      | Farm supplies -----  | 2 515 865                   | 257 056                             | 20 773                              | 44.9                             | 10  | 18.0                                   | 9.3   |
| 5192      | Books, periodicals, and newspapers -----   | 6 505 667                   | 200 280                             | 23 710                              | 52.5                             | 32  | 22.6                                   | 9.6   |
| 5193      | Flowers, nursery stock, and florists' supplies (D)                                     | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5194      | Tobacco and tobacco products -----   | 23 527 550                  | 701 288                             | 25 258                              | 53.3                             | 34  | 6.8                                    | 7.4   |
| 5198      | Paints, varnishes, and supplies -----  | 3 251 183                   | 386 868                             | 27 232                              | 38.6                             | 8   | 18.2                                   | 4.2   |
| 5199      | Nondurable goods, n.e.c. -----   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
|           | <b>Merchant wholesalers -----</b>  | <b>4 849 018</b>            | <b>363 714</b>                      | <b>28 673</b>                       | <b>50.0</b>                      | <b>13</b>   | <b>15.8</b>                            | <b>9.5</b>                                  |
| <b>50</b> | <b>Durable goods -----</b>   | <b>4 342 645</b>            | <b>365 359</b>                      | <b>29 440</b>                       | <b>50.0</b>                      | <b>12</b>   | <b>16.1</b>                            | <b>10.9</b>                                 |
| 501       | Motor vehicles and motor vehicle parts and supplies -----                              | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5012      | Automobiles and other motor vehicles -----   | 30 565 087                  | 1 647 134                           | 34 153                              | 33.0                             | 19  | 6.3                                    | 9.6   |
| 5013      | Motor vehicle supplies and new parts -----   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5014      | Tires and tubes -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5015      | Motor vehicle parts, used -----  | 704 944                     | 74 292                              | 20 426                              | 56.1                             | 9   | 49.0                                   | 8.7   |
| 502       | Furniture and home furnishings -----   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5021      | Furniture -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5023      | Home furnishings -----   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 503       | Lumber and other construction materials -----  | 3 878 960                   | 274 502                             | 29 794                              | 52.1                             | 14  | 20.8                                   | 9.9   |
| 5031      | Lumber, plywood, millwork, and wood panels -----                                       | 5 311 694                   | 312 179                             | 28 854                              | 52.8                             | 17  | 17.5                                   | 10.0  |
| 5032      | Brick, stone, and related construction materials -----                                 | 1 813 617                   | 225 503                             | 32 056                              | 43.9                             | 8   | 32.4                                   | 11.4  |
| 5033      | Roofing, siding, and insulation materials -----  | 4 045 370                   | 296 317                             | 31 890                              | 52.6                             | 14  | 20.4                                   | 10.6  |
| 5039      | Construction materials, n.e.c. -----   | 2 434 310                   | 186 850                             | 29 763                              | 54.6                             | 13  | 29.2                                   | 7.7   |
| 504       | Professional and commercial equipment and supplies -----                               | 3 852 389                   | 301 036                             | 32 922                              | 55.1                             | 13  | 19.8                                   | 9.1   |
| 5043      | Photographic equipment and supplies -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5044      | Office equipment -----   | 1 786 917                   | 129 529                             | 26 476                              | 57.5                             | 14  | 35.6                                   | 9.8   |
| 5045      | Computers and computer peripheral equipment and software -----                         | 5 060 034                   | 422 219                             | 35 594                              | 56.5                             | 12  | 14.9                                   | 7.5   |
| 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 -----   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5049      | Professional equipment and supplies, n.e.c. -----                                      | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 505       | Metals and minerals, except petroleum -----  | 11 983 718                  | 849 909                             | 32 802                              | 53.2                             | 14  | 7.3                                    | 4.3   |
| 5051      | Metals service centers and offices -----   | 11 563 232                  | 789 490                             | 31 006                              | 53.6                             | 15  | 7.3                                    | 4.6   |
| 5052      | Coal and other minerals and ores -----   | 15 768 091                  | 1 717 317                           | 58 584                              | 50.1                             | 9   | 6.8                                    | 2.4   |
| 506       | Electrical goods -----   | 3 547 084                   | 329 096                             | 32 147                              | 52.8                             | 11  | 18.5                                   | 11.0  |
| 5063      | Electrical apparatus and equipment, wiring supplies, and construction materials -----  | 3 099 019                   | 291 373                             | 30 280                              | 55.2                             | 11  | 18.8                                   | 10.9  |
| 5064      | Electrical appliances, television and radio sets -----                                 | 7 421 578                   | 496 242                             | 32 703                              | 40.1                             | 15  | 16.4                                   | 15.3  |
| 5065      | Electronic parts and equipment, n.e.c. -----   | 3 136 830                   | 314 154                             | 34 009                              | 56.2                             | 10  | 19.3                                   | 8.9   |
| 507       | Hardware, and plumbing and heating equipment and supplies -----                        | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5072      | Hardware -----   | 9 804 457                   | 663 317                             | 24 882                              | 22.8                             | 15  | 16.4                                   | 12.5  |
| 5074      | Plumbing and heating equipment and supplies (hydronics) -----                          | 2 366 655                   | 238 438                             | 29 844                              | 51.8                             | 10  | 24.2                                   | 13.1  |
| 5075      | Warm air heating and air-conditioning equipment and supplies -----                     | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5078      | Refrigeration equipment and supplies -----   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 508       | Machinery, equipment, and supplies -----   | 2 233 330                   | 218 629                             | 30 496                              | 55.5                             | 10  | 25.1                                   | 16.2  |
| 5082      | Construction and mining (except petroleum) machinery and equipment -----               | 2 783 397                   | 236 498                             | 33 176                              | 57.3                             | 12  | 24.5                                   | 28.8  |
| 5083      | Farm and garden machinery and equipment -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5084      | Industrial machinery and equipment -----   | 2 511 556                   | 226 880                             | 31 658                              | 56.8                             | 11  | 24.6                                   | 10.4  |
| 5085      | Industrial supplies -----  | 1 800 288                   | 218 280                             | 30 932                              | 55.7                             | 8   | 25.5                                   | 12.4  |
| 5087      | Service establishment equipment and supplies -----                                     | 1 482 929                   | 156 552                             | 29 165                              | 54.3                             | 9   | 34.3                                   | 8.7   |
| 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 -----                                     | 1 892 804                   | 191 915                             | 21 386                              | 44.3                             | 10  | 25.2                                   | 14.6  |
| 5092      | Toys and hobby goods and supplies -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5093      | Scrap and waste materials -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5094      | Jewelry, watches, precious stones, and precious metals -----                           | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5099      | Durable goods, n.e.c. -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| <b>51</b> | <b>Nondurable goods -----</b>  | <b>5 948 360</b>            | <b>361 136</b>                      | <b>27 472</b>                       | <b>49.8</b>                      | <b>16</b>   | <b>15.3</b>                            | <b>7.3</b>                                  |
| 511       | Paper and paper products -----   | 4 840 089                   | 293 718                             | 29 918                              | 54.6                             | 16  | 18.7                                   | 7.1   |
| 5111      | Printing and writing paper -----   | 17 041 250                  | 577 126                             | 41 103                              | 58.7                             | 30  | 12.1                                   | 6.0   |
| 5112      | Stationery and office supplies -----   | 2 475 575                   | 181 095                             | 24 048                              | 52.5                             | 14  | 25.3                                   | 9.0   |
| 5113      | Industrial and personal service paper -----  | 5 327 928                   | 299 127                             | 33 303                              | 54.0                             | 18  | 20.6                                   | 6.4   |
| 512       | Drugs, drug proprietaries, and druggists' sundries -----                               | 14 490 313                  | 668 141                             | 28 172                              | 51.8                             | 22  | 8.1                                    | 8.2   |
| 5122      | Drugs, drug proprietaries, and druggists' sundries -----                               | 14 490 313                  | 668 141                             | 28 172                              | 51.8                             | 22  | 8.1                                    | 8.2   |
| 513       | Apparel, piece goods, and notions -----  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5131      | Piece goods, notions, and other dry goods -----  | 2 459 964                   | 285 805                             | 28 892                              | 37.7                             | 9   | 26.8                                   | 21.5  |
| 5136      | Men's and boys' clothing and furnishings -----   | 2 093 425                   | 251 462                             | 27 913                              | 45.4                             | 8   | 24.4                                   | 13.1  |
| 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)   |

See footnotes at end of table.

**Table 2. Selected Ratios for the State: 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 .....   | 8 304 824                   | 406 391                             | 26 984                              | 53.0                             | 20  | 12.5                                   | 4.8   |
| 5141   | Groceries, general line .....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5142   | Packaged frozen foods .....  | 10 588 756                  | 518 685                             | 25 686                              | 49.5                             | 20  | 10.0                                   | 6.1   |
| 5143   | Dairy products, except dried or canned .....   | 9 434 269                   | 450 075                             | 29 806                              | 49.2                             | 21  | 13.5                                   | 2.2   |
| 5144   | Poultry and poultry products .....   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5145   | Confectionery .....  | 2 419 333                   | 251 142                             | 24 221                              | 38.9                             | 10  | 24.8                                   | 8.5   |
| 5146   | Fish and seafoods .....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5147   | Meats and meat products .....  | 18 514 818                  | 1 020 015                           | 33 875                              | 51.0                             | 18  | 6.5                                    | 2.7   |
| 5148   | Fresh fruits and vegetables .....  | 6 587 125                   | 375 402                             | 26 174                              | 51.8                             | 18  | 13.5                                   | .9  |
| 5149   | Groceries and related products, n.e.c. ....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 515  | Farm-product raw materials .....   | 8 409 571                   | 1 421 908                           | 25 048                              | 28.7                             | 6   | 6.1                                    | 7.7   |
| 5153   | Grain and field beans .....  | 11 950 818                  | 1 776 473                           | 26 932                              | 28.2                             | 7   | 5.4                                    | 7.6   |
| 5154   | Livestock .....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5159   | Farm-product raw materials, n.e.c. ....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 516  | Chemicals and allied products .....  | 2 742 654                   | 234 557                             | 32 209                              | 53.3                             | 12  | 25.8                                   | 10.5  |
| 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 .....   | 6 906 580                   | 410 364                             | 25 236                              | 44.1                             | 17  | 13.9                                   | 5.3   |
| 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 .....                                    | 13 805 227                  | 343 181                             | 33 217                              | 54.8                             | 40  | 17.7                                   | 9.3   |
| 5181   | Beer and ale .....   | 10 641 298                  | 332 983                             | 32 065                              | 49.5                             | 32  | 19.5                                   | 6.4   |
| 5182   | Wine and distilled alcoholic beverages .....   | 21 631 789                  | 356 465                             | 34 717                              | 62.9                             | 61  | 15.5                                   | 12.8  |
| 519  | Miscellaneous nondurable goods .....   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5191   | Farm supplies .....  | 2 458 984                   | 243 196                             | 21 195                              | 45.7                             | 10  | 19.1                                   | 9.9   |
| 5192   | Books, periodicals, and newspapers .....   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5193   | Flowers, nursery stock, and florists' supplies .....                                   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5194   | Tobacco and tobacco products .....   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 5198   | Paints, varnishes, and supplies .....  | 2 278 732                   | 211 855                             | 24 045                              | 39.3                             | 11  | 28.9                                   | 9.8   |
| 5199   | Nondurable goods, n.e.c. ....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| <b>Manufacturers' sales branches and sales offices .....</b> |  | <b>30 825 637</b>           | <b>1 036 907</b>                    | <b>43 289</b>                       | <b>53.0</b>                      | <b>30</b>   | <b>7.9</b>                             | <b>2.4</b>                                  |
| <b>50</b>  | <b>Durable goods .....</b>   | <b>35 548 254</b>           | <b>990 708</b>                      | <b>48 855</b>                       | <b>55.7</b>                      | <b>36</b>   | <b>8.8</b>                             | <b>2.5</b>                                  |
| 501  | Motor vehicles and motor vehicle parts and supplies .....                              | 157 711 100                 | 8 129 438                           | 34 967                              | 50.8                             | 19  | .8                                     | 1.3   |
| 502  | Furniture and home furnishings .....   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 503  | Lumber and other construction materials .....  | 6 917 167                   | 555 844                             | 33 996                              | 49.7                             | 12  | 12.3                                   | 6.5   |
| 504  | Professional and commercial equipment and supplies .....                               | 37 000 191                  | 451 779                             | 55 618                              | 57.8                             | 82  | 21.3                                   | 3.7   |
| 505  | Metals and minerals, except petroleum .....  | 21 622 563                  | 925 029                             | 34 572                              | 33.7                             | 23  | 11.1                                   | 5.3   |
| 506  | Electrical goods .....   | 25 978 482                  | 959 170                             | 41 450                              | 54.4                             | 27  | 7.9                                    | .9  |
| 507  | Hardware, and plumbing and heating equipment and supplies .....                        | 22 475 190                  | 1 017 196                           | 35 218                              | 56.3                             | 22  | 6.2                                    | 5.6   |
| 508  | Machinery, equipment, and supplies .....   | 9 141 510                   | 864 967                             | 39 848                              | 57.1                             | 11  | 8.1                                    | 2.5   |
| 509  | Miscellaneous durable goods .....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| <b>51</b>  | <b>Nondurable goods .....</b>  | <b>25 063 022</b>           | <b>1 127 938</b>                    | <b>32 323</b>                       | <b>46.2</b>                      | <b>22</b>   | <b>6.2</b>                             | <b>2.3</b>                                  |
| 511  | Paper and paper products .....   | 13 838 825                  | 999 193                             | 33 152                              | 60.0                             | 14  | 5.5                                    | 1.9   |
| 512  | Drugs, drug proprietaries, and druggists' sundries .....                               | 164 500 833                 | 1 368 939                           | 31 125                              | 76.7                             | 120   | 3.0                                    | 2.0   |
| 513  | Apparel, piece goods, and notions .....  | 13 311 600                  | 1 147 552                           | 24 017                              | 31.3                             | 12  | 6.7                                    | 13.8  |
| 514  | Groceries and related products .....   | 33 963 099                  | 942 844                             | 31 894                              | 47.3                             | 36  | 7.1                                    | .5  |
| 515  | Farm-product raw materials .....   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 516  | Chemicals and allied products .....  | 10 546 556                  | 650 130                             | 31 884                              | 38.3                             | 16  | 12.8                                   | 2.0   |
| 517  | Petroleum and petroleum products .....   | 75 340 500                  | 4 798 758                           | 38 510                              | 25.5                             | 16  | 3.2                                    | 6.0   |
| 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)   |
| <b>Agents, brokers, and commission merchants .....</b>       |  | <b>7 644 548</b>            | <b>1 287 577</b>                    | <b>35 788</b>                       | <b>54.0</b>                      | <b>6</b>  | <b>5.1</b>                             | <b>.1</b>                                   |
| <b>50</b>  | <b>Durable goods .....</b>   | <b>5 236 582</b>            | <b>1 150 679</b>                    | <b>40 653</b>                       | <b>54.9</b>                      | <b>5</b>  | <b>6.4</b>                             | <b>.2</b>                                   |
| 501  | Motor vehicles and motor vehicle parts and supplies .....                              | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 502  | Furniture and home furnishings .....   | 2 868 567                   | 887 186                             | 46 727                              | 59.7                             | 3   | 8.8                                    | .1  |
| 503  | Lumber and other construction materials .....  | 1 986 563                   | 859 054                             | 31 270                              | 47.8                             | 2   | 7.6                                    | .2  |
| 504  | Professional and commercial equipment and supplies .....                               | 3 991 947                   | 1 095 264                           | 52 563                              | 53.0                             | 4   | 9.1                                    | .2  |
| 505  | Metals and minerals, except petroleum .....  | 3 704 625                   | 1 602 000                           | 41 432                              | 38.2                             | 2   | 6.8                                    | –   |
| 506  | Electrical goods .....   | 6 210 453                   | 1 217 736                           | 42 081                              | 56.9                             | 5   | 6.1                                    | .2  |
| 507  | Hardware, and plumbing and heating equipment and supplies .....                        | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 508  | Machinery, equipment, and supplies .....   | 3 117 862                   | 1 039 287                           | 45 111                              | 50.5                             | 3   | 8.6                                    | –   |
| 509  | Miscellaneous durable goods .....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| <b>51</b>  | <b>Nondurable goods .....</b>  | <b>13 590 284</b>           | <b>1 451 924</b>                    | <b>29 946</b>                       | <b>52.7</b>                      | <b>9</b>  | <b>3.9</b>                             | <b>–</b>                                    |
| 511  | Paper and paper products .....   | 5 910 586                   | 1 002 380                           | 35 883                              | 47.5                             | 6   | 7.5                                    | .2  |
| 512  | Drugs, drug proprietaries, and druggists' sundries .....                               | 5 077 750                   | 781 192                             | 27 423                              | 52.7                             | 7   | 6.7                                    | –   |
| 513  | Apparel, piece goods, and notions .....  | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 514  | Groceries and related products .....   | 29 511 178                  | 1 884 791                           | 31 856                              | 58.5                             | 16  | 2.9                                    | –   |
| 515  | Farm-product raw materials .....   | 4 913 385                   | 297 088                             | 5 958                               | 36.6                             | 17  | 5.5                                    | –   |
| 516  | Chemicals and allied products .....  | 9 446 200                   | 1 601 051                           | 53 847                              | 63.5                             | 6   | 5.3                                    | .1  |
| 517  | Petroleum and petroleum products .....   | (D)                         | (D)                                 | (D)                                 | (D)                              | (D)   | (D)                                    | (D)   |
| 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 State: 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           | 1987         | 1992              | 1987              | Percent change<br>1987 to<br>1992 | 1992             | 1987             | Percent change<br>1987 to<br>1992 | 1992   | 1987          |
|           |   | (number)       | (number)     | (\$1,000)         | (\$1,000)         |                                   | (\$1,000)        | (\$1,000)        |                                   | (number)   | (number)      |
|           | <b>Wholesale trade</b> .....  | <b>7 188</b>   | <b>6 667</b> | <b>52 876 692</b> | <b>41 127 967</b> | <b>28.6</b>                       | <b>3 179 825</b> | <b>2 495 769</b> | <b>27.4</b>                       | <b>100 501</b>                                   | <b>99 512</b> |
| <b>50</b> | <b>Durable goods</b> .....  | <b>4 858</b>   | <b>4 540</b> | <b>32 109 805</b> | <b>26 136 670</b> | <b>22.9</b>                       | <b>2 088 248</b> | <b>1 705 986</b> | <b>22.4</b>                       | <b>62 031</b>                                    | <b>64 420</b> |
| 501       | Motor vehicles and motor vehicle parts and supplies ---                               | 727            | 692          | 10 364 108        | 8 936 008         | 16.0                              | 235 329          | 194 859          | 20.8                              | 8 863  | 9 149         |
| 5012      | Automobiles and other motor vehicles .....  | 128            | 116          | 8 415 350         | 7 450 848         | 12.9                              | 88 285           | 75 680           | 16.7                              | 2 644  | 2 814         |
| 5013      | Motor vehicle supplies and new parts .....  | 440            | 443          | 827 537           | 828 752           | -1                                | 98 978           | 90 112           | 9.8                               | 4 343  | 4 846         |
| 5014      | Tires and tubes .....   | 69             | 51           | 1 057 776         | 605 658           | 74.6                              | 30 622           | 18 249           | 67.8                              | 1 022  | 771           |
| 5015      | Motor vehicle parts, used .....   | 90             | 82           | 63 445            | 50 750            | 25.0                              | 17 444           | 10 818           | 61.2                              | 854  | 718           |
| 502       | Furniture and homefurnishings .....   | 309            | 275          | 1 095 416         | 970 629           | 12.9                              | 120 234          | 83 496           | 44.0                              | 3 988  | 3 569         |
| 5021      | Furniture .....   | 143            | 142          | 468 589           | 456 129           | 2.7                               | 60 127           | 47 527           | 26.5                              | 2 054  | 2 043         |
| 5023      | Homefurnishings .....   | 166            | 133          | 626 827           | 514 500           | 21.8                              | 60 107           | 35 969           | 67.1                              | 1 934  | 1 526         |
| 503       | Lumber and other construction materials .....   | 350            | 330          | 1 436 733         | 1 562 816         | -8.1                              | 141 850          | 129 772          | 9.3                               | 4 696  | 5 086         |
| 5031      | Lumber, plywood, millwork, and wood panels .....                                      | 144            | 142          | 778 003           | 862 389           | -9.8                              | 70 622           | 69 978           | .9                                | 2 444  | 2 902         |
| 5032      | Brick, stone, and related construction materials .....                                | 67             | 62           | 138 010           | 162 103           | -14.9                             | 15 341           | 14 844           | 3.3                               | 478  | 510           |
| 5033      | Roofing, siding, and insulation materials .....                                       | 58             | 54           | 293 903           | 336 555           | -12.7                             | 23 158           | 19 862           | 16.6                              | 710  | 716           |
| 5039      | Construction materials, n.e.c. .....  | 81             | 72           | 226 817           | 201 769           | 12.4                              | 32 729           | 25 088           | 30.5                              | 1 064  | 958           |
| 504       | Professional and commercial equipment and supplies .....                              | 924            | 854          | 6 520 368         | 4 089 295         | 59.4                              | 739 733          | 514 566          | 43.8                              | 17 279   | 16 837        |
| 5043      | Photographic equipment and supplies .....   | 29             | 27           | 157 242           | 128 808           | 22.1                              | 12 986           | 8 117            | 60.0                              | 365  | 259           |
| 5044      | Office equipment .....  | 153            | 209          | 393 564           | 518 101           | -24.0                             | 81 680           | 89 575           | -8.8                              | 2 581  | 3 473         |
| 5045      | Computers and computer peripheral equipment and software .....                        | 389            | 292          | 4 002 191         | 2 530 072         | 58.2                              | 457 764          | 312 626          | 46.4                              | 9 114  | 9 042         |
| 5046      | Commercial equipment, n.e.c. .....  | 100            | 105          | 270 658           | 192 705           | 40.5                              | 30 751           | 27 459           | 12.0                              | 1 032  | 1 097         |
| 5047      | Medical, dental, and hospital equipment and supplies .....                            | 162            | 132          | 1 485 384         | 537 449           | 176.4                             | 125 632          | 56 031           | 124.2                             | 3 231  | 2 010         |
| 5048      | Ophthalmic goods .....  | 27             | 26           | (D)               | 49 679            | (D)                               | (D)              | 6 028            | (D)                               | EE   | 366           |
| 5049      | Professional equipment and supplies, n.e.c. .....                                     | 64             | 63           | (D)               | 132 481           | (D)                               | (D)              | 14 730           | (D)                               | FF   | 590           |
| 505       | Metals and minerals, except petroleum .....   | 142            | 127          | 1 723 444         | 1 297 722         | 32.8                              | 65 339           | 55 842           | 17.0                              | 1 962  | 1 953         |
| 5051      | Metals service centers and offices .....  | 127            | 113          | 1 493 744         | 811 193           | 84.1                              | 54 834           | 47 535           | 15.4                              | 1 768  | 1 744         |
| 5052      | Coal and other minerals and ores .....  | 15             | 14           | 229 700           | 486 529           | -52.8                             | 10 505           | 8 307            | 26.5                              | 194  | 209           |
| 506       | Electrical goods .....  | 684            | 662          | 4 687 517         | 3 874 097         | 21.0                              | 281 639          | 277 568          | 1.5                               | 7 874  | 9 222         |
| 5063      | Electrical apparatus and equipment, wiring supplies, and construction materials ..... | 305            | 284          | 1 275 432         | 1 280 102         | -4                                | 98 214           | 92 739           | 5.9                               | 2 980  | 3 361         |
| 5064      | Electrical appliances, television and radio sets .....                                | 67             | 66           | (D)               | 982 489           | (D)                               | (D)              | 28 408           | (D)                               | FF   | 894           |
| 5065      | Electronic parts and equipment, n.e.c. .....  | 312            | 312          | (D)               | 1 611 506         | (D)                               | (D)              | 156 421          | (D)                               | HH   | 4 967         |
| 507       | Hardware, and plumbing and heating equipment and supplies .....                       | 449            | 385          | 2 432 208         | 1 347 688         | 80.5                              | 143 571          | 121 149          | 18.5                              | 4 875  | 4 863         |
| 5072      | Hardware .....  | 125            | 104          | 1 312 721         | 438 997           | 199.0                             | 48 402           | 40 240           | 20.3                              | 1 816  | 1 788         |
| 5074      | Plumbing and heating equipment and supplies (hydronics) .....                         | 173            | 139          | 632 756           | 514 153           | 23.1                              | 51 189           | 47 784           | 7.1                               | 1 691  | 1 851         |
| 5075      | Warm air heating and air-conditioning equipment and supplies .....                    | 131            | 116          | 433 350           | 356 439           | 21.6                              | 38 304           | 27 676           | 38.4                              | 1 191  | 1 024         |
| 5078      | Refrigeration equipment and supplies .....  | 20             | 26           | 53 381            | 38 099            | 40.1                              | 5 676            | 5 449            | 4.2                               | 177  | 200           |
| 508       | Machinery, equipment, and supplies .....  | 863            | 815          | 2 356 635         | 2 982 446         | -21.0                             | 259 103          | 245 524          | 5.5                               | 8 206  | 9 611         |
| 5082      | Construction and mining (except petroleum) machinery and equipment .....              | 86             | 84           | 495 648           | 856 189           | -42.1                             | 37 576           | 49 530           | -24.1                             | 1 045  | 1 602         |
| 5083      | Farm and garden machinery and equipment .....   | 88             | 95           | 268 325           | 271 339           | -1.1                              | 29 433           | 27 202           | 8.2                               | 1 128  | 1 343         |
| 5084      | Industrial machinery and equipment .....  | 309            | 306          | 804 256           | 773 176           | 4.0                               | 96 501           | 82 741           | 16.6                              | 2 982  | 3 055         |
| 5085      | Industrial supplies .....   | 185            | 150          | 413 674           | 662 684           | -37.6                             | 44 469           | 35 924           | 23.8                              | 1 418  | 1 450         |
| 5087      | Service establishment equipment and supplies .....                                    | 141            | 136          | 236 973           | 243 440           | -2.7                              | 40 901           | 40 590           | .8                                | 1 373  | 1 846         |
| 5088      | Transportation equipment and supplies, except motor vehicles .....                    | 54             | 44           | 137 759           | 175 618           | -21.6                             | 10 223           | 9 537            | 7.2                               | 260  | 315           |
| 509       | Miscellaneous durable goods .....   | 410            | 400          | 1 493 376         | 1 075 969         | 38.8                              | 101 450          | 83 210           | 21.9                              | 4 288  | 4 130         |
| 5091      | Sporting and recreational goods and supplies .....                                    | 68             | 67           | 207 934           | 191 140           | 8.8                               | 14 661           | 13 488           | 8.7                               | 574  | 623           |
| 5092      | Toys and hobby goods and supplies .....   | 35             | 35           | 64 711            | 103 898           | -37.7                             | 7 605            | 10 452           | -27.2                             | 361  | 556           |
| 5093      | Scrap and waste materials .....   | 114            | 97           | 439 886           | 185 927           | 136.6                             | 36 905           | 20 709           | 78.2                              | 1 466  | 1 206         |
| 5094      | Jewelry, watches, precious stones, and precious metals .....                          | 70             | 59           | (D)               | 100 792           | (D)                               | (D)              | 6 185            | (D)                               | EE   | 252           |
| 5099      | Durable goods, n.e.c. .....   | 123            | 142          | (D)               | 494 212           | (D)                               | (D)              | 32 376           | (D)                               | GG   | 1 493         |
| <b>51</b> | <b>Nondurable goods</b> .....   | <b>2 330</b>   | <b>2 127</b> | <b>20 766 887</b> | <b>14 991 297</b> | <b>38.5</b>                       | <b>1 091 577</b> | <b>789 783</b>   | <b>38.2</b>                       | <b>38 470</b>                                    | <b>35 092</b> |
| 511       | Paper and paper products .....  | 374            | 311          | 2 201 187         | 1 817 441         | 21.1                              | 174 871          | 131 459          | 33.0                              | 5 751  | 5 100         |
| 5111      | Printing and writing paper .....  | 48             | 41           | 783 809           | 566 378           | 38.4                              | 46 554           | 32 491           | 43.3                              | 1 142  | 993           |
| 5112      | Stationery and office supplies .....  | 238            | 185          | 673 518           | 443 489           | 51.9                              | 77 134           | 58 281           | 32.3                              | 3 114  | 2 608         |
| 5113      | Industrial and personal service paper .....   | 88             | 85           | 743 860           | 807 574           | -7.9                              | 51 183           | 40 687           | 25.8                              | 1 495  | 1 499         |
| 512       | Drugs, drug proprietaries, and druggists' sundries .....                              | 74             | 60           | 1 934 696         | 753 437           | 156.8                             | 62 257           | 33 224           | 87.4                              | 2 135  | 1 379         |
| 5122      | Drugs, drug proprietaries, and druggists' sundries .....                              | 74             | 60           | 1 934 696         | 753 437           | 156.8                             | 62 257           | 33 224           | 87.4                              | 2 135  | 1 379         |
| 513       | Apparel, piece goods, and notions .....   | 150            | 123          | 603 309           | 427 381           | 41.2                              | 37 735           | 33 740           | 11.8                              | 1 263  | 1 476         |
| 5131      | Piece goods, notions, and other dry goods .....                                       | 34             | 39           | 112 742           | 103 083           | 9.4                               | 7 700            | 9 467            | -18.7                             | 259  | 333           |
| 5136      | Men's and boys' clothing and furnishings .....  | 49             | 32           | (D)               | 88 330            | (D)                               | (D)              | 6 378            | (D)                               | EE   | 365           |
| 5137      | Women's, children's, and infants' clothing and accessories .....                      | 45             | 33           | (D)               | 131 126           | (D)                               | (D)              | 11 963           | (D)                               | EE   | 611           |
| 5139      | Footwear .....  | 22             | 19           | 276 032           | 104 842           | 163.3                             | 11 717           | 5 932            | 97.5                              | 224  | 167           |
| 514       | Groceries and related products .....  | 676            | 651          | 9 497 028         | 6 200 289         | 53.2                              | 423 291          | 288 960          | 46.5                              | 14 884   | 13 608        |
| 5141      | Groceries, general line .....   | 66             | 63           | 2 331 267         | 1 358 571         | 71.6                              | 108 918          | 54 574           | 99.6                              | 3 594  | 2 500         |
| 5142      | Packaged frozen foods .....   | 60             | 51           | 889 827           | 757 021           | 17.5                              | 29 114           | 29 664           | -1.9                              | 1 051  | 1 446         |
| 5143      | Dairy products, except dried or canned .....  | 42             | 41           | 635 183           | 248 967           | 155.1                             | 26 156           | 12 543           | 108.5                             | 904  | 656           |
| 5144      | Poultry and poultry products .....  | 17             | 22           | 257 570           | 211 425           | 21.8                              | 14 345           | 8 988            | 59.6                              | 571  | 475           |
| 5145      | Confectionery .....   | 42             | 44           | 834 754           | 331 763           | 151.6                             | 28 556           | 16 902           | 69.0                              | 1 144  | 855           |

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WHOLESALE TRADE—GEOGRAPHIC AREA SERIES



**Table 3. Comparative Statistics for the State: 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 -----  | 89             | 98            | 236 515           | 215 237           | 9.9                         | 16 494           | 13 460           | 22.5                        | 894  | 903           |
| 5147      | Meats and meat products -----  | 42             | 44            | 743 483           | 532 702           | 39.6                        | 23 303           | 15 498           | 50.4                        | 731  | 735           |
| 5148      | Fresh fruits and vegetables -----  | 71             | 64            | 460 442           | 273 524           | 68.3                        | 30 176           | 17 403           | 73.4                        | 1 144  | 848           |
| 5149      | Groceries and related products, n.e.c. -----   | 247            | 224           | 3 107 987         | 2 271 079         | 36.9                        | 146 229          | 119 928          | 21.9                        | 4 851  | 5 190         |
| 515       | Farm-product raw materials -----   | 48             | 65            | 358 209           | 375 291           | -4.6                        | 6 466            | 6 336            | 2.1                         | 422  | 526           |
| 5153      | Grain and field beans -----  | 22             | 27            | 262 918           | 247 139           | 6.4                         | 3 986            | 3 897            | 2.3                         | 148  | 213           |
| 5154      | Livestock -----  | 15             | 22            | 61 323            | 86 776            | -29.3                       | 1 146            | 1 178            | -2.7                        | 196  | 223           |
| 5159      | Farm-product raw materials, n.e.c. -----   | 11             | 16            | 33 968            | 41 376            | -17.9                       | 1 334            | 1 261            | 5.8                         | 78   | 90            |
| 516       | Chemicals and allied products -----  | 164            | 134           | 727 536           | 551 205           | 32.0                        | 64 973           | 39 054           | 66.4                        | 1 982  | 1 389         |
| 5162      | Plastics materials and basic forms and shapes -----                                    | 26             | 28            | (D)               | 76 658            | (D)                         | (D)              | 7 913            | (D)                         | EE   | 350           |
| 5169      | Chemicals and allied products, n.e.c. -----  | 138            | 106           | (D)               | 474 547           | (D)                         | (D)              | 31 141           | (D)                         | GG   | 1 039         |
| 517       | Petroleum and petroleum products -----   | 132            | 129           | 2 280 347         | 2 197 197         | 3.8                         | 59 662           | 49 973           | 19.4                        | 2 199  | 2 270         |
| 5171      | Petroleum bulk stations and terminals -----  | 98             | 100           | (D)               | 1 925 622         | (D)                         | (D)              | 40 991           | (D)                         | GG   | 1 937         |
| 5172      | Petroleum and petroleum products wholesalers, except bulk stations and terminals ----- | 34             | 29            | (D)               | 271 575           | (D)                         | (D)              | 8 982            | (D)                         | EE   | 333           |
| 518       | Beer, wine, and distilled alcoholic beverages -----                                    | 73             | 90            | 985 457           | 998 460           | -1.3                        | 89 818           | 83 958           | 7.0                         | 2 684  | 2 882         |
| 5181      | Beer and ale -----   | 47             | 62            | 500 141           | 406 705           | 23.0                        | 48 162           | 42 050           | 14.5                        | 1 502  | 1 484         |
| 5182      | Wine and distilled alcoholic beverages -----   | 26             | 28            | 485 316           | 591 755           | -18.0                       | 41 656           | 41 908           | -6                          | 1 182  | 1 398         |
| 519       | Miscellaneous nondurable goods -----   | 639            | 564           | 2 179 118         | 1 670 596         | 30.4                        | 172 504          | 123 079          | 40.2                        | 7 150  | 6 462         |
| 5191      | Farm supplies -----  | 141            | 167           | 354 737           | 340 610           | 4.1                         | 28 667           | 22 861           | 25.4                        | 1 380  | 1 339         |
| 5192      | Books, periodicals, and newspapers -----   | 72             | 65            | 468 408           | 298 629           | 56.9                        | 55 457           | 25 324           | 119.0                       | 2 339  | 1 301         |
| 5193      | Flowers, nursery stock, and florists' supplies -----                                   | 58             | 54            | (D)               | 88 855            | (D)                         | (D)              | 13 667           | (D)                         | FF   | 798           |
| 5194      | Tobacco and tobacco products -----   | 20             | 22            | 470 551           | 402 234           | 17.0                        | 16 948           | 16 701           | 1.5                         | 671  | 1 027         |
| 5198      | Paints, varnishes, and supplies -----  | 104            | 110           | 338 123           | 240 484           | 40.6                        | 23 801           | 18 548           | 28.3                        | 874  | 807           |
| 5199      | Nondurable goods, n.e.c. -----   | 244            | 146           | (D)               | 299 784           | (D)                         | (D)              | 25 978           | (D)                         | GG   | 1 190         |
|           | <b>Merchant wholesalers -----</b>  | <b>5 841</b>   | <b>5 348</b>  | <b>28 323 116</b> | <b>21 683 690</b> | <b>30.6</b>                 | <b>2 232 832</b> | <b>1 808 768</b> | <b>23.4</b>                 | <b>77 872</b>                                    | <b>77 921</b> |
| <b>50</b> | <b>Durable goods -----</b>   | <b>3 999</b>   | <b>3 685</b>  | <b>17 366 236</b> | <b>13 225 904</b> | <b>31.3</b>                 | <b>1 399 344</b> | <b>1 207 893</b> | <b>15.8</b>                 | <b>47 532</b>                                    | <b>49 984</b> |
| 501       | Motor vehicles and motor vehicle parts and supplies ---                                | 680            | 653           | (D)               | 3 497 964         | (D)                         | (D)              | 170 834          | (D)                         | II   | 8 263         |
| 5012      | Automobiles and other motor vehicles -----   | 115            | 106           | 3 514 985         | (D)               | (D)                         | 72 883           | (D)              | (D)                         | 2 134  | GG            |
| 5013      | Motor vehicle supplies and new parts -----   | 414            | 423           | (D)               | 579 240           | (D)                         | (D)              | 81 139           | (D)                         | HH   | 4 511         |
| 5014      | Tires and tubes -----  | 61             | 42            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | FF   | FF            |
| 5015      | Motor vehicle parts, used -----  | 90             | 82            | 63 445            | 50 750            | 25.0                        | 17 444           | 10 818           | 61.2                        | 854  | 718           |
| 502       | Furniture and homefurnishings -----  | 243            | 203           | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | HH   | HH            |
| 5021      | Furniture -----  | 102            | 97            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | GG   | GG            |
| 5023      | Homefurnishings -----  | 141            | 106           | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | GG   | GG            |
| 503       | Lumber and other construction materials -----  | 298            | 272           | 1 155 930         | 1 186 333         | -2.6                        | 125 463          | 115 501          | 8.6                         | 4 211  | 4 604         |
| 5031      | Lumber, plywood, millwork, and wood panels -----                                       | 134            | 125           | 711 767           | 775 317           | -8.2                        | 65 788           | 63 263           | 4.0                         | 2 280  | 2 670         |
| 5032      | Brick, stone, and related construction materials -----                                 | 47             | 44            | 85 240            | 103 190           | -17.4                       | 12 117           | 12 229           | -9                          | 378  | 436           |
| 5033      | Roofing, siding, and insulation materials -----  | 46             | 39            | 186 087           | 164 284           | 13.3                        | 20 027           | 16 955           | 18.1                        | 628  | 607           |
| 5039      | Construction materials, n.e.c. -----   | 71             | 64            | 172 836           | 143 542           | 20.4                        | 27 531           | 23 054           | 19.4                        | 925  | 891           |
| 504       | Professional and commercial equipment and supplies ---                                 | 759            | 684           | 2 923 963         | 1 806 762         | 61.8                        | 319 771          | 254 902          | 25.4                        | 9 713  | 9 630         |
| 5043      | Photographic equipment and supplies -----  | 22             | 20            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | CC   | CC            |
| 5044      | Office equipment -----   | 132            | 182           | 235 873           | 347 637           | -32.1                       | 48 212           | 64 292           | -25.0                       | 1 821  | 2 765         |
| 5045      | Computers and computer peripheral equipment and software -----                         | 320            | 212           | 1 619 211         | 753 178           | 115.0                       | 136 502          | 102 858          | 32.7                        | 3 835  | 3 301         |
| 5046      | Commercial equipment, n.e.c. -----   | 89             | 87            | (D)               | 144 091           | (D)                         | (D)              | 22 961           | (D)                         | FF   | 960           |
| 5047      | Medical, dental, and hospital equipment and supplies ---                               | 124            | 109           | (D)               | 369 945           | (D)                         | (D)              | 41 976           | (D)                         | GG   | 1 558         |
| 5048      | Ophthalmic goods -----   | 23             | 24            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | EE   | EE            |
| 5049      | Professional equipment and supplies, n.e.c. -----                                      | 49             | 50            | (D)               | 99 516            | (D)                         | (D)              | 11 874           | (D)                         | FF   | 516           |
| 505       | Metals and minerals, except petroleum -----  | 110            | 94            | 1 318 209         | 659 254           | 100.0                       | 50 876           | 44 108           | 15.3                        | 1 551  | 1 640         |
| 5051      | Metals service centers and offices -----   | 99             | 85            | 1 144 760         | (D)               | (D)                         | 44 959           | (D)              | (D)                         | 1 450  | GG            |
| 5052      | Coal and other minerals and ores -----   | 11             | 9             | 173 449           | (D)               | (D)                         | 5 917            | (D)              | (D)                         | 101  | BB            |
| 506       | Electrical goods -----   | 451            | 440           | 1 599 735         | 1 846 251         | -13.4                       | 156 267          | 156 832          | -4                          | 4 861  | 5 900         |
| 5063      | Electrical apparatus and equipment, wiring supplies, and construction materials -----  | 206            | 195           | 638 398           | 596 019           | 7.1                         | 66 343           | 59 102           | 12.3                        | 2 191  | 2 438         |
| 5064      | Electrical appliances, television and radio sets -----                                 | 45             | 47            | 333 971           | 588 484           | -43.2                       | 22 009           | 21 328           | 3.2                         | 673  | 712           |
| 5065      | Electronic parts and equipment, n.e.c. -----   | 200            | 198           | 627 366           | 661 748           | -5.2                        | 67 915           | 76 402           | -11.1                       | 1 997  | 2 750         |
| 507       | Hardware, and plumbing and heating equipment and supplies -----                        | 379            | 324           | (D)               | 929 488           | (D)                         | (D)              | 102 259          | (D)                         | HH   | 4 228         |
| 5072      | Hardware -----   | 105            | 88            | 1 029 468         | 252 783           | 307.3                       | 38 617           | 33 868           | 14.0                        | 1 552  | 1 535         |
| 5074      | Plumbing and heating equipment and supplies (hydraulics) -----                         | 148            | 121           | 350 265           | 414 624           | -15.5                       | 43 841           | 43 801           | .1                          | 1 469  | 1 715         |
| 5075      | Warm air heating and air-conditioning equipment and supplies -----                     | 110            | 92            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | FF   | FF            |
| 5078      | Refrigeration equipment and supplies -----   | 16             | 23            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | CC   | CC            |
| 508       | Machinery, equipment, and supplies -----   | 725            | 667           | 1 619 164         | 1 854 578         | -12.7                       | 225 851          | 215 232          | 4.9                         | 7 406  | 8 564         |
| 5082      | Construction and mining (except petroleum) machinery and equipment -----               | 78             | 74            | 217 105           | (D)               | (D)                         | 30 456           | (D)              | (D)                         | 918  | GG            |
| 5083      | Farm and garden machinery and equipment -----  | 84             | 88            | (D)               | 253 601           | (D)                         | (D)              | 25 887           | (D)                         | GG   | 1 276         |
| 5084      | Industrial machinery and equipment -----   | 243            | 234           | 610 308           | 629 436           | -3.0                        | 85 159           | 74 047           | 15.0                        | 2 690  | 2 747         |
| 5085      | Industrial supplies -----  | 153            | 110           | 275 444           | 211 128           | 30.5                        | 39 036           | 28 891           | 35.1                        | 1 262  | 1 208         |
| 5087      | Service establishment equipment and supplies -----                                     | 127            | 126           | 188 332           | 196 369           | -4.1                        | 35 085           | 34 411           | 2.0                         | 1 203  | 1 605         |
| 5088      | Transportation equipment and supplies, except motor vehicles -----                     | 40             | 35            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | CC   | EE            |
| 509       | Miscellaneous durable goods -----  | 354            | 348           | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | HH   | HH            |
| 5091      | Sporting and recreational goods and supplies -----                                     | 51             | 56            | 96 533            | 126 124           | -23.5                       | 10 757           | 11 558           | -6.9                        | 503  | 573           |
| 5092      | Toys and hobby goods and supplies -----  | 31             | 32            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | EE   | FF            |
| 5093      | Scrap and waste materials -----  | 110            | 93            | (D)               | (D)               | (D)                         | (D)              | (D)              | (D)                         | GG   | GG            |
| 5094      | Jewelry, watches, precious stones, and precious metals -----                           | 66             | 53            | (D)               | 93 914            | (D)                         | (D)              | 5 865            | (D)                         | EE   | 244           |
| 5099      | Durable goods, n.e.c. -----  | 96             | 114           | (D)               | 299 917           | (D)                         | (D)              | 27 713           | (D)                         | GG   | 1 357         |

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

MARYLAND MD-17

**Table 3. Comparative Statistics for the State: 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>1 842</b>   | <b>1 663</b>  | <b>10 956 880</b> | <b>8 457 786</b>  | <b>29.5</b>                 | <b>833 488</b> | <b>600 875</b> | <b>38.7</b>                 | <b>30 340</b>                                    | <b>27 937</b> |
| 511  | Paper and paper products   | 305            | 257           | 1 476 227         | 1 017 281         | 45.1                        | 150 369        | 106 658        | 41.0                        | 5 026  | 4 331         |
| 5111   | Printing and writing paper   | 36             | 30            | 613 485           | 418 907           | 46.4                        | 43 693         | 27 302         | 60.0                        | 1 063  | 831           |
| 5112   | Stationery and office supplies   | 200            | 153           | 495 115           | 335 377           | 47.6                        | 65 746         | 50 116         | 31.2                        | 2 734  | 2 358         |
| 5113   | Industrial and personal service paper  | 69             | 74            | 367 627           | 262 997           | 39.8                        | 40 930         | 29 240         | 40.0                        | 1 229  | 1 142         |
| 512  | Drugs, drug proprietaries, and druggists' sundries                               | 64             | 47            | 927 380           | 470 414           | 97.1                        | 39 103         | 21 882         | 78.7                        | 1 388  | 1 047         |
| 5122   | Drugs, drug proprietaries, and druggists' sundries                               | 64             | 47            | 927 380           | 470 414           | 97.1                        | 39 103         | 21 882         | 78.7                        | 1 388  | 1 047         |
| 513  | Apparel, piece goods, and notions  | 127            | 102           | (D)               | 298 843           | (D)                         | (D)            | 25 325         | (D)                         | GG   | 1 112         |
| 5131   | Piece goods, notions, and other dry goods  | 28             | 31            | 68 879            | 93 313            | -26.2                       | 6 963          | 9 023          | -22.8                       | 241  | 304           |
| 5136   | Men's and boys' clothing and furnishings   | 40             | 27            | 83 737            | (D)               | (D)                         | 9 295          | (D)            | (D)                         | 333  | EE            |
| 5137   | Women's, children's, and infants' clothing and accessories                       | 38             | 26            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | EE   | EE            |
| 5139   | Footwear   | 21             | 18            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | CC   | CC            |
| 514  | Groceries and related products   | 512            | 499           | 4 252 070         | 3 134 493         | 35.7                        | 282 330        | 191 471        | 47.5                        | 10 463   | 9 671         |
| 5141   | Groceries, general line  | 56             | 51            | (D)               | 650 783           | (D)                         | (D)            | 42 553         | (D)                         | HH   | 2 040         |
| 5142   | Packaged frozen foods  | 41             | 37            | 434 139           | 378 007           | 14.8                        | 21 499         | 25 889         | -17.0                       | 837  | 1 300         |
| 5143   | Dairy products, except dried or canned   | 26             | 30            | 245 291           | 198 127           | 23.8                        | 16 244         | 9 608          | 69.1                        | 545  | 515           |
| 5144   | Poultry and poultry products   | 12             | 18            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | FF   | EE            |
| 5145   | Confectionery  | 30             | 29            | 72 580            | 58 185            | 24.7                        | 7 000          | 5 717          | 22.4                        | 289  | 329           |
| 5146   | Fish and seafoods  | 88             | 96            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | FF   | FF            |
| 5147   | Meats and meat products  | 33             | 33            | 610 989           | 267 246           | 128.6                       | 20 291         | 9 959          | 103.7                       | 599  | 557           |
| 5148   | Fresh fruits and vegetables  | 64             | 59            | 421 576           | 248 582           | 69.6                        | 29 393         | 16 292         | 80.4                        | 1 123  | 792           |
| 5149   | Groceries and related products, n.e.c.   | 162            | 146           | (D)               | 932 056           | (D)                         | (D)            | 59 884         | (D)                         | HH   | 2 811         |
| 515  | Farm-product raw materials   | 35             | 45            | 294 335           | 270 134           | 9.0                         | 5 185          | 4 692          | 10.5                        | 207  | 269           |
| 5153   | Grain and field beans  | 22             | 27            | 262 918           | 247 139           | 6.4                         | 3 986          | 3 897          | 2.3                         | 148  | 213           |
| 5154   | Livestock  | 8              | 10            | (D)               | 18 574            | (D)                         | (D)            | 397            | (D)                         | BB   | 31            |
| 5159   | Farm-product raw materials, n.e.c.   | 5              | 8             | (D)               | 4 421             | (D)                         | (D)            | 398            | (D)                         | BB   | 25            |
| 516  | Chemicals and allied products  | 127            | 101           | 348 317           | 299 962           | 16.1                        | 47 831         | 24 464         | 95.5                        | 1 485  | 951           |
| 5162   | Plastics materials and basic forms and shapes                                    | 25             | 24            | (D)               | 53 566            | (D)                         | (D)            | 6 723          | (D)                         | EE   | 308           |
| 5169   | Chemicals and allied products, n.e.c.  | 102            | 77            | (D)               | 246 396           | (D)                         | (D)            | 17 741         | (D)                         | GG   | 643           |
| 517  | Petroleum and petroleum products   | 112            | 105           | 773 537           | 762 319           | 1.5                         | 47 570         | 38 796         | 22.6                        | 1 885  | 1 866         |
| 5171   | Petroleum bulk stations and terminals  | 81             | 79            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | GG   | GG            |
| 5172   | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 31             | 26            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | EE   | EE            |
| 518  | Beer, wine, and distilled alcoholic beverages                                    | 66             | 84            | 911 145           | 875 777           | 4.0                         | 88 191         | 81 545         | 8.2                         | 2 655  | 2 819         |
| 5181   | Beer and ale   | 47             | 62            | 500 141           | 406 705           | 23.0                        | 48 162         | 42 050         | 14.5                        | 1 502  | 1 484         |
| 5182   | Wine and distilled alcoholic beverages   | 19             | 22            | 411 004           | 469 072           | -12.4                       | 40 029         | 39 495         | 1.4                         | 1 153  | 1 335         |
| 519  | Miscellaneous nondurable goods   | 494            | 423           | (D)               | 1 328 563         | (D)                         | (D)            | 106 042        | (D)                         | II   | 5 871         |
| 5191   | Farm supplies  | 126            | 140           | 309 832           | 299 552           | 3.4                         | 27 002         | 20 505         | 31.7                        | 1 274  | 1 230         |
| 5192   | Books, periodicals, and newspapers   | 55             | 53            | (D)               | 269 203           | (D)                         | (D)            | 23 580         | (D)                         | GG   | 1 264         |
| 5193   | Flowers, nursery stock, and florists' supplies                                   | 56             | 54            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | FF   | FF            |
| 5194   | Tobacco and tobacco products   | 19             | 21            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | FF   | FF            |
| 5198   | Paints, varnishes, and supplies  | 41             | 44            | 93 428            | (D)               | (D)                         | 10 604         | (D)            | (D)                         | 441  | FF            |
| 5199   | Nondurable goods, n.e.c.   | 197            | 111           | (D)               | 222 384           | (D)                         | (D)            | 23 181         | (D)                         | GG   | 1 081         |
| <b>Manufacturers' sales branches and sales offices</b> |  |                |               |                   |                   |                             |                |                |                             |  |               |
| <b>50</b>  | <b>Durable goods</b>   | <b>338</b>     | <b>355</b>    | <b>12 015 310</b> | <b>10 846 306</b> | <b>10.8</b>                 | <b>592 515</b> | <b>417 688</b> | <b>41.9</b>                 | <b>12 128</b>                                    | <b>12 030</b> |
| 501  | Motor vehicles and motor vehicle parts and supplies                              | 30             | 27            | 4 731 333         | (D)               | (D)                         | 20 351         | (D)            | (D)                         | 582  | FF            |
| 502  | Furniture and homefurnishings  | 6              | 7             | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | CC   | BB            |
| 503  | Lumber and other construction materials  | 36             | 37            | 249 018           | 314 966           | -20.9                       | 15 230         | 11 791         | 29.2                        | 448  | 404           |
| 504  | Professional and commercial equipment and supplies                               | 89             | 110           | 3 293 017         | 2 094 696         | 57.2                        | 405 402        | 251 443        | 61.2                        | 7 289  | 6 984         |
| 505  | Metals and minerals, except petroleum  | 16             | 14            | 345 961           | 572 255           | -39.5                       | 12 930         | 9 275          | 39.4                        | 374  | 243           |
| 506  | Electrical goods   | 83             | 78            | 2 156 214         | 1 124 217         | 91.8                        | 93 180         | 85 751         | 8.7                         | 2 248  | 2 463         |
| 507  | Hardware, and plumbing and heating equipment and supplies                        | 21             | 18            | 471 979           | 238 448           | 97.9                        | 16 341         | 8 960          | 82.4                        | 464  | 353           |
| 508  | Machinery, equipment, and supplies   | 51             | 58            | 466 217           | 972 154           | -52.0                       | 21 478         | 21 713         | -1.1                        | 539  | 699           |
| 509  | Miscellaneous durable goods  | 6              | 6             | (D)               | 171 748           | (D)                         | (D)            | 2 613          | (D)                         | BB   | 87            |
| <b>51</b>  | <b>Nondurable goods</b>  | <b>277</b>     | <b>264</b>    | <b>6 942 457</b>  | <b>4 539 679</b>  | <b>52.9</b>                 | <b>198 945</b> | <b>148 620</b> | <b>33.9</b>                 | <b>6 155</b>                                     | <b>5 346</b>  |
| 511  | Paper and paper products   | 40             | 32            | 553 553           | 723 943           | -23.5                       | 18 366         | 21 174         | -13.3                       | 554  | 626           |
| 512  | Drugs, drug proprietaries, and druggists' sundries                               | 6              | 6             | 987 005           | 235 284           | 319.5                       | 22 441         | 9 674          | 132.0                       | 721  | 271           |
| 513  | Apparel, piece goods, and notions  | 5              | 5             | 66 558            | (D)               | (D)                         | 1 393          | (D)            | (D)                         | 58   | EE            |
| 514  | Groceries and related products   | 91             | 81            | 3 090 642         | 1 530 461         | 101.9                       | 104 550        | 71 294         | 46.6                        | 3 278  | 2 859         |
| 515  | Farm-product raw materials   | -              | -             | -                 | -                 | -                           | -              | -              | -                           | -  | -             |
| 516  | Chemicals and allied products  | 27             | 20            | 284 757           | 192 560           | 47.9                        | 13 965         | 12 581         | 11.0                        | 438  | 390           |
| 517  | Petroleum and petroleum products   | 20             | 23            | 1 506 810         | (D)               | (D)                         | 12 092         | (D)            | (D)                         | 314  | EE            |
| 518  | Beer, wine, and distilled alcoholic beverages                                    | 3              | 4             | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | AA   | BB            |
| 519  | Miscellaneous nondurable goods   | 85             | 93            | (D)               | 212 727           | (D)                         | (D)            | 13 052         | (D)                         | FF   | 457           |
| <b>Agents, brokers, and commission merchants</b>       |  |                |               |                   |                   |                             |                |                |                             |  |               |
| <b>50</b>  | <b>Durable goods</b>   | <b>521</b>     | <b>500</b>    | <b>2 728 259</b>  | <b>2 064 460</b>  | <b>32.2</b>                 | <b>96 389</b>  | <b>80 405</b>  | <b>19.9</b>                 | <b>2 371</b>                                     | <b>2 406</b>  |
| 501  | Motor vehicles and motor vehicle parts and supplies                              | 17             | 12            | (D)               | (D)               | (D)                         | (D)            | (D)            | (D)                         | EE   | CC            |
| 502  | Furniture and homefurnishings  | 60             | 65            | 172 114           | 165 191           | 4.2                         | 9 065          | 6 310          | 43.7                        | 194  | 209           |
| 503  | Lumber and other construction materials  | 16             | 21            | 31 785            | 61 517            | -48.3                       | 1 157          | 2 480          | -53.3                       | 37   | 78            |
| 504  | Professional and commercial equipment and supplies                               | 76             | 60            | 303 388           | 187 837           | 61.5                        | 14 560         | 8 221          | 77.1                        | 277  | 223           |
| 505  | Metals and minerals, except petroleum  | 16             | 19            | 59 274            | 66 213            | -10.5                       | 1 533          | 2 459          | -37.7                       | 37   | 70            |
| 506  | Electrical goods   | 150            | 144           | 931 568           | 903 629           | 3.1                         | 32 192         | 34 985         | -8.0                        | 765  | 859           |

**Table 3. Comparative Statistics for the State: 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 ..... | 49             | 43            | (D)              | 179 752          | (D)                         | (D)            | 9 930          | (D)                         | EE   | 282           |
| 508       | Machinery, equipment, and supplies .....                        | 87             | 90            | 271 254          | 155 714          | 74.2                        | 11 774         | 8 579          | 37.2                        | 261  | 348           |
| 509       | Miscellaneous durable goods .....                               | 50             | 46            | (D)              | (D)              | (D)                         | (D)            | (D)            | (D)                         | CC   | CC            |
| <b>51</b> | <b>Nondurable goods .....</b>                                   | <b>211</b>     | <b>200</b>    | <b>2 867 550</b> | <b>1 993 832</b> | <b>43.8</b>                 | <b>59 144</b>  | <b>40 288</b>  | <b>46.8</b>                 | <b>1 975</b>                                     | <b>1 809</b>  |
| 511       | Paper and paper products .....                                  | 29             | 22            | 171 407          | 76 217           | 124.9                       | 6 136          | 3 627          | 69.2                        | 171  | 143           |
| 512       | Drugs, drug proprietaries, and druggists' sundries .....        | 4              | 7             | 20 311           | 47 739           | -57.5                       | 713            | 1 668          | -57.3                       | 26   | 61            |
| 513       | Apparel, piece goods, and notions .....                         | 18             | 16            | (D)              | (D)              | (D)                         | (D)            | (D)            | (D)                         | BB   | BB            |
| 514       | Groceries and related products .....                            | 73             | 71            | 2 154 316        | 1 535 335        | 40.3                        | 36 411         | 26 195         | 39.0                        | 1 143  | 1 078         |
| 515       | Farm-product raw materials .....                                | 13             | 20            | 63 874           | 105 157          | -39.3                       | 1 281          | 1 644          | -22.1                       | 215  | 257           |
| 516       | Chemicals and allied products .....                             | 10             | 13            | 94 462           | 58 683           | 61.0                        | 3 177          | 2 009          | 58.1                        | 59   | 48            |
| 517       | Petroleum and petroleum products .....                          | —              | 1             | —                | (D)              | (D)                         | —              | (D)            | (D)                         | —  | BB            |
| 518       | Beer, wine, and distilled alcoholic beverages .....             | 4              | 2             | (D)              | (D)              | (D)                         | (D)            | (D)            | (D)                         | AA   | AA            |
| 519       | Miscellaneous nondurable goods .....                            | 60             | 48            | (D)              | 129 306          | (D)                         | (D)            | 3 985          | (D)                         | EE   | 134           |

**Table 4. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 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 information on geographic areas followed by ▲, see appendix F]

| Geographic area           | Establishments (number) | Sales (\$1,000)   | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers    |                   |                          | Other operating types                                     |                         |                   |
|---------------------------|-------------------------|-------------------|--------------------------|---|-------------------------|-------------------|--------------------------|---|-------------------------|-------------------|
|                           |                         |                   |                          |   | Establishments (number) | Sales (\$1,000)   | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Establishments (number) | Sales (\$1,000)   |
| <b>Maryland .....</b>     | <b>7 188</b>            | <b>52 876 692</b> | <b>3 179 825</b>         | <b>100 501</b>  | <b>5 841</b>            | <b>28 323 116</b> | <b>2 232 832</b>         | <b>77 872</b>   | <b>1 347</b>            | <b>24 553 576</b> |
| Allegany County .....     | 99                      | 1 035 861         | 27 565                   | 1 128   | 89                      | 875 984           | 22 226                   | 946   | 10                      | 159 877           |
| Cumberland .....          | 56                      | 848 026           | 16 942                   | 686   | 51                      | (D)               | (D)                      | FF  | 5                       | (D)               |
| Frostburg .....           | 6                       | 8 558             | 771                      | 39  | 4                       | (D)               | (D)                      | BB  | 2                       | (D)               |
| Balance of county .....   | 37                      | 179 277           | 9 852                    | 403   | 34                      | (D)               | (D)                      | EE  | 3                       | (D)               |
| Anne Arundel County ..... | 661                     | 7 069 849         | 285 158                  | 8 870   | 497                     | 4 582 602         | 196 218                  | 6 640   | 164                     | 2 487 247         |
| Annapolis .....           | 104                     | 277 821           | 23 678                   | 784   | 84                      | 163 798           | 19 679                   | 696   | 20                      | 114 023           |
| Balance of county .....   | 557                     | 6 792 028         | 261 480                  | 8 086   | 413                     | 4 418 804         | 176 539                  | 5 944   | 144                     | 2 373 224         |
| Baltimore County .....    | 1 260                   | 7 190 865         | 499 016                  | 16 374  | 990                     | 3 373 531         | 346 416                  | 12 177  | 270                     | 3 817 334         |
| Hampstead (part) ▲ .....  | —                       | —                 | —                        | —   | —                       | —                 | —                        | —   | —                       | —                 |
| Balance of county .....   | 1 260                   | 7 190 865         | 499 016                  | 16 374  | 990                     | 3 373 531         | 346 416                  | 12 177  | 270                     | 3 817 334         |
| Baltimore city (IC) ..... | 967                     | 6 511 591         | 485 754                  | 16 382  | 845                     | 4 086 285         | 392 192                  | 14 140  | 122                     | 2 425 306         |
| Calvert County .....      | 23                      | 24 893            | 2 894                    | 165   | 22                      | (D)               | (D)                      | CC  | 1                       | (D)               |
| Caroline County .....     | 43                      | 93 428            | 8 012                    | 327   | 38                      | 69 001            | 6 860                    | 277   | 5                       | 24 427            |
| Denton .....              | 3                       | (D)               | (D)                      | BB  | 2                       | (D)               | (D)                      | BB  | 1                       | (D)               |
| Balance of county .....   | 40                      | (D)               | (D)                      | EE  | 36                      | (D)               | (D)                      | EE  | 4                       | (D)               |
| Carroll County .....      | 174                     | 1 313 444         | 55 815                   | 2 462   | 146                     | 1 223 764         | 52 823                   | 2 319   | 28                      | 89 680            |
| Hampstead (part) ▲ .....  | 4                       | (D)               | (D)                      | CC  | 3                       | (D)               | (D)                      | CC  | 1                       | (D)               |
| Manchester .....          | 2                       | (D)               | (D)                      | AA  | 2                       | (D)               | (D)                      | AA  | —                       | —                 |
| Mount Airy (part) ▲ ..... | 2                       | (D)               | (D)                      | AA  | 1                       | (D)               | (D)                      | AA  | 1                       | (D)               |
| Taneytown .....           | 7                       | 10 316            | 1 372                    | 72  | 5                       | (D)               | (D)                      | BB  | 2                       | (D)               |
| Westminster .....         | 43                      | 197 125           | 25 818                   | 1 162   | 41                      | (D)               | (D)                      | GG  | 2                       | (D)               |
| Balance of county .....   | 116                     | (D)               | (D)                      | GG  | 94                      | (D)               | (D)                      | FF  | 22                      | 82 216            |
| Cecil County .....        | 56                      | 262 037           | 12 422                   | 575   | 48                      | 214 067           | 9 432                    | 441   | 8                       | 47 970            |
| Elkton .....              | 19                      | 48 023            | 3 513                    | 189   | 17                      | (D)               | (D)                      | CC  | 2                       | (D)               |
| Balance of county .....   | 37                      | 214 014           | 8 909                    | 386   | 31                      | (D)               | (D)                      | EE  | 6                       | (D)               |
| Charles County .....      | 82                      | 203 453           | 21 030                   | 849   | 72                      | (D)               | (D)                      | FF  | 10                      | (D)               |
| Indian Head .....         | 1                       | (D)               | (D)                      | AA  | 1                       | (D)               | (D)                      | AA  | —                       | —                 |
| La Plata .....            | 4                       | 2 619             | 587                      | 27  | 4                       | 2 619             | 587                      | 27  | —                       | —                 |
| Balance of county .....   | 77                      | (D)               | (D)                      | FF  | 67                      | 131 760           | 16 543                   | 674   | 10                      | (D)               |
| Dorchester County .....   | 51                      | 324 190           | 10 566                   | 488   | 47                      | 314 286           | 10 304                   | 480   | 4                       | 9 904             |
| Cambridge .....           | 25                      | 45 904            | 4 494                    | 207   | 21                      | 36 000            | 4 232                    | 199   | 4                       | 9 904             |
| Balance of county .....   | 26                      | 278 286           | 6 072                    | 281   | 26                      | 278 286           | 6 072                    | 281   | —                       | —                 |
| Frederick County .....    | 211                     | 655 141           | 69 148                   | 2 577   | 185                     | 563 913           | 64 524                   | 2 385   | 26                      | 91 228            |
| Brunswick .....           | 3                       | (D)               | (D)                      | AA  | 3                       | (D)               | (D)                      | AA  | —                       | —                 |
| Frederick .....           | 129                     | 442 544           | 48 853                   | 1 695   | 120                     | 393 847           | 46 061                   | 1 599   | 9                       | 48 697            |
| Mount Airy (part) ▲ ..... | —                       | —                 | —                        | —   | —                       | —                 | —                        | —   | —                       | —                 |
| Thurmont .....            | 5                       | (D)               | (D)                      | BB  | 3                       | 12 090            | 561                      | 33  | 2                       | (D)               |
| Walkersville .....        | 3                       | (D)               | (D)                      | AA  | 1                       | (D)               | (D)                      | AA  | 2                       | (D)               |
| Balance of county .....   | 71                      | (D)               | (D)                      | FF  | 58                      | (D)               | (D)                      | FF  | 13                      | 31 231            |
| Garrett County .....      | 56                      | 80 951            | 6 143                    | 376   | 52                      | 67 377            | 5 929                    | 342   | 4                       | 13 574            |

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**MARYLAND MD-19**

**Table 4. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 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 information on geographic areas followed by ▲, see appendix F]

| Geographic area              | 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>Maryland—Con.</b>         |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
| Harford County .....         | 204                       | 1 681 568       | 47 788                   | 1 625   | 165                       | 1 423 801       | 42 937                   | 1 486   | 39                        | 257 767         |
| Aberdeen .....               | 15                        | 158 256         | 5 512                    | 190   | 14                        | (D)             | (D)                      | CC  | 1                         | (D)             |
| Bel Air .....                | 41                        | 133 078         | 7 473                    | 278   | 30                        | 56 756          | 5 975                    | 243   | 11                        | 76 322          |
| Havre de Grace .....         | 15                        | 30 218          | 2 114                    | 94  | 13                        | (D)             | (D)                      | BB  | 2                         | (D)             |
| Balance of county .....      | 133                       | 1 360 016       | 32 689                   | 1 063   | 108                       | (D)             | (D)                      | FF  | 25                        | (D)             |
| Howard County .....          | 593                       | 8 778 011       | 363 416                  | 10 732  | 426                       | 3 446 703       | 253 577                  | 7 617   | 167                       | 5 331 308       |
| Kent County .....            | 31                        | 56 576          | 3 937                    | 149   | 28                        | (D)             | (D)                      | CC  | 3                         | (D)             |
| Chestertown .....            | 19                        | 25 025          | 2 609                    | 96  | 19                        | 25 025          | 2 609                    | 96  | —                         | —               |
| Balance of county .....      | 12                        | 31 551          | 1 328                    | 53  | 9                         | (D)             | (D)                      | BB  | 3                         | (D)             |
| Montgomery County .....      | 1 078                     | 8 161 507       | 605 173                  | 14 577  | 829                       | 2 105 447       | 260 161                  | 8 271   | 249                       | 6 056 060       |
| Chevy Chase .....            | 1                         | (D)             | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| Gaithersburg .....           | 75                        | 579 951         | 79 563                   | 1 793   | 51                        | 353 252         | 28 942                   | 840   | 24                        | 226 699         |
| Poolesville .....            | 2                         | (D)             | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | —                         | —               |
| Rockville .....              | 180                       | 3 954 358       | 119 482                  | 2 977   | 134                       | 399 658         | 45 257                   | 1 528   | 46                        | 3 554 700       |
| Takoma Park (part) ▲ .....   | 6                         | (D)             | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| Balance of county .....      | 814                       | 3 613 820       | 404 614                  | 9 755   | 636                       | (D)             | (D)                      | II  | 178                       | (D)             |
| Prince George's County ..... | 891                       | 7 193 223       | 489 961                  | 15 345  | 735                       | 4 029 089       | 386 342                  | 12 611  | 156                       | 3 164 134       |
| Berwyn Heights .....         | 3                         | (D)             | (D)                      | BB  | 1                         | (D)             | (D)                      | AA  | 2                         | (D)             |
| Bladensburg .....            | 16                        | (D)             | (D)                      | EE  | 15                        | 45 767          | 8 225                    | 299   | 1                         | (D)             |
| Bowie .....                  | 21                        | 30 686          | 1 665                    | 61  | 13                        | 3 662           | 712                      | 37  | 8                         | 27 024          |
| Brentwood .....              | 16                        | 42 456          | 8 339                    | 311   | 15                        | (D)             | (D)                      | EE  | 1                         | (D)             |
| Capitol Heights .....        | 4                         | 3 673           | 771                      | 66  | 4                         | 3 673           | 771                      | 66  | —                         | —               |
| Cheverly .....               | 9                         | 37 072          | 2 982                    | 110   | 7                         | (D)             | (D)                      | CC  | 2                         | (D)             |
| College Park .....           | 25                        | 49 763          | 5 248                    | 173   | 20                        | (D)             | (D)                      | CC  | 5                         | (D)             |
| District Heights .....       | 1                         | (D)             | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| Forest Heights .....         | —                         | —               | —                        | —   | —                         | —               | —                        | —   | —                         | —               |
| Glenarden .....              | —                         | —               | —                        | —   | —                         | —               | —                        | —   | —                         | —               |
| Greenbelt .....              | 14                        | 50 923          | 3 347                    | 87  | 12                        | (D)             | (D)                      | BB  | 2                         | (D)             |
| Hyattsville .....            | 8                         | 11 795          | 2 029                    | 76  | 7                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| Laurel .....                 | 54                        | 326 049         | 20 363                   | 548   | 35                        | 150 666         | 11 090                   | 306   | 19                        | 175 383         |
| Mount Rainier .....          | 4                         | 10 266          | 1 925                    | 68  | 4                         | 10 266          | 1 925                    | 68  | —                         | —               |
| New Carrollton .....         | 3                         | (D)             | (D)                      | BB  | 3                         | (D)             | (D)                      | BB  | —                         | —               |
| Riverdale .....              | 4                         | 4 162           | 717                      | 32  | 4                         | 4 162           | 717                      | 32  | —                         | —               |
| Seat Pleasant .....          | —                         | —               | —                        | —   | —                         | —               | —                        | —   | —                         | —               |
| Takoma Park (part) ▲ .....   | 4                         | (D)             | (D)                      | BB  | 3                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| Balance of county .....      | 705                       | 6 505 505       | 430 512                  | 13 356  | 591                       | 3 651 780       | 342 287                  | 11 029  | 114                       | 2 853 725       |
| Queen Anne's County .....    | 68                        | 194 922         | 13 488                   | 582   | 59                        | 149 863         | 12 331                   | 551   | 9                         | 45 059          |
| St. Mary's County .....      | 47                        | 73 939          | 7 716                    | 345   | 44                        | 67 433          | 6 953                    | 322   | 3                         | 6 506           |
| Somerset County .....        | 28                        | 31 571          | 2 944                    | 224   | 26                        | (D)             | (D)                      | CC  | 2                         | (D)             |
| Crisfield .....              | 12                        | 18 470          | 1 874                    | 111   | 12                        | 18 470          | 1 874                    | 111   | —                         | —               |
| Balance of county .....      | 16                        | 13 101          | 1 070                    | 113   | 14                        | (D)             | (D)                      | CC  | 2                         | (D)             |
| Talbot County .....          | 81                        | 277 550         | 16 824                   | 676   | 73                        | 182 706         | 14 402                   | 617   | 8                         | 94 844          |
| Easton .....                 | 50                        | 168 415         | 10 715                   | 391   | 44                        | (D)             | (D)                      | EE  | 6                         | (D)             |
| Balance of county .....      | 31                        | 109 135         | 6 109                    | 285   | 29                        | (D)             | (D)                      | EE  | 2                         | (D)             |
| Washington County .....      | 229                       | 757 901         | 72 039                   | 2 975   | 203                       | 638 481         | 58 298                   | 2 586   | 26                        | 119 420         |
| Hagerstown .....             | 135                       | 365 297         | 43 917                   | 1 764   | 117                       | 286 917         | 34 268                   | 1 499   | 18                        | 78 380          |
| Balance of county .....      | 94                        | 392 604         | 28 122                   | 1 211   | 86                        | 351 564         | 24 030                   | 1 087   | 8                         | 41 040          |
| Wicomico County .....        | 186                       | 634 189         | 49 209                   | 1 897   | 160                       | 404 525         | 41 043                   | 1 662   | 26                        | 229 664         |
| Fruitland .....              | 6                         | 8 052           | 1 298                    | 50  | 6                         | 8 052           | 1 298                    | 50  | —                         | —               |
| Salisbury .....              | 138                       | 459 472         | 36 868                   | 1 454   | 116                       | 267 148         | 29 178                   | 1 237   | 22                        | 192 324         |
| Balance of county .....      | 42                        | 166 665         | 11 043                   | 393   | 38                        | 129 325         | 10 567                   | 375   | 4                         | 37 340          |
| Worcester County .....       | 69                        | 270 032         | 23 807                   | 801   | 62                        | 262 520         | 23 249                   | 776   | 7                         | 7 512           |
| Berlin .....                 | 5                         | 4 443           | 556                      | 22  | 5                         | 4 443           | 556                      | 22  | —                         | —               |
| Ocean City .....             | 19                        | 23 885          | 1 823                    | 83  | 15                        | (D)             | (D)                      | BB  | 4                         | (D)             |
| Pocomoke City .....          | 10                        | (D)             | (D)                      | FF  | 9                         | (D)             | (D)                      | FF  | 1                         | (D)             |
| Balance of county .....      | 35                        | (D)             | (D)                      | CC  | 33                        | (D)             | (D)                      | CC  | 2                         | (D)             |

**Table 5. Summary Statistics for Places With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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>BALTIMORE (IC)</b> |   |                           |                  |                          |   |                           |                  |                          |   |                           |                  |
|                       | <b>Wholesale trade -----</b>  | <b>967</b>                | <b>6 511 591</b> | <b>485 754</b>           | <b>16 382</b>   | <b>845</b>                | <b>4 086 285</b> | <b>392 192</b>           | <b>14 140</b>   | <b>122</b>                | <b>2 425 306</b> |
| <b>50</b>             | <b>Durable goods -----</b>  | <b>617</b>                | <b>2 718 415</b> | <b>303 104</b>           | <b>9 752</b>  | <b>563</b>                | <b>2 061 713</b> | <b>244 118</b>           | <b>8 584</b>  | <b>54</b>                 | <b>656 702</b>   |
| 501                   | Motor vehicles and motor vehicle parts and supplies -----                             | 100                       | 355 991          | 28 991                   | 1 191   | 93                        | 279 196          | 26 403                   | 1 126   | 7                         | 76 795           |
| 5012                  | Automobiles and other motor vehicles -----  | 14                        | 146 977          | 5 946                    | 184   | 12                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5013                  | Motor vehicle supplies and new parts -----  | 65                        | 113 082          | 16 017                   | 760   | 61                        | (D)              | (D)                      | FF  | 4                         | (D)              |
| 5014                  | Tires and tubes -----   | 14                        | 92 509           | 6 177                    | 205   | 13                        | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5015                  | Motor vehicle parts, used -----   | 7                         | 3 423            | 851                      | 42  | 7                         | 3 423            | 851                      | 42  | -                         | -                |
| 502                   | Furniture and homefurnishings -----   | 30                        | 288 917          | 40 181                   | 1 241   | 29                        | (D)              | (D)                      | GG  | 1                         | (D)              |
| 5021                  | Furniture -----   | 13                        | 88 694           | 17 715                   | 586   | 12                        | (D)              | (D)                      | FF  | 1                         | (D)              |
| 5023                  | Homefurnishings -----   | 17                        | 200 223          | 22 466                   | 655   | 17                        | 200 223          | 22 466                   | 655   | -                         | -                |
| 503                   | Lumber and other construction materials -----   | 52                        | 252 680          | 21 722                   | 770   | 48                        | 226 692          | 20 494                   | 736   | 4                         | 25 988           |
| 5031                  | Lumber, plywood, millwork, and wood panels -----                                      | 22                        | 167 387          | 12 760                   | 465   | 22                        | 167 387          | 12 760                   | 465   | -                         | -                |
| 5032                  | Brick, stone, and related construction materials -----                                | 10                        | 32 622           | 2 733                    | 91  | 7                         | (D)              | (D)                      | BB  | 3                         | (D)              |
| 5033                  | Roofing, siding, and insulation materials -----                                       | 10                        | 37 542           | 3 718                    | 117   | 9                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5039                  | Construction materials, n.e.c. -----  | 10                        | 15 129           | 2 511                    | 97  | 10                        | 15 129           | 2 511                    | 97  | -                         | -                |
| 504                   | Professional and commercial equipment and supplies -----                              | 88                        | 577 439          | 77 580                   | 2 087   | 74                        | 247 272          | 34 327                   | 1 325   | 14                        | 330 167          |
| 5043                  | Photographic equipment and supplies -----   | 3                         | (D)              | (D)                      | BB  | 2                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5044                  | Office equipment -----  | 21                        | 73 293           | 12 258                   | 434   | 18                        | (D)              | (D)                      | EE  | 3                         | (D)              |
| 5045                  | Computers and computer peripheral equipment and software -----                        | 16                        | 312 504          | 42 532                   | 738   | 12                        | 52 263           | 4 611                    | 120   | 4                         | 260 241          |
| 5046                  | Commercial equipment, n.e.c. -----  | 16                        | 66 266           | 5 248                    | 170   | 14                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5047                  | Medical, dental, and hospital equipment and supplies -----                            | 17                        | 93 752           | 11 353                   | 435   | 14                        | (D)              | (D)                      | EE  | 3                         | (D)              |
| 5048                  | Ophthalmic goods -----  | 4                         | 8 742            | 2 879                    | 133   | 4                         | 8 742            | 2 879                    | 133   | -                         | -                |
| 5049                  | Professional equipment and supplies, n.e.c. -----                                     | 11                        | (D)              | (D)                      | CC  | 10                        | (D)              | (D)                      | CC  | 1                         | (D)              |
| 505                   | Metals and minerals, except petroleum -----   | 37                        | 266 064          | 22 256                   | 662   | 32                        | 212 338          | 16 516                   | 548   | 5                         | 53 726           |
| 5051                  | Metals service centers and offices -----  | 34                        | 162 232          | 17 034                   | 563   | 31                        | (D)              | (D)                      | FF  | 3                         | (D)              |
| 5052                  | Coal and other minerals and ores -----  | 3                         | 103 832          | 5 222                    | 99  | 1                         | (D)              | (D)                      | AA  | 2                         | (D)              |
| 506                   | Electrical goods -----  | 50                        | 206 788          | 21 275                   | 651   | 43                        | 184 864          | 18 510                   | 551   | 7                         | 21 924           |
| 5063                  | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 28                        | 139 640          | 12 570                   | 370   | 24                        | (D)              | (D)                      | EE  | 4                         | (D)              |
| 5064                  | Electrical appliances, television and radio sets -----                                | 5                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | BB  | -                         | -                |
| 5065                  | Electronic parts and equipment, n.e.c. -----  | 17                        | (D)              | (D)                      | CC  | 14                        | (D)              | (D)                      | CC  | 3                         | (D)              |
| 507                   | Hardware, and plumbing and heating equipment and supplies -----                       | 65                        | 292 695          | 26 930                   | 882   | 60                        | (D)              | (D)                      | FF  | 5                         | (D)              |
| 5072                  | Hardware -----  | 16                        | (D)              | (D)                      | EE  | 14                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5074                  | Plumbing and heating equipment and supplies (hydronics) -----                         | 27                        | (D)              | (D)                      | EE  | 25                        | (D)              | (D)                      | EE  | 2                         | (D)              |
| 5075                  | Warm air heating and air-conditioning equipment and supplies -----                    | 17                        | 46 084           | 5 492                    | 169   | 16                        | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5078                  | Refrigeration equipment and supplies -----  | 5                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | BB  | -                         | -                |
| 508                   | Machinery, equipment, and supplies -----  | 137                       | 311 107          | 46 974                   | 1 544   | 127                       | 285 808          | 45 620                   | 1 505   | 10                        | 25 299           |
| 5082                  | Construction and mining (except petroleum) machinery and equipment -----              | 7                         | 13 519           | 1 534                    | 41  | 7                         | 13 519           | 1 534                    | 41  | -                         | -                |
| 5083                  | Farm and garden machinery and equipment -----   | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | -                         | -                |
| 5084                  | Industrial machinery and equipment -----  | 57                        | 134 265          | 22 320                   | 758   | 52                        | 124 237          | 21 594                   | 743   | 5                         | 10 028           |
| 5085                  | Industrial supplies -----   | 42                        | 117 780          | 16 086                   | 508   | 37                        | 102 509          | 15 458                   | 484   | 5                         | 15 271           |
| 5087                  | Service establishment equipment and supplies -----                                    | 23                        | 31 394           | 5 224                    | 179   | 23                        | 31 394           | 5 224                    | 179   | -                         | -                |
| 5088                  | Transportation equipment and supplies, except motor vehicles -----                    | 7                         | (D)              | (D)                      | BB  | 7                         | (D)              | (D)                      | BB  | -                         | -                |
| 509                   | Miscellaneous durable goods -----   | 58                        | 166 734          | 17 195                   | 724   | 57                        | (D)              | (D)                      | FF  | 1                         | (D)              |
| 5091                  | Sporting and recreational goods and supplies -----                                    | 5                         | 17 121           | 1 357                    | 39  | 5                         | 17 121           | 1 357                    | 39  | -                         | -                |
| 5092                  | Toys and hobby goods and supplies -----   | 3                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | -                         | -                |
| 5093                  | Scrap and waste materials -----   | 31                        | 106 881          | 10 965                   | 438   | 31                        | 106 881          | 10 965                   | 438   | -                         | -                |
| 5094                  | Jewelry, watches, precious stones, and precious metals -----                          | 6                         | 7 534            | 788                      | 79  | 6                         | 7 534            | 788                      | 79  | -                         | -                |
| 5099                  | Durable goods, n.e.c. -----   | 13                        | (D)              | (D)                      | CC  | 12                        | 25 811           | 2 651                    | 100   | 1                         | (D)              |
| <b>51</b>             | <b>Nondurable goods -----</b>   | <b>350</b>                | <b>3 793 176</b> | <b>182 650</b>           | <b>6 630</b>  | <b>282</b>                | <b>2 024 572</b> | <b>148 074</b>           | <b>5 556</b>  | <b>68</b>                 | <b>1 768 604</b> |
| 511                   | Paper and paper products -----  | 56                        | 391 854          | 23 534                   | 804   | 44                        | 206 947          | 18 448                   | 671   | 12                        | 184 907          |
| 5111                  | Printing and writing paper -----  | 7                         | 64 272           | 4 683                    | 132   | 5                         | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5112                  | Stationery and office supplies -----  | 24                        | 39 131           | 5 460                    | 249   | 19                        | (D)              | (D)                      | CC  | 5                         | (D)              |
| 5113                  | Industrial and personal service paper -----   | 25                        | 288 451          | 13 391                   | 423   | 20                        | 130 869          | 10 155                   | 343   | 5                         | 157 582          |
| 512                   | Drugs, drug proprietaries, and druggists' sundries -----                              | 11                        | (D)              | (D)                      | CC  | 9                         | 19 172           | 2 782                    | 126   | 2                         | (D)              |
| 5122                  | Drugs, drug proprietaries, and druggists' sundries -----                              | 11                        | (D)              | (D)                      | CC  | 9                         | 19 172           | 2 782                    | 126   | 2                         | (D)              |
| 513                   | Apparel, piece goods, and notions -----   | 35                        | 145 843          | 12 691                   | 460   | 32                        | (D)              | (D)                      | EE  | 3                         | (D)              |
| 5131                  | Piece goods, notions, and other dry goods -----                                       | 9                         | 63 173           | 3 238                    | 109   | 8                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5136                  | Men's and boys' clothing and furnishings -----  | 10                        | 29 869           | 2 503                    | 103   | 8                         | (D)              | (D)                      | BB  | 2                         | (D)              |
| 5137                  | Women's, children's, and infants' clothing and accessories -----                      | 10                        | 31 777           | 4 065                    | 168   | 10                        | 31 777           | 4 065                    | 168   | -                         | -                |
| 5139                  | Footwear -----  | 6                         | 21 024           | 2 885                    | 80  | 6                         | 21 024           | 2 885                    | 80  | -                         | -                |
| 514                   | Groceries and related products -----  | 91                        | 783 091          | 47 505                   | 1 831   | 79                        | 516 554          | 37 172                   | 1 461   | 12                        | 266 537          |
| 5141                  | Groceries, general line -----   | 12                        | (D)              | (D)                      | EE  | 11                        | 97 931           | 6 961                    | 213   | 1                         | (D)              |
| 5142                  | Packaged frozen foods -----   | 11                        | (D)              | (D)                      | CC  | 9                         | 45 463           | 2 004                    | 104   | 2                         | (D)              |
| 5143                  | Dairy products, except dried or canned -----  | 7                         | 30 253           | 2 736                    | 113   | 6                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5144                  | Poultry and poultry products -----  | 5                         | 121 208          | 4 893                    | 210   | 5                         | 121 208          | 4 893                    | 210   | -                         | -                |
| 5145                  | Confectionery -----   | 10                        | 67 558           | 7 033                    | 306   | 8                         | (D)              | (D)                      | CC  | 2                         | (D)              |

**Table 5. Summary Statistics for Places With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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) |
| <b>BALTIMORE (IC) — Con.</b> |  |                           |                 |                          |   |                           |                 |                          |   |                           |
| <b>51</b>                    | <b>Nondurable goods — Con.</b>   |                           |                 |                          |   |                           |                 |                          |   |                           |
| 514                          | Groceries and related products — Con.  |                           |                 |                          |   |                           |                 |                          |   |                           |
| 5146                         | Fish and seafoods .....  | 3                         | (D)             | (D)                      | BB  | 3                         | (D)             | (D)                      | BB  | —                         |
| 5147                         | Meats and meat products .....  | 7                         | 61 086          | 4 918                    | 168   | 7                         | 61 086          | 4 918                    | 168   | —                         |
| 5148                         | Fresh fruits and vegetables .....  | 6                         | 24 207          | 2 955                    | 142   | 6                         | 24 207          | 2 955                    | 142   | —                         |
| 5149                         | Groceries and related products, n.e.c. ....  | 30                        | 155 690         | 12 022                   | 440   | 24                        | 115 613         | 10 272                   | 387   | 6 40 077                  |
| 515                          | Farm-product raw materials .....   | 2                         | (D)             | (D)                      | BB  | 2                         | (D)             | (D)                      | BB  | —                         |
| 5153                         | Grain and field beans .....  | 1                         | (D)             | (D)                      | BB  | 1                         | (D)             | (D)                      | BB  | —                         |
| 5154                         | Livestock .....  | 1                         | (D)             | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         |
| 5159                         | Farm-product raw materials, n.e.c. ....  | —                         | —               | —                        | —   | —                         | —               | —                        | —   | —                         |
| 516                          | Chemicals and allied products .....  | 33                        | 169 843         | 12 646                   | 429   | 27                        | 95 727          | 11 740                   | 370   | 6 74 116                  |
| 5162                         | Plastics materials and basic forms and shapes ...                                      | 7                         | 19 248          | 1 947                    | 74  | 7                         | 19 248          | 1 947                    | 74  | —                         |
| 5169                         | Chemicals and allied products, n.e.c. ....   | 26                        | 150 595         | 10 699                   | 355   | 20                        | 76 479          | 9 793                    | 296   | 6 74 116                  |
| 517                          | Petroleum and petroleum products .....   | 31                        | 1 324 738       | 22 312                   | 655   | 18                        | (D)             | (D)                      | EE  | 13 (D)                    |
| 5171                         | Petroleum bulk stations and terminals .....  | 19                        | 1 156 344       | 16 193                   | 466   | 7                         | (D)             | (D)                      | CC  | 12 (D)                    |
| 5172                         | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 12                        | 168 394         | 6 119                    | 189   | 11                        | (D)             | (D)                      | CC  | 1 (D)                     |
| 518                          | Beer, wine, and distilled alcoholic beverages .....                                    | 6                         | 199 920         | 19 879                   | 583   | 6                         | 199 920         | 19 879                   | 583   | —                         |
| 5181                         | Beer and ale .....   | 2                         | (D)             | (D)                      | EE  | 2                         | (D)             | (D)                      | EE  | —                         |
| 5182                         | Wine and distilled alcoholic beverages .....   | 4                         | (D)             | (D)                      | EE  | 4                         | (D)             | (D)                      | EE  | —                         |
| 519                          | Miscellaneous nondurable goods .....   | 85                        | 557 494         | 37 546                   | 1 634   | 65                        | (D)             | (D)                      | GG  | 20 (D)                    |
| 5191                         | Farm supplies .....  | 10                        | 57 426          | 2 514                    | 167   | 5                         | (D)             | (D)                      | CC  | 5 (D)                     |
| 5192                         | Books, periodicals, and newspapers .....   | 16                        | 76 378          | 11 565                   | 447   | 14                        | (D)             | (D)                      | EE  | 2 (D)                     |
| 5193                         | Flowers, nursery stock, and florists' supplies ...                                     | 5                         | 24 078          | 3 562                    | 135   | 5                         | 24 078          | 3 562                    | 135   | —                         |
| 5194                         | Tobacco and tobacco products .....   | 7                         | 298 976         | 10 177                   | 456   | 7                         | 298 976         | 10 177                   | 456   | —                         |
| 5198                         | Paints, varnishes, and supplies .....  | 20                        | 56 544          | 6 433                    | 269   | 11                        | 48 425          | 5 378                    | 223   | 9 8 119                   |
| 5199                         | Nondurable goods, n.e.c. ....  | 27                        | 44 092          | 3 295                    | 160   | 23                        | (D)             | (D)                      | CC  | 4 (D)                     |

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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) |
| <b>ANNE ARUNDEL COUNTY</b> |  |                           |                  |                          |   |                           |                  |                          |   |                           |
|                            | <b>Wholesale trade .....</b>                                   | <b>661</b>                | <b>7 069 849</b> | <b>285 158</b>           | <b>8 870</b>  | <b>497</b>                | <b>4 582 602</b> | <b>196 218</b>           | <b>6 640</b>  | <b>164 2 487 247</b>      |
| <b>50</b>                  | <b>Durable goods .....</b>                                     | <b>457</b>                | <b>5 424 254</b> | <b>196 604</b>           | <b>5 865</b>  | <b>348</b>                | <b>3 765 232</b> | <b>132 714</b>           | <b>4 313</b>  | <b>109 1 659 022</b>      |
| 501                        | Motor vehicles and motor vehicle parts and supplies .....      | 52                        | (D)              | (D)                      | GG  | 49                        | (D)              | (D)                      | FF  | 3 (D)                     |
| 5012                       | Automobiles and other motor vehicles .....                     | 8                         | (D)              | (D)                      | FF  | 7                         | (D)              | (D)                      | EE  | 1 (D)                     |
| 5013                       | Motor vehicle supplies and new parts .....                     | 36                        | (D)              | (D)                      | EE  | 34                        | (D)              | (D)                      | EE  | 2 (D)                     |
| 5014                       | Tires and tubes .....  | 2                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | —                         |
| 5015                       | Motor vehicle parts, used .....                                | 6                         | (D)              | (D)                      | BB  | 6                         | (D)              | (D)                      | BB  | —                         |
| 502                        | Furniture and home furnishings .....                           | 29                        | 65 443           | 5 362                    | 171   | 18                        | 16 725           | 2 059                    | 108   | 11 48 718                 |
| 5021                       | Furniture .....  | 14                        | 42 514           | 3 258                    | 87  | 7                         | 7 821            | 839                      | 46  | 7 34 693                  |
| 5023                       | Home furnishings .....   | 15                        | 22 929           | 2 104                    | 84  | 11                        | 8 904            | 1 220                    | 62  | 4 14 025                  |
| 503                        | Lumber and other construction materials .....                  | 36                        | 199 638          | 13 944                   | 427   | 29                        | 91 344           | 10 007                   | 321   | 7 108 294                 |
| 5031                       | Lumber, plywood, millwork, and wood panels .....               | 16                        | 92 250           | 5 999                    | 182   | 14                        | (D)              | (D)                      | CC  | 2 (D)                     |
| 5032                       | Brick, stone, and related construction materials ...           | 4                         | 10 120           | 1 296                    | 34  | 3                         | (D)              | (D)                      | BB  | 1 (D)                     |
| 5033                       | Roofing, siding, and insulation materials .....                | 5                         | 63 051           | 1 218                    | 38  | 2                         | (D)              | (D)                      | BB  | 3 (D)                     |
| 5039                       | Construction materials, n.e.c. ....                            | 11                        | 34 217           | 5 431                    | 173   | 10                        | (D)              | (D)                      | CC  | 1 (D)                     |
| 504                        | Professional and commercial equipment and supplies .....       | 91                        | 688 186          | 50 302                   | 1 268   | 67                        | 268 498          | 26 557                   | 784   | 24 419 688                |
| 5043                       | Photographic equipment and supplies .....                      | 2                         | (D)              | (D)                      | CC  | 1                         | (D)              | (D)                      | AA  | 1 (D)                     |
| 5044                       | Office equipment .....   | 6                         | (D)              | (D)                      | BB  | 5                         | 5 207            | 1 500                    | 50  | 1 (D)                     |
| 5045                       | Computers and computer peripheral equipment and software ..... | 45                        | 415 481          | 22 975                   | 564   | 37                        | 168 939          | 12 751                   | 373   | 8 246 542                 |
| 5046                       | Commercial equipment, n.e.c. ....                              | 9                         | (D)              | (D)                      | CC  | 6                         | (D)              | (D)                      | CC  | 3 (D)                     |
| 5047                       | Medical, dental, and hospital equipment and supplies .....     | 19                        | 149 422          | 14 021                   | 342   | 12                        | (D)              | (D)                      | CC  | 7 (D)                     |
| 5048                       | Ophthalmic goods .....   | 2                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | —                         |
| 5049                       | Professional equipment and supplies, n.e.c. ....               | 8                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | 4 (D)                     |
| 505                        | Metals and minerals, except petroleum .....                    | 10                        | (D)              | (D)                      | CC  | 7                         | (D)              | (D)                      | CC  | 3 12 188                  |
| 5051                       | Metals service centers and offices .....                       | 10                        | (D)              | (D)                      | CC  | 7                         | (D)              | (D)                      | CC  | 3 12 188                  |
| 5052                       | Coal and other minerals and ores .....                         | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         |

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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>ANNE ARUNDEL COUNTY — Con.</b> |  |                           |                  |                          |   |                           |                 |                          |   |                           |                 |
| <b>50</b>                         | <b>Durable goods — Con.</b>  |                           |                  |                          |   |                           |                 |                          |   |                           |                 |
| 506                               | Electrical goods .....   | 60                        | 793 701          | 25 021                   | 683   | 36                        | 193 538         | 12 123                   | 358   | 24                        | 600 163         |
| 5063                              | Electrical apparatus and equipment, wiring supplies, and construction materials .....  | 27                        | 160 657          | 8 139                    | 232   | 15                        | 52 527          | 4 438                    | 150   | 12                        | 108 130         |
| 5064                              | Electrical appliances, television and radio sets .....                                 | 4                         | (D)              | (D)                      | CC  | 4                         | (D)             | (D)                      | CC  | —                         | —               |
| 5065                              | Electronic parts and equipment, n.e.c. ....  | 29                        | (D)              | (D)                      | EE  | 17                        | (D)             | (D)                      | BB  | 12                        | 492 033         |
| 507                               | Hardware, and plumbing and heating equipment and supplies .....                        | 44                        | 265 023          | 15 492                   | 494   | 33                        | 66 147          | 6 352                    | 236   | 11                        | 198 876         |
| 5072                              | Hardware .....   | 13                        | (D)              | (D)                      | EE  | 9                         | (D)             | (D)                      | BB  | 4                         | (D)             |
| 5074                              | Plumbing and heating equipment and supplies (hydronics) .....                          | 17                        | 107 080          | 3 768                    | 132   | 12                        | 24 153          | 2 179                    | 82  | 5                         | 82 927          |
| 5075                              | Warm air heating and air-conditioning equipment and supplies .....                     | 13                        | (D)              | (D)                      | BB  | 11                        | (D)             | (D)                      | BB  | 2                         | (D)             |
| 5078                              | Refrigeration equipment and supplies .....   | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 508                               | Machinery, equipment, and supplies .....   | 84                        | 310 846          | 29 180                   | 848   | 68                        | 234 070         | 26 074                   | 788   | 16                        | 76 776          |
| 5082                              | Construction and mining (except petroleum) machinery and equipment .....               | 10                        | 34 358           | 4 068                    | 122   | 10                        | 34 358          | 4 068                    | 122   | —                         | —               |
| 5083                              | Farm and garden machinery and equipment .....  | 2                         | (D)              | (D)                      | CC  | 1                         | (D)             | (D)                      | CC  | 1                         | (D)             |
| 5084                              | Industrial machinery and equipment .....   | 30                        | 152 191          | 12 503                   | 333   | 22                        | 93 049          | 10 328                   | 294   | 8                         | 59 142          |
| 5085                              | Industrial supplies .....  | 16                        | (D)              | (D)                      | BB  | 14                        | 10 589          | 1 821                    | 63  | 2                         | (D)             |
| 5087                              | Service establishment equipment and supplies .....                                     | 15                        | 32 698           | 3 540                    | 131   | 11                        | 21 564          | 2 991                    | 120   | 4                         | 11 134          |
| 5088                              | Transportation equipment and supplies, except motor vehicles .....                     | 11                        | (D)              | (D)                      | BB  | 10                        | (D)             | (D)                      | BB  | 1                         | (D)             |
| 509                               | Miscellaneous durable goods .....  | 51                        | (D)              | (D)                      | FF  | 41                        | (D)             | (D)                      | FF  | 10                        | (D)             |
| 5091                              | Sporting and recreational goods and supplies .....                                     | 15                        | 33 790           | 3 555                    | 139   | 13                        | (D)             | (D)                      | CC  | 2                         | (D)             |
| 5092                              | Toys and hobby goods and supplies .....  | 4                         | (D)              | (D)                      | BB  | 3                         | 596             | 126                      | 6   | 1                         | (D)             |
| 5093                              | Scrap and waste materials .....  | 10                        | 15 044           | 3 177                    | 130   | 9                         | (D)             | (D)                      | CC  | 1                         | (D)             |
| 5094                              | Jewelry, watches, precious stones, and precious metals .....                           | 3                         | 1 186            | 200                      | 9   | 3                         | 1 186           | 200                      | 9   | —                         | —               |
| 5099                              | Durable goods, n.e.c. ....   | 19                        | 242 659          | 9 965                    | 487   | 13                        | (D)             | (D)                      | EE  | 6                         | (D)             |
| <b>51</b>                         | <b>Nondurable goods .....</b>  | <b>204</b>                | <b>1 645 595</b> | <b>88 554</b>            | <b>3 005</b>  | <b>149</b>                | <b>817 370</b>  | <b>63 504</b>            | <b>2 327</b>  | <b>55</b>                 | <b>828 225</b>  |
| 511                               | Paper and paper products .....   | 41                        | 267 552          | 15 218                   | 561   | 31                        | 157 099         | 12 202                   | 468   | 10                        | 110 453         |
| 5111                              | Printing and writing paper .....   | 6                         | (D)              | (D)                      | BB  | 2                         | (D)             | (D)                      | BB  | 4                         | (D)             |
| 5112                              | Stationery and office supplies .....   | 26                        | 146 424          | 10 397                   | 420   | 24                        | (D)             | (D)                      | EE  | 2                         | (D)             |
| 5113                              | Industrial and personal service paper .....  | 9                         | (D)              | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | 4                         | 53 869          |
| 512                               | Drugs, drug proprietaries, and druggists' sundries .....                               | 3                         | (D)              | (D)                      | BB  | 3                         | (D)             | (D)                      | BB  | —                         | —               |
| 5122                              | Drugs, drug proprietaries, and druggists' sundries .....                               | 3                         | (D)              | (D)                      | BB  | 3                         | (D)             | (D)                      | BB  | —                         | —               |
| 513                               | Apparel, piece goods, and notions .....  | 10                        | 25 810           | 1 107                    | 53  | 6                         | 1 930           | 607                      | 31  | 4                         | 23 880          |
| 5131                              | Piece goods, notions, and other dry goods .....  | 3                         | (D)              | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | 1                         | (D)             |
| 5136                              | Men's and boys' clothing and furnishings .....   | 4                         | (D)              | (D)                      | BB  | 2                         | (D)             | (D)                      | AA  | 2                         | (D)             |
| 5137                              | Women's, children's, and infants' clothing and accessories .....                       | 1                         | (D)              | (D)                      | BB  | 1                         | (D)             | (D)                      | BB  | —                         | —               |
| 5139                              | Footwear .....   | 2                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | 1                         | (D)             |
| 514                               | Groceries and related products .....   | 64                        | 927 810          | 38 040                   | 1 258   | 44                        | 334 931         | 22 472                   | 840   | 20                        | 592 879         |
| 5141                              | Groceries, general line .....  | 7                         | 240 431          | 12 819                   | 411   | 6                         | (D)             | (D)                      | EE  | 1                         | (D)             |
| 5142                              | Packaged frozen foods .....  | 5                         | (D)              | (D)                      | BB  | 2                         | (D)             | (D)                      | BB  | 3                         | (D)             |
| 5143                              | Dairy products, except dried or canned .....   | 3                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | 2                         | (D)             |
| 5144                              | Poultry and poultry products .....   | —                         | —                | —                        | —   | —                         | —               | —                        | —   | —                         | —               |
| 5145                              | Confectionery .....  | 2                         | (D)              | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | —                         | —               |
| 5146                              | Fish and seafoods .....  | 5                         | 20 619           | 945                      | 29  | 4                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5147                              | Meats and meat products .....  | 3                         | 43 116           | 1 595                    | 71  | 1                         | (D)             | (D)                      | AA  | 2                         | (D)             |
| 5148                              | Fresh fruits and vegetables .....  | 7                         | 28 268           | 3 621                    | 175   | 7                         | 28 268          | 3 621                    | 175   | —                         | —               |
| 5149                              | Groceries and related products, n.e.c. ....  | 32                        | (D)              | (D)                      | EE  | 21                        | (D)             | (D)                      | CC  | 11                        | 362 082         |
| 515                               | Farm-product raw materials .....   | 2                         | (D)              | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | —                         | —               |
| 5153                              | Grain and field beans .....  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 5154                              | Livestock .....  | —                         | —                | —                        | —   | —                         | —               | —                        | —   | —                         | —               |
| 5159                              | Farm-product raw materials, n.e.c. ....  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 516                               | Chemicals and allied products .....  | 14                        | (D)              | (D)                      | CC  | 8                         | (D)             | (D)                      | CC  | 6                         | (D)             |
| 5162                              | Plastics materials and basic forms and shapes .....                                    | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 5169                              | Chemicals and allied products, n.e.c. ....   | 13                        | (D)              | (D)                      | CC  | 7                         | (D)             | (D)                      | CC  | 6                         | (D)             |
| 517                               | Petroleum and petroleum products .....   | 6                         | 52 023           | 3 616                    | 156   | 6                         | 52 023          | 3 616                    | 156   | —                         | —               |
| 5171                              | Petroleum bulk stations and terminals .....  | 4                         | (D)              | (D)                      | CC  | 4                         | (D)             | (D)                      | CC  | —                         | —               |
| 5172                              | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 2                         | (D)              | (D)                      | BB  | 2                         | (D)             | (D)                      | BB  | —                         | —               |
| 518                               | Beer, wine, and distilled alcoholic beverages .....                                    | 5                         | 96 786           | 10 599                   | 307   | 4                         | (D)             | (D)                      | EE  | 1                         | (D)             |
| 5181                              | Beer and ale .....   | 2                         | (D)              | (D)                      | CC  | 2                         | (D)             | (D)                      | CC  | —                         | —               |
| 5182                              | Wine and distilled alcoholic beverages .....   | 3                         | (D)              | (D)                      | CC  | 2                         | (D)             | (D)                      | CC  | 1                         | (D)             |
| 519                               | Miscellaneous nondurable goods .....   | 59                        | (D)              | (D)                      | EE  | 45                        | (D)             | (D)                      | EE  | 14                        | (D)             |
| 5191                              | Farm supplies .....  | 6                         | 6 196            | 792                      | 65  | 6                         | 6 196           | 792                      | 65  | —                         | —               |
| 5192                              | Books, periodicals, and newspapers .....   | 6                         | (D)              | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5193                              | Flowers, nursery stock, and florists' supplies .....                                   | 4                         | 6 679            | 922                      | 46  | 4                         | 6 679           | 922                      | 46  | —                         | —               |
| 5194                              | Tobacco and tobacco products .....   | 2                         | (D)              | (D)                      | BB  | 2                         | (D)             | (D)                      | BB  | —                         | —               |
| 5198                              | Paints, varnishes, and supplies .....  | 9                         | 29 355           | 1 337                    | 45  | 4                         | 4 692           | 513                      | 27  | 5                         | 24 663          |
| 5199                              | Nondurable goods, n.e.c. ....  | 32                        | (D)              | (D)                      | CC  | 24                        | (D)             | (D)                      | CC  | 8                         | (D)             |

Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| SIC code                | Geographic area and kind of business  | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers    |                  |                          |   | Other operating types   |                  |
|-------------------------|---|-------------------------|------------------|--------------------------|---|-------------------------|------------------|--------------------------|---|-------------------------|------------------|
|                         |   |                         |                  |                          |   | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Establishments (number) | Sales (\$1,000)  |
| <b>BALTIMORE COUNTY</b> |   |                         |                  |                          |   |                         |                  |                          |   |                         |                  |
|                         | <b>Wholesale trade</b> .....  | <b>1 260</b>            | <b>7 190 865</b> | <b>499 016</b>           | <b>16 374</b>   | <b>990</b>              | <b>3 373 531</b> | <b>346 416</b>           | <b>12 177</b>   | <b>270</b>              | <b>3 817 334</b> |
| <b>50</b>               | <b>Durable goods</b> .....  | <b>870</b>              | <b>3 622 319</b> | <b>311 704</b>           | <b>9 868</b>  | <b>686</b>              | <b>1 705 652</b> | <b>217 457</b>           | <b>7 408</b>  | <b>184</b>              | <b>1 916 667</b> |
| 501                     | Motor vehicles and motor vehicle parts and supplies .....                             | 94                      | (D)              | (D)                      | FF  | 86                      | 184 778          | 20 343                   | 895   | 8                       | (D)              |
| 5012                    | Automobiles and other motor vehicles .....  | 17                      | (D)              | (D)                      | EE  | 16                      | (D)              | (D)                      | EE  | 1                       | (D)              |
| 5013                    | Motor vehicle supplies and new parts .....  | 63                      | 117 931          | 12 879                   | 596   | 57                      | (D)              | (D)                      | FF  | 6                       | (D)              |
| 5014                    | Tires and tubes .....   | 4                       | 5 241            | 1 038                    | 32  | 3                       | (D)              | (D)                      | BB  | 1                       | (D)              |
| 5015                    | Motor vehicle parts, used .....   | 10                      | 2 611            | 770                      | 51  | 10                      | 2 611            | 770                      | 51  | —                       | —                |
| 502                     | Furniture and home furnishings .....  | 52                      | 132 290          | 15 803                   | 547   | 39                      | 114 934          | 14 843                   | 520   | 13                      | 17 356           |
| 5021                    | Furniture .....   | 16                      | 40 687           | 4 731                    | 176   | 11                      | 35 559           | 4 546                    | 168   | 5                       | 5 128            |
| 5023                    | Home furnishings .....  | 36                      | 91 603           | 11 072                   | 371   | 28                      | 79 375           | 10 297                   | 352   | 8                       | 12 228           |
| 503                     | Lumber and other construction materials .....   | 73                      | 250 344          | 27 309                   | 932   | 59                      | 201 811          | 24 387                   | 844   | 14                      | 48 533           |
| 5031                    | Lumber, plywood, millwork, and wood panels .....                                      | 30                      | 150 085          | 16 694                   | 571   | 28                      | (D)              | (D)                      | FF  | 2                       | (D)              |
| 5032                    | Brick, stone, and related construction materials .....                                | 17                      | 31 565           | 3 534                    | 113   | 10                      | 19 496           | 2 354                    | 73  | 7                       | 12 069           |
| 5033                    | Roofing, siding, and insulation materials .....                                       | 13                      | 47 834           | 3 376                    | 110   | 9                       | (D)              | (D)                      | BB  | 4                       | (D)              |
| 5039                    | Construction materials, n.e.c. ....   | 13                      | 20 860           | 3 705                    | 138   | 12                      | (D)              | (D)                      | CC  | 1                       | (D)              |
| 504                     | Professional and commercial equipment and supplies .....                              | 165                     | 607 286          | 104 935                  | 3 096   | 142                     | (D)              | (D)                      | GG  | 23                      | (D)              |
| 5043                    | Photographic equipment and supplies .....   | 3                       | (D)              | (D)                      | BB  | 2                       | (D)              | (D)                      | BB  | 1                       | (D)              |
| 5044                    | Office equipment .....  | 40                      | 132 195          | 28 447                   | 830   | 33                      | 45 582           | 12 568                   | 486   | 7                       | 86 613           |
| 5045                    | Computers and computer peripheral equipment and software .....                        | 63                      | 231 680          | 35 942                   | 1 067   | 57                      | (D)              | (D)                      | FF  | 6                       | (D)              |
| 5046                    | Commercial equipment, n.e.c. ....   | 15                      | (D)              | (D)                      | CC  | 14                      | (D)              | (D)                      | CC  | 1                       | (D)              |
| 5047                    | Medical, dental, and hospital equipment and supplies .....                            | 32                      | 184 079          | 31 390                   | 901   | 27                      | 57 259           | 8 514                    | 260   | 5                       | 126 820          |
| 5048                    | Ophthalmic goods .....  | 7                       | 15 585           | 1 774                    | 63  | 5                       | (D)              | (D)                      | BB  | 2                       | (D)              |
| 5049                    | Professional equipment and supplies, n.e.c. ....                                      | 5                       | (D)              | (D)                      | BB  | 4                       | (D)              | (D)                      | BB  | 1                       | (D)              |
| 505                     | Metals and minerals, except petroleum .....   | 33                      | 331 809          | 10 982                   | 290   | 20                      | 65 070           | 5 413                    | 132   | 13                      | 266 739          |
| 5051                    | Metals service centers and offices .....  | 30                      | 290 382          | 8 630                    | 246   | 18                      | (D)              | (D)                      | BB  | 12                      | (D)              |
| 5052                    | Coal and other minerals and ores .....  | 3                       | 41 427           | 2 352                    | 44  | 2                       | (D)              | (D)                      | BB  | 1                       | (D)              |
| 506                     | Electrical goods .....  | 133                     | 1 062 265        | 50 161                   | 1 507   | 87                      | 302 414          | 27 830                   | 878   | 46                      | 759 851          |
| 5063                    | Electrical apparatus and equipment, wiring supplies, and construction materials ..... | 61                      | 238 935          | 21 277                   | 618   | 41                      | 130 405          | 14 225                   | 441   | 20                      | 108 530          |
| 5064                    | Electrical appliances, television and radio sets .....                                | 10                      | 30 329           | 2 989                    | 96  | 9                       | (D)              | (D)                      | BB  | 1                       | (D)              |
| 5065                    | Electronic parts and equipment, n.e.c. ....   | 62                      | 793 001          | 25 895                   | 793   | 37                      | (D)              | (D)                      | EE  | 25                      | (D)              |
| 507                     | Hardware, and plumbing and heating equipment and supplies .....                       | 71                      | 188 690          | 20 472                   | 602   | 55                      | (D)              | (D)                      | EE  | 16                      | (D)              |
| 5072                    | Hardware .....  | 21                      | (D)              | (D)                      | CC  | 18                      | (D)              | (D)                      | CC  | 3                       | (D)              |
| 5074                    | Plumbing and heating equipment and supplies (hydronics) .....                         | 25                      | 77 071           | 8 088                    | 213   | 20                      | 57 233           | 6 985                    | 178   | 5                       | 19 838           |
| 5075                    | Warm air heating and air-conditioning equipment and supplies .....                    | 22                      | 75 034           | 7 736                    | 240   | 15                      | 50 285           | 4 299                    | 129   | 7                       | 24 749           |
| 5078                    | Refrigeration equipment and supplies .....  | 3                       | (D)              | (D)                      | AA  | 2                       | (D)              | (D)                      | AA  | 1                       | (D)              |
| 508                     | Machinery, equipment, and supplies .....  | 168                     | 638 904          | 47 618                   | 1 438   | 134                     | 273 060          | 38 167                   | 1 249   | 34                      | 365 844          |
| 5082                    | Construction and mining (except petroleum) machinery and equipment .....              | 16                      | 320 306          | 15 894                   | 383   | 14                      | (D)              | (D)                      | EE  | 2                       | (D)              |
| 5083                    | Farm and garden machinery and equipment .....   | 4                       | 2 830            | 551                      | 25  | 4                       | 2 830            | 551                      | 25  | —                       | —                |
| 5084                    | Industrial machinery and equipment .....  | 69                      | 134 126          | 13 981                   | 488   | 52                      | (D)              | (D)                      | EE  | 17                      | (D)              |
| 5085                    | Industrial supplies .....   | 55                      | 145 390          | 12 384                   | 356   | 44                      | 76 394           | 10 365                   | 305   | 11                      | 68 996           |
| 5087                    | Service establishment equipment and supplies .....                                    | 19                      | 21 037           | 3 763                    | 144   | 17                      | (D)              | (D)                      | CC  | 2                       | (D)              |
| 5088                    | Transportation equipment and supplies, except motor vehicles .....                    | 5                       | 15 215           | 1 045                    | 42  | 3                       | (D)              | (D)                      | BB  | 2                       | (D)              |
| 509                     | Miscellaneous durable goods .....   | 81                      | (D)              | (D)                      | EE  | 64                      | (D)              | (D)                      | EE  | 17                      | (D)              |
| 5091                    | Sporting and recreational goods and supplies .....                                    | 15                      | 79 740           | 3 699                    | 120   | 9                       | (D)              | (D)                      | BB  | 6                       | (D)              |
| 5092                    | Toys and hobby goods and supplies .....   | 9                       | 13 674           | 1 197                    | 47  | 7                       | (D)              | (D)                      | BB  | 2                       | (D)              |
| 5093                    | Scrap and waste materials .....   | 26                      | 79 936           | 5 230                    | 187   | 24                      | (D)              | (D)                      | CC  | 2                       | (D)              |
| 5094                    | Jewelry, watches, precious stones, and precious metals .....                          | 15                      | 14 089           | 1 438                    | 77  | 13                      | (D)              | (D)                      | BB  | 2                       | (D)              |
| 5099                    | Durable goods, n.e.c. ....  | 16                      | (D)              | (D)                      | BB  | 11                      | (D)              | (D)                      | BB  | 5                       | (D)              |
| <b>51</b>               | <b>Nondurable goods</b> .....   | <b>390</b>              | <b>3 568 546</b> | <b>187 312</b>           | <b>6 506</b>  | <b>304</b>              | <b>1 667 879</b> | <b>128 959</b>           | <b>4 769</b>  | <b>86</b>               | <b>1 900 667</b> |
| 511                     | Paper and paper products .....  | 64                      | 330 028          | 26 099                   | 972   | 50                      | 156 697          | 17 186                   | 705   | 14                      | 173 331          |
| 5111                    | Printing and writing paper .....  | 7                       | 84 067           | 5 074                    | 133   | 5                       | (D)              | (D)                      | CC  | 2                       | (D)              |
| 5112                    | Stationery and office supplies .....  | 39                      | 86 039           | 10 784                   | 525   | 33                      | 53 697           | 7 618                    | 404   | 6                       | 32 342           |
| 5113                    | Industrial and personal service paper .....   | 18                      | 159 922          | 10 241                   | 314   | 12                      | (D)              | (D)                      | CC  | 6                       | (D)              |
| 512                     | Drugs, drug proprietaries, and druggists' sundries .....                              | 24                      | 1 013 229        | 34 123                   | 1 266   | 20                      | (D)              | (D)                      | FF  | 4                       | (D)              |
| 5122                    | Drugs, drug proprietaries, and druggists' sundries .....                              | 24                      | 1 013 229        | 34 123                   | 1 266   | 20                      | (D)              | (D)                      | FF  | 4                       | (D)              |
| 513                     | Apparel, piece goods, and notions .....   | 38                      | 312 257          | 14 010                   | 360   | 33                      | 299 805          | 13 649                   | 352   | 5                       | 12 452           |
| 5131                    | Piece goods, notions, and other dry goods .....                                       | 9                       | 32 295           | 2 902                    | 88  | 8                       | (D)              | (D)                      | BB  | 1                       | (D)              |
| 5136                    | Men's and boys' clothing and furnishings .....  | 10                      | (D)              | (D)                      | BB  | 8                       | (D)              | (D)                      | BB  | 2                       | (D)              |
| 5137                    | Women's, children's, and infants' clothing and accessories .....                      | 12                      | (D)              | (D)                      | CC  | 10                      | (D)              | (D)                      | CC  | 2                       | (D)              |
| 5139                    | Footwear .....  | 7                       | (D)              | (D)                      | BB  | 7                       | (D)              | (D)                      | BB  | —                       | —                |
| 514                     | Groceries and related products .....  | 102                     | 1 250 752        | 52 284                   | 1 898   | 71                      | 357 189          | 30 613                   | 1 332   | 31                      | 893 563          |
| 5141                    | Groceries, general line .....   | 11                      | 249 428          | 19 302                   | 728   | 8                       | (D)              | (D)                      | FF  | 3                       | (D)              |
| 5142                    | Packaged frozen foods .....   | 7                       | 92 680           | 3 033                    | 90  | 5                       | (D)              | (D)                      | BB  | 2                       | (D)              |
| 5143                    | Dairy products, except dried or canned .....  | 3                       | (D)              | (D)                      | AA  | 2                       | (D)              | (D)                      | AA  | 1                       | (D)              |
| 5144                    | Poultry and poultry products .....  | 4                       | (D)              | (D)                      | AA  | 2                       | (D)              | (D)                      | AA  | 2                       | (D)              |
| 5145                    | Confectionery .....   | 7                       | 24 446           | 946                      | 28  | 5                       | (D)              | (D)                      | BB  | 2                       | (D)              |



**Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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) |
| <b>BALTIMORE COUNTY — Con.</b> |  |                           |                  |                          |   |                           |                  |                          |   |                           |
| <b>51</b>                      | <b>Nondurable goods — Con.</b>   |                           |                  |                          |   |                           |                  |                          |   |                           |
| 514                            | Groceries and related products — Con.  |                           |                  |                          |   |                           |                  |                          |   |                           |
| 5146                           | Fish and seafoods -----  | 9                         | 18 831           | 922                      | 34  | 9                         | 18 831           | 922                      | 34  | —                         |
| 5147                           | Meats and meat products -----  | 7                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | AA  | 2 (D)                     |
| 5148                           | Fresh fruits and vegetables -----  | 11                        | 30 973           | 2 356                    | 229   | 9                         | (D)              | (D)                      | CC  | 2 (D)                     |
| 5149                           | Groceries and related products, n.e.c. -----   | 43                        | 811 258          | 24 899                   | 748   | 26                        | 62 727           | 6 371                    | 281   | 17 748 531                |
| 515                            | Farm-product raw materials -----   | 2                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | —                         |
| 5153                           | Grain and field beans -----  | 2                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | —                         |
| 5154                           | Livestock -----  | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         |
| 5159                           | Farm-product raw materials, n.e.c. -----   | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         |
| 516                            | Chemicals and allied products -----  | 34                        | 125 503          | 13 657                   | 344   | 29                        | 87 247           | 10 432                   | 295   | 5 38 256                  |
| 5162                           | Plastics materials and basic forms and shapes ---                                      | 3                         | 6 471            | 898                      | 18  | 3                         | 6 471            | 898                      | 18  | —                         |
| 5169                           | Chemicals and allied products, n.e.c. -----  | 31                        | 119 032          | 12 759                   | 326   | 26                        | 80 776           | 9 534                    | 277   | 5 38 256                  |
| 517                            | Petroleum and petroleum products -----   | 6                         | 13 884           | 1 135                    | 46  | 6                         | 13 884           | 1 135                    | 46  | —                         |
| 5171                           | Petroleum bulk stations and terminals -----  | 3                         | 10 338           | 482                      | 17  | 3                         | 10 338           | 482                      | 17  | —                         |
| 5172                           | Petroleum and petroleum products wholesalers, except bulk stations and terminals ----- | 3                         | 3 546            | 653                      | 29  | 3                         | 3 546            | 653                      | 29  | —                         |
| 518                            | Beer, wine, and distilled alcoholic beverages -----                                    | 9                         | 340 643          | 27 894                   | 814   | 6                         | (D)              | (D)                      | FF  | 3 (D)                     |
| 5181                           | Beer and ale -----   | 3                         | (D)              | (D)                      | CC  | 3                         | (D)              | (D)                      | CC  | —                         |
| 5182                           | Wine and distilled alcoholic beverages -----   | 6                         | (D)              | (D)                      | FF  | 3                         | 217 664          | 20 309                   | 603   | 3 (D)                     |
| 519                            | Miscellaneous nondurable goods -----   | 111                       | (D)              | (D)                      | FF  | 87                        | (D)              | (D)                      | FF  | 24 (D)                    |
| 5191                           | Farm supplies -----  | 16                        | 37 109           | 3 504                    | 157   | 15                        | (D)              | (D)                      | CC  | 1 (D)                     |
| 5192                           | Books, periodicals, and newspapers -----   | 9                         | 40 035           | 5 673                    | 229   | 5                         | 22 782           | 2 992                    | 105   | 4 17 253                  |
| 5193                           | Flowers, nursery stock, and florists' supplies -----                                   | 17                        | 15 874           | 2 471                    | 144   | 15                        | (D)              | (D)                      | CC  | 2 (D)                     |
| 5194                           | Tobacco and tobacco products -----   | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         |
| 5198                           | Paints, varnishes, and supplies -----  | 17                        | 13 558           | 1 443                    | 70  | 7                         | 3 426            | 595                      | 33  | 10 10 132                 |
| 5199                           | Nondurable goods, n.e.c. -----   | 51                        | (D)              | (D)                      | CC  | 44                        | (D)              | (D)                      | CC  | 7 (D)                     |
| <b>FREDERICK COUNTY</b>        |  |                           |                  |                          |   |                           |                  |                          |   |                           |
|                                | <b>Wholesale trade -----</b>   | <b>211</b>                | <b>655 141</b>   | <b>69 148</b>            | <b>2 577</b>  | <b>185</b>                | <b>563 913</b>   | <b>64 524</b>            | <b>2 385</b>  | <b>26 91 228</b>          |
| <b>50</b>                      | <b>Durable goods -----</b>   | <b>142</b>                | <b>(D)</b>       | <b>(D)</b>               | <b>GG</b>   | <b>128</b>                | <b>(D)</b>       | <b>(D)</b>               | <b>GG</b>   | <b>14 (D)</b>             |
| 501                            | Motor vehicles and motor vehicle parts and supplies -----                              | 29                        | (D)              | (D)                      | EE  | 27                        | (D)              | (D)                      | EE  | 2 (D)                     |
| 502                            | Furniture and homefurnishings -----  | 7                         | 8 125            | 1 081                    | 38  | 7                         | 8 125            | 1 081                    | 38  | —                         |
| 503                            | Lumber and other construction materials -----  | 12                        | 55 815           | 5 476                    | 172   | 12                        | 55 815           | 5 476                    | 172   | —                         |
| 504                            | Professional and commercial equipment and supplies -----                               | 24                        | 88 785           | 9 789                    | 325   | 22                        | (D)              | (D)                      | EE  | 2 (D)                     |
| 505                            | Metals and minerals, except petroleum -----  | 3                         | (D)              | (D)                      | AA  | 3                         | (D)              | (D)                      | AA  | —                         |
| 506                            | Electrical goods -----   | 18                        | (D)              | (D)                      | CC  | 15                        | (D)              | (D)                      | CC  | 3 (D)                     |
| 507                            | Hardware, and plumbing and heating equipment and supplies -----                        | 12                        | (D)              | (D)                      | FF  | 11                        | (D)              | (D)                      | FF  | 1 (D)                     |
| 508                            | Machinery, equipment, and supplies -----   | 24                        | 62 169           | 7 047                    | 198   | 19                        | (D)              | (D)                      | CC  | 5 (D)                     |
| 509                            | Miscellaneous durable goods -----  | 13                        | (D)              | (D)                      | BB  | 12                        | (D)              | (D)                      | BB  | 1 (D)                     |
| <b>51</b>                      | <b>Nondurable goods -----</b>  | <b>69</b>                 | <b>(D)</b>       | <b>(D)</b>               | <b>FF</b>   | <b>57</b>                 | <b>(D)</b>       | <b>(D)</b>               | <b>FF</b>   | <b>12 (D)</b>             |
| 511                            | Paper and paper products -----   | 7                         | 4 860            | 856                      | 53  | 6                         | (D)              | (D)                      | BB  | 1 (D)                     |
| 512                            | Drugs, drug proprietaries, and druggists' sundries ---                                 | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         |
| 513                            | Apparel, piece goods, and notions -----  | 3                         | (D)              | (D)                      | AA  | 3                         | (D)              | (D)                      | AA  | —                         |
| 514                            | Groceries and related products -----   | 13                        | 75 512           | 7 705                    | 253   | 8                         | 41 221           | 5 101                    | 156   | 5 34 291                  |
| 515                            | Farm-product raw materials -----   | 4                         | (D)              | (D)                      | BB  | 1                         | (D)              | (D)                      | AA  | 3 (D)                     |
| 516                            | Chemicals and allied products -----  | 4                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | —                         |
| 517                            | Petroleum and petroleum products -----   | 11                        | 52 310           | 2 094                    | 100   | 11                        | 52 310           | 2 094                    | 100   | —                         |
| 518                            | Beer, wine, and distilled alcoholic beverages -----                                    | 4                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | —                         |
| 519                            | Miscellaneous nondurable goods -----   | 23                        | (D)              | (D)                      | CC  | 20                        | (D)              | (D)                      | CC  | 3 (D)                     |
| <b>HARFORD COUNTY</b>          |  |                           |                  |                          |   |                           |                  |                          |   |                           |
|                                | <b>Wholesale trade -----</b>   | <b>204</b>                | <b>1 681 568</b> | <b>47 788</b>            | <b>1 625</b>  | <b>165</b>                | <b>1 423 801</b> | <b>42 937</b>            | <b>1 486</b>  | <b>39 257 767</b>         |
| <b>50</b>                      | <b>Durable goods -----</b>   | <b>136</b>                | <b>1 187 223</b> | <b>32 106</b>            | <b>1 070</b>  | <b>113</b>                | <b>1 106 711</b> | <b>29 524</b>            | <b>1 006</b>  | <b>23 80 512</b>          |
| 501                            | Motor vehicles and motor vehicle parts and supplies -----                              | 33                        | (D)              | (D)                      | EE  | 31                        | (D)              | (D)                      | EE  | 2 (D)                     |
| 502                            | Furniture and homefurnishings -----  | 6                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | 2 (D)                     |
| 503                            | Lumber and other construction materials -----  | 6                         | (D)              | (D)                      | BB  | 6                         | (D)              | (D)                      | BB  | —                         |
| 504                            | Professional and commercial equipment and supplies -----                               | 19                        | 29 239           | 3 382                    | 133   | 18                        | (D)              | (D)                      | CC  | 1 (D)                     |
| 505                            | Metals and minerals, except petroleum -----  | 7                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | BB  | 2 (D)                     |
| 506                            | Electrical goods -----   | 17                        | 26 674           | 2 844                    | 113   | 13                        | (D)              | (D)                      | CC  | 4 (D)                     |

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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>HARFORD COUNTY — Con.</b> |   |                           |                  |                          |   |                           |                  |                          |   |                           |                  |
| <b>50</b>                    | <b>Durable goods — Con.</b>   |                           |                  |                          |   |                           |                  |                          |   |                           |                  |
| 507                          | Hardware, and plumbing and heating equipment and supplies -----                       | 7                         | (D)              | (D)                      | BB  | 6                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 508                          | Machinery, equipment, and supplies -----  | 33                        | 69 159           | 8 075                    | 265   | 23                        | 45 240           | 7 281                    | 245   | 10                        | 23 919           |
| 509                          | Miscellaneous durable goods -----   | 8                         | (D)              | (D)                      | BB  | 7                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| <b>51</b>                    | <b>Nondurable goods -----</b>   | <b>68</b>                 | <b>494 345</b>   | <b>15 682</b>            | <b>555</b>  | <b>52</b>                 | <b>317 090</b>   | <b>13 413</b>            | <b>480</b>  | <b>16</b>                 | <b>177 255</b>   |
| 511                          | Paper and paper products -----  | 8                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | 5                         | (D)              |
| 512                          | Drugs, drug proprietaries, and druggists' sundries ---                                | 4                         | 1 896            | 124                      | 4   | 4                         | 1 896            | 124                      | 4   | —                         | —                |
| 513                          | Apparel, piece goods, and notions -----   | 3                         | 3 652            | 428                      | 37  | 3                         | 3 652            | 428                      | 37  | —                         | —                |
| 514                          | Groceries and related products -----  | 17                        | 249 989          | 7 932                    | 255   | 13                        | 194 643          | 6 731                    | 216   | 4                         | 55 346           |
| 515                          | Farm-product raw materials -----  | 2                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | —                         | —                |
| 516                          | Chemicals and allied products -----   | 8                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | BB  | 3                         | (D)              |
| 517                          | Petroleum and petroleum products -----  | 5                         | 61 758           | 1 471                    | 43  | 5                         | 61 758           | 1 471                    | 43  | —                         | —                |
| 518                          | Beer, wine, and distilled alcoholic beverages -----                                   | 4                         | (D)              | (D)                      | AA  | 4                         | (D)              | (D)                      | AA  | —                         | —                |
| 519                          | Miscellaneous nondurable goods -----  | 17                        | 25 077           | 2 422                    | 94  | 13                        | (D)              | (D)                      | BB  | 4                         | (D)              |
| <b>HOWARD COUNTY</b>         |   |                           |                  |                          |   |                           |                  |                          |   |                           |                  |
|                              | <b>Wholesale trade -----</b>  | <b>593</b>                | <b>8 778 011</b> | <b>363 416</b>           | <b>10 732</b>   | <b>426</b>                | <b>3 446 703</b> | <b>253 577</b>           | <b>7 617</b>  | <b>167</b>                | <b>5 331 308</b> |
| <b>50</b>                    | <b>Durable goods -----</b>  | <b>402</b>                | <b>3 955 271</b> | <b>190 846</b>           | <b>5 393</b>  | <b>290</b>                | <b>1 797 158</b> | <b>135 123</b>           | <b>3 997</b>  | <b>112</b>                | <b>2 158 113</b> |
| 501                          | Motor vehicles and motor vehicle parts and supplies -----                             | 42                        | 538 852          | 14 577                   | 610   | 36                        | (D)              | (D)                      | EE  | 6                         | (D)              |
| 5012                         | Automobiles and other motor vehicles -----  | 8                         | (D)              | (D)                      | EE  | 6                         | 36 176           | 1 845                    | 55  | 2                         | (D)              |
| 5013                         | Motor vehicle supplies and new parts -----  | 27                        | (D)              | (D)                      | EE  | 23                        | (D)              | (D)                      | CC  | 4                         | 11 189           |
| 5014                         | Tires and tubes -----   | 3                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | —                         | —                |
| 5015                         | Motor vehicle parts, used -----   | 4                         | 2 205            | 478                      | 27  | 4                         | 2 205            | 478                      | 27  | —                         | —                |
| 502                          | Furniture and home furnishings -----  | 25                        | 201 809          | 8 197                    | 212   | 18                        | 59 186           | 5 258                    | 174   | 7                         | 142 623          |
| 5021                         | Furniture -----   | 14                        | 45 012           | 3 926                    | 124   | 12                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5023                         | Home furnishings -----  | 11                        | 156 797          | 4 271                    | 88  | 6                         | (D)              | (D)                      | BB  | 5                         | (D)              |
| 503                          | Lumber and other construction materials -----   | 21                        | 101 241          | 5 682                    | 234   | 17                        | 89 112           | 4 915                    | 205   | 4                         | 12 129           |
| 5031                         | Lumber, plywood, millwork, and wood panels ----                                       | 9                         | (D)              | (D)                      | CC  | 8                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5032                         | Brick, stone, and related construction materials ---                                  | 4                         | 9 733            | 617                      | 21  | 4                         | 9 733            | 617                      | 21  | —                         | —                |
| 5033                         | Roofing, siding, and insulation materials -----                                       | 3                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 5039                         | Construction materials, n.e.c. -----  | 5                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | AA  | 2                         | (D)              |
| 504                          | Professional and commercial equipment and supplies -----                              | 106                       | 1 411 237        | 72 228                   | 1 752   | 85                        | 805 966          | 53 423                   | 1 355   | 21                        | 605 271          |
| 5043                         | Photographic equipment and supplies -----   | 8                         | 25 508           | 1 501                    | 49  | 4                         | (D)              | (D)                      | AA  | 4                         | (D)              |
| 5044                         | Office equipment -----  | 9                         | 10 930           | 1 870                    | 98  | 9                         | 10 930           | 1 870                    | 98  | —                         | —                |
| 5045                         | Computers and computer peripheral equipment and software -----                        | 40                        | 453 261          | 12 364                   | 316   | 35                        | 436 187          | 11 475                   | 299   | 5                         | 17 074           |
| 5046                         | Commercial equipment, n.e.c. -----  | 8                         | 50 235           | 4 948                    | 180   | 8                         | 50 235           | 4 948                    | 180   | —                         | —                |
| 5047                         | Medical, dental, and hospital equipment and supplies -----                            | 31                        | 833 951          | 44 761                   | 932   | 20                        | 262 118          | 28 142                   | 593   | 11                        | 571 833          |
| 5048                         | Ophthalmic goods -----  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —                |
| 5049                         | Professional equipment and supplies, n.e.c. -----                                     | 9                         | (D)              | (D)                      | CC  | 8                         | 33 479           | 6 563                    | 168   | 1                         | (D)              |
| 505                          | Metals and minerals, except petroleum -----   | 9                         | (D)              | (D)                      | CC  | 7                         | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5051                         | Metals service centers and offices -----  | 7                         | 30 150           | 4 704                    | 115   | 5                         | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5052                         | Coal and other minerals and ores -----  | 2                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | —                         | —                |
| 506                          | Electrical goods -----  | 91                        | 990 640          | 38 067                   | 1 015   | 50                        | 310 588          | 21 633                   | 625   | 41                        | 680 052          |
| 5063                         | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 31                        | 236 095          | 10 199                   | 293   | 16                        | 35 092           | 3 728                    | 148   | 15                        | 201 003          |
| 5064                         | Electrical appliances, television and radio sets ---                                  | 12                        | 336 892          | 9 794                    | 262   | 5                         | 86 086           | 4 686                    | 135   | 7                         | 250 806          |
| 5065                         | Electronic parts and equipment, n.e.c. -----  | 48                        | 417 653          | 18 074                   | 460   | 29                        | 189 410          | 13 219                   | 342   | 19                        | 228 243          |
| 507                          | Hardware, and plumbing and heating equipment and supplies -----                       | 25                        | 240 695          | 10 714                   | 296   | 16                        | 48 202           | 5 745                    | 174   | 9                         | 192 493          |
| 5072                         | Hardware -----  | 7                         | (D)              | (D)                      | BB  | 6                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5074                         | Plumbing and heating equipment and supplies (hydronics) -----                         | 12                        | 160 857          | 5 610                    | 165   | 8                         | 26 051           | 3 342                    | 98  | 4                         | 134 806          |
| 5075                         | Warm air heating and air-conditioning equipment and supplies -----                    | 4                         | (D)              | (D)                      | BB  | 1                         | (D)              | (D)                      | AA  | 3                         | (D)              |
| 5078                         | Refrigeration equipment and supplies -----  | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 508                          | Machinery, equipment, and supplies -----  | 58                        | 213 447          | 23 608                   | 664   | 42                        | 154 705          | 18 740                   | 529   | 16                        | 58 742           |
| 5082                         | Construction and mining (except petroleum) machinery and equipment -----              | 8                         | 37 502           | 4 885                    | 132   | 5                         | 19 426           | 2 967                    | 87  | 3                         | 18 076           |
| 5083                         | Farm and garden machinery and equipment -----   | 5                         | 16 117           | 1 547                    | 66  | 5                         | 16 117           | 1 547                    | 66  | —                         | —                |
| 5084                         | Industrial machinery and equipment -----  | 28                        | 124 395          | 14 119                   | 373   | 20                        | 106 453          | 12 684                   | 326   | 8                         | 17 942           |
| 5085                         | Industrial supplies -----   | 9                         | (D)              | (D)                      | BB  | 6                         | (D)              | (D)                      | BB  | 3                         | (D)              |
| 5087                         | Service establishment equipment and supplies ---                                      | 7                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | AA  | 2                         | (D)              |
| 5088                         | Transportation equipment and supplies, except motor vehicles -----                    | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —                |
| 509                          | Miscellaneous durable goods -----   | 25                        | (D)              | (D)                      | EE  | 19                        | (D)              | (D)                      | EE  | 6                         | (D)              |
| 5091                         | Sporting and recreational goods and supplies ---                                      | 6                         | 13 980           | 1 204                    | 65  | 3                         | 9 892            | 846                      | 56  | 3                         | 4 088            |
| 5092                         | Toys and hobby goods and supplies -----   | 2                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | —                         | —                |
| 5093                         | Scrap and waste materials -----   | 6                         | 75 832           | 2 248                    | 49  | 6                         | 75 832           | 2 248                    | 49  | —                         | —                |
| 5094                         | Jewelry, watches, precious stones, and precious metals -----                          | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —                |
| 5099                         | Durable goods, n.e.c. -----   | 10                        | (D)              | (D)                      | EE  | 7                         | (D)              | (D)                      | EE  | 3                         | (D)              |

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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>HOWARD COUNTY — Con.</b> |  |                           |                  |                          |   |                           |                  |                          |   |                           |                  |
| <b>51</b>                   | <b>Nondurable goods</b>  | <b>191</b>                | <b>4 822 740</b> | <b>172 570</b>           | <b>5 339</b>  | <b>136</b>                | <b>1 649 545</b> | <b>118 454</b>           | <b>3 620</b>  | <b>55</b>                 | <b>3 173 195</b> |
| 511                         | Paper and paper products   | 27                        | 384 683          | 24 821                   | 641   | 18                        | 330 237          | 22 260                   | 569   | 9                         | 54 446           |
| 5111                        | Printing and writing paper   | 3                         | 175 717          | 6 427                    | 124   | 3                         | 175 717          | 6 427                    | 124   | —                         | —                |
| 5112                        | Stationery and office supplies   | 20                        | 139 407          | 11 893                   | 370   | 12                        | (D)              | (D)                      | EE  | 8                         | (D)              |
| 5113                        | Industrial and personal service paper  | 4                         | 69 559           | 6 501                    | 147   | 3                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 512                         | Drugs, drug proprietaries, and druggists' sundries                               | 5                         | (D)              | (D)                      | CC  | 4                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5122                        | Drugs, drug proprietaries, and druggists' sundries                               | 5                         | (D)              | (D)                      | CC  | 4                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 513                         | Apparel, piece goods, and notions  | 7                         | 14 916           | 1 307                    | 30  | 4                         | (D)              | (D)                      | BB  | 3                         | (D)              |
| 5131                        | Piece goods, notions, and other dry goods  | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 5136                        | Men's and boys' clothing and furnishings   | 3                         | 12 765           | 1 100                    | 17  | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 5137                        | Women's, children's, and infants' clothing and accessories                       | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 5139                        | Footwear   | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         | —                |
| 514                         | Groceries and related products   | 102                       | 3 730 129        | 118 256                  | 3 796   | 75                        | 1 161 549        | 75 792                   | 2 404   | 27                        | 2 568 580        |
| 5141                        | Groceries, general line  | 10                        | 986 353          | 36 576                   | 1 171   | 7                         | 311 717          | 26 413                   | 808   | 3                         | 674 636          |
| 5142                        | Packages frozen foods  | 10                        | 214 137          | 6 425                    | 231   | 6                         | 55 965           | 3 630                    | 127   | 4                         | 158 172          |
| 5143                        | Dairy products, except dried or canned   | 5                         | 249 856          | 7 234                    | 237   | 1                         | (D)              | (D)                      | BB  | 4                         | (D)              |
| 5144                        | Poultry and poultry products   | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         | —                |
| 5145                        | Confectionery  | 7                         | 654 287          | 11 481                   | 395   | 3                         | 6 219            | 881                      | 36  | 4                         | 648 068          |
| 5146                        | Fish and seafoods  | 10                        | 88 115           | 6 379                    | 230   | 10                        | 88 115           | 6 379                    | 230   | —                         | —                |
| 5147                        | Meats and meat products  | 7                         | 245 146          | 6 859                    | 236   | 6                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5148                        | Fresh fruits and vegetables  | 28                        | 325 939          | 18 845                   | 493   | 27                        | (D)              | (D)                      | EE  | 1                         | (D)              |
| 5149                        | Groceries and related products, n.e.c.   | 25                        | 966 296          | 24 457                   | 803   | 15                        | (D)              | (D)                      | EE  | 10                        | (D)              |
| 515                         | Farm-product raw materials   | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —                |
| 5153                        | Grain and field beans  | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         | —                |
| 5154                        | Livestock  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —                |
| 5159                        | Farm-product raw materials, n.e.c.   | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         | —                |
| 516                         | Chemicals and allied products  | 18                        | 139 524          | 6 878                    | 220   | 12                        | 25 101           | 2 081                    | 79  | 6                         | 114 423          |
| 5162                        | Plastics materials and basic forms and shapes                                    | 4                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | —                         | —                |
| 5169                        | Chemicals and allied products, n.e.c.  | 14                        | (D)              | (D)                      | CC  | 8                         | (D)              | (D)                      | BB  | 6                         | 114 423          |
| 517                         | Petroleum and petroleum products   | 4                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5171                        | Petroleum bulk stations and terminals  | 2                         | (D)              | (D)                      | BB  | 2                         | (D)              | (D)                      | BB  | —                         | —                |
| 5172                        | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 518                         | Beer, wine, and distilled alcoholic beverages                                    | 5                         | 28 084           | 1 927                    | 68  | 4                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5181                        | Beer and ale   | 3                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | —                         | —                |
| 5182                        | Wine and distilled alcoholic beverages   | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 519                         | Miscellaneous nondurable goods   | 22                        | (D)              | (D)                      | EE  | 15                        | (D)              | (D)                      | CC  | 7                         | (D)              |
| 5191                        | Farm supplies  | 5                         | 7 165            | 851                      | 71  | 5                         | 7 165            | 851                      | 71  | —                         | —                |
| 5192                        | Books, periodicals, and newspapers   | 1                         | (D)              | (D)                      | AA  | —                         | —                | —                        | —   | 1                         | (D)              |
| 5193                        | Flowers, nursery stock, and florists' supplies                                   | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         | —                |
| 5194                        | Tobacco and tobacco products   | —                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —                |
| 5198                        | Paints, varnishes, and supplies  | 3                         | (D)              | (D)                      | AA  | —                         | —                | —                        | —   | 3                         | (D)              |
| 5199                        | Nondurable goods, n.e.c.   | 12                        | 146 709          | 7 456                    | 203   | 9                         | (D)              | (D)                      | CC  | 3                         | (D)              |
| <b>MONTGOMERY COUNTY</b>    |  |                           |                  |                          |   |                           |                  |                          |   |                           |                  |
|                             | <b>Wholesale trade</b>   | <b>1 078</b>              | <b>8 161 507</b> | <b>605 173</b>           | <b>14 577</b>   | <b>829</b>                | <b>2 105 447</b> | <b>260 161</b>           | <b>8 271</b>  | <b>249</b>                | <b>6 056 060</b> |
| <b>50</b>                   | <b>Durable goods</b>   | <b>764</b>                | <b>7 018 468</b> | <b>514 471</b>           | <b>11 519</b>   | <b>577</b>                | <b>1 594 460</b> | <b>193 044</b>           | <b>5 858</b>  | <b>187</b>                | <b>5 424 008</b> |
| 501                         | Motor vehicles and motor vehicle parts and supplies                              | 65                        | (D)              | (D)                      | FF  | 57                        | (D)              | (D)                      | EE  | 8                         | (D)              |
| 5012                        | Automobiles and other motor vehicles   | 13                        | (D)              | (D)                      | CC  | 9                         | 43 254           | 3 003                    | 78  | 4                         | (D)              |
| 5013                        | Motor vehicle supplies and new parts   | 42                        | (D)              | (D)                      | EE  | 40                        | (D)              | (D)                      | EE  | 2                         | (D)              |
| 5014                        | Tires and tubes  | 5                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | 2                         | (D)              |
| 5015                        | Motor vehicle parts, used  | 5                         | (D)              | (D)                      | AA  | 5                         | (D)              | (D)                      | AA  | —                         | —                |
| 502                         | Furniture and homefurnishings  | 87                        | 189 690          | 21 132                   | 597   | 60                        | (D)              | (D)                      | FF  | 27                        | (D)              |
| 5021                        | Furniture  | 53                        | 138 613          | 14 530                   | 382   | 31                        | 79 452           | 11 210                   | 313   | 22                        | 59 161           |
| 5023                        | Homefurnishings  | 34                        | 51 077           | 6 602                    | 215   | 29                        | (D)              | (D)                      | CC  | 5                         | (D)              |
| 503                         | Lumber and other construction materials  | 27                        | 143 304          | 19 034                   | 546   | 21                        | (D)              | (D)                      | FF  | 6                         | (D)              |
| 5031                        | Lumber, plywood, millwork, and wood panels                                       | 5                         | 38 716           | 6 571                    | 175   | 4                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5032                        | Brick, stone, and related construction materials                                 | 9                         | 15 287           | 2 226                    | 68  | 6                         | 11 368           | 1 938                    | 59  | 3                         | 3 919            |
| 5033                        | Roofing, siding, and insulation materials  | 4                         | (D)              | (D)                      | CC  | 4                         | (D)              | (D)                      | CC  | —                         | —                |
| 5039                        | Construction materials, n.e.c.   | 9                         | (D)              | (D)                      | CC  | 7                         | 43 299           | 4 665                    | 142   | 2                         | (D)              |
| 504                         | Professional and commercial equipment and supplies                               | 232                       | 2 312 338        | 321 860                  | 6 138   | 177                       | 625 022          | 67 122                   | 1 936   | 55                        | 1 687 316        |
| 5043                        | Photographic equipment and supplies  | 4                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | —                         | —                |
| 5044                        | Office equipment   | 22                        | 110 059          | 23 149                   | 645   | 19                        | (D)              | (D)                      | EE  | 3                         | (D)              |
| 5045                        | Computers and computer peripheral equipment and software                         | 126                       | 1 971 540        | 270 810                  | 4 785   | 94                        | 402 223          | 34 829                   | 967   | 32                        | 1 569 317        |
| 5046                        | Commercial equipment, n.e.c.   | 15                        | (D)              | (D)                      | BB  | 12                        | (D)              | (D)                      | BB  | 3                         | (D)              |
| 5047                        | Medical, dental, and hospital equipment and supplies                             | 39                        | 97 514           | 12 679                   | 340   | 31                        | 73 928           | 11 424                   | 312   | 8                         | 23 586           |
| 5048                        | Ophthalmic goods   | 7                         | 20 867           | 1 759                    | 75  | 5                         | (D)              | (D)                      | BB  | 2                         | (D)              |
| 5049                        | Professional equipment and supplies, n.e.c.                                      | 19                        | 75 398           | 9 754                    | 194   | 12                        | (D)              | (D)                      | BB  | 7                         | (D)              |
| 505                         | Metals and minerals, except petroleum  | 5                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5051                        | Metals service centers and offices   | 3                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | —                         | —                |
| 5052                        | Coal and other minerals and ores   | 2                         | (D)              | (D)                      | BB  | 1                         | (D)              | (D)                      | BB  | 1                         | (D)              |

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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>MONTGOMERY COUNTY — Con.</b> |  |                           |                  |                          |   |                           |                 |                          |   |                           |                 |
| <b>50</b>                       | <b>Durable goods — Con.</b>  |                           |                  |                          |   |                           |                 |                          |   |                           |                 |
| 506                             | Electrical goods .....   | 149                       | 858 132          | 84 911                   | 2 110   | 93                        | (D)             | (D)                      | GG  | 56                        | (D)             |
| 5063                            | Electrical apparatus and equipment, wiring supplies, and construction materials .....  | 46                        | 145 456          | 13 837                   | 438   | 28                        | 65 081          | 9 584                    | 339   | 18                        | 80 375          |
| 5064                            | Electrical appliances, television and radio sets .....                                 | 17                        | (D)              | (D)                      | CC  | 9                         | (D)             | (D)                      | CC  | 8                         | (D)             |
| 5065                            | Electronic parts and equipment, n.e.c. ....  | 86                        | (D)              | (D)                      | GG  | 56                        | (D)             | (D)                      | FF  | 30                        | (D)             |
| 507                             | Hardware, and plumbing and heating equipment and supplies .....                        | 52                        | (D)              | (D)                      | EE  | 45                        | (D)             | (D)                      | EE  | 7                         | (D)             |
| 5072                            | Hardware .....   | 12                        | (D)              | (D)                      | BB  | 10                        | (D)             | (D)                      | BB  | 2                         | (D)             |
| 5074                            | Plumbing and heating equipment and supplies (hydronics) .....                          | 24                        | 46 611           | 5 037                    | 149   | 21                        | (D)             | (D)                      | CC  | 3                         | (D)             |
| 5075                            | Warm air heating and air-conditioning equipment and supplies .....                     | 16                        | 61 867           | 5 069                    | 124   | 14                        | (D)             | (D)                      | CC  | 2                         | (D)             |
| 5078                            | Refrigeration equipment and supplies .....   | -                         | -                | -                        | -   | -                         | -               | -                        | -   | -                         | -               |
| 508                             | Machinery, equipment, and supplies .....   | 80                        | 213 420          | 27 512                   | 771   | 62                        | (D)             | (D)                      | FF  | 18                        | (D)             |
| 5082                            | Construction and mining (except petroleum) machinery and equipment .....               | 7                         | 13 759           | 1 209                    | 28  | 7                         | 13 759          | 1 209                    | 28  | -                         | -               |
| 5083                            | Farm and garden machinery and equipment .....  | 5                         | 22 160           | 3 149                    | 96  | 5                         | 22 160          | 3 149                    | 96  | -                         | -               |
| 5084                            | Industrial machinery and equipment .....   | 28                        | 84 299           | 11 424                   | 315   | 17                        | 51 167          | 9 202                    | 264   | 11                        | 33 132          |
| 5085                            | Industrial supplies .....  | 10                        | (D)              | (D)                      | AA  | 8                         | (D)             | (D)                      | AA  | 2                         | (D)             |
| 5087                            | Service establishment equipment and supplies .....                                     | 19                        | (D)              | (D)                      | CC  | 17                        | (D)             | (D)                      | CC  | 2                         | (D)             |
| 5088                            | Transportation equipment and supplies, except motor vehicles .....                     | 11                        | 51 266           | 4 021                    | 70  | 8                         | 18 845          | 2 174                    | 52  | 3                         | 32 421          |
| 509                             | Miscellaneous durable goods .....  | 67                        | (D)              | (D)                      | EE  | 58                        | (D)             | (D)                      | EE  | 9                         | (D)             |
| 5091                            | Sporting and recreational goods and supplies .....                                     | 7                         | (D)              | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | 2                         | (D)             |
| 5092                            | Toys and hobby goods and supplies .....  | 4                         | (D)              | (D)                      | AA  | 3                         | (D)             | (D)                      | AA  | 1                         | (D)             |
| 5093                            | Scrap and waste materials .....  | 8                         | 17 237           | 2 857                    | 151   | 8                         | 17 237          | 2 857                    | 151   | -                         | -               |
| 5094                            | Jewelry, watches, precious stones, and precious metals .....                           | 30                        | (D)              | (D)                      | BB  | 29                        | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5099                            | Durable goods, n.e.c. ....   | 18                        | (D)              | (D)                      | BB  | 13                        | (D)             | (D)                      | BB  | 5                         | (D)             |
| <b>51</b>                       | <b>Nondurable goods .....</b>  | <b>314</b>                | <b>1 143 039</b> | <b>90 702</b>            | <b>3 058</b>  | <b>252</b>                | <b>510 987</b>  | <b>67 117</b>            | <b>2 413</b>  | <b>62</b>                 | <b>632 052</b>  |
| 511                             | Paper and paper products .....   | 65                        | 121 436          | 17 485                   | 621   | 58                        | (D)             | (D)                      | FF  | 7                         | (D)             |
| 5111                            | Printing and writing paper .....   | 6                         | (D)              | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5112                            | Stationery and office supplies .....   | 50                        | 85 296           | 10 641                   | 420   | 43                        | (D)             | (D)                      | EE  | 7                         | (D)             |
| 5113                            | Industrial and personal service paper .....  | 9                         | (D)              | (D)                      | CC  | 9                         | (D)             | (D)                      | CC  | -                         | -               |
| 512                             | Drugs, drug proprietaries, and druggists' sundries .....                               | 16                        | (D)              | (D)                      | CC  | 13                        | (D)             | (D)                      | CC  | 3                         | 3 515           |
| 5122                            | Drugs, drug proprietaries, and druggists' sundries .....                               | 16                        | (D)              | (D)                      | CC  | 13                        | (D)             | (D)                      | CC  | 3                         | 3 515           |
| 513                             | Apparel, piece goods, and notions .....  | 37                        | 55 750           | 4 222                    | 181   | 31                        | (D)             | (D)                      | CC  | 6                         | (D)             |
| 5131                            | Piece goods, notions, and other dry goods .....  | 8                         | 5 953            | 1 028                    | 39  | 7                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5136                            | Men's and boys' clothing and furnishings .....   | 8                         | (D)              | (D)                      | BB  | 7                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5137                            | Women's, children's, and infants' clothing and accessories .....                       | 17                        | (D)              | (D)                      | BB  | 13                        | (D)             | (D)                      | BB  | 4                         | (D)             |
| 5139                            | Footwear .....   | 4                         | (D)              | (D)                      | BB  | 4                         | (D)             | (D)                      | BB  | -                         | -               |
| 514                             | Groceries and related products .....   | 53                        | 278 266          | 21 159                   | 710   | 43                        | 81 062          | 8 911                    | 362   | 10                        | 197 204         |
| 5141                            | Groceries, general line .....  | 6                         | (D)              | (D)                      | AA  | 6                         | (D)             | (D)                      | AA  | 1                         | (D)             |
| 5142                            | Packaged frozen foods .....  | 5                         | (D)              | (D)                      | BB  | 4                         | (D)             | (D)                      | AA  | 1                         | (D)             |
| 5143                            | Dairy products, except dried or canned .....   | 2                         | (D)              | (D)                      | CC  | 1                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5144                            | Poultry and poultry products .....   | 1                         | (D)              | (D)                      | AA  | -                         | -               | -                        | -   | 1                         | (D)             |
| 5145                            | Confectionery .....  | 3                         | (D)              | (D)                      | BB  | 2                         | (D)             | (D)                      | AA  | 1                         | (D)             |
| 5146                            | Fish and seafoods .....  | 3                         | 852              | 25                       | 1   | 3                         | 852             | 25                       | 1   | -                         | -               |
| 5147                            | Meats and meat products .....  | 5                         | 13 053           | 1 663                    | 51  | 4                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5148                            | Fresh fruits and vegetables .....  | 6                         | (D)              | (D)                      | AA  | 6                         | (D)             | (D)                      | AA  | -                         | -               |
| 5149                            | Groceries and related products, n.e.c. ....  | 22                        | 127 495          | 13 358                   | 456   | 17                        | 40 790          | 4 997                    | 230   | 5                         | 86 705          |
| 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 .....  | 17                        | 50 200           | 10 692                   | 314   | 15                        | (D)             | (D)                      | EE  | 2                         | (D)             |
| 5162                            | Plastics materials and basic forms and shapes .....                                    | 5                         | (D)              | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | 2                         | (D)             |
| 5169                            | Chemicals and allied products, n.e.c. ....   | 12                        | (D)              | (D)                      | CC  | 10                        | (D)             | (D)                      | CC  | 2                         | (D)             |
| 517                             | Petroleum and petroleum products .....   | 7                         | (D)              | (D)                      | CC  | 6                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5171                            | Petroleum bulk stations and terminals .....  | 5                         | (D)              | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | -                         | -               |
| 5172                            | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 2                         | (D)              | (D)                      | BB  | 1                         | (D)             | (D)                      | AA  | 1                         | (D)             |
| 518                             | Beer, wine, and distilled alcoholic beverages .....                                    | 4                         | (D)              | (D)                      | CC  | 2                         | (D)             | (D)                      | CC  | 2                         | (D)             |
| 5181                            | Beer and ale .....   | 1                         | (D)              | (D)                      | CC  | 1                         | (D)             | (D)                      | CC  | -                         | -               |
| 5182                            | Wine and distilled alcoholic beverages .....   | 3                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | 2                         | (D)             |
| 519                             | Miscellaneous nondurable goods .....   | 115                       | (D)              | (D)                      | FF  | 84                        | (D)             | (D)                      | FF  | 31                        | (D)             |
| 5191                            | Farm supplies .....  | 10                        | (D)              | (D)                      | CC  | 8                         | (D)             | (D)                      | CC  | 2                         | (D)             |
| 5192                            | Books, periodicals, and newspapers .....   | 16                        | (D)              | (D)                      | CC  | 10                        | (D)             | (D)                      | BB  | 6                         | (D)             |
| 5193                            | Flowers, nursery stock, and florists' supplies .....                                   | 16                        | 13 098           | 2 195                    | 109   | 16                        | 13 098          | 2 195                    | 109   | -                         | -               |
| 5194                            | Tobacco and tobacco products .....   | 1                         | (D)              | (D)                      | BB  | 1                         | (D)             | (D)                      | BB  | -                         | -               |
| 5198                            | Paints, varnishes, and supplies .....  | 19                        | 15 812           | 1 909                    | 79  | 5                         | 1 941           | 350                      | 17  | 14                        | 13 871          |
| 5199                            | Nondurable goods, n.e.c. ....  | 53                        | 62 288           | 8 256                    | 265   | 44                        | (D)             | (D)                      | CC  | 9                         | (D)             |

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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>PRINCE GEORGE'S COUNTY</b> |   |                           |                  |                          |   |                           |                  |                          |   |                           |                  |
|                               | <b>Wholesale trade -----</b>  | <b>891</b>                | <b>7 193 223</b> | <b>489 961</b>           | <b>15 345</b>   | <b>735</b>                | <b>4 029 089</b> | <b>386 342</b>           | <b>12 611</b>   | <b>156</b>                | <b>3 164 134</b> |
| <b>50</b>                     | <b>Durable goods -----</b>  | <b>648</b>                | <b>4 703 643</b> | <b>317 521</b>           | <b>9 693</b>  | <b>546</b>                | <b>2 310 718</b> | <b>245 660</b>           | <b>8 059</b>  | <b>102</b>                | <b>2 392 925</b> |
| 501                           | Motor vehicles and motor vehicle parts and supplies -----                             | 122                       | 2 188 048        | 59 494                   | 2 124   | 114                       | (D)              | (D)                      | GG  | 8                         | (D)              |
| 5012                          | Automobiles and other motor vehicles -----  | 21                        | (D)              | (D)                      | FF  | 20                        | (D)              | (D)                      | FF  | 1                         | (D)              |
| 5013                          | Motor vehicle supplies and new parts -----  | 68                        | (D)              | (D)                      | FF  | 62                        | (D)              | (D)                      | FF  | 6                         | (D)              |
| 5014                          | Tires and tubes -----   | 13                        | (D)              | (D)                      | CC  | 12                        | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5015                          | Motor vehicle parts, used -----   | 20                        | (D)              | (D)                      | EE  | 20                        | (D)              | (D)                      | EE  | -                         | -                |
| 502                           | Furniture and home furnishings -----  | 44                        | (D)              | (D)                      | FF  | 42                        | (D)              | (D)                      | FF  | 2                         | (D)              |
| 5021                          | Furniture -----   | 14                        | 77 029           | 12 553                   | 546   | 14                        | 77 029           | 12 553                   | 546   | -                         | -                |
| 5023                          | Home furnishings -----  | 30                        | (D)              | (D)                      | EE  | 28                        | (D)              | (D)                      | EE  | 2                         | (D)              |
| 503                           | Lumber and other construction materials -----   | 58                        | 288 139          | 31 308                   | 922   | 46                        | 217 407          | 24 478                   | 720   | 12                        | 70 732           |
| 5031                          | Lumber, plywood, millwork, and wood panels -----                                      | 18                        | 113 693          | 11 198                   | 362   | 15                        | (D)              | (D)                      | EE  | 3                         | (D)              |
| 5032                          | Brick, stone, and related construction materials -----                                | 12                        | 22 152           | 2 309                    | 68  | 9                         | 12 759           | 1 944                    | 55  | 3                         | 9 393            |
| 5033                          | Roofing, siding, and insulation materials -----                                       | 14                        | 76 204           | 6 915                    | 194   | 12                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5039                          | Construction materials, n.e.c. -----  | 14                        | 76 090           | 10 886                   | 298   | 10                        | (D)              | (D)                      | CC  | 4                         | (D)              |
| 504                           | Professional and commercial equipment and supplies -----                              | 108                       | 721 385          | 83 186                   | 1 932   | 89                        | 488 090          | 53 811                   | 1 401   | 19                        | 233 295          |
| 5043                          | Photographic equipment and supplies -----   | 6                         | 36 794           | 2 873                    | 70  | 6                         | 36 794           | 2 873                    | 70  | -                         | -                |
| 5044                          | Office equipment -----  | 24                        | 42 128           | 10 650                   | 323   | 18                        | (D)              | (D)                      | EE  | 6                         | (D)              |
| 5045                          | Computers and computer peripheral equipment and software -----                        | 49                        | 499 448          | 55 178                   | 1 129   | 38                        | (D)              | (D)                      | FF  | 11                        | (D)              |
| 5046                          | Commercial equipment, n.e.c. -----  | 14                        | 45 856           | 6 105                    | 230   | 13                        | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5047                          | Medical, dental, and hospital equipment and supplies -----                            | 7                         | 92 672           | 7 629                    | 145   | 7                         | 92 672           | 7 629                    | 145   | -                         | -                |
| 5048                          | Ophthalmic goods -----  | 4                         | (D)              | (D)                      | AA  | 4                         | (D)              | (D)                      | AA  | -                         | -                |
| 5049                          | Professional equipment and supplies, n.e.c. -----                                     | 4                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 505                           | Metals and minerals, except petroleum -----   | 13                        | (D)              | (D)                      | EE  | 10                        | (D)              | (D)                      | EE  | 3                         | (D)              |
| 5051                          | Metals service centers and offices -----  | 13                        | (D)              | (D)                      | EE  | 10                        | (D)              | (D)                      | EE  | 3                         | (D)              |
| 5052                          | Coal and other minerals and ores -----  | -                         | -                | -                        | -   | -                         | -                | -                        | -   | -                         | -                |
| 506                           | Electrical goods -----  | 84                        | 497 437          | 36 456                   | 1 012   | 57                        | 173 100          | 16 784                   | 557   | 27                        | 324 337          |
| 5063                          | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 45                        | 203 096          | 17 542                   | 532   | 31                        | 110 438          | 9 640                    | 323   | 14                        | 92 658           |
| 5064                          | Electrical appliances, television and radio sets -----                                | 13                        | (D)              | (D)                      | CC  | 11                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5065                          | Electronic parts and equipment, n.e.c. -----  | 26                        | (D)              | (D)                      | EE  | 15                        | (D)              | (D)                      | CC  | 11                        | (D)              |
| 507                           | Hardware, and plumbing and heating equipment and supplies -----                       | 83                        | 225 976          | 22 296                   | 764   | 70                        | (D)              | (D)                      | FF  | 13                        | (D)              |
| 5072                          | Hardware -----  | 25                        | (D)              | (D)                      | CC  | 23                        | 24 585           | 3 952                    | 196   | 2                         | (D)              |
| 5074                          | Plumbing and heating equipment and supplies (hydronics) -----                         | 24                        | 81 011           | 8 451                    | 272   | 20                        | 53 036           | 6 821                    | 220   | 4                         | 27 975           |
| 5075                          | Warm air heating and air-conditioning equipment and supplies -----                    | 28                        | 88 837           | 7 343                    | 216   | 23                        | (D)              | (D)                      | CC  | 5                         | (D)              |
| 5078                          | Refrigeration equipment and supplies -----  | 6                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | 2                         | (D)              |
| 508                           | Machinery, equipment, and supplies -----  | 91                        | 203 479          | 33 965                   | 1 032   | 80                        | 181 147          | 32 183                   | 990   | 11                        | 22 332           |
| 5082                          | Construction and mining (except petroleum) machinery and equipment -----              | 8                         | (D)              | (D)                      | BB  | 7                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5083                          | Farm and garden machinery and equipment -----   | 7                         | 13 887           | 1 439                    | 53  | 7                         | 13 887           | 1 439                    | 53  | -                         | -                |
| 5084                          | Industrial machinery and equipment -----  | 29                        | 49 429           | 8 131                    | 263   | 27                        | (D)              | (D)                      | EE  | 2                         | (D)              |
| 5085                          | Industrial supplies -----   | 15                        | 34 533           | 3 873                    | 132   | 13                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5087                          | Service establishment equipment and supplies -----                                    | 25                        | (D)              | (D)                      | FF  | 24                        | (D)              | (D)                      | FF  | 1                         | (D)              |
| 5088                          | Transportation equipment and supplies, except motor vehicles -----                    | 7                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | 5                         | 13 556           |
| 509                           | Miscellaneous durable goods -----   | 45                        | (D)              | (D)                      | FF  | 38                        | (D)              | (D)                      | FF  | 7                         | (D)              |
| 5091                          | Sporting and recreational goods and supplies -----                                    | 5                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5092                          | Toys and hobby goods and supplies -----   | 4                         | 1 723            | 307                      | 22  | 4                         | 1 723            | 307                      | 22  | -                         | -                |
| 5093                          | Scrap and waste materials -----   | 13                        | 107 155          | 8 160                    | 297   | 13                        | 107 155          | 8 160                    | 297   | -                         | -                |
| 5094                          | Jewelry, watches, precious stones, and precious metals -----                          | 6                         | (D)              | (D)                      | BB  | 5                         | 9 008            | 644                      | 25  | 1                         | (D)              |
| 5099                          | Durable goods, n.e.c. -----   | 17                        | (D)              | (D)                      | EE  | 12                        | (D)              | (D)                      | EE  | 5                         | (D)              |
| <b>51</b>                     | <b>Nondurable goods -----</b>   | <b>243</b>                | <b>2 489 580</b> | <b>172 440</b>           | <b>5 652</b>  | <b>189</b>                | <b>1 718 371</b> | <b>140 682</b>           | <b>4 552</b>  | <b>54</b>                 | <b>771 209</b>   |
| 511                           | Paper and paper products -----  | 51                        | 547 355          | 51 449                   | 1 393   | 47                        | (D)              | (D)                      | GG  | 4                         | (D)              |
| 5111                          | Printing and writing paper -----  | 8                         | (D)              | (D)                      | FF  | 7                         | (D)              | (D)                      | EE  | 1                         | (D)              |
| 5112                          | Stationery and office supplies -----  | 33                        | 133 373          | 18 948                   | 625   | 31                        | (D)              | (D)                      | FF  | 2                         | (D)              |
| 5113                          | Industrial and personal service paper -----   | 10                        | (D)              | (D)                      | EE  | 9                         | (D)              | (D)                      | EE  | 1                         | (D)              |
| 512                           | Drugs, drug proprietaries, and druggists' sundries -----                              | 6                         | (D)              | (D)                      | CC  | 6                         | (D)              | (D)                      | CC  | -                         | -                |
| 5122                          | Drugs, drug proprietaries, and druggists' sundries -----                              | 6                         | (D)              | (D)                      | CC  | 6                         | (D)              | (D)                      | CC  | -                         | -                |
| 513                           | Apparel, piece goods, and notions -----   | 6                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5131                          | Piece goods, notions, and other dry goods -----                                       | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 5136                          | Men's and boys' clothing and furnishings -----  | 4                         | (D)              | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | -                         | -                |
| 5137                          | Women's, children's, and infants' clothing and accessories -----                      | -                         | -                | -                        | -   | -                         | -                | -                        | -   | -                         | -                |
| 5139                          | Footwear -----  | -                         | -                | -                        | -   | -                         | -                | -                        | -   | -                         | -                |
| 514                           | Groceries and related products -----  | 73                        | 824 799          | 62 900                   | 2 159   | 53                        | 501 135          | 47 516                   | 1 578   | 20                        | 323 664          |
| 5141                          | Groceries, general line -----   | 4                         | (D)              | (D)                      | CC  | 3                         | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5142                          | Packaged frozen foods -----   | 7                         | 48 450           | 1 981                    | 75  | 4                         | (D)              | (D)                      | BB  | 3                         | (D)              |
| 5143                          | Dairy products, except dried or canned -----  | 7                         | 132 080          | 7 853                    | 272   | 5                         | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5144                          | Poultry and poultry products -----  | 3                         | 54 935           | 7 324                    | 318   | 3                         | 54 935           | 7 324                    | 318   | -                         | -                |
| 5145                          | Confectionery -----   | 7                         | (D)              | (D)                      | EE  | 4                         | (D)              | (D)                      | BB  | 3                         | (D)              |

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 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 information on geographic areas followed by ▲, see appendix F]

| 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) |
| <b>PRINCE GEORGE'S COUNTY — Con.</b>   |  |                           |                 |                          |   |                           |                 |                          |   |                           |
| <b>51</b>  | <b>Nondurable goods — Con.</b>   |                           |                 |                          |   |                           |                 |                          |   |                           |
| 514  | Groceries and related products — Con.  |                           |                 |                          |   |                           |                 |                          |   |                           |
| 5146   | Fish and seafoods .....  | 3                         | 7 177           | 537                      | 17  | 3                         | 7 177           | 537                      | 17  | —                         |
| 5147   | Meats and meat products .....  | 8                         | 172 296         | 6 733                    | 141   | 6                         | (D)             | (D)                      | CC  | 2 (D)                     |
| 5148   | Fresh fruits and vegetables .....  | —                         | —               | —                        | —   | —                         | —               | —                        | —   | —                         |
| 5149   | Groceries and related products, n.e.c. ....  | 34                        | (D)             | (D)                      | FF  | 25                        | (D)             | (D)                      | FF  | 9 (D)                     |
| 515  | Farm-product raw materials .....   | 3                         | (D)             | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | 2 (D)                     |
| 5153   | Grain and field beans .....  | —                         | —               | —                        | —   | —                         | —               | —                        | —   | —                         |
| 5154   | Livestock .....  | —                         | —               | —                        | —   | —                         | —               | —                        | —   | —                         |
| 5159   | Farm-product raw materials, n.e.c. ....  | 3                         | (D)             | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | 2 (D)                     |
| 516  | Chemicals and allied products .....  | 18                        | 48 399          | 6 869                    | 228   | 15                        | (D)             | (D)                      | CC  | 3 (D)                     |
| 5162   | Plastics materials and basic forms and shapes ...                                      | 4                         | (D)             | (D)                      | BB  | 4                         | (D)             | (D)                      | BB  | —                         |
| 5169   | Chemicals and allied products, n.e.c. ....   | 14                        | (D)             | (D)                      | CC  | 11                        | (D)             | (D)                      | CC  | 3 (D)                     |
| 517  | Petroleum and petroleum products .....   | 12                        | 43 678          | 3 332                    | 156   | 12                        | 43 678          | 3 332                    | 156   | —                         |
| 5171   | Petroleum bulk stations and terminals .....  | 10                        | (D)             | (D)                      | CC  | 10                        | (D)             | (D)                      | CC  | —                         |
| 5172   | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 2                         | (D)             | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | —                         |
| 518  | Beer, wine, and distilled alcoholic beverages .....                                    | 7                         | 96 928          | 10 320                   | 280   | 7                         | 96 928          | 10 320                   | 280   | —                         |
| 5181   | Beer and ale .....   | 3                         | 88 277          | 9 546                    | 253   | 3                         | 88 277          | 9 546                    | 253   | —                         |
| 5182   | Wine and distilled alcoholic beverages .....   | 4                         | 8 651           | 774                      | 27  | 4                         | 8 651           | 774                      | 27  | —                         |
| 519  | Miscellaneous nondurable goods .....   | 67                        | (D)             | (D)                      | GG  | 43                        | (D)             | (D)                      | FF  | 24 293 210                |
| 5191   | Farm supplies .....  | 9                         | (D)             | (D)                      | BB  | 8                         | (D)             | (D)                      | BB  | 1 (D)                     |
| 5192   | Books, periodicals, and newspapers .....   | 10                        | 90 063          | 11 620                   | 511   | 7                         | 73 311          | 9 243                    | 444   | 3 16 752                  |
| 5193   | Flowers, nursery stock, and florists' supplies .....                                   | 5                         | (D)             | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | —                         |
| 5194   | Tobacco and tobacco products .....   | 1                         | (D)             | (D)                      | BB  | —                         | —               | —                        | —   | 1 (D)                     |
| 5198   | Paints, varnishes, and supplies .....  | 19                        | (D)             | (D)                      | EE  | 5                         | (D)             | (D)                      | CC  | 14 (D)                    |
| 5199   | Nondurable goods, n.e.c. ....  | 23                        | (D)             | (D)                      | BB  | 18                        | (D)             | (D)                      | BB  | 5 (D)                     |
| <b>WASHINGTON COUNTY</b><br>(Coextensive with Hagerstown, MD PMSA; see table 7.) |  |                           |                 |                          |   |                           |                 |                          |   |                           |

**Table 7. Summary Statistics for Metropolitan Areas: 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) |
| <b>CUMBERLAND, MD—WV MSA</b> |   |                           |                  |                          |   |                           |                 |                          |   |                           |
|                              | <b>Wholesale trade .....</b>                                    | <b>117</b>                | <b>1 058 938</b> | <b>31 295</b>            | <b>1 359</b>  | <b>107</b>                | <b>899 061</b>  | <b>25 956</b>            | <b>1 177</b>  | <b>10 159 877</b>         |
| <b>50</b>                    | <b>Durable goods .....</b>                                      | <b>74</b>                 | <b>949 452</b>   | <b>20 238</b>            | <b>829</b>  | <b>69</b>                 | <b>(D)</b>      | <b>(D)</b>               | <b>FF</b>   | <b>5 (D)</b>              |
| 501                          | Motor vehicles and motor vehicle parts and supplies .....       | 20                        | (D)              | (D)                      | CC  | 18                        | (D)             | (D)                      | CC  | 2 (D)                     |
| 502                          | Furniture and homefurnishings .....                             | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         |
| 503                          | Lumber and other construction materials .....                   | 7                         | 14 473           | 2 162                    | 98  | 7                         | 14 473          | 2 162                    | 98  | —                         |
| 504                          | Professional and commercial equipment and supplies .....        | 11                        | (D)              | (D)                      | CC  | 10                        | (D)             | (D)                      | CC  | 1 (D)                     |
| 505                          | Metals and minerals, except petroleum .....                     | 4                         | 7 054            | 201                      | 12  | 4                         | 7 054           | 201                      | 12  | —                         |
| 506                          | Electrical goods .....  | 6                         | 9 637            | 1 012                    | 53  | 6                         | 9 637           | 1 012                    | 53  | —                         |
| 507                          | Hardware, and plumbing and heating equipment and supplies ..... | 8                         | 12 664           | 1 552                    | 65  | 8                         | 12 664          | 1 552                    | 65  | —                         |
| 508                          | Machinery, equipment, and supplies .....                        | 11                        | (D)              | (D)                      | BB  | 9                         | (D)             | (D)                      | BB  | 2 (D)                     |
| 509                          | Miscellaneous durable goods .....                               | 6                         | (D)              | (D)                      | CC  | 6                         | (D)             | (D)                      | CC  | —                         |
| <b>51</b>                    | <b>Nondurable goods .....</b>                                   | <b>43</b>                 | <b>109 486</b>   | <b>11 057</b>            | <b>530</b>  | <b>38</b>                 | <b>(D)</b>      | <b>(D)</b>               | <b>EE</b>   | <b>5 (D)</b>              |
| 511                          | Paper and paper products .....                                  | 6                         | 4 892            | 878                      | 49  | 5                         | (D)             | (D)                      | BB  | 1 (D)                     |
| 512                          | Drugs, drug proprietaries, and druggists' sundries ...          | 3                         | 1 900            | 239                      | 15  | 3                         | 1 900           | 239                      | 15  | —                         |
| 513                          | Apparel, piece goods, and notions .....                         | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         |
| 514                          | Groceries and related products .....                            | 16                        | 57 042           | 5 626                    | 280   | 12                        | 30 054          | 3 209                    | 185   | 4 26 988                  |
| 515                          | Farm-product raw materials .....                                | —                         | —                | —                        | —   | —                         | —               | —                        | —   | —                         |
| 516                          | Chemicals and allied products .....                             | 2                         | (D)              | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | —                         |
| 517                          | Petroleum and petroleum products .....                          | 7                         | 16 632           | 1 382                    | 75  | 7                         | 16 632          | 1 382                    | 75  | —                         |
| 518                          | Beer, wine, and distilled alcoholic beverages .....             | 4                         | 12 488           | 1 373                    | 48  | 4                         | 12 488          | 1 373                    | 48  | —                         |
| 519                          | Miscellaneous nondurable goods .....                            | 4                         | (D)              | (D)                      | BB  | 4                         | (D)             | (D)                      | BB  | —                         |

**Table 7. Summary Statistics for Metropolitan Areas: 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>PHILADELPHIA—WILMINGTON—ATLANTIC CITY, PA—NJ—DE—MD CMSA</b> |   |                           |                   |                          |   |                           |                   |                          |   |                           |                   |
|  | <b>Wholesale trade -----</b>  | <b>11 229</b>             | <b>90 602 421</b> | <b>4 929 600</b>         | <b>141 805</b>  | <b>8 966</b>              | <b>39 940 717</b> | <b>3 208 097</b>         | <b>104 613</b>  | <b>2 263</b>              | <b>50 661 704</b> |
| <b>50</b>  | <b>Durable goods -----</b>  | <b>7 447</b>              | <b>47 125 755</b> | <b>2 780 231</b>         | <b>82 992</b>   | <b>5 940</b>              | <b>20 989 216</b> | <b>1 974 890</b>         | <b>64 239</b>   | <b>1 507</b>              | <b>26 136 539</b> |
| 501  | Motor vehicles and motor vehicle parts and supplies -----                             | 1 026                     | (D)               | (D)                      | JJ  | 939                       | (D)               | (D)                      | II  | 87                        | (D)               |
| 5012   | Automobiles and other motor vehicles -----  | 201                       | 12 908 091        | 88 568                   | 3 323   | 174                       | (D)               | (D)                      | GG  | 27                        | (D)               |
| 5013   | Motor vehicle supplies and new parts -----  | 577                       | (D)               | (D)                      | II  | 522                       | 1 073 226         | 123 963                  | (D)   | 55                        | (D)               |
| 5014   | Tires and tubes -----   | 89                        | (D)               | (D)                      | FF  | 84                        | (D)               | (D)                      | FF  | 5                         | (D)               |
| 5015   | Motor vehicle parts, used -----   | 159                       | (D)               | (D)                      | FF  | 159                       | (D)               | (D)                      | FF  | -                         | -                 |
| 502  | Furniture and homefurnishings -----   | 421                       | 2 346 928         | 169 467                  | 5 547   | 312                       | (D)               | (D)                      | HH  | 109                       | (D)               |
| 5021   | Furniture -----   | 210                       | 1 304 292         | 86 455                   | 2 791   | 140                       | (D)               | (D)                      | GG  | 70                        | (D)               |
| 5023   | Homefurnishings -----   | 211                       | 1 042 636         | 83 012                   | 2 756   | 172                       | (D)               | (D)                      | GG  | 39                        | (D)               |
| 503  | Lumber and other construction materials -----   | 469                       | (D)               | (D)                      | II  | 391                       | (D)               | (D)                      | HH  | 78                        | (D)               |
| 5031   | Lumber, plywood, millwork, and wood panels -----                                      | 181                       | (D)               | (D)                      | HH  | 155                       | (D)               | (D)                      | HH  | 26                        | (D)               |
| 5032   | Brick, stone, and related construction materials -----                                | 75                        | (D)               | (D)                      | FF  | 60                        | (D)               | (D)                      | EE  | 15                        | (D)               |
| 5033   | Roofing, siding, and insulation materials -----                                       | 102                       | (D)               | (D)                      | GG  | 86                        | (D)               | (D)                      | GG  | 16                        | (D)               |
| 5039   | Construction materials, n.e.c. -----  | 111                       | (D)               | (D)                      | FF  | 90                        | (D)               | (D)                      | FF  | 21                        | 92 062            |
| 504  | Professional and commercial equipment and supplies -----                              | 1 195                     | 5 763 178         | 698 384                  | 17 417  | 986                       | (D)               | (D)                      | JJ  | 209                       | (D)               |
| 5043   | Photographic equipment and supplies -----   | 34                        | (D)               | (D)                      | EE  | 29                        | (D)               | (D)                      | CC  | 5                         | 116 866           |
| 5044   | Office equipment -----  | 191                       | 656 593           | 131 170                  | 3 904   | 161                       | (D)               | (D)                      | GG  | 30                        | (D)               |
| 5045   | Computers and computer peripheral equipment and software -----                        | 407                       | (D)               | (D)                      | II  | 342                       | (D)               | (D)                      | HH  | 65                        | (D)               |
| 5046   | Commercial equipment, n.e.c. -----  | 115                       | (D)               | (D)                      | GG  | 99                        | (D)               | (D)                      | GG  | 16                        | 61 934            |
| 5047   | Medical, dental, and hospital equipment and supplies -----                            | 316                       | (D)               | (D)                      | HH  | 250                       | (D)               | (D)                      | HH  | 66                        | 672 874           |
| 5048   | Ophthalmic goods -----  | 40                        | 59 589            | 9 983                    | 343   | 35                        | 46 413            | 9 703                    | 331   | 5                         | 13 176            |
| 5049   | Professional equipment and supplies, n.e.c. -----                                     | 92                        | (D)               | (D)                      | GG  | 70                        | 251 252           | 29 224                   | (D)   | 22                        | (D)               |
| 505  | Metals and minerals, except petroleum -----   | 349                       | 4 239 006         | 145 666                  | 3 989   | 267                       | (D)               | (D)                      | HH  | 82                        | (D)               |
| 5051   | Metals service centers and offices -----  | 336                       | 3 675 306         | 138 532                  | 3 864   | 265                       | (D)               | (D)                      | HH  | 71                        | (D)               |
| 5052   | Coal and other minerals and ores -----  | 13                        | 563 700           | 7 134                    | 125   | 2                         | (D)               | (D)                      | AA  | 11                        | (D)               |
| 506  | Electrical goods -----  | 1 040                     | 5 878 368         | 394 182                  | 10 961  | 691                       | 3 238 043         | 264 920                  | 8 013   | 349                       | 2 640 325         |
| 5063   | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 516                       | (D)               | (D)                      | II  | 356                       | (D)               | (D)                      | HH  | 160                       | (D)               |
| 5064   | Electrical appliances, television and radio sets -----                                | 86                        | (D)               | (D)                      | FF  | 58                        | 288 732           | 17 059                   | (D)   | 28                        | (D)               |
| 5065   | Electronic parts and equipment, n.e.c. -----  | 438                       | (D)               | (D)                      | HH  | 277                       | (D)               | (D)                      | HH  | 161                       | (D)               |
| 507  | Hardware, and plumbing and heating equipment and supplies -----                       | 690                       | (D)               | (D)                      | II  | 561                       | (D)               | (D)                      | II  | 129                       | (D)               |
| 5072   | Hardware -----  | 224                       | (D)               | (D)                      | GG  | 181                       | (D)               | (D)                      | GG  | 43                        | 332 737           |
| 5074   | Plumbing and heating equipment and supplies (hydronics) -----                         | 298                       | (D)               | (D)                      | HH  | 244                       | 563 849           | 73 784                   | (D)   | 54                        | (D)               |
| 5075   | Warm air heating and air-conditioning equipment and supplies -----                    | 131                       | (D)               | (D)                      | GG  | 108                       | (D)               | (D)                      | GG  | 23                        | (D)               |
| 5078   | Refrigeration equipment and supplies -----  | 37                        | 130 204           | 8 563                    | 262   | 28                        | (D)               | (D)                      | CC  | 9                         | (D)               |
| 508  | Machinery, equipment, and supplies -----  | 1 576                     | 5 525 524         | 507 655                  | 14 366  | 1 211                     | (D)               | (D)                      | JJ  | 365                       | (D)               |
| 5082   | Construction and mining (except petroleum) machinery and equipment -----              | 92                        | (D)               | (D)                      | FF  | 75                        | (D)               | (D)                      | FF  | 17                        | 69 304            |
| 5083   | Farm and garden machinery and equipment -----   | 79                        | (D)               | (D)                      | FF  | 77                        | (D)               | (D)                      | FF  | 2                         | (D)               |
| 5084   | Industrial machinery and equipment -----  | 756                       | 2 134 030         | 224 032                  | 5 958   | 525                       | (D)               | (D)                      | HH  | 231                       | (D)               |
| 5085   | Industrial supplies -----   | 407                       | 2 308 991         | 159 907                  | 4 309   | 317                       | (D)               | (D)                      | HH  | 90                        | (D)               |
| 5087   | Service establishment equipment and supplies -----                                    | 181                       | (D)               | (D)                      | GG  | 164                       | (D)               | (D)                      | GG  | 17                        | (D)               |
| 5088   | Transportation equipment and supplies, except motor vehicles -----                    | 61                        | (D)               | (D)                      | FF  | 53                        | (D)               | (D)                      | FF  | 8                         | 49 241            |
| 509  | Miscellaneous durable goods -----   | 681                       | (D)               | (D)                      | II  | 582                       | (D)               | (D)                      | II  | 99                        | (D)               |
| 5091   | Sporting and recreational goods and supplies -----                                    | 100                       | (D)               | (D)                      | GG  | 80                        | (D)               | (D)                      | FF  | 20                        | (D)               |
| 5092   | Toys and hobby goods and supplies -----   | 62                        | (D)               | (D)                      | GG  | 50                        | (D)               | (D)                      | EE  | 12                        | 603 305           |
| 5093   | Scrap and waste materials -----   | 237                       | 822 777           | 64 748                   | 2 488   | 224                       | 705 373           | 60 540                   | 2 350   | 13                        | 117 404           |
| 5094   | Jewelry, watches, precious stones, and precious metals -----                          | 107                       | (D)               | (D)                      | FF  | 99                        | (D)               | (D)                      | FF  | 8                         | 4 895             |
| 5099   | Durable goods, n.e.c. -----   | 175                       | 714 147           | 39 647                   | 1 496   | 129                       | (D)               | (D)                      | GG  | 46                        | (D)               |
| <b>51</b>  | <b>Nondurable goods -----</b>   | <b>3 782</b>              | <b>43 476 666</b> | <b>2 149 369</b>         | <b>58 813</b>   | <b>3 026</b>              | <b>18 951 501</b> | <b>1 233 207</b>         | <b>40 374</b>   | <b>756</b>                | <b>24 525 165</b> |
| 511  | Paper and paper products -----  | 578                       | (D)               | (D)                      | II  | 458                       | (D)               | (D)                      | II  | 120                       | (D)               |
| 5111   | Printing and writing paper -----  | 100                       | (D)               | (D)                      | GG  | 80                        | (D)               | (D)                      | GG  | 20                        | (D)               |
| 5112   | Stationery and office supplies -----  | 288                       | (D)               | (D)                      | HH  | 228                       | (D)               | (D)                      | HH  | 60                        | (D)               |
| 5113   | Industrial and personal service paper -----   | 190                       | (D)               | (D)                      | HH  | 150                       | (D)               | (D)                      | GG  | 40                        | (D)               |
| 512  | Drugs, drug proprietaries, and druggists' sundries -----                              | 130                       | 4 903 864         | 295 310                  | 6 057   | 95                        | (D)               | (D)                      | GG  | 35                        | (D)               |
| 5122   | Drugs, drug proprietaries, and druggists' sundries -----                              | 130                       | 4 903 864         | 295 310                  | 6 057   | 95                        | (D)               | (D)                      | GG  | 35                        | (D)               |
| 513  | Apparel, piece goods, and notions -----   | 365                       | (D)               | (D)                      | HH  | 282                       | (D)               | (D)                      | HH  | 83                        | (D)               |
| 5131   | Piece goods, notions, and other dry goods -----                                       | 108                       | (D)               | (D)                      | GG  | 88                        | (D)               | (D)                      | GG  | 20                        | 88 428            |
| 5136   | Men's and boys' clothing and furnishings -----  | 86                        | (D)               | (D)                      | FF  | 69                        | (D)               | (D)                      | FF  | 17                        | 70 256            |
| 5137   | Women's, children's, and infants' clothing and accessories -----                      | 132                       | (D)               | (D)                      | GG  | 99                        | (D)               | (D)                      | FF  | 33                        | (D)               |
| 5139   | Footwear -----  | 39                        | (D)               | (D)                      | EE  | 26                        | (D)               | (D)                      | EE  | 13                        | 73 201            |
| 514  | Groceries and related products -----  | 1 089                     | 13 399 617        | 573 196                  | 19 107  | 864                       | (D)               | (D)                      | JJ  | 225                       | (D)               |
| 5141   | Groceries, general line -----   | 97                        | (D)               | (D)                      | GG  | 78                        | (D)               | (D)                      | GG  | 19                        | 809 257           |
| 5142   | Packaged frozen foods -----   | 95                        | (D)               | (D)                      | GG  | 68                        | (D)               | (D)                      | GG  | 27                        | (D)               |
| 5143   | Dairy products, except dried or canned -----  | 74                        | (D)               | (D)                      | GG  | 56                        | 1 163 904         | 31 580                   | (D)   | 18                        | (D)               |
| 5144   | Poultry and poultry products -----  | 32                        | 311 131           | 13 737                   | 421   | 25                        | (D)               | (D)                      | EE  | 7                         | (D)               |
| 5145   | Confectionery -----   | 77                        | (D)               | (D)                      | GG  | 55                        | (D)               | (D)                      | FF  | 22                        | (D)               |

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

MARYLAND MD-31

**Table 7. Summary Statistics for Metropolitan Areas: 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>PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA—Con.</b> |  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
| <b>51</b>   | <b>Nondurable goods — Con.</b>   |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
| 514   | Groceries and related products — Con.  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
| 5146  | Fish and seafoods .....  | 54                        | 278 617         | 21 460                   | 1 103   | 52                        | (D)             | (D)                      | GG  | 2                         | (D)             |
| 5147  | Meats and meat products .....  | 116                       | 1 655 999       | 57 590                   | 1 910   | 105                       | (D)             | (D)                      | GG  | 11                        | (D)             |
| 5148  | Fresh fruits and vegetables .....  | 195                       | 1 496 415       | 86 524                   | 2 619   | 175                       | 1 194 712       | 78 035                   | 2 449   | 20                        | 301 703         |
| 5149  | Groceries and related products, n.e.c. ....  | 349                       | (D)             | (D)                      | II  | 250                       | (D)             | (D)                      | HH  | 99                        | (D)             |
| 515   | Farm-product raw materials .....   | 40                        | 386 390         | 7 095                    | 200   | 33                        | (D)             | (D)                      | CC  | 7                         | (D)             |
| 5153  | Grain and field beans .....  | 14                        | (D)             | (D)                      | BB  | 13                        | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5154  | Livestock .....  | 11                        | (D)             | (D)                      | BB  | 8                         | (D)             | (D)                      | BB  | 3                         | (D)             |
| 5159  | Farm-product raw materials, n.e.c. ....  | 15                        | (D)             | (D)                      | BB  | 12                        | (D)             | (D)                      | BB  | 3                         | (D)             |
| 516   | Chemicals and allied products .....  | 400                       | (D)             | (D)                      | II  | 282                       | (D)             | (D)                      | HH  | 118                       | (D)             |
| 5162  | Plastics materials and basic forms and shapes ...                                      | 130                       | (D)             | (D)                      | GG  | 95                        | (D)             | (D)                      | GG  | 35                        | (D)             |
| 5169  | Chemicals and allied products, n.e.c. ....   | 270                       | (D)             | (D)                      | II  | 187                       | (D)             | (D)                      | GG  | 83                        | (D)             |
| 517   | Petroleum and petroleum products .....   | 167                       | (D)             | (D)                      | GG  | 137                       | (D)             | (D)                      | GG  | 30                        | (D)             |
| 5171  | Petroleum bulk stations and terminals .....  | 101                       | 2 296 600       | 57 466                   | 1 852   | 79                        | (D)             | (D)                      | GG  | 22                        | (D)             |
| 5172  | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 66                        | (D)             | (D)                      | FF  | 58                        | (D)             | (D)                      | EE  | 8                         | (D)             |
| 518   | Beer, wine, and distilled alcoholic beverages .....                                    | 139                       | (D)             | (D)                      | GG  | 131                       | (D)             | (D)                      | GG  | 8                         | (D)             |
| 5181  | Beer and ale .....   | 81                        | (D)             | (D)                      | GG  | 81                        | (D)             | (D)                      | GG  | —                         | (D)             |
| 5182  | Wine and distilled alcoholic beverages .....   | 58                        | (D)             | (D)                      | FF  | 50                        | (D)             | (D)                      | FF  | 8                         | (D)             |
| 519   | Miscellaneous nondurable goods .....   | 874                       | (D)             | (D)                      | II  | 744                       | (D)             | (D)                      | II  | 130                       | (D)             |
| 5191  | Farm supplies .....  | 143                       | 527 017         | 31 490                   | 1 293   | 132                       | (D)             | (D)                      | GG  | 11                        | (D)             |
| 5192  | Books, periodicals, and newspapers .....   | 108                       | 812 161         | 69 416                   | 2 542   | 82                        | (D)             | (D)                      | GG  | 26                        | (D)             |
| 5193  | Flowers, nursery stock, and florists' supplies .....                                   | 99                        | (D)             | (D)                      | GG  | 91                        | (D)             | (D)                      | GG  | 8                         | (D)             |
| 5194  | Tobacco and tobacco products .....   | 46                        | (D)             | (D)                      | FF  | 45                        | (D)             | (D)                      | FF  | 1                         | (D)             |
| 5198  | Paints, varnishes, and supplies .....  | 93                        | (D)             | (D)                      | GG  | 69                        | (D)             | (D)                      | FF  | 24                        | (D)             |
| 5199  | Nondurable goods, n.e.c. ....  | 385                       | (D)             | (D)                      | GG  | 325                       | (D)             | (D)                      | GG  | 60                        | (D)             |
| <b>Atlantic–Cape May, NJ PMSA</b>                                   |  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
|   | Wholesale trade .....  | 414                       | 1 521 465       | 113 059                  | 4 059   | 387                       | 1 297 184       | 102 004                  | 3 708   | 27                        | 224 281         |
| <b>(See appropriate State for SIC detail.)</b>                      |  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
| <b>Philadelphia, PA–NJ PMSA</b>                                     |  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
|   | Wholesale trade .....  | 9 794                     | 76 711 885      | 4 139 130                | 121 789   | 7 714                     | 35 261 652      | 2 829 157                | 91 292  | 2 080                     | 41 450 233      |
| <b>(See appropriate State for SIC detail.)</b>                      |  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
| <b>Vineland–Millville–Bridgeton, NJ PMSA</b>                        |  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
|   | Wholesale trade .....  | 234                       | 981 503         | 76 368                   | 2 782   | 209                       | 865 906         | 71 842                   | 2 663   | 25                        | 115 597         |
| <b>(See appropriate State for SIC detail.)</b>                      |  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |



**Table 7. Summary Statistics for Metropolitan Areas: 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>PHILADELPHIA–WILMINGTON–ATLANTIC CITY, PA–NJ–DE–MD CMSA—Con.</b> |   |                           |                   |                          |   |                           |                  |                          |   |                           |                  |
| <b>Wilmington–Newark, DE–MD PMSA</b>                                |   |                           |                   |                          |   |                           |                  |                          |   |                           |                  |
|   | Wholesale trade .....   | <b>787</b>                | <b>11 387 568</b> | <b>601 043</b>           | <b>13 175</b>   | <b>656</b>                | <b>2 515 975</b> | <b>205 094</b>           | <b>6 950</b>  | <b>131</b>                | <b>8 871 593</b> |
| <b>50</b>   | Durable goods .....   | <b>544</b>                | <b>1 895 501</b>  | <b>180 541</b>           | <b>5 902</b>  | <b>463</b>                | <b>1 224 506</b> | <b>125 811</b>           | <b>4 554</b>  | <b>81</b>                 | <b>670 995</b>   |
| 501   | Motor vehicles and motor vehicle parts and supplies .....                             | 101                       | 350 087           | 26 292                   | 1 100   | 95                        | 173 096          | 18 102                   | 892   | 6                         | 176 991          |
| 5012  | Automobiles and other motor vehicles .....  | 20                        | (D)               | (D)                      | EE  | 18                        | (D)              | (D)                      | EE  | 2                         | (D)              |
| 5013  | Motor vehicle supplies and new parts .....  | 56                        | 232 701           | 15 874                   | 601   | 52                        | (D)              | (D)                      | EE  | 4                         | (D)              |
| 5014  | Tires and tubes .....   | 7                         | 13 177            | 2 132                    | 97  | 7                         | 13 177           | 2 132                    | 97  | —                         | —                |
| 5015  | Motor vehicle parts, used .....   | 18                        | (D)               | (D)                      | BB  | 18                        | (D)              | (D)                      | BB  | —                         | —                |
| 502   | Furniture and home furnishings .....  | 31                        | 60 312            | 8 168                    | 296   | 25                        | 47 493           | 6 513                    | 208   | 6                         | 12 819           |
| 5021  | Furniture .....   | 14                        | 23 458            | 3 274                    | 115   | 12                        | (D)              | (D)                      | BB  | 2                         | (D)              |
| 5023  | Home furnishings .....  | 17                        | 36 854            | 4 894                    | 181   | 13                        | (D)              | (D)                      | CC  | 4                         | (D)              |
| 503   | Lumber and other construction materials .....   | 40                        | (D)               | (D)                      | FF  | 37                        | (D)              | (D)                      | EE  | 3                         | (D)              |
| 5031  | Lumber, plywood, millwork, and wood panels .....                                      | 15                        | 136 107           | 7 515                    | 243   | 14                        | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5032  | Brick, stone, and related construction materials .....                                | 7                         | 19 257            | 3 326                    | 120   | 7                         | 19 257           | 3 326                    | 120   | —                         | —                |
| 5033  | Roofing, siding, and insulation materials .....                                       | 10                        | 131 985           | 4 086                    | 132   | 8                         | (D)              | (D)                      | BB  | 2                         | (D)              |
| 5039  | Construction materials, n.e.c. ....   | 8                         | (D)               | (D)                      | BB  | 8                         | (D)              | (D)                      | BB  | —                         | —                |
| 504   | Professional and commercial equipment and supplies .....                              | 94                        | 385 213           | 56 505                   | 1 457   | 82                        | (D)              | (D)                      | FF  | 12                        | (D)              |
| 5043  | Photographic equipment and supplies .....   | 2                         | (D)               | (D)                      | BB  | 2                         | (D)              | (D)                      | BB  | —                         | —                |
| 5044  | Office equipment .....  | 15                        | (D)               | (D)                      | EE  | 13                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5045  | Computers and computer peripheral equipment and software .....                        | 38                        | 120 688           | 27 460                   | 625   | 36                        | (D)              | (D)                      | EE  | 2                         | (D)              |
| 5046  | Commercial equipment, n.e.c. ....   | 8                         | (D)               | (D)                      | BB  | 8                         | (D)              | (D)                      | BB  | —                         | —                |
| 5047  | Medical, dental, and hospital equipment and supplies .....                            | 16                        | 26 527            | 3 955                    | 157   | 10                        | 11 472           | 2 721                    | 123   | 6                         | 15 055           |
| 5048  | Ophthalmic goods .....  | —                         | —                 | —                        | —   | —                         | —                | —                        | —   | —                         | —                |
| 5049  | Professional equipment and supplies, n.e.c. ....                                      | 15                        | 113 233           | 5 819                    | 177   | 13                        | (D)              | (D)                      | CC  | 2                         | (D)              |
| 505   | Metals and minerals, except petroleum .....   | 18                        | 158 439           | 6 665                    | 252   | 15                        | (D)              | (D)                      | CC  | 3                         | (D)              |
| 5051  | Metals service centers and offices .....  | 18                        | 158 439           | 6 665                    | 252   | 15                        | (D)              | (D)                      | CC  | 3                         | (D)              |
| 5052  | Coal and other minerals and ores .....  | —                         | —                 | —                        | —   | —                         | —                | —                        | —   | —                         | —                |
| 506   | Electrical goods .....  | 61                        | 214 272           | 19 351                   | 618   | 42                        | 142 097          | 13 614                   | 451   | 19                        | 72 175           |
| 5063  | Electrical apparatus and equipment, wiring supplies, and construction materials ..... | 34                        | 184 467           | 14 325                   | 469   | 23                        | 130 757          | 11 638                   | 379   | 11                        | 53 710           |
| 5064  | Electrical appliances, television and radio sets .....                                | 8                         | 9 041             | 482                      | 18  | 5                         | (D)              | (D)                      | AA  | 3                         | (D)              |
| 5065  | Electronic parts and equipment, n.e.c. ....   | 19                        | 20 764            | 4 544                    | 131   | 14                        | (D)              | (D)                      | BB  | 5                         | (D)              |
| 507   | Hardware, and plumbing and heating equipment and supplies .....                       | 50                        | 158 181           | 14 874                   | 450   | 43                        | 95 533           | 12 317                   | 392   | 7                         | 62 648           |
| 5072  | Hardware .....  | 17                        | 84 658            | 6 451                    | 173   | 13                        | 24 523           | 4 223                    | 128   | 4                         | 60 135           |
| 5074  | Plumbing and heating equipment and supplies (hydronics) .....                         | 16                        | (D)               | (D)                      | CC  | 15                        | 39 387           | 5 086                    | (D)   | 1                         | (D)              |
| 5075  | Warm air heating and air-conditioning equipment and supplies .....                    | 15                        | 32 810            | 3 192                    | 115   | 14                        | (D)              | (D)                      | CC  | 1                         | (D)              |
| 5078  | Refrigeration equipment and supplies .....  | 2                         | (D)               | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              |
| 508   | Machinery, equipment, and supplies .....  | 112                       | 226 786           | 28 369                   | 995   | 92                        | 157 613          | 25 494                   | 905   | 20                        | 69 173           |
| 5082  | Construction and mining (except petroleum) machinery and equipment .....              | 14                        | 30 960            | 2 354                    | 88  | 8                         | (D)              | (D)                      | BB  | 6                         | (D)              |
| 5083  | Farm and garden machinery and equipment .....   | 10                        | 22 726            | 2 676                    | 119   | 10                        | 22 726           | 2 676                    | 119   | —                         | —                |
| 5084  | Industrial machinery and equipment .....  | 44                        | 93 676            | 11 100                   | 356   | 33                        | 49 669           | 9 087                    | 300   | 11                        | 44 007           |
| 5085  | Industrial supplies .....   | 28                        | 60 366            | 9 344                    | 309   | 26                        | (D)              | (D)                      | EE  | 2                         | (D)              |
| 5087  | Service establishment equipment and supplies .....                                    | 12                        | 8 081             | 1 623                    | 79  | 11                        | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5088  | Transportation equipment and supplies, except motor vehicles .....                    | 4                         | 10 977            | 1 272                    | 44  | 4                         | 10 977           | 1 272                    | 44  | —                         | —                |
| 509   | Miscellaneous durable goods .....   | 37                        | (D)               | (D)                      | CC  | 32                        | (D)              | (D)                      | CC  | 5                         | (D)              |
| 5091  | Sporting and recreational goods and supplies .....                                    | 6                         | 6 607             | 763                      | 45  | 6                         | 6 607            | 763                      | 45  | —                         | —                |
| 5092  | Toys and hobby goods and supplies .....   | 1                         | (D)               | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —                |
| 5093  | Scrap and waste materials .....   | 16                        | 16 609            | 2 556                    | 122   | 16                        | 16 609           | 2 556                    | 122   | —                         | —                |
| 5094  | Jewelry, watches, precious stones, and precious metals .....                          | 4                         | 2 306             | 133                      | 5   | 4                         | 2 306            | 133                      | 5   | —                         | —                |
| 5099  | Durable goods, n.e.c. ....  | 10                        | 20 978            | 862                      | 21  | 5                         | (D)              | (D)                      | AA  | 5                         | (D)              |
| <b>51</b>   | <b>Nondurable goods .....</b>   | <b>243</b>                | <b>9 492 067</b>  | <b>420 502</b>           | <b>7 273</b>  | <b>193</b>                | <b>1 291 469</b> | <b>79 283</b>            | <b>2 396</b>  | <b>50</b>                 | <b>8 200 598</b> |
| 511   | Paper and paper products .....  | 31                        | (D)               | (D)                      | EE  | 23                        | (D)              | (D)                      | EE  | 8                         | (D)              |
| 5111  | Printing and writing paper .....  | 3                         | (D)               | (D)                      | BB  | 2                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 5112  | Stationery and office supplies .....  | 20                        | (D)               | (D)                      | EE  | 15                        | (D)              | (D)                      | CC  | 5                         | (D)              |
| 5113  | Industrial and personal service paper .....   | 8                         | (D)               | (D)                      | BB  | 6                         | (D)              | (D)                      | BB  | 2                         | (D)              |
| 512   | Drugs, drug proprietaries, and druggists' sundries .....                              | 9                         | (D)               | (D)                      | GG  | 5                         | (D)              | (D)                      | BB  | 4                         | (D)              |
| 5122  | Drugs, drug proprietaries, and druggists' sundries .....                              | 9                         | (D)               | (D)                      | GG  | 5                         | (D)              | (D)                      | BB  | 4                         | (D)              |
| 513   | Apparel, piece goods, and notions .....   | 16                        | 59 204            | 9 913                    | 228   | 13                        | 55 992           | 9 828                    | 225   | 3                         | 3 212            |
| 5131  | Piece goods, notions, and other dry goods .....                                       | 4                         | (D)               | (D)                      | BB  | 4                         | (D)              | (D)                      | BB  | —                         | —                |
| 5136  | Men's and boys' clothing and furnishings .....  | 2                         | (D)               | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | —                         | —                |
| 5137  | Women's, children's, and infants' clothing and accessories .....                      | 7                         | 22 842            | 6 098                    | 117   | 5                         | (D)              | (D)                      | CC  | 2                         | (D)              |
| 5139  | Footwear .....  | 3                         | (D)               | (D)                      | BB  | 2                         | (D)              | (D)                      | BB  | 1                         | (D)              |
| 514   | Groceries and related products .....  | 51                        | 483 241           | 17 936                   | 638   | 43                        | 349 799          | 11 814                   | 445   | 8                         | 133 442          |
| 5141  | Groceries, general line .....   | 1                         | (D)               | (D)                      | BB  | 1                         | (D)              | (D)                      | BB  | —                         | —                |
| 5142  | Packaged frozen foods .....   | 5                         | 13 388            | 414                      | 15  | 3                         | (D)              | (D)                      | AA  | 2                         | (D)              |
| 5143  | Dairy products, except dried or canned .....  | 3                         | (D)               | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | —                         | —                |
| 5144  | Poultry and poultry products .....  | 1                         | (D)               | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —                |
| 5145  | Confectionery .....   | 1                         | (D)               | (D)                      | AA  | —                         | —                | —                        | AA  | 1                         | (D)              |

**Table 7. Summary Statistics for Metropolitan Areas: 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>PHILADELPHIA—WILMINGTON—ATLANTIC CITY, PA—NJ—DE—MD CMSA—Con.</b> |  |                           |                   |                          |   |                           |                   |                          |   |                           |                   |
| <b>Wilmington—Newark, DE—MD PMSA—Con.</b>                           |  |                           |                   |                          |   |                           |                   |                          |   |                           |                   |
| <b>51</b>   | <b>Nondurable goods — Con.</b>   |                           |                   |                          |   |                           |                   |                          |   |                           |                   |
| 514   | Groceries and related products — Con.  |                           |                   |                          |   |                           |                   |                          |   |                           |                   |
| 5146  | Fish and seafoods .....  | 3                         | (D)               | (D)                      | AA  | 3                         | (D)               | (D)                      | AA  | —                         | —                 |
| 5147  | Meats and meat products .....  | 5                         | (D)               | (D)                      | BB  | 4                         | (D)               | (D)                      | AA  | 1                         | (D)               |
| 5148  | Fresh fruits and vegetables .....  | 9                         | 50 495            | 595                      | 33  | 9                         | 50 495            | 595                      | 33  | —                         | —                 |
| 5149  | Groceries and related products, n.e.c. ....  | 23                        | (D)               | (D)                      | EE  | 19                        | (D)               | (D)                      | CC  | 4                         | (D)               |
| 515   | Farm-product raw materials .....   | 5                         | (D)               | (D)                      | AA  | 4                         | (D)               | (D)                      | AA  | 1                         | (D)               |
| 5153  | Grain and field beans .....  | 2                         | (D)               | (D)                      | AA  | 2                         | (D)               | (D)                      | AA  | —                         | —                 |
| 5154  | Livestock .....  | —                         | —                 | —                        | —   | —                         | —                 | —                        | —   | —                         | —                 |
| 5159  | Farm-product raw materials, n.e.c. ....  | 3                         | (D)               | (D)                      | AA  | 2                         | (D)               | (D)                      | AA  | 1                         | (D)               |
| 516   | Chemicals and allied products .....  | 43                        | (D)               | (D)                      | HH  | 28                        | (D)               | (D)                      | EE  | 15                        | (D)               |
| 5162  | Plastics materials and basic forms and shapes .....                                    | 19                        | (D)               | (D)                      | EE  | 11                        | (D)               | (D)                      | CC  | 8                         | (D)               |
| 5169  | Chemicals and allied products, n.e.c. ....   | 24                        | (D)               | (D)                      | HH  | 17                        | (D)               | (D)                      | CC  | 7                         | (D)               |
| 517   | Petroleum and petroleum products .....   | 16                        | (D)               | (D)                      | CC  | 14                        | (D)               | (D)                      | CC  | 2                         | (D)               |
| 5171  | Petroleum bulk stations and terminals .....  | 9                         | (D)               | (D)                      | CC  | 8                         | (D)               | (D)                      | CC  | 1                         | (D)               |
| 5172  | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 7                         | (D)               | (D)                      | BB  | 6                         | (D)               | (D)                      | BB  | 1                         | (D)               |
| 518   | Beer, wine, and distilled alcoholic beverages .....                                    | 11                        | (D)               | (D)                      | EE  | 10                        | (D)               | (D)                      | EE  | 1                         | (D)               |
| 5181  | Beer and ale .....   | 5                         | 176 944           | 16 679                   | 326   | 5                         | 176 944           | 16 679                   | 326   | —                         | —                 |
| 5182  | Wine and distilled alcoholic beverages .....   | 6                         | (D)               | (D)                      | CC  | 5                         | (D)               | (D)                      | CC  | 1                         | (D)               |
| 519   | Miscellaneous nondurable goods .....   | 61                        | (D)               | (D)                      | EE  | 53                        | (D)               | (D)                      | EE  | 8                         | (D)               |
| 5191  | Farm supplies .....  | 11                        | 9 553             | 965                      | 48  | 10                        | (D)               | (D)                      | BB  | 1                         | (D)               |
| 5192  | Books, periodicals, and newspapers .....   | 3                         | (D)               | (D)                      | BB  | 3                         | (D)               | (D)                      | BB  | —                         | —                 |
| 5193  | Flowers, nursery stock, and florists' supplies .....                                   | 9                         | 12 963            | 1 717                    | 92  | 8                         | (D)               | (D)                      | BB  | 1                         | (D)               |
| 5194  | Tobacco and tobacco products .....   | 3                         | (D)               | (D)                      | BB  | 3                         | (D)               | (D)                      | BB  | —                         | —                 |
| 5198  | Paints, varnishes, and supplies .....  | 10                        | 19 473            | 1 718                    | 61  | 7                         | (D)               | (D)                      | BB  | 3                         | (D)               |
| 5199  | Nondurable goods, n.e.c. ....  | 25                        | (D)               | (D)                      | CC  | 22                        | (D)               | (D)                      | CC  | 3                         | 4 111             |
| <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 home furnishings .....   | 460                       | (D)               | (D)                      | II  | 360                       | (D)               | (D)                      | HH  | 100                       | (D)               |
| 5021  | Furniture .....  | 231                       | (D)               | (D)                      | HH  | 163                       | (D)               | (D)                      | GG  | 68                        | (D)               |
| 5023  | Home furnishings .....   | 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)               |

**MD—34 MARYLAND**

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**Table 7. Summary Statistics for Metropolitan Areas: 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) |
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b> |  |                           |                   |                          |   |                           |                 |                          |   |                           |
| <b>50</b>  | <b>Durable goods —Con.</b>   |                           |                   |                          |   |                           |                 |                          |   |                           |
| 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 (D)            |
| 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 (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 (D)            |
| 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 (D)          |
| 5122   | Drugs, drug proprietaries, and druggists' sundries .....                               | 100                       | (D)               | (D)                      | HH  | 82                        | (D)             | (D)                      | GG  | 18 1 436 303 (D)          |
| 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 (D)         |
| 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 (D)              |
| 5145   | Confectionery .....  | 47                        | (D)               | (D)                      | GG  | 34                        | (D)             | (D)                      | EE  | 13 (D)                    |
| 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 (D)          |
| 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  | — (D)                     |
| 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 (D)             |
| 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)                    |

**Table 7. Summary Statistics for Metropolitan Areas: 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>Baltimore, MD PMSA</b>                          |   |                           |                   |                          |   |                           |                   |                          |   |                           |                   |
|  | Wholesale trade .....   | <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>50</b>  | Durable goods .....   | <b>2 643</b>              | <b>18 011 640</b> | <b>1 068 642</b>         | <b>33 356</b>   | <b>2 135</b>              | <b>11 431 981</b> | <b>790 092</b>           | <b>26 618</b>   | <b>508</b>                | <b>6 579 659</b>  |
| 501  | Motor vehicles and motor vehicle parts and supplies .....                             | 354                       | 4 078 610         | 117 988                  | 4 445   | 328                       | (D)               | (D)                      | HH  | 26                        | (D)               |
| 5012   | Automobiles and other motor vehicles .....  | 62                        | 3 459 122         | 51 840                   | 1 566   | 55                        | (D)               | (D)                      | GG  | 7                         | (D)               |
| 5013   | Motor vehicle supplies and new parts .....  | 220                       | (D)               | (D)                      | GG  | 203                       | (D)               | (D)                      | GG  | 17                        | (D)               |
| 5014   | Tires and tubes .....   | 31                        | (D)               | (D)                      | EE  | 29                        | (D)               | (D)                      | EE  | 2                         | (D)               |
| 5015   | Motor vehicle parts, used .....   | 41                        | 16 362            | 3 667                    | 218   | 41                        | 16 362            | 3 667                    | 218   | -                         | -                 |
| 502  | Furniture and home furnishings .....  | 150                       | 721 428           | 72 450                   | 2 304   | 115                       | (D)               | (D)                      | GG  | 35                        | (D)               |
| 5021   | Furniture .....   | 64                        | 240 248           | 31 002                   | 1 049   | 46                        | (D)               | (D)                      | FF  | 18                        | (D)               |
| 5023   | Home furnishings .....  | 86                        | 481 180           | 41 448                   | 1 255   | 69                        | (D)               | (D)                      | GG  | 17                        | (D)               |
| 503  | Lumber and other construction materials .....   | 196                       | 825 809           | 71 831                   | 2 492   | 166                       | (D)               | (D)                      | GG  | 30                        | (D)               |
| 5031   | Lumber, plywood, millwork, and wood panels .....                                      | 85                        | 503 083           | 41 771                   | 1 489   | 79                        | (D)               | (D)                      | GG  | 6                         | (D)               |
| 5032   | Brick, stone, and related construction materials .....                                | 35                        | 84 040            | 8 180                    | 259   | 24                        | (D)               | (D)                      | CC  | 11                        | (D)               |
| 5033   | Roofing, siding, and insulation materials .....                                       | 32                        | 157 193           | 9 066                    | 284   | 23                        | (D)               | (D)                      | CC  | 9                         | (D)               |
| 5039   | Construction materials, n.e.c. ....   | 44                        | 81 493            | 12 814                   | 460   | 40                        | 53 569            | 10 014                   | 379   | 4                         | 27 924            |
| 504  | Professional and commercial equipment and supplies .....                              | 479                       | 3 323 522         | 309 300                  | 8 372   | 396                       | 1 673 675         | 179 707                  | 5 647   | 83                        | 1 649 847         |
| 5043   | Photographic equipment and supplies .....   | 17                        | (D)               | (D)                      | CC  | 10                        | (D)               | (D)                      | BB  | 7                         | (D)               |
| 5044   | Office equipment .....  | 77                        | 225 241           | 44 136                   | 1 414   | 66                        | (D)               | (D)                      | FF  | 11                        | (D)               |
| 5045   | Computers and computer peripheral equipment and software .....                        | 174                       | 1 421 385         | 114 971                  | 2 731   | 151                       | (D)               | (D)                      | GG  | 23                        | (D)               |
| 5046   | Commercial equipment, n.e.c. ....   | 56                        | (D)               | (D)                      | FF  | 49                        | (D)               | (D)                      | FF  | 7                         | (D)               |
| 5047   | Medical, dental, and hospital equipment and supplies .....                            | 105                       | (D)               | (D)                      | HH  | 79                        | (D)               | (D)                      | GG  | 26                        | (D)               |
| 5048   | Ophthalmic goods .....  | 15                        | 28 504            | 4 907                    | 13  | 13                        | (D)               | (D)                      | CC  | 2                         | (D)               |
| 5049   | Professional equipment and supplies, n.e.c. ....                                      | 35                        | (D)               | (D)                      | EE  | 28                        | (D)               | (D)                      | EE  | 7                         | (D)               |
| 505  | Metals and minerals, except petroleum .....   | 101                       | 1 553 264         | 46 990                   | 1 298   | 75                        | 1 195 207         | 34 189                   | 958   | 26                        | 358 057           |
| 5051   | Metals service centers and offices .....  | 93                        | (D)               | (D)                      | GG  | 70                        | (D)               | (D)                      | FF  | 23                        | (D)               |
| 5052   | Coal and other minerals and ores .....  | 8                         | (D)               | (D)                      | CC  | 5                         | (D)               | (D)                      | BB  | 3                         | (D)               |
| 506  | Electrical goods .....  | 377                       | 3 156 015         | 140 977                  | 4 070   | 242                       | 1 019 509         | 84 601                   | 2 572   | 135                       | 2 136 506         |
| 5063   | Electrical apparatus and equipment, wiring supplies, and construction materials ..... | 174                       | 808 505           | 55 569                   | 1 627   | 114                       | 363 931           | 37 015                   | 1 176   | 60                        | 444 574           |
| 5064   | Electrical appliances, television and radio sets .....                                | 34                        | (D)               | (D)                      | FF  | 24                        | 268 133           | 15 873                   | (D)   | 10                        | (D)               |
| 5065   | Electronic parts and equipment, n.e.c. ....   | 169                       | (D)               | (D)                      | GG  | 104                       | 387 445           | 31 713                   | (D)   | 65                        | (D)               |
| 507  | Hardware, and plumbing and heating equipment and supplies .....                       | 233                       | 1 844 762         | 83 303                   | 2 657   | 187                       | (D)               | (D)                      | GG  | 46                        | (D)               |
| 5072   | Hardware .....  | 66                        | 1 171 898         | 29 972                   | 964   | 52                        | 898 884           | 20 932                   | 722   | 14                        | 273 014           |
| 5074   | Plumbing and heating equipment and supplies (hydronics) .....                         | 95                        | 448 652           | 30 585                   | 993   | 78                        | 206 661           | 25 499                   | 837   | 17                        | 241 991           |
| 5075   | Warm air heating and air-conditioning equipment and supplies .....                    | 61                        | 202 063           | 19 599                   | 604   | 48                        | (D)               | (D)                      | EE  | 13                        | (D)               |
| 5078   | Refrigeration equipment and supplies .....  | 11                        | 22 149            | 3 147                    | 96  | 9                         | (D)               | (D)                      | BB  | 2                         | (D)               |
| 508  | Machinery, equipment, and supplies .....  | 518                       | 1 585 860         | 160 992                  | 4 981   | 427                       | 1 028 548         | 140 613                  | 4 501   | 91                        | 557 312           |
| 5082   | Construction and mining (except petroleum) machinery and equipment .....              | 51                        | 422 969           | 29 006                   | 751   | 45                        | (D)               | (D)                      | FF  | 6                         | (D)               |
| 5083   | Farm and garden machinery and equipment .....   | 26                        | 113 167           | 11 309                   | 382   | 23                        | (D)               | (D)                      | EE  | 3                         | (D)               |
| 5084   | Industrial machinery and equipment .....  | 211                       | 595 510           | 69 928                   | 2 187   | 166                       | (D)               | (D)                      | GG  | 45                        | (D)               |
| 5085   | Industrial supplies .....   | 129                       | 306 628           | 33 279                   | 1 015   | 106                       | 202 670           | 29 202                   | 903   | 23                        | 103 958           |
| 5087   | Service establishment equipment and supplies .....                                    | 73                        | 105 387           | 13 539                   | 505   | 64                        | (D)               | (D)                      | EE  | 9                         | (D)               |
| 5088   | Transportation equipment and supplies, except motor vehicles .....                    | 28                        | 42 199            | 3 931                    | 141   | 23                        | (D)               | (D)                      | CC  | 5                         | (D)               |
| 509  | Miscellaneous durable goods .....   | 235                       | 922 370           | 64 811                   | 2 737   | 199                       | (D)               | (D)                      | HH  | 36                        | (D)               |
| 5091   | Sporting and recreational goods and supplies .....                                    | 46                        | 168 005           | 11 088                   | 415   | 34                        | (D)               | (D)                      | EE  | 12                        | (D)               |
| 5092   | Toys and hobby goods and supplies .....   | 20                        | (D)               | (D)                      | EE  | 17                        | (D)               | (D)                      | EE  | 3                         | (D)               |
| 5093   | Scrap and waste materials .....   | 76                        | 279 996           | 21 990                   | 823   | 73                        | 277 489           | 21 886                   | 818   | 3                         | 2 507             |
| 5094   | Jewelry, watches, precious stones, and precious metals .....                          | 27                        | (D)               | (D)                      | CC  | 25                        | (D)               | (D)                      | CC  | 2                         | (D)               |
| 5099   | Durable goods, n.e.c. ....  | 66                        | (D)               | (D)                      | GG  | 50                        | (D)               | (D)                      | FF  | 16                        | (D)               |
| <b>51</b>  | <b>Nondurable goods .....</b>   | <b>1 284</b>              | <b>14 728 610</b> | <b>681 793</b>           | <b>23 671</b>   | <b>993</b>                | <b>6 854 568</b>  | <b>506 402</b>           | <b>18 312</b>   | <b>291</b>                | <b>7 874 042</b>  |
| 511  | Paper and paper products .....  | 199                       | 1 415 199         | 91 095                   | 3 061   | 149                       | (D)               | (D)                      | GG  | 50                        | (D)               |
| 5111   | Printing and writing paper .....  | 28                        | (D)               | (D)                      | FF  | 17                        | 311 760           | 17 317                   | (D)   | 11                        | (D)               |
| 5112   | Stationery and office supplies .....  | 114                       | (D)               | (D)                      | GG  | 92                        | 326 608           | 31 792                   | (D)   | 22                        | (D)               |
| 5113   | Industrial and personal service paper .....   | 57                        | 581 553           | 31 723                   | 932   | 40                        | (D)               | (D)                      | FF  | 17                        | (D)               |
| 512  | Drugs, drug proprietaries, and druggists' sundries .....                              | 48                        | 1 419 855         | 50 688                   | 1 716   | 41                        | 416 054           | 28 162                   | 994   | 7                         | 1 003 801         |
| 5122   | Drugs, drug proprietaries, and druggists' sundries .....                              | 48                        | 1 419 855         | 50 688                   | 1 716   | 41                        | 416 054           | 28 162                   | 994   | 7                         | 1 003 801         |
| 513  | Apparel, piece goods, and notions .....   | 98                        | (D)               | (D)                      | FF  | 82                        | (D)               | (D)                      | FF  | 16                        | (D)               |
| 5131   | Piece goods, notions, and other dry goods .....                                       | 23                        | (D)               | (D)                      | CC  | 19                        | (D)               | (D)                      | CC  | 4                         | (D)               |
| 5136   | Men's and boys' clothing and furnishings .....  | 32                        | (D)               | (D)                      | EE  | 24                        | (D)               | (D)                      | CC  | 8                         | (D)               |
| 5137   | Women's, children's, and infants' clothing and accessories .....                      | 26                        | (D)               | (D)                      | EE  | 23                        | (D)               | (D)                      | EE  | 3                         | (D)               |
| 5139   | Footwear .....  | 17                        | (D)               | (D)                      | CC  | 16                        | (D)               | (D)                      | CC  | 1                         | (D)               |
| 514  | Groceries and related products .....  | 397                       | 7 084 722         | 270 707                  | 9 385   | 300                       | 2 700 568         | 179 278                  | 6 594   | 97                        | 4 384 154         |
| 5141   | Groceries, general line .....   | 43                        | 1 748 207         | 79 036                   | 2 608   | 34                        | (D)               | (D)                      | GG  | 9                         | (D)               |
| 5142   | Packaged frozen foods .....   | 35                        | 667 348           | 19 671                   | 700   | 24                        | (D)               | (D)                      | FF  | 11                        | (D)               |
| 5143   | Dairy products, except dried or canned .....  | 20                        | 413 901           | 10 607                   | 379   | 11                        | 112 773           | 5 405                    | 204   | 9                         | 301 128           |
| 5144   | Poultry and poultry products .....  | 9                         | (D)               | (D)                      | CC  | 7                         | (D)               | (D)                      | CC  | 2                         | (D)               |
| 5145   | Confectionery .....   | 26                        | (D)               | (D)                      | FF  | 18                        | 37 058            | 3 856                    | (D)   | 8                         | (D)               |

**MD-36 MARYLAND**

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**Table 7. Summary Statistics for Metropolitan Areas: 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) |
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b> |  |                           |                 |                          |   |                           |                 |                          |   |                           |
| <b>Baltimore, MD PMSA —Con.</b>                    |  |                           |                 |                          |   |                           |                 |                          |   |                           |
| <b>51</b>  | <b>Nondurable goods —Con.</b>  |                           |                 |                          |   |                           |                 |                          |   |                           |
| 514  | Groceries and related products —Con.   |                           |                 |                          |   |                           |                 |                          |   |                           |
| 5146   | Fish and seafoods .....  | 36                        | 162 493         | 10 876                   | 432   | 35                        | (D)             | (D)                      | EE  | 1 (D)                     |
| 5147   | Meats and meat products .....  | 25                        | (D)             | (D)                      | FF  | 20                        | (D)             | (D)                      | EE  | 5 (D)                     |
| 5148   | Fresh fruits and vegetables .....  | 55                        | 414 486         | 28 010                   | 1 050   | 51                        | (D)             | (D)                      | GG  | 4 (D)                     |
| 5149   | Groceries and related products, n.e.c. ....  | 148                       | (D)             | (D)                      | HH  | 100                       | (D)             | (D)                      | GG  | 48 (D)                    |
| 515  | Farm-product raw materials .....   | 14                        | 223 953         | 2 096                    | 151   | 13                        | (D)             | (D)                      | CC  | 1 (D)                     |
| 5153   | Grain and field beans .....  | 6                         | (D)             | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | — (D)                     |
| 5154   | Livestock .....  | 7                         | (D)             | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | 1 (D)                     |
| 5159   | Farm-product raw materials, n.e.c. ....  | 1                         | (D)             | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | — (D)                     |
| 516  | Chemicals and allied products .....  | 110                       | 603 685         | 43 869                   | 1 316   | 84                        | 257 537         | 30 684                   | 958   | 26 346 148                |
| 5162   | Plastics materials and basic forms and shapes ...                                      | 17                        | (D)             | (D)                      | CC  | 16                        | (D)             | (D)                      | CC  | 1 (D)                     |
| 5169   | Chemicals and allied products, n.e.c. ....   | 93                        | (D)             | (D)                      | GG  | 68                        | (D)             | (D)                      | FF  | 25 (D)                    |
| 517  | Petroleum and petroleum products .....   | 54                        | 1 483 188       | 30 519                   | 981   | 40                        | (D)             | (D)                      | FF  | 14 (D)                    |
| 5171   | Petroleum bulk stations and terminals .....  | 34                        | (D)             | (D)                      | FF  | 22                        | 247 166         | 12 661                   | (D)   | 12 (D)                    |
| 5172   | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 20                        | (D)             | (D)                      | EE  | 18                        | (D)             | (D)                      | EE  | 2 (D)                     |
| 518  | Beer, wine, and distilled alcoholic beverages .....                                    | 34                        | 697 340         | 63 762                   | 1 885   | 29                        | (D)             | (D)                      | GG  | 5 (D)                     |
| 5181   | Beer and ale .....   | 18                        | (D)             | (D)                      | FF  | 18                        | (D)             | (D)                      | FF  | — (D)                     |
| 5182   | Wine and distilled alcoholic beverages .....   | 16                        | (D)             | (D)                      | GG  | 11                        | (D)             | (D)                      | GG  | 5 (D)                     |
| 519  | Miscellaneous nondurable goods .....   | 330                       | (D)             | (D)                      | HH  | 255                       | (D)             | (D)                      | HH  | 75 (D)                    |
| 5191   | Farm supplies .....  | 67                        | 150 322         | 11 591                   | 659   | 59                        | 130 703         | 10 877                   | 596   | 8 19 619                  |
| 5192   | Books, periodicals, and newspapers .....   | 35                        | 328 205         | 36 474                   | 1 568   | 27                        | (D)             | (D)                      | GG  | 8 (D)                     |
| 5193   | Flowers, nursery stock, and florists' supplies ...                                     | 29                        | (D)             | (D)                      | EE  | 27                        | (D)             | (D)                      | EE  | 2 (D)                     |
| 5194   | Tobacco and tobacco products .....   | 11                        | (D)             | (D)                      | EE  | 11                        | (D)             | (D)                      | EE  | — (D)                     |
| 5198   | Paints, varnishes, and supplies .....  | 54                        | 110 100         | 10 297                   | 419   | 25                        | (D)             | (D)                      | EE  | 29 (D)                    |
| 5199   | Nondurable goods, n.e.c. ....  | 134                       | (D)             | (D)                      | FF  | 106                       | 157 545         | 17 794                   | (D)   | 28 (D)                    |
| <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>26 119 420</b>         |
| <b>50</b>  | <b>Durable goods .....</b>   | <b>155</b>                | <b>321 605</b>  | <b>42 039</b>            | <b>1 652</b>  | <b>144</b>                | <b>(D)</b>      | <b>(D)</b>               | <b>GG</b>   | <b>11 (D)</b>             |
| 501  | Motor vehicles and motor vehicle parts and supplies .....                              | 31                        | (D)             | (D)                      | EE  | 31                        | (D)             | (D)                      | EE  | — (D)                     |
| 502  | Furniture and homefurnishings .....  | 5                         | (D)             | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | — (D)                     |
| 503  | Lumber and other construction materials .....  | 15                        | 40 316          | 4 005                    | 161   | 15                        | 40 316          | 4 005                    | 161   | — (D)                     |
| 504  | Professional and commercial equipment and supplies .....                               | 19                        | 18 743          | 6 705                    | 188   | 18                        | (D)             | (D)                      | CC  | 1 (D)                     |
| 505  | Metals and minerals, except petroleum .....  | 6                         | 19 110          | 1 261                    | 78  | 5                         | (D)             | (D)                      | BB  | 1 (D)                     |
| 506  | Electrical goods .....   | 18                        | 74 999          | 8 801                    | 283   | 14                        | (D)             | (D)                      | CC  | 4 (D)                     |
| 507  | Hardware, and plumbing and heating equipment and supplies .....                        | 15                        | (D)             | (D)                      | CC  | 13                        | (D)             | (D)                      | CC  | 2 (D)                     |
| 508  | Machinery, equipment, and supplies .....   | 36                        | 67 314          | 7 408                    | 303   | 33                        | (D)             | (D)                      | EE  | 3 (D)                     |
| 509  | Miscellaneous durable goods .....  | 10                        | (D)             | (D)                      | CC  | 10                        | (D)             | (D)                      | CC  | — (D)                     |
| <b>51</b>  | <b>Nondurable goods .....</b>  | <b>74</b>                 | <b>436 296</b>  | <b>30 000</b>            | <b>1 323</b>  | <b>59</b>                 | <b>(D)</b>      | <b>(D)</b>               | <b>GG</b>   | <b>15 (D)</b>             |
| 511  | Paper and paper products .....   | 13                        | 38 898          | 5 915                    | 279   | 10                        | (D)             | (D)                      | EE  | 3 (D)                     |
| 512  | Drugs, drug proprietaries, and druggists' sundries ...                                 | 1                         | (D)             | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | — (D)                     |
| 513  | Apparel, piece goods, and notions .....  | 1                         | (D)             | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | — (D)                     |
| 514  | Groceries and related products .....   | 19                        | 243 490         | 12 888                   | 518   | 12                        | 178 688         | 7 687                    | 349   | 7 64 802                  |
| 515  | Farm-product raw materials .....   | 4                         | (D)             | (D)                      | BB  | 3                         | (D)             | (D)                      | AA  | 1 (D)                     |
| 516  | Chemicals and allied products .....  | 3                         | (D)             | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | 1 (D)                     |
| 517  | Petroleum and petroleum products .....   | 8                         | 64 750          | 4 539                    | 173   | 8                         | 64 750          | 4 539                    | 173   | — (D)                     |
| 518  | Beer, wine, and distilled alcoholic beverages .....                                    | 3                         | 12 605          | 1 619                    | 54  | 3                         | 12 605          | 1 619                    | 54  | — (D)                     |
| 519  | Miscellaneous nondurable goods .....   | 22                        | (D)             | (D)                      | CC  | 19                        | (D)             | (D)                      | CC  | 3 (D)                     |

**Table 7. Summary Statistics for Metropolitan Areas: 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</b>                |   |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
|  | Wholesale trade .....   | 5 138                     | 37 990 590      | 2 604 184                | 73 057  | 4 190                     | 17 407 873      | 1 582 859                | 51 314  | 948                       | 20 582 717      |
| 50   | Durable goods .....   | 3 594                     | 26 965 953      | 1 918 451                | 50 282  | 2 956                     | 11 503 789      | 1 085 956                | 33 558  | 638                       | 15 462 164      |
| 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 home furnishings .....  | 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   | Home furnishings .....  | 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)             |
| 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)             |
| 51   | Nondurable goods .....  | 1 544                     | 11 024 637      | 685 733                  | 22 775  | 1 234                     | 5 904 084       | 496 903                  | 17 756  | 310                       | 5 120 553       |
| 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          |

**Table 7. Summary Statistics for Metropolitan Areas: 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>51</b>  | <b>Nondurable goods —Con.</b>  |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
| 514  | Groceries and related products —Con.   |                           |                 |                          |   |                           |                 |                          |   |                           |                 |
| 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)             |

**Table 8. Summary Statistics for the Area Outside Metropolitan Areas: 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  | 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>Wholesale trade -----</b>                                   | <b>592</b>                | <b>1 842 426</b> | <b>129 158</b>           | <b>5 283</b>  | <b>530</b>                | <b>1 451 025</b> | <b>115 331</b>           | <b>4 838</b>  | <b>62</b>                 | <b>391 401</b>  |
| <b>50</b> | <b>Durable goods -----</b>                                     | <b>337</b>                | <b>502 457</b>   | <b>56 895</b>            | <b>2 442</b>  | <b>313</b>                | <b>(D)</b>       | <b>(D)</b>               | <b>GG</b>   | <b>24</b>                 | <b>(D)</b>      |
| 501       | Motor vehicles and motor vehicle parts and supplies -----      | 82                        | (D)              | (D)                      | FF  | 81                        | (D)              | (D)                      | FF  | 1                         | (D)             |
| 5012      | Automobiles and other motor vehicles -----                     | 12                        | (D)              | (D)                      | CC  | 12                        | (D)              | (D)                      | CC  | —                         | —               |
| 5013      | Motor vehicle supplies and new parts -----                     | 50                        | (D)              | (D)                      | EE  | 49                        | (D)              | (D)                      | EE  | 1                         | (D)             |
| 5014      | Tires and tubes -----  | 10                        | (D)              | (D)                      | CC  | 10                        | (D)              | (D)                      | CC  | —                         | —               |
| 5015      | Motor vehicle parts, used -----                                | 10                        | (D)              | (D)                      | BB  | 10                        | (D)              | (D)                      | BB  | —                         | —               |
| 502       | Furniture and home furnishings -----                           | 6                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | BB  | 1                         | (D)             |
| 5021      | Furniture -----  | 3                         | (D)              | (D)                      | AA  | 2                         | (D)              | (D)                      | AA  | 1                         | (D)             |
| 5023      | Home furnishings -----   | 3                         | (D)              | (D)                      | BB  | 3                         | (D)              | (D)                      | BB  | —                         | —               |
| 503       | Lumber and other construction materials -----                  | 26                        | (D)              | (D)                      | CC  | 22                        | (D)              | (D)                      | CC  | 4                         | (D)             |
| 5031      | Lumber, plywood, millwork, and wood panels -----               | 9                         | (D)              | (D)                      | CC  | 9                         | (D)              | (D)                      | CC  | —                         | —               |
| 5032      | Brick, stone, and related construction materials -----         | 10                        | (D)              | (D)                      | BB  | 7                         | (D)              | (D)                      | BB  | 3                         | (D)             |
| 5033      | Roofing, siding, and insulation materials -----                | 2                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             |
| 5039      | Construction materials, n.e.c. -----                           | 5                         | (D)              | (D)                      | BB  | 5                         | (D)              | (D)                      | BB  | —                         | —               |
| 504       | Professional and commercial equipment and supplies -----       | 41                        | (D)              | (D)                      | CC  | 38                        | (D)              | (D)                      | CC  | 3                         | (D)             |
| 5043      | Photographic equipment and supplies -----                      | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —               |
| 5044      | Office equipment -----   | 10                        | (D)              | (D)                      | BB  | 9                         | (D)              | (D)                      | BB  | 1                         | (D)             |
| 5045      | Computers and computer peripheral equipment and software ----- | 16                        | 15 236           | 2 767                    | 75  | 15                        | (D)              | (D)                      | BB  | 1                         | (D)             |
| 5046      | Commercial equipment, n.e.c. -----                             | 8                         | (D)              | (D)                      | BB  | 8                         | (D)              | (D)                      | BB  | —                         | —               |
| 5047      | Medical, dental, and hospital equipment and supplies -----     | 4                         | (D)              | (D)                      | AA  | 3                         | (D)              | (D)                      | AA  | 1                         | (D)             |
| 5048      | Ophthalmic goods -----   | —                         | —                | —                        | —   | —                         | —                | —                        | —   | —                         | —               |
| 5049      | Professional equipment and supplies, n.e.c. -----              | 2                         | (D)              | (D)                      | BB  | 2                         | (D)              | (D)                      | BB  | —                         | —               |
| 505       | Metals and minerals, except petroleum -----                    | 7                         | (D)              | (D)                      | CC  | 7                         | (D)              | (D)                      | CC  | —                         | —               |
| 5051      | Metals service centers and offices -----                       | 6                         | (D)              | (D)                      | CC  | 6                         | (D)              | (D)                      | CC  | —                         | —               |
| 5052      | Coal and other minerals and ores -----                         | 1                         | (D)              | (D)                      | AA  | 1                         | (D)              | (D)                      | AA  | —                         | —               |

**Table 8. Summary Statistics for the Area Outside Metropolitan Areas: 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                     | 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>Wholesale trade —Con.</b> |  |                           |                  |                          |   |                           |                 |                          |   |                           |                 |
| <b>50</b>                    | <b>Durable goods —Con.</b>   |                           |                  |                          |   |                           |                 |                          |   |                           |                 |
| 506                          | Electrical goods .....   | 27                        | (D)              | (D)                      | CC  | 20                        | (D)             | (D)                      | CC  | 7                         | (D)             |
| 5063                         | Electrical apparatus and equipment, wiring supplies, and construction materials .....  | 18                        | (D)              | (D)                      | CC  | 13                        | (D)             | (D)                      | CC  | 5                         | (D)             |
| 5064                         | Electrical appliances, television and radio sets .....                                 | —                         | (D)              | (D)                      | —   | —                         | (D)             | (D)                      | —   | —                         | (D)             |
| 5065                         | Electronic parts and equipment, n.e.c. ....  | 9                         | (D)              | (D)                      | BB  | 7                         | (D)             | (D)                      | BB  | 2                         | (D)             |
| 507                          | Hardware, and plumbing and heating equipment and supplies .....                        | 38                        | (D)              | (D)                      | EE  | 38                        | (D)             | (D)                      | EE  | —                         | —               |
| 5072                         | Hardware .....   | 11                        | (D)              | (D)                      | BB  | 11                        | (D)             | (D)                      | BB  | —                         | —               |
| 5074                         | Plumbing and heating equipment and supplies (hydronics) .....                          | 18                        | (D)              | (D)                      | CC  | 18                        | (D)             | (D)                      | CC  | —                         | —               |
| 5075                         | Warm air heating and air-conditioning equipment and supplies .....                     | 6                         | (D)              | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | —                         | —               |
| 5078                         | Refrigeration equipment and supplies .....   | 3                         | (D)              | (D)                      | AA  | 3                         | (D)             | (D)                      | AA  | —                         | —               |
| 508                          | Machinery, equipment, and supplies .....   | 82                        | (D)              | (D)                      | FF  | 74                        | (D)             | (D)                      | FF  | 8                         | (D)             |
| 5082                         | Construction and mining (except petroleum) machinery and equipment .....               | 6                         | (D)              | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | —                         | —               |
| 5083                         | Farm and garden machinery and equipment .....  | 27                        | (D)              | (D)                      | EE  | 27                        | (D)             | (D)                      | EE  | —                         | —               |
| 5084                         | Industrial machinery and equipment .....   | 19                        | 21 407           | 1 890                    | 64  | 14                        | (D)             | (D)                      | BB  | 5                         | (D)             |
| 5085                         | Industrial supplies .....  | 14                        | (D)              | (D)                      | CC  | 13                        | (D)             | (D)                      | CC  | 1                         | (D)             |
| 5087                         | Service establishment equipment and supplies .....                                     | 13                        | (D)              | (D)                      | BB  | 12                        | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5088                         | Transportation equipment and supplies, except motor vehicles .....                     | 3                         | (D)              | (D)                      | BB  | 2                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 509                          | Miscellaneous durable goods .....  | 28                        | (D)              | (D)                      | CC  | 28                        | (D)             | (D)                      | CC  | —                         | —               |
| 5091                         | Sporting and recreational goods and supplies .....                                     | 6                         | (D)              | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | —                         | —               |
| 5092                         | Toys and hobby goods and supplies .....  | 2                         | (D)              | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | —                         | —               |
| 5093                         | Scrap and waste materials .....  | 6                         | (D)              | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | —                         | —               |
| 5094                         | Jewelry, watches, precious stones, and precious metals .....                           | 4                         | (D)              | (D)                      | AA  | 4                         | (D)             | (D)                      | AA  | —                         | —               |
| 5099                         | Durable goods, n.e.c. ....   | 10                        | (D)              | (D)                      | BB  | 10                        | (D)             | (D)                      | BB  | —                         | —               |
| <b>51</b>                    | <b>Nondurable goods .....</b>  | <b>255</b>                | <b>1 339 969</b> | <b>72 263</b>            | <b>2 841</b>  | <b>217</b>                | <b>(D)</b>      | <b>(D)</b>               | <b>GG</b>   | <b>38</b>                 | <b>(D)</b>      |
| 511                          | Paper and paper products .....   | 27                        | (D)              | (D)                      | EE  | 24                        | (D)             | (D)                      | EE  | 3                         | (D)             |
| 5111                         | Printing and writing paper .....   | 2                         | (D)              | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | —                         | (D)             |
| 5112                         | Stationery and office supplies .....   | 18                        | (D)              | (D)                      | CC  | 15                        | (D)             | (D)                      | CC  | 3                         | (D)             |
| 5113                         | Industrial and personal service paper .....  | 7                         | (D)              | (D)                      | CC  | 7                         | (D)             | (D)                      | CC  | —                         | —               |
| 512                          | Drugs, drug proprietaries, and druggists' sundries .....                               | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 5122                         | Drugs, drug proprietaries, and druggists' sundries .....                               | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 513                          | Apparel, piece goods, and notions .....  | 4                         | (D)              | (D)                      | AA  | 4                         | (D)             | (D)                      | AA  | —                         | —               |
| 5131                         | Piece goods, notions, and other dry goods .....  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 5136                         | Men's and boys' clothing and furnishings .....   | 2                         | (D)              | (D)                      | AA  | 2                         | (D)             | (D)                      | AA  | —                         | —               |
| 5137                         | Women's, children's, and infants' clothing and accessories .....                       | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 5139                         | Footwear .....   | —                         | (D)              | (D)                      | —   | —                         | (D)             | (D)                      | —   | —                         | —               |
| 514                          | Groceries and related products .....   | 93                        | 749 084          | 36 582                   | 1 341   | 75                        | (D)             | (D)                      | GG  | 18                        | (D)             |
| 5141                         | Groceries, general line .....  | 6                         | (D)              | (D)                      | FF  | 6                         | (D)             | (D)                      | FF  | —                         | —               |
| 5142                         | Packages, frozen foods .....   | 6                         | (D)              | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | 1                         | (D)             |
| 5143                         | Dairy products, except dried or canned .....   | 8                         | (D)              | (D)                      | BB  | 6                         | (D)             | (D)                      | BB  | 2                         | (D)             |
| 5144                         | Poultry and poultry products .....   | 3                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | 2                         | (D)             |
| 5145                         | Confectionery .....  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 5146                         | Fish and seafoods .....  | 43                        | (D)              | (D)                      | EE  | 43                        | (D)             | (D)                      | EE  | —                         | —               |
| 5147                         | Meats and meat products .....  | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 5148                         | Fresh fruits and vegetables .....  | 7                         | (D)              | (D)                      | BB  | 4                         | (D)             | (D)                      | BB  | 3                         | (D)             |
| 5149                         | Groceries and related products, n.e.c. ....  | 18                        | (D)              | (D)                      | EE  | 8                         | (D)             | (D)                      | BB  | 10                        | (D)             |
| 515                          | Farm-product raw materials .....   | 17                        | (D)              | (D)                      | CC  | 15                        | (D)             | (D)                      | BB  | 2                         | (D)             |
| 5153                         | Grain and field beans .....  | 12                        | (D)              | (D)                      | BB  | 12                        | (D)             | (D)                      | BB  | —                         | —               |
| 5154                         | Livestock .....  | 2                         | (D)              | (D)                      | BB  | —                         | (D)             | (D)                      | —   | 2                         | (D)             |
| 5159                         | Farm-product raw materials, n.e.c. ....  | 3                         | (D)              | (D)                      | AA  | 3                         | (D)             | (D)                      | AA  | —                         | —               |
| 516                          | Chemicals and allied products .....  | 7                         | (D)              | (D)                      | BB  | 4                         | (D)             | (D)                      | BB  | 3                         | (D)             |
| 5162                         | Plastics materials and basic forms and shapes .....                                    | —                         | (D)              | (D)                      | —   | —                         | (D)             | (D)                      | —   | —                         | (D)             |
| 5169                         | Chemicals and allied products, n.e.c. ....   | 7                         | (D)              | (D)                      | BB  | 4                         | (D)             | (D)                      | BB  | 3                         | (D)             |
| 517                          | Petroleum and petroleum products .....   | 27                        | (D)              | (D)                      | EE  | 23                        | (D)             | (D)                      | EE  | 4                         | (D)             |
| 5171                         | Petroleum bulk stations and terminals .....  | 23                        | (D)              | (D)                      | EE  | 19                        | (D)             | (D)                      | EE  | 4                         | (D)             |
| 5172                         | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 4                         | (D)              | (D)                      | BB  | 4                         | (D)             | (D)                      | BB  | —                         | —               |
| 518                          | Beer, wine, and distilled alcoholic beverages .....                                    | 13                        | (D)              | (D)                      | CC  | 13                        | (D)             | (D)                      | CC  | —                         | —               |
| 5181                         | Beer and ale .....   | 12                        | (D)              | (D)                      | CC  | 12                        | (D)             | (D)                      | CC  | —                         | —               |
| 5182                         | Wine and distilled alcoholic beverages .....   | 1                         | (D)              | (D)                      | AA  | 1                         | (D)             | (D)                      | AA  | —                         | —               |
| 519                          | Miscellaneous nondurable goods .....   | 66                        | (D)              | (D)                      | EE  | 58                        | (D)             | (D)                      | EE  | 8                         | (D)             |
| 5191                         | Farm supplies .....  | 28                        | (D)              | (D)                      | CC  | 25                        | (D)             | (D)                      | CC  | 3                         | (D)             |
| 5192                         | Books, periodicals, and newspapers .....   | 9                         | (D)              | (D)                      | BB  | 9                         | (D)             | (D)                      | BB  | —                         | —               |
| 5193                         | Flowers, nursery stock, and florists' supplies .....                                   | 5                         | (D)              | (D)                      | BB  | 5                         | (D)             | (D)                      | BB  | —                         | —               |
| 5194                         | Tobacco and tobacco products .....   | 2                         | (D)              | (D)                      | BB  | 2                         | (D)             | (D)                      | BB  | —                         | —               |
| 5198                         | Paints, varnishes, and supplies .....  | 7                         | (D)              | (D)                      | BB  | 4                         | (D)             | (D)                      | BB  | 3                         | (D)             |
| 5199                         | Nondurable goods, n.e.c. ....  | 15                        | (D)              | (D)                      | BB  | 13                        | (D)             | (D)                      | BB  | 2                         | (D)             |



**Table 9. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 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 information on geographic areas followed by ▲, see appendix F]

| Geographic area       | Rank <sup>1</sup> | Sales (\$1,000)   | Cumulative        |                        | Geographic area        | Rank <sup>1</sup> | Sales (\$1,000) | Cumulative      |                        |
|-----------------------|-------------------|-------------------|-------------------|------------------------|------------------------|-------------------|-----------------|-----------------|------------------------|
|                       |                   |                   | Sales (\$1,000)   | Percent of State total |                        |                   |                 | Sales (\$1,000) | Percent of State total |
| <b>Maryland -----</b> | <b>(X)</b>        | <b>52 876 692</b> | <b>52 876 692</b> | <b>100.0</b>           | <b>Maryland—Con.</b>   |                   |                 |                 |                        |
| Baltimore (IC) -----  | 1                 | 6 511 591         | 6 511 591         | 12.3                   | Hyattsville -----      | 26                | 11 795          | 14 856 464      | 28.1                   |
| Rockville -----       | 2                 | 3 954 358         | 10 465 949        | 19.8                   | Taneytown -----        | 27                | 10 316          | 14 866 780      | 28.1                   |
| Cumberland -----      | 3                 | 848 026           | 11 313 975        | 21.4                   | Mount Rainier -----    | 28                | 10 266          | 14 877 046      | 28.1                   |
| Gaithersburg -----    | 4                 | 579 951           | 11 893 926        | 22.5                   | Frostburg -----        | 29                | 8 558           | 14 885 604      | 28.2                   |
| Salisbury -----       | 5                 | 459 472           | 12 353 398        | 23.4                   | Fruitland -----        | 30                | 8 052           | 14 893 656      | 28.2                   |
| Frederick -----       | 6                 | 442 544           | 12 795 942        | 24.2                   | Berlin -----           | 31                | 4 443           | 14 898 099      | 28.2                   |
| Hagerstown -----      | 7                 | 365 297           | 13 161 239        | 24.9                   | Riverdale -----        | 32                | 4 162           | 14 902 261      | 28.2                   |
| Laurel -----          | 8                 | 326 049           | 13 487 288        | 25.5                   | Capitol Heights -----  | 33                | 3 673           | 14 905 934      | 28.2                   |
| Annapolis -----       | 9                 | 277 821           | 13 765 109        | 26.0                   | La Plata -----         | 34                | 2 619           | 14 908 553      | 28.2                   |
| Westminster -----     | 10                | 197 125           | 13 962 234        | 26.4                   | Glenarden -----        | (X)               | —               | 14 908 553      | 28.2                   |
| Easton -----          | 11                | 168 415           | 14 130 649        | 26.7                   | Forest Heights -----   | (X)               | —               | 14 908 553      | 28.2                   |
| Aberdeen -----        | 12                | 158 256           | 14 288 905        | 27.0                   | Seat Pleasant -----    | (X)               | —               | 14 908 553      | 28.2                   |
| Bel Air -----         | 13                | 133 078           | 14 421 983        | 27.3                   | Berwyn Heights -----   | (X)               | (D)             | (X)             | (X)                    |
| Greenbelt -----       | 14                | 50 923            | 14 472 906        | 27.4                   | Bladensburg -----      | (X)               | (D)             | (X)             | (X)                    |
| College Park -----    | 15                | 49 763            | 14 522 669        | 27.5                   | Brunswick -----        | (X)               | (D)             | (X)             | (X)                    |
| Elkton -----          | 16                | 48 023            | 14 570 692        | 27.6                   | Chevy Chase -----      | (X)               | (D)             | (X)             | (X)                    |
| Cambridge -----       | 17                | 45 904            | 14 616 596        | 27.6                   | Denton -----           | (X)               | (D)             | (X)             | (X)                    |
| Brentwood -----       | 18                | 42 456            | 14 659 052        | 27.7                   | District Heights ----- | (X)               | (D)             | (X)             | (X)                    |
| Cheverly -----        | 19                | 37 072            | 14 696 124        | 27.8                   | Hampstead ▲ -----      | (X)               | (D)             | (X)             | (X)                    |
| Bowie -----           | 20                | 30 686            | 14 726 810        | 27.9                   | Indian Head -----      | (X)               | (D)             | (X)             | (X)                    |
| Havre de Grace -----  | 21                | 30 218            | 14 757 028        | 27.9                   | Manchester -----       | (X)               | (D)             | (X)             | (X)                    |
| Chestertown -----     | 22                | 25 025            | 14 782 053        | 28.0                   | Mount Airy ▲ -----     | (X)               | (D)             | (X)             | (X)                    |
| Ocean City -----      | 23                | 23 885            | 14 805 938        | 28.0                   | New Carrollton -----   | (X)               | (D)             | (X)             | (X)                    |
| Takoma Park ▲ -----   | 24                | 20 261            | 14 826 199        | 28.0                   | Pocomoke City -----    | (X)               | (D)             | (X)             | (X)                    |
| Crisfield -----       | 25                | 18 470            | 14 844 669        | 28.0                   | Poolesville -----      | (X)               | (D)             | (X)             | (X)                    |
|                       |                   |                   |                   |                        | Thurmont -----         | (X)               | (D)             | (X)             | (X)                    |
|                       |                   |                   |                   |                        | Walkersville -----     | (X)               | (D)             | (X)             | (X)                    |

<sup>1</sup>Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

**Table 10. Counties Ranked by Volume of Sales: 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 information on geographic areas followed by ▲, see appendix F]

| Geographic area       | Rank <sup>1</sup> | Sales (\$1,000)   | Cumulative        |                        | Geographic area      | Rank <sup>1</sup> | Sales (\$1,000) | Cumulative      |                        |
|-----------------------|-------------------|-------------------|-------------------|------------------------|----------------------|-------------------|-----------------|-----------------|------------------------|
|                       |                   |                   | Sales (\$1,000)   | Percent of State total |                      |                   |                 | Sales (\$1,000) | Percent of State total |
| <b>Maryland -----</b> | <b>(X)</b>        | <b>52 876 692</b> | <b>52 876 692</b> | <b>100.0</b>           | <b>Maryland—Con.</b> |                   |                 |                 |                        |
| Howard -----          | 1                 | 8 778 011         | 8 778 011         | 16.6                   | Dorchester -----     | 13                | 324 190         | 51 307 340      | 97.0                   |
| Montgomery -----      | 2                 | 8 161 507         | 16 939 518        | 32.0                   | Talbot -----         | 14                | 277 550         | 51 584 890      | 97.6                   |
| Prince George's ----- | 3                 | 7 193 223         | 24 132 741        | 45.6                   | Worcester -----      | 15                | 270 032         | 51 854 922      | 98.1                   |
| Baltimore -----       | 4                 | 7 190 865         | 31 323 606        | 59.2                   | Cecil -----          | 16                | 262 037         | 52 116 959      | 98.6                   |
| Anne Arundel -----    | 5                 | 7 069 849         | 38 393 455        | 72.6                   | Charles -----        | 17                | 203 453         | 52 320 412      | 98.9                   |
| Baltimore (IC) -----  | 6                 | 6 511 591         | 44 905 046        | 84.9                   | Queen Anne's -----   | 18                | 194 922         | 52 515 334      | 99.3                   |
| Harford -----         | 7                 | 1 681 568         | 46 586 614        | 88.1                   | Caroline -----       | 19                | 93 428          | 52 608 762      | 99.5                   |
| Carroll -----         | 8                 | 1 313 444         | 47 900 058        | 90.6                   | Garrett -----        | 20                | 80 951          | 52 689 713      | 99.6                   |
| Allegany -----        | 9                 | 1 035 861         | 48 935 919        | 92.5                   | St. Mary's -----     | 21                | 73 939          | 52 763 652      | 99.8                   |
| Washington -----      | 10                | 757 901           | 49 693 820        | 94.0                   | Kent -----           | 22                | 56 576          | 52 820 228      | 99.9                   |
| Frederick -----       | 11                | 655 141           | 50 348 961        | 95.2                   | Somerset -----       | 23                | 31 571          | 52 851 799      | 100.0                  |
| Wicomico -----        | 12                | 634 189           | 50 983 150        | 96.4                   | Calvert -----        | 24                | 24 893          | 52 876 692      | 100.0                  |

<sup>1</sup>Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

# 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           |
| 505                  | Metals and minerals, except petroleum:  |                   |                | 5145                      | Confectionery -----  | 5145              | 5101           |
| 5051                 | Metals service centers and offices -----  | 5051              | 5003           | 5146                      | Fish and seafoods -----  | 5146              | 5101           |
| 5052                 | Coal and other minerals and ores -----  | 5052              | 5003           | 5147                      | Meats and meat products -----  | 5147              | 5101           |
|                      |   |                   |                | 5148                      | Fresh fruits and vegetables -----  | 5148              | 5101           |
|                      |   |                   |                | 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           |
| 5064                 | Electrical appliances, television and radio sets -----                                | 5060              | 5001           | 5159                      | Farm-product raw materials, n.e.c. -----   | 5150              | 5103           |
| 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

(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)

### MARYLAND

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

**Cumberland, MD-WV MSA**

Allegany County, MD  
Mineral County, WV

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

**Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD CMSA**

Atlantic-Cape May, NJ PMSA  
Atlantic County, NJ  
Cape May County, NJ  
Philadelphia, PA-NJ PMSA  
Burlington County, NJ  
Camden County, NJ  
Gloucester County, NJ  
Salem County, NJ  
Bucks County, PA  
Chester County, PA  
Delaware County, PA  
Montgomery County, PA  
Philadelphia County, PA  
Vineland-Millville-Bridgeton, NJ PMSA  
Cumberland County, NJ  
Wilmington-Newark, DE-MD PMSA  
New Castle County, DE  
Cecil County, MD

**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

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

Baltimore, MD PMSA—Con.  
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  
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

**Wilmington-Newark, DE-MD PMSA—see Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD CMSA**

# Appendix E.

## Percent of Sales Data Based on Administrative Records and Estimation for the State: 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>2.4</b>                               | <b>3.9</b>             |           | <b>Wholesale trade —Con.</b>   |  |                        |
| <b>50</b> | <b>Durable goods</b> -----  | <b>2.3</b>                               | <b>4.2</b>             | <b>50</b> | <b>Durable goods —Con.</b>   |  |                        |
|           |   |  |                        | 509       | Miscellaneous durable goods -----  | 4.5                                      | 5.8                    |
|           |   |  |                        | 5091      | Sporting and recreational goods and supplies -----                                     | 8.3                                      | 1.5                    |
|           |   |  |                        | 5092      | Toys and hobby goods and supplies -----  | 5.9                                      | 10.7                   |
| 501       | Motor vehicles and motor vehicle parts and supplies -----                             | 1.0                                      | 1.6                    | 5093      | Scrap and waste materials -----  | 3.1                                      | 5.2                    |
| 5012      | Automobiles and other motor vehicles -----  | .7                                       | .5                     | 5094      | Jewelry, watches, precious stones, and precious metals -----                           | (D)                                      | (D)                    |
| 5013      | Motor vehicle supplies and new parts -----  | 3.5                                      | 13.7                   | 5099      | Durable goods, n.e.c. -----  | (D)                                      | (D)                    |
| 5014      | Tires and tubes -----   | 1.0                                      | .2                     |           |  |  |                        |
| 5015      | Motor vehicle parts, used -----   | 10.6                                     | 15.9                   | <b>51</b> | <b>Nondurable goods</b> -----  | <b>2.5</b>                               | <b>3.6</b>             |
| 502       | Furniture and homefurnishings -----   | 3.2                                      | 6.7                    | 511       | Paper and paper products -----   | 2.7                                      | 3.2                    |
| 5021      | Furniture -----   | 3.0                                      | 9.6                    | 5111      | Printing and writing paper -----   | —  | 2.9                    |
| 5023      | Homefurnishings -----   | 3.5                                      | 4.5                    | 5112      | Stationery and office supplies -----   | 3.7                                      | 5.3                    |
|           |   |  |                        | 5113      | Industrial and personal service paper -----  | 4.5                                      | 1.7                    |
| 503       | Lumber and other construction materials -----   | 5.2                                      | 5.5                    | 512       | Drugs, drug proprietaries, and druggists' sundries -----                               | .1                                       | 1.1                    |
| 5031      | Lumber, plywood, millwork, and wood panels -----                                      | 2.4                                      | 1.5                    | 5122      | Drugs, drug proprietaries, and druggists' sundries -----                               | .1                                       | 1.1                    |
| 5032      | Brick, stone, and related construction materials -----                                | 5.0                                      | 15.3                   |           |  |  |                        |
| 5033      | Roofing, siding, and insulation materials -----                                       | 13.7                                     | 4.8                    | 513       | Apparel, piece goods, and notions -----  | 4.3                                      | 5.6                    |
| 5039      | Construction materials, n.e.c. -----  | 4.3                                      | 14.4                   | 5131      | Piece goods, notions, and other dry goods -----  | 9.4                                      | 2.5                    |
| 504       | Professional and commercial equipment and supplies -----                              | 2.7                                      | 6.2                    | 5136      | Men's and boys' clothing and furnishings -----   | (D)                                      | (D)                    |
| 5043      | Photographic equipment and supplies -----   | 1.5                                      | 1.9                    | 5137      | Women's, children's, and infants' clothing and accessories -----                       | (D)                                      | (D)                    |
| 5044      | Office equipment -----  | 2.8                                      | 7.0                    | 5139      | Footwear -----   | .3                                       | 2.4                    |
| 5045      | Computers and computer peripheral equipment and software -----                        | 1.9                                      | 6.5                    | 514       | Groceries and related products -----   | 2.6                                      | 4.6                    |
| 5046      | Commercial equipment, n.e.c. -----  | 14.5                                     | 5.0                    | 5141      | Groceries, general line -----  | .2                                       | 1.4                    |
| 5047      | Medical, dental, and hospital equipment and supplies -----                            | 1.0                                      | 6.2                    | 5142      | Packaged frozen foods -----  | 1.2                                      | 6.1                    |
| 5048      | Ophthalmic goods -----  | (D)                                      | (D)                    | 5143      | Dairy products, except dried or canned -----   | 1.0                                      | 8.3                    |
| 5049      | Professional equipment and supplies, n.e.c. -----                                     | (D)                                      | (D)                    | 5144      | Poultry and poultry products -----   | 6.3                                      | 2.6                    |
|           |   |  |                        | 5145      | Confectionery -----  | .2                                       | 1.3                    |
| 505       | Metals and minerals, except petroleum -----   | 1.8                                      | 3.8                    | 5146      | Fish and seafoods -----  | 14.5                                     | 7.7                    |
| 5051      | Metals service centers and offices -----  | 2.1                                      | 2.8                    | 5147      | Meats and meat products -----  | 13.6                                     | 4.9                    |
| 5052      | Coal and other minerals and ores -----  | —  | 10.0                   | 5148      | Fresh fruits and vegetables -----  | 1.7                                      | 3.1                    |
|           |   |  |                        | 5149      | Groceries and related products, n.e.c. -----   | 2.1                                      | 6.7                    |
| 506       | Electrical goods -----  | .8                                       | 3.4                    | 515       | Farm-product raw materials -----   | 3.7                                      | 2.1                    |
| 5063      | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 1.3                                      | 5.5                    | 5153      | Grain and field beans -----  | .9                                       | 1.0                    |
| 5064      | Electrical appliances, television and radio sets -----                                | (D)                                      | (D)                    | 5154      | Livestock -----  | 13.6                                     | 3.8                    |
| 5065      | Electronic parts and equipment, n.e.c. -----  | (D)                                      | (D)                    | 5159      | Farm-product raw materials, n.e.c. -----   | 7.6                                      | 7.0                    |
| 507       | Hardware, and plumbing and heating equipment and supplies -----                       | 4.3                                      | 5.0                    | 516       | Chemicals and allied products -----  | 4.3                                      | 5.1                    |
| 5072      | Hardware -----  | 5.7                                      | 2.4                    | 5162      | Plastics materials and basic forms and shapes -----                                    | (D)                                      | (D)                    |
| 5074      | Plumbing and heating equipment and supplies (hydronics) -----                         | 3.7                                      | 11.5                   | 5169      | Chemicals and allied products, n.e.c. -----  | (D)                                      | (D)                    |
| 5075      | Warm air heating and air-conditioning equipment and supplies -----                    | 1.4                                      | 2.9                    | 517       | Petroleum and petroleum products -----   | .4                                       | 1.4                    |
| 5078      | Refrigeration equipment and supplies -----  | .5                                       | 11.8                   | 5171      | Petroleum bulk stations and terminals -----  | (D)                                      | (D)                    |
|           |   |  |                        | 5172      | Petroleum and petroleum products wholesalers, except bulk stations and terminals ----- | (D)                                      | (D)                    |
| 508       | Machinery, equipment, and supplies -----  | 4.9                                      | 7.6                    | 518       | Beer, wine, and distilled alcoholic beverages -----                                    | 1.8                                      | .2                     |
| 5082      | Construction and mining (except petroleum) machinery and equipment -----              | 4.8                                      | 2.4                    | 5181      | Beer and ale -----   | 3.5                                      | —                      |
| 5083      | Farm and garden machinery and equipment -----   | 10.9                                     | 1.0                    | 5182      | Wine and distilled alcoholic beverages -----   | .1                                       | .4                     |
| 5084      | Industrial machinery and equipment -----  | 4.0                                      | 9.9                    | 519       | Miscellaneous nondurable goods -----   | 5.4                                      | 4.9                    |
| 5085      | Industrial supplies -----   | 3.3                                      | 14.0                   | 5191      | Farm supplies -----  | 3.8                                      | 1.5                    |
| 5087      | Service establishment equipment and supplies -----                                    | 5.1                                      | 4.4                    | 5192      | Books, periodicals, and newspapers -----   | 1.6                                      | 6.4                    |
| 5088      | Transportation equipment and supplies, except motor vehicles -----                    | 3.8                                      | 12.0                   | 5193      | Flowers, nursery stock, and florists' supplies -----                                   | (D)                                      | (D)                    |
|           |   |  |                        | 5194      | Tobacco and tobacco products -----   | 7.5                                      | —                      |
|           |   |  |                        | 5198      | Paints, varnishes, and supplies -----  | 3.4                                      | 2.6                    |
|           |   |  |                        | 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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### MARYLAND

**Hampstead** is in Baltimore and Carroll Counties; it annexed into Baltimore County prior to 1980, but this change was not submitted to the Bureau of the Census until June 1989.

**Mount Airy** is in Carroll and Frederick Counties.

**Takoma Park** is in Montgomery and Prince George's Counties.

# Appendix G.

## Establishments in Business Any Time During Year and Establishments in Business at End of Year for the State: 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>7 188</b>                 | <b>6 667</b> | <b>6 737</b>   | <b>6 348</b> |
| <b>50</b> | <b>Durable goods</b> .....  | <b>4 858</b>                 | <b>4 540</b> | <b>4 554</b>   | <b>4 341</b> |
| 501       | Motor vehicles and automotive parts and supplies .....                                | 727                          | 692          | 673            | 671          |
| 5012      | Automobiles and other motor vehicles .....  | 128                          | 116          | 116            | 111          |
| 5013      | Motor vehicle supplies and new parts .....  | 440                          | 443          | 411            | 429          |
| 5014      | Tires and tubes .....   | 69                           | 51           | 62             | 51           |
| 5015      | Motor vehicle parts, used .....   | 90                           | 82           | 84             | 80           |
| 502       | Furniture and homefurnishings .....   | 309                          | 275          | 295            | 265          |
| 5021      | Furniture .....   | 143                          | 142          | 134            | 137          |
| 5023      | Homefurnishings .....   | 166                          | 133          | 161            | 128          |
| 503       | Lumber and other construction materials .....   | 350                          | 330          | 323            | 318          |
| 5031      | Lumber, plywood, millwork, and wood panels .....                                      | 144                          | 142          | 134            | 137          |
| 5032      | Brick, stone, and related construction materials .....                                | 67                           | 62           | 61             | 61           |
| 5033      | Roofing, siding, and insulation materials .....                                       | 58                           | 54           | 54             | 51           |
| 5039      | Construction materials, n.e.c. ....   | 81                           | 72           | 74             | 69           |
| 504       | Professional and commercial equipment and supplies .....                              | 924                          | 854          | 873            | 806          |
| 5043      | Photographic equipment and supplies .....   | 29                           | 27           | 27             | 24           |
| 5044      | Office equipment .....  | 153                          | 209          | 148            | 196          |
| 5045      | Computers and computer peripheral equipment and software .....                        | 389                          | 292          | 365            | 280          |
| 5046      | Commercial equipment, n.e.c. ....   | 100                          | 105          | 95             | 97           |
| 5047      | Medical, dental, and hospital equipment and supplies .....                            | 162                          | 132          | 156            | 126          |
| 5048      | Ophthalmic goods .....  | 27                           | 26           | 23             | 24           |
| 5049      | Professional equipment and supplies, n.e.c. ....                                      | 64                           | 63           | 59             | 59           |
| 505       | Metals and minerals, except petroleum .....   | 142                          | 127          | 133            | 125          |
| 5051      | Metals service centers and offices .....  | 127                          | 113          | 119            | 111          |
| 5052      | Coal and other minerals and ores .....  | 15                           | 14           | 14             | 14           |
| 506       | Electrical goods .....  | 684                          | 662          | 641            | 634          |
| 5063      | Electrical apparatus and equipment, wiring supplies, and construction materials ..... | 305                          | 284          | 290            | 273          |
| 5064      | Electrical appliances, television and radio sets .....                                | 67                           | 66           | 63             | 64           |
| 5065      | Electronic parts and equipment, n.e.c. ....   | 312                          | 312          | 288            | 297          |
| 507       | Hardware, and plumbing and heating equipment and supplies .....                       | 449                          | 385          | 428            | 370          |
| 5072      | Hardware .....  | 125                          | 104          | 118            | 97           |
| 5074      | Plumbing and heating equipment and supplies (hydronics) .....                         | 173                          | 139          | 165            | 137          |
| 5075      | Warm air heating and air-conditioning equipment and supplies .....                    | 131                          | 116          | 126            | 112          |
| 5078      | Refrigeration equipment and supplies .....  | 20                           | 26           | 19             | 24           |
| 508       | Machinery, equipment, and supplies .....  | 863                          | 815          | 808            | 783          |
| 5082      | Construction and mining (except petroleum) machinery and equipment .....              | 86                           | 84           | 80             | 79           |
| 5083      | Farm and garden machinery and equipment .....   | 88                           | 95           | 82             | 91           |
| 5084      | Industrial machinery and equipment .....  | 309                          | 306          | 286            | 293          |
| 5085      | Industrial supplies .....   | 185                          | 150          | 177            | 145          |
| 5087      | Service establishment equipment and supplies .....                                    | 141                          | 136          | 131            | 132          |
| 5088      | Transportation equipment and supplies, except motor vehicles .....                    | 54                           | 44           | 52             | 43           |
| 509       | Miscellaneous durable goods .....   | 410                          | 400          | 380            | 369          |
| 5091      | Sporting and recreational goods and supplies .....                                    | 68                           | 67           | 64             | 62           |
| 5092      | Toys and hobby goods and supplies .....   | 35                           | 35           | 33             | 32           |
| 5093      | Scrap and waste materials .....   | 114                          | 97           | 106            | 92           |
| 5094      | Jewelry, watches, precious stones, and precious metals .....                          | 70                           | 59           | 66             | 55           |
| 5099      | Durable goods, n.e.c. ....  | 123                          | 142          | 111            | 128          |
| <b>51</b> | <b>Nondurable goods</b> .....   | <b>2 330</b>                 | <b>2 127</b> | <b>2 183</b>   | <b>2 007</b> |
| 511       | Paper and paper products .....  | 374                          | 311          | 351            | 298          |
| 5111      | Printing and writing paper .....  | 48                           | 41           | 44             | 41           |
| 5112      | Stationery and office supplies .....  | 238                          | 185          | 226            | 175          |
| 5113      | Industrial and personal service paper .....   | 88                           | 85           | 81             | 82           |
| 512       | Drugs, drug proprietaries, and druggists sundries .....                               | 74                           | 60           | 67             | 56           |
| 5122      | Drugs, drug proprietaries, and druggists sundries .....                               | 74                           | 60           | 67             | 56           |
| 513       | Apparel, piece goods, and notions .....   | 150                          | 123          | 142            | 108          |
| 5131      | Piece goods, notions, and other dry goods .....                                       | 34                           | 39           | 34             | 31           |
| 5136      | Men's and boys' clothing and furnishings .....  | 49                           | 32           | 46             | 30           |
| 5137      | Women's, children's, and infants' clothing and accessories .....                      | 45                           | 33           | 42             | 29           |
| 5139      | Footwear .....  | 22                           | 19           | 20             | 18           |

| 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 .....   | 676                          | 651  | 627            | 609  |
| 5141      | Groceries, general line .....  | 66                           | 63   | 63             | 59   |
| 5142      | Packaged frozen foods .....  | 60                           | 51   | 54             | 47   |
| 5143      | Dairy products, except dried or canned .....   | 42                           | 41   | 39             | 40   |
| 5144      | Poultry and poultry products .....   | 17                           | 22   | 16             | 20   |
| 5145      | Confectionery .....  | 42                           | 44   | 40             | 42   |
| 5146      | Fish and seafoods .....  | 89                           | 98   | 84             | 91   |
| 5147      | Meats and meat products .....  | 42                           | 44   | 39             | 42   |
| 5148      | Fresh fruits and vegetables .....  | 71                           | 64   | 68             | 61   |
| 5149      | Groceries and related products, n.e.c. ....  | 247                          | 224  | 224            | 207  |
| 515       | Farm-product raw materials .....   | 48                           | 65   | 46             | 57   |
| 5153      | Grain and field beans .....  | 22                           | 27   | 22             | 26   |
| 5154      | Livestock .....  | 15                           | 22   | 15             | 20   |
| 5159      | Farm-product raw materials, n.e.c. ....  | 11                           | 16   | 9              | 11   |
| 516       | Chemicals and allied products .....  | 164                          | 134  | 156            | 129  |
| 5162      | Plastics materials and basic forms and shapes .....                                    | 26                           | 28   | 24             | 27   |
| 5169      | Chemicals and allied products, n.e.c. ....   | 138                          | 106  | 132            | 102  |
| 517       | Petroleum and petroleum products .....   | 132                          | 129  | 125            | 123  |
| 5171      | Petroleum bulk stations and terminals .....  | 98                           | 100  | 96             | 97   |
| 5172      | Petroleum and petroleum products wholesalers, except bulk stations and terminals ..... | 34                           | 29   | 29             | 26   |
| 518       | Beer, wine, and distilled alcoholic beverages .....                                    | 73                           | 90   | 70             | 87   |
| 5181      | Beer and ale .....   | 47                           | 62   | 46             | 59   |
| 5182      | Wine and distilled alcoholic beverages .....   | 26                           | 28   | 24             | 28   |
| 519       | Miscellaneous nondurable goods .....   | 639                          | 564  | 599            | 540  |
| 5191      | Farm supplies .....  | 141                          | 167  | 133            | 161  |
| 5192      | Books, periodicals, and newspapers .....   | 72                           | 65   | 67             | 59   |
| 5193      | Flowers, nursery stock, and florists' supplies .....                                   | 58                           | 54   | 52             | 52   |
| 5194      | Tobacco and tobacco products .....   | 20                           | 22   | 19             | 21   |
| 5198      | Paints, varnishes and supplies .....   | 104                          | 110  | 97             | 107  |
| 5199      | Nondurable goods, n.e.c. ....  | 244                          | 146  | 231            | 140  |

# 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.