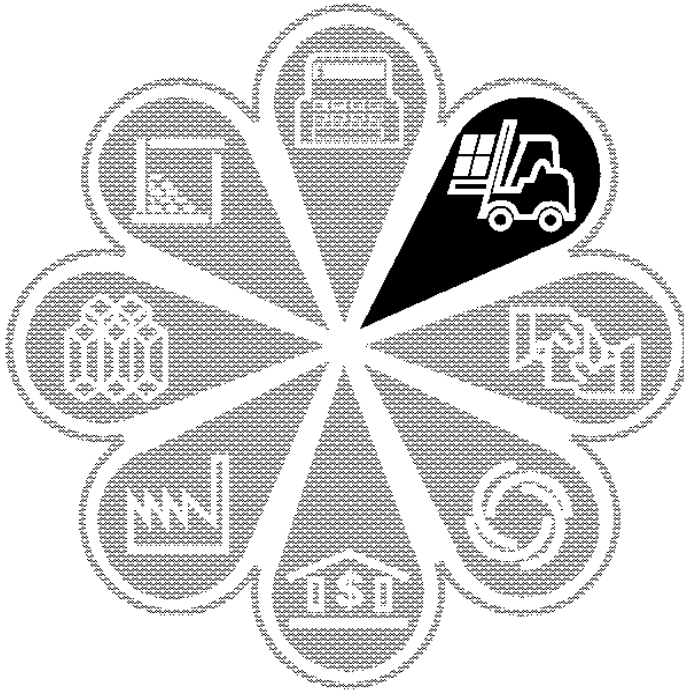


1992 Census of Wholesale Trade

WC92-A-47

GEOGRAPHIC AREA SERIES

Virginia



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

1992 Census of Wholesale Trade

WC92-A-47

GEOGRAPHIC AREA SERIES

Virginia

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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*¹ (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 1,000,000² 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.² 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.³ 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.³ 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.^{2 3}

¹*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.

²According to 1990 Census of Population or subsequent special census.

³Those 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.⁴

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,

⁴According 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
GEOGRAPHIC AREAS										
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				² X	¹ X	¹ X			² X	
DATA ITEMS³										
Establishments.....	X		X	⁴ X	⁴ X	⁴ X	⁴ X	⁴ X		
Sales	X		X	⁴ X	⁴ X	⁴ X	⁴ X	⁴ X	X	X
Annual payroll	X		X	⁴ X	⁴ X	⁴ X	⁴ X	⁴ X		
First-quarter payroll.....	X									
Paid employees for pay period including March 12, 1992	X		X	⁵ X	⁵ X	⁵ X	⁵ X	⁵ X		
Inventories	X									
Operating expenses	X									
Sales per establishment.....		X								
Sales per employee		X								
Annual payroll per employee.....		X								
Annual payroll as a percent of operating expenses.....		X								
Employees per establishment.....		X								
Operating expenses as a percent of sales		X								
End-of-year inventories as a percent of sales....		X								
1987 to 1992 comparative statistics (sales, payroll, etc.).....			X							
Counties ranked by volume of sales										X
Places ranked by volume of sales.....									² X	

¹Includes areas with 200 wholesale establishments or more.

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

³See Explanation of Terms, appendix A.

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

⁵Presented 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 ¹	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
GEOGRAPHIC AREA SERIES											
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						
ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)											
United States	X	X	² X	² X	² X	² X		X	X		
MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES											
United States ²		X	X		X	X			X		³ X
COMMODITY LINE SALES											
United States	X	X					X				
State ⁴	X	X					X				
MA ⁴	X	X					X				
MISCELLANEOUS SUBJECTS											
United States	X	X	X	X	X	X				X	⁵ X
State					X	X				X	
County					X	X				X	

¹Establishments and firms.

²Merchant wholesalers only.

³Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

⁴Available on CD ROM only.

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

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Virginia

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Publication Program Inside back cover

Summary of Findings

Virginia had 9,290 wholesale establishments in 1992 with \$51.5 billion in sales. This represents a 10.0 percent increase in wholesale establishments and a 15.0 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 83.5 percent or 7,754 of the total establishments and 55.5 percent or \$28.6 billion of the total sales in 1992 compared with 83.7 percent of the establishments and 55.5 percent of the sales in 1987. Manufacturers' sales branches and offices with 807 establishments and \$17.1 billion in sales and agents, brokers, and commission merchants with 729 establishments and \$5.7 billion in sales made up the rest of the wholesale trade total in 1992.

Petroleum bulk stations and terminals were the largest group of wholesalers by kind of business in terms of sales with \$4.5 billion followed by automobiles and other motor vehicles wholesalers with \$4.2 billion and computers and computer peripheral equipment and software wholesalers with \$3.5 billion. Out of 69 kind of business groups, these three accounted for 23.5 percent of the total sales in the State.

Annual payroll for all wholesalers in the State was up from \$2.6 billion in 1987 to \$3.3 billion in 1992. Merchant wholesalers had annual payroll of \$2.3 billion in 1992 while manufacturers' sales branches and offices recorded \$811.4 million and agents, brokers, and commission merchants had \$141.5 million.

Employment by all wholesalers in Virginia as of mid-March 1992 was 115,806, an increase of .6 percent since 1987. Merchant wholesalers with 90,795 employees accounted for 78.4 percent of the total wholesale employment in 1992 compared with 79.3 percent in 1987.

Inventories of \$3.5 billion were held at wholesale establishments in the State at the end of 1992. Merchant wholesalers held 83.2 percent of these inventories while manufacturers' sales branches and sales offices held 16.4 percent and agent, brokers, and commission merchants held .5 percent. Inventories of all wholesalers increased during 1992 by 1.9 percent while those of merchant wholesalers increased .1 percent.

Payroll per employee in the State averaged \$28.2 thousand for all wholesalers in 1992, an increase of 23.8 percent since 1987. Merchant wholesalers averaged \$25.5 thousand per employee while manufacturers' sales branches and offices was \$40.3 thousand and agents, brokers, and commission merchants were \$29.1 thousand in 1992.

Annual payroll as a percent of operating expenses for all wholesalers increased from 48.5 percent in 1987 to 50.7 percent in 1992. The ratio for merchant wholesalers was 51.3 percent; for manufacturers' sales branches and offices it was 49.1 percent; and for agents, brokers and commission merchants it was 51.6 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)

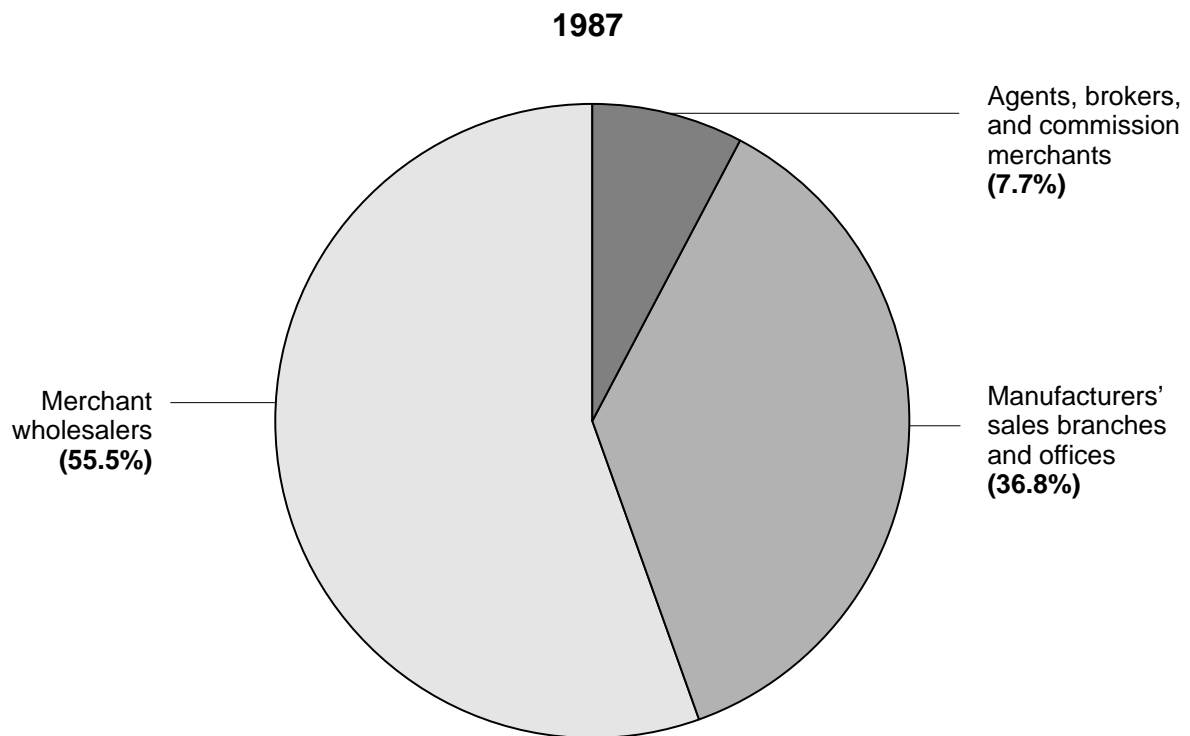
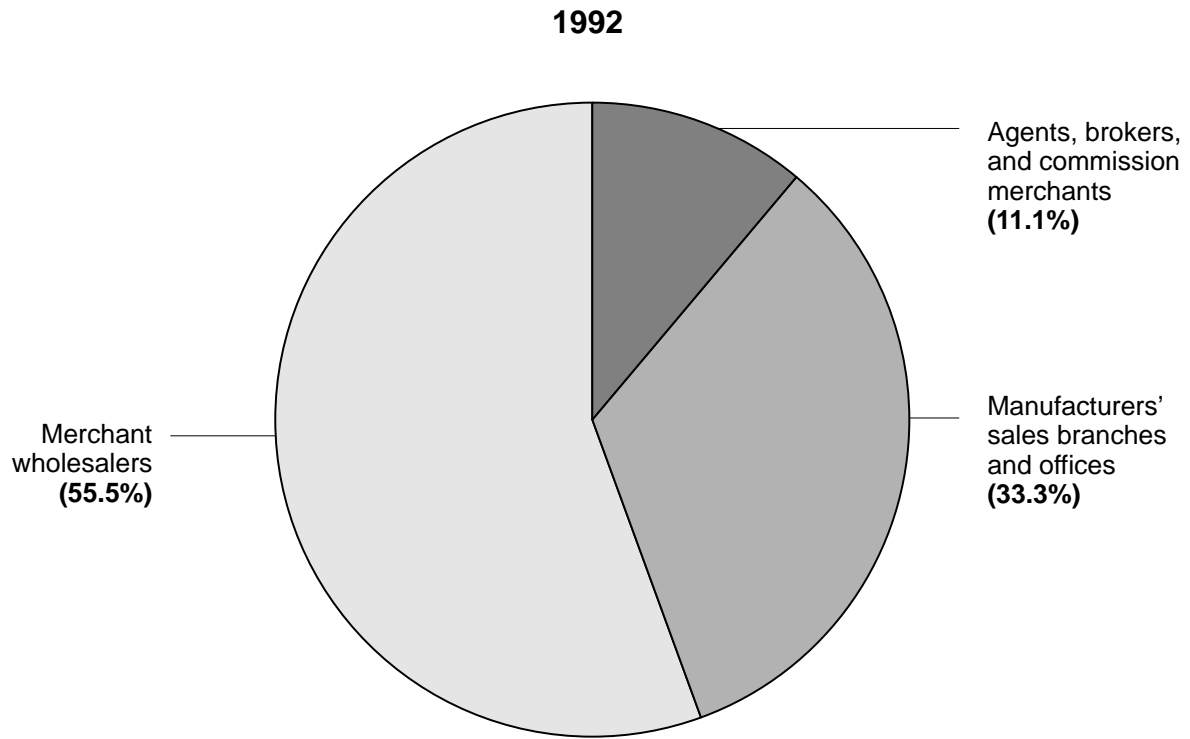



Figure 2. **Wholesale Sales by Industry Group: 1992 and 1987**
(Millions of dollars. For meaning of abbreviations and symbols, see introductory text)

1992 
1987 

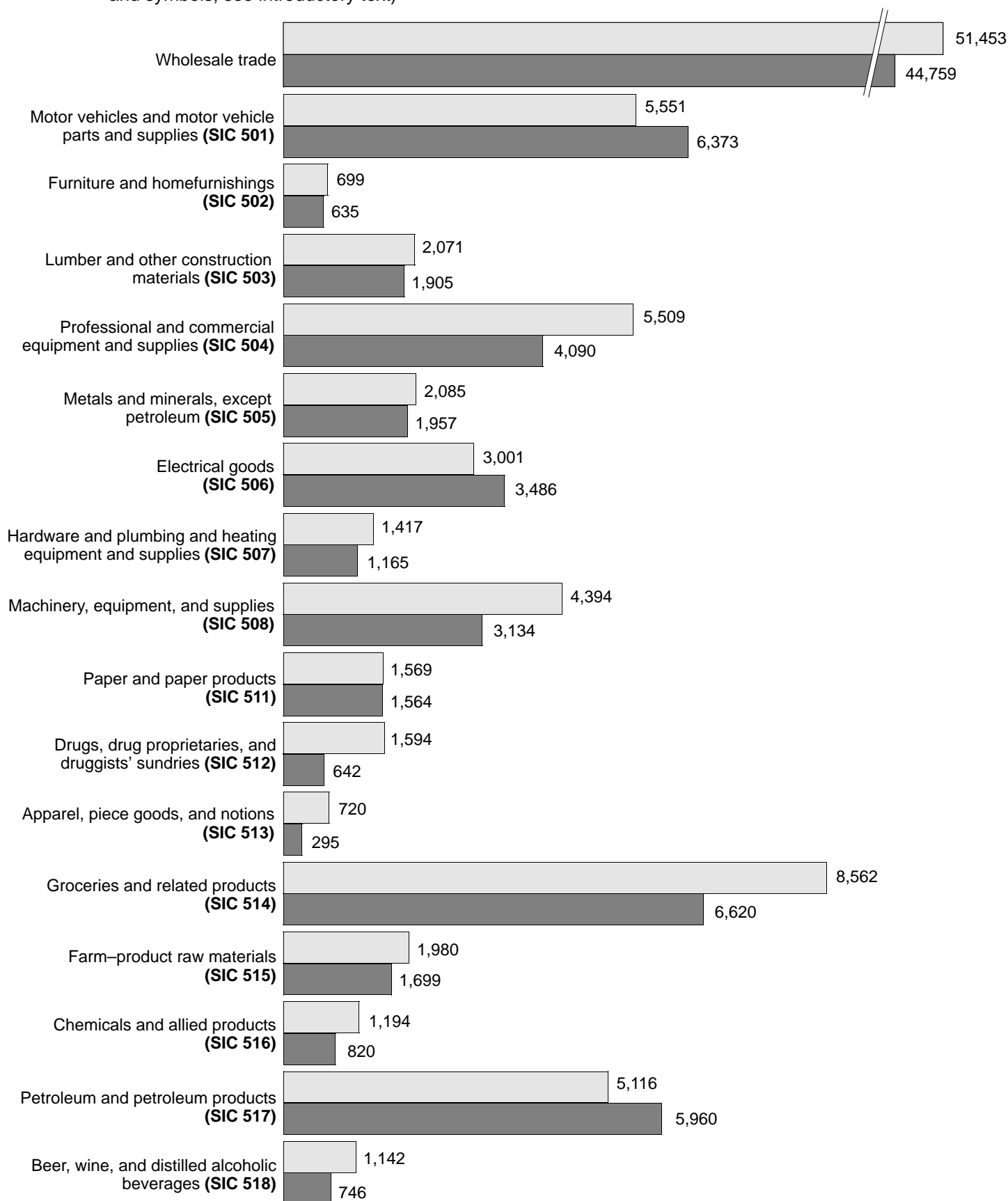




Figure 3. **Wholesale Employment by Industry Group: 1992 and 1987**
 (Number. For meaning of abbreviations and symbols, see introductory text)

1992 
 1987 

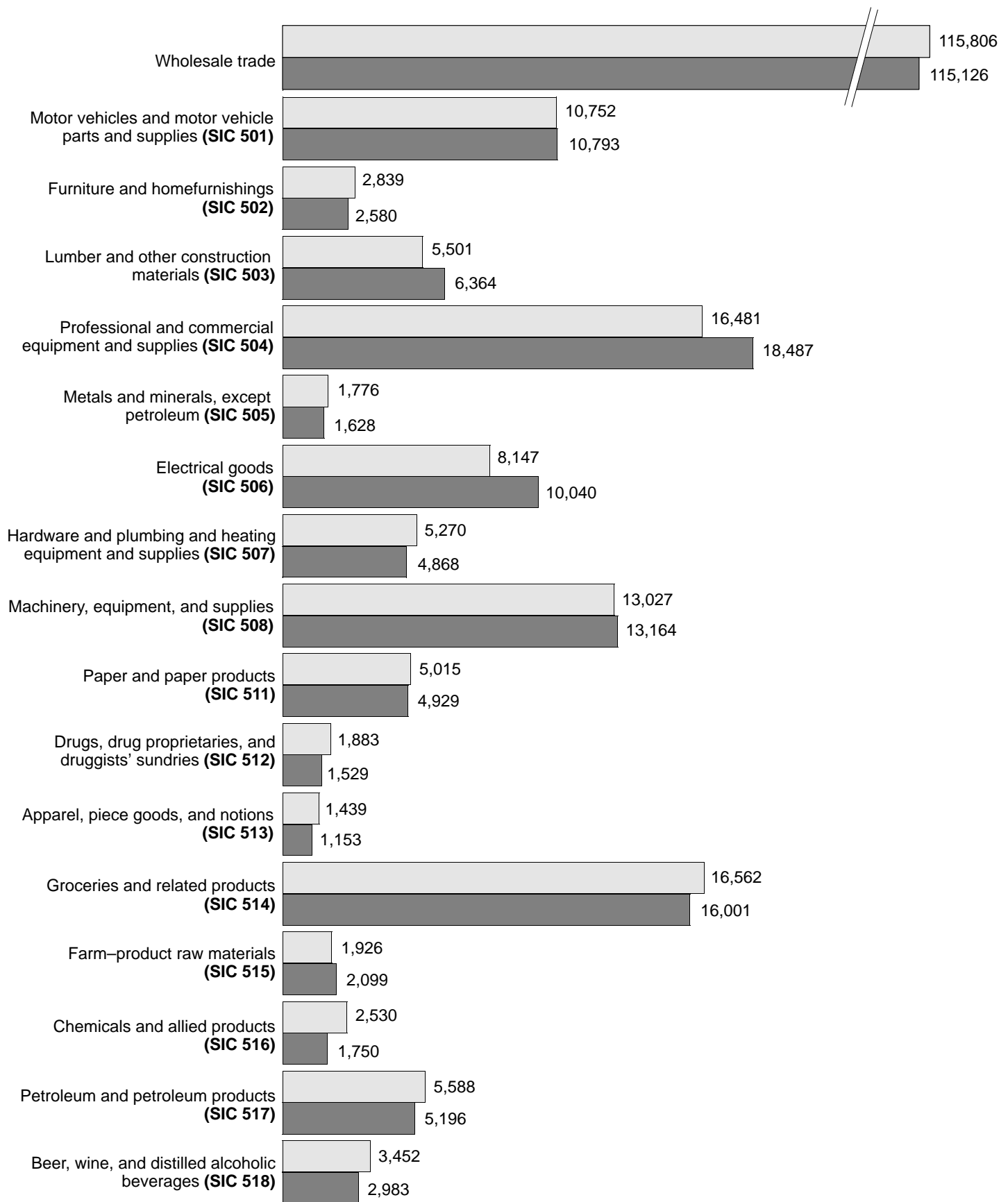




Table 1. **Summary Statistics for the State: 1992** —Con.

[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)
TYPES OF OPERATION BY KIND OF BUSINESS									
— Con.									
Manufacturers' sales branches and sales offices — Con.									
50	Durable goods — Con.								
507	Hardware, and plumbing and heating equipment and supplies -----	14	127 422	8 224	2 174	227	14 974	7 558	7 566
508	Machinery, equipment, and supplies -----	68	439 737	41 686	12 407	1 034	68 846	30 949	30 249
509	Miscellaneous durable goods -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
51	Nondurable goods -----	360	8 815 297	273 300	67 376	8 212	595 557	249 947	263 184
511	Paper and paper products -----	48	822 183	45 523	12 025	1 053	115 309	71 399	86 669
512	Drugs, drug proprietaries, and druggists' sundries -----	4	400 970	16 020	4 576	294	25 190	173	160
513	Apparel, piece goods, and notions -----	7	(D)	(D)	(D)	EE	(D)	(D)	(D)
514	Groceries and related products -----	109	1 525 692	90 415	21 306	3 353	177 442	21 349	23 959
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	44	610 584	20 354	5 289	558	48 836	13 142	13 481
517	Petroleum and petroleum products -----	43	(D)	(D)	(D)	FF	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	104	2 240 292	60 618	15 731	1 995	124 099	7 739	8 333
	Agents, brokers, and commission merchants ----	729	5 736 070	141 509	32 737	4 860	274 467	16 024	15 886
50	Durable goods -----	478	2 211 130	75 307	17 181	2 358	146 555	4 558	5 825
501	Motor vehicles and motor vehicle parts and supplies -----	14	(D)	(D)	(D)	FF	(D)	(D)	(D)
502	Furniture and homefurnishings -----	49	136 322	5 261	1 255	151	9 603	367	758
503	Lumber and other construction materials -----	29	194 340	5 494	1 276	115	9 376	244	478
504	Professional and commercial equipment and supplies -----	53	179 577	8 372	1 725	188	18 682	603	644
505	Metals and minerals, except petroleum -----	13	94 555	2 097	513	53	3 623	21	14
506	Electrical goods -----	104	526 920	16 518	3 686	423	39 095	449	452
507	Hardware, and plumbing and heating equipment and supplies -----	57	224 206	7 972	1 749	238	14 516	604	560
508	Machinery, equipment, and supplies -----	105	306 600	16 461	3 883	437	30 044	1 928	2 440
509	Miscellaneous durable goods -----	54	(D)	(D)	(D)	CC	(D)	(D)	(D)
51	Nondurable goods -----	251	3 524 940	66 202	15 556	2 502	127 912	11 466	10 061
511	Paper and paper products -----	13	26 055	920	217	27	1 840	—	—
512	Drugs, drug proprietaries, and druggists' sundries -----	6	110 928	2 644	773	74	4 569	—	—
513	Apparel, piece goods, and notions -----	23	250 288	9 329	1 959	198	17 354	4 153	3 344
514	Groceries and related products -----	98	2 154 669	41 092	9 943	1 398	77 005	5 618	4 766
515	Farm-product raw materials -----	56	672 592	6 020	1 200	577	13 407	1 205	1 436
516	Chemicals and allied products -----	10	23 358	859	208	41	1 668	251	231
517	Petroleum and petroleum products -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	37	(D)	(D)	(D)	CC	(D)	(D)	(D)

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)
	Agents, brokers, and commission merchants — Con.										
50	Durable goods — Con.										
507	Hardware, and plumbing and heating equipment and supplies	57	43	224 206	158 798	41.2	7 972	7 122	11.9	238	187
508	Machinery, equipment, and supplies	105	89	306 600	(D)	(D)	16 461	(D)	(D)	437	EE
509	Miscellaneous durable goods	54	38	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
51	Nondurable goods	251	264	3 524 940	2 054 225	71.6	66 202	41 341	60.1	2 502	2 209
511	Paper and paper products	13	16	26 055	23 204	12.3	920	774	18.9	27	29
512	Drugs, drug proprietaries, and druggists' sundries	6	3	110 928	(D)	(D)	2 644	(D)	(D)	74	BB
513	Apparel, piece goods, and notions	23	20	250 288	43 510	475.2	9 329	794	1 074.9	198	41
514	Groceries and related products	98	104	2 154 669	1 361 843	58.2	41 092	29 046	41.5	1 398	1 107
515	Farm-product raw materials	56	60	672 592	393 685	70.8	6 020	4 168	44.4	577	729
516	Chemicals and allied products	10	12	23 358	10 314	126.5	859	478	79.7	41	40
517	Petroleum and petroleum products	4	10	(D)	77 291	(D)	(D)	1 216	(D)	BB	52
518	Beer, wine, and distilled alcoholic beverages	4	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
519	Miscellaneous nondurable goods	37	36	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC

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	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)
Virginia.....	9 290	51 453 045	3 268 081	115 806	7 754	28 580 912	2 315 134	90 795	1 536	22 872 133
Accomack County	44	66 188	8 032	385	40	56 707	7 357	359	4	9 481
Chincoteague	2	(D)	(D)	BB	1	(D)	(D)	BB	1	(D)
Balance of county	42	(D)	(D)	EE	39	(D)	(D)	EE	3	(D)
Albemarle County	43	91 109	8 193	320	34	(D)	(D)	EE	9	(D)
Alexandria city (IC)	206	1 964 818	94 872	2 828	172	1 402 022	71 015	2 274	34	562 796
Alleghany County	5	3 240	590	36	5	3 240	590	36	—	—
Amelia County	11	35 849	2 640	145	11	35 849	2 640	145	—	—
Amherst County	22	80 023	5 426	296	19	(D)	(D)	EE	3	(D)
Appomattox County	9	4 120	477	34	9	4 120	477	34	—	—
Arlington County	154	1 175 246	98 349	2 537	113	358 636	37 507	1 118	41	816 610
Augusta County	66	204 518	15 127	647	59	143 109	13 279	561	7	61 409
Bath County	6	(D)	(D)	AA	5	(D)	(D)	AA	1	(D)
Bedford County	27	271 478	5 801	259	20	46 717	5 036	237	7	224 761
Bedford city (IC)	33	68 899	4 026	243	30	(D)	(D)	CC	3	(D)
Bland County	7	(D)	(D)	CC	7	(D)	(D)	CC	—	—
Botetourt County	32	157 544	9 044	364	29	(D)	(D)	EE	3	(D)
Bristol city (IC)	80	471 011	22 721	955	74	204 550	18 635	850	6	266 461
Brunswick County	10	29 727	1 571	73	8	(D)	(D)	BB	2	(D)
Buchanan County	52	148 773	10 363	516	47	136 670	9 509	470	5	12 103
Buckingham County	11	10 120	987	73	10	(D)	(D)	BB	1	(D)
Buena Vista city (IC)	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
Campbell County	55	471 736	18 875	708	52	(D)	(D)	FF	3	(D)
Altavista	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
Balance of county	48	(D)	(D)	FF	45	(D)	(D)	FF	3	(D)
Caroline County	17	24 593	1 986	97	16	(D)	(D)	BB	1	(D)
Carroll County	14	22 718	1 702	95	13	(D)	(D)	BB	1	(D)
Charles City County	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
Charlotte County	14	17 737	1 710	105	13	(D)	(D)	BB	1	(D)
Charlottesville city (IC)	120	263 141	30 938	1 281	103	194 161	25 805	1 128	17	68 980
Chesapeake city (IC)	270	1 359 325	83 344	3 376	223	879 498	66 176	2 874	47	479 827
Chesterfield County	331	2 948 561	120 094	4 042	227	559 445	52 010	1 952	104	2 389 116

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)
Virginia—Con.										
Clarke County	14	18 838	3 349	106	12	(D)	(D)	BB	2	(D)
Berryville	7	5 492	897	39	6	(D)	(D)	BB	1	(D)
Balance of county	7	13 346	2 452	67	6	(D)	(D)	BB	1	(D)
Clifton Forge city (IC)	7	8 799	963	46	5	(D)	(D)	BB	2	(D)
Colonial Heights city (IC)	16	50 970	1 839	99	12	(D)	(D)	BB	4	(D)
Covington city (IC)	19	24 419	1 394	93	19	24 419	1 394	93	—	—
Craig County	3	2 351	335	20	3	2 351	335	20	—	—
Culpeper County	35	94 441	7 784	346	35	94 441	7 784	346	—	—
Culpeper	23	74 947	5 859	245	23	74 947	5 859	245	—	—
Balance of county	12	19 494	1 925	101	12	19 494	1 925	101	—	—
Cumberland County	6	4 552	523	30	6	4 552	523	30	—	—
Farmville (part) ▲	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
Balance of county	4	(D)	(D)	AA	4	(D)	(D)	AA	—	—
Danville city (IC)	101	214 723	18 648	892	89	148 894	13 850	711	12	65 829
Dickenson County	11	2 759	313	26	10	(D)	(D)	BB	1	(D)
Dinwiddie County	15	87 201	5 378	313	15	87 201	5 378	313	—	—
Emporia city (IC)	9	38 768	1 854	87	8	(D)	(D)	BB	1	(D)
Essex County	16	40 065	1 880	97	16	40 065	1 880	97	—	—
Fairfax County	1 134	10 790 167	711 502	17 860	902	4 551 097	366 591	10 719	232	6 239 070
Herndon	55	1 434 189	70 048	1 469	43	1 111 065	44 631	954	12	323 124
Vienna	47	146 888	10 479	393	38	(D)	(D)	EE	9	(D)
Balance of county	1 032	9 209 090	630 975	15 998	821	(D)	(D)	II	211	(D)
Fairfax city (IC)	48	588 055	16 917	456	36	74 170	9 265	304	12	513 885
Falls Church city (IC)	33	119 518	11 292	408	29	(D)	(D)	CC	4	(D)
Fauquier County	57	144 877	9 972	511	51	87 571	7 827	393	6	57 306
Warrenton	31	43 779	4 430	225	30	(D)	(D)	CC	1	(D)
Balance of county	26	101 098	5 542	286	21	(D)	(D)	CC	5	(D)
Floyd County	5	4 959	166	21	5	4 959	166	21	—	—
Fluvanna County	6	(D)	(D)	BB	4	(D)	(D)	BB	2	(D)
Franklin County	41	37 904	3 581	199	41	37 904	3 581	199	—	—
Rocky Mount	17	19 607	2 035	103	17	19 607	2 035	103	—	—
Balance of county	24	18 297	1 546	96	24	18 297	1 546	96	—	—
Franklin city (IC)	13	79 207	3 464	220	12	(D)	(D)	CC	1	(D)
Frederick County	53	318 013	20 216	964	45	131 887	17 687	860	8	186 126
Fredericksburg city (IC)	74	668 745	33 210	1 540	63	447 397	26 709	1 200	11	221 348
Galax city (IC)	16	25 941	2 922	137	15	(D)	(D)	CC	1	(D)
Giles County	9	18 225	553	53	8	(D)	(D)	BB	1	(D)
Gloucester County	28	(D)	(D)	EE	26	(D)	(D)	EE	2	(D)
Goochland County	30	49 201	4 354	202	24	38 382	3 801	179	6	10 819
Grayson County	6	1 746	173	12	6	1 746	173	12	—	—
Greene County	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
Greensville County	14	22 105	1 277	79	13	(D)	(D)	BB	1	(D)
Halifax County	15	20 952	1 251	87	13	(D)	(D)	BB	2	(D)
Hampton city (IC)	115	273 163	28 289	1 190	99	239 755	25 787	1 123	16	33 408
Hanover County	235	2 219 614	116 840	4 055	192	1 720 596	104 281	3 701	43	499 018
Ashland	103	628 031	31 609	1 331	79	262 479	23 831	1 112	24	365 552
Balance of county	132	1 591 583	85 231	2 724	113	1 458 117	80 450	2 589	19	133 466
Harrisonburg city (IC)	65	145 289	13 934	685	60	133 471	13 577	650	5	11 818
Henrico County	523	3 340 677	207 899	6 556	373	1 707 659	143 598	4 828	150	1 633 018
Henry County	47	81 371	8 799	408	42	70 446	7 145	363	5	10 925
Highland County	3	7 960	106	13	1	(D)	(D)	AA	2	(D)
Hopewell city (IC)	18	83 406	8 643	294	14	34 369	3 476	156	4	49 037
Isle of Wight County	35	(D)	(D)	EE	29	(D)	(D)	CC	6	(D)
Smithfield	14	(D)	(D)	CC	12	17 864	2 050	97	2	(D)
Balance of county	21	(D)	(D)	CC	17	(D)	(D)	BB	4	(D)
James City County	20	29 724	2 232	95	14	(D)	(D)	BB	6	(D)
King and Queen County	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
King George County	13	19 917	1 563	112	11	(D)	(D)	BB	2	(D)
King William County	19	45 583	2 830	137	17	(D)	(D)	CC	2	(D)
West Point	11	(D)	(D)	BB	9	(D)	(D)	BB	2	(D)
Balance of county	8	(D)	(D)	BB	8	(D)	(D)	BB	—	—

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)
Virginia—Con.										
Lancaster County	30	46 501	3 506	278	30	46 501	3 506	278	—	—
Lee County	21	53 175	2 618	146	18	46 542	2 536	115	3	6 633
Lexington city (IC)	11	23 299	2 235	99	11	23 299	2 235	99	—	—
Loudoun County	155	830 638	84 879	2 258	134	712 962	72 683	1 943	21	117 676
Leesburg	29	64 729	5 414	229	24	53 720	4 966	212	5	11 009
Balance of county	126	765 909	79 465	2 029	110	659 242	67 717	1 731	16	106 667
Louisa County	21	21 321	3 168	146	21	21 321	3 168	146	—	—
Lunenburg County	12	31 096	1 616	107	11	(D)	(D)	BB	1	(D)
Lynchburg city (IC)	161	391 605	39 754	1 656	138	308 639	36 756	1 534	23	82 966
Madison County	11	26 263	1 997	84	9	(D)	(D)	BB	2	(D)
Manassas city (IC)	60	483 881	29 674	1 095	56	472 972	29 295	1 084	4	10 909
Manassas Park city (IC)	12	28 258	1 605	61	10	(D)	(D)	BB	2	(D)
Martinsville city (IC)	42	144 157	7 185	316	34	67 878	5 058	199	8	76 279
Mathews County	13	9 263	988	54	13	9 263	988	54	—	—
Mecklenburg County	58	111 805	8 650	551	52	97 592	8 481	541	6	14 213
South Hill	20	39 728	4 156	214	19	(D)	(D)	CC	1	(D)
Balance of county	38	72 077	4 494	337	33	(D)	(D)	EE	5	(D)
Middlesex County	17	25 571	2 032	105	16	(D)	(D)	CC	1	(D)
Montgomery County	49	95 772	7 136	422	42	70 204	6 277	353	7	25 568
Blacksburg	10	(D)	(D)	BB	9	(D)	(D)	BB	1	(D)
Christiansburg	30	53 847	5 019	278	26	(D)	(D)	EE	4	(D)
Balance of county	9	(D)	(D)	BB	7	(D)	(D)	BB	2	(D)
Nelson County	13	(D)	(D)	BB	11	(D)	(D)	BB	2	(D)
New Kent County	14	(D)	(D)	BB	13	(D)	(D)	BB	1	(D)
Newport News city (IC)	167	512 957	46 465	2 265	145	445 208	42 632	2 144	22	67 749
Norfolk city (IC)	439	3 137 365	201 660	7 770	372	2 057 981	151 008	6 287	67	1 079 384
Northampton County	17	34 773	2 370	218	15	(D)	(D)	CC	2	(D)
Northumberland County	17	26 310	2 171	192	16	(D)	(D)	CC	1	(D)
Norton city (IC)	30	237 798	8 270	347	27	211 111	6 247	277	3	26 687
Nottoway County	16	70 553	3 151	199	15	(D)	(D)	CC	1	(D)
Blackstone	8	45 843	979	60	8	45 843	979	60	—	—
Balance of county	8	24 710	2 172	139	7	(D)	(D)	CC	1	(D)
Orange County	23	45 236	3 237	155	20	43 320	3 072	146	3	1 916
Orange	11	23 269	1 597	78	9	(D)	(D)	BB	2	(D)
Balance of county	12	21 967	1 640	77	11	(D)	(D)	BB	1	(D)
Page County	17	12 881	1 130	83	15	(D)	(D)	BB	2	(D)
Luray	9	(D)	(D)	BB	8	8 740	765	50	1	(D)
Balance of county	8	(D)	(D)	BB	7	(D)	(D)	BB	1	(D)
Patrick County	14	15 363	2 367	190	14	15 363	2 367	190	—	—
Petersburg city (IC)	51	158 603	13 282	486	45	134 988	12 189	447	6	23 615
Pittsylvania County	50	84 526	5 380	349	45	67 544	4 939	312	5	16 982
Poquoson city (IC)	9	(D)	(D)	BB	9	(D)	(D)	BB	—	—
Portsmouth city (IC)	87	190 397	27 409	1 109	79	(D)	(D)	GG	8	(D)
Powhatan County	23	(D)	(D)	CC	18	(D)	(D)	BB	5	(D)
Prince Edward County	28	35 523	3 515	193	25	32 526	3 297	171	3	2 997
Farmville (part) ▲	18	(D)	(D)	CC	15	(D)	(D)	CC	3	2 997
Balance of county	10	(D)	(D)	BB	10	(D)	(D)	BB	—	—
Prince George County	16	59 413	7 543	468	15	(D)	(D)	EE	1	(D)
Prince William County	163	712 091	43 114	1 450	142	399 932	36 562	1 284	21	312 159
Dumfries	5	11 360	1 118	46	4	(D)	(D)	BB	1	(D)
Balance of county	158	700 731	41 996	1 404	138	(D)	(D)	GG	20	(D)
Pulaski County	25	78 159	5 171	222	21	45 221	3 439	150	4	32 938
Pulaski	16	37 516	2 876	116	15	(D)	(D)	CC	1	(D)
Balance of county	9	40 643	2 295	106	6	(D)	(D)	BB	3	(D)
Radford city (IC)	11	27 135	1 840	91	10	(D)	(D)	BB	1	(D)
Rappahannock County	6	(D)	(D)	BB	4	(D)	(D)	BB	2	(D)
Richmond County	22	31 716	3 061	158	21	(D)	(D)	CC	1	(D)
Richmond city (IC)	696	5 347 914	311 145	9 601	544	2 689 426	209 575	7 207	152	2 658 488
Roanoke County	115	503 993	25 471	993	84	(D)	(D)	FF	31	(D)
Vinton	22	41 347	3 777	193	17	35 965	3 005	169	5	5 382
Balance of county	93	462 646	21 694	800	67	(D)	(D)	FF	26	(D)
Roanoke city (IC)	355	1 321 430	113 224	4 550	302	861 313	89 450	3 752	53	460 117

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

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)
Virginia—Con.										
Rockbridge County	11	12 612	1 574	92	11	12 612	1 574	92	—	—
Rockingham County	109	475 814	31 274	1 449	100	(D)	(D)	GG	9	(D)
Bridgewater	7	6 039	938	52	7	6 039	938	52	—	—
Balance of county	102	469 775	30 336	1 397	93	(D)	(D)	GG	9	(D)
Russell County	21	21 559	2 107	135	20	(D)	(D)	CC	1	(D)
Lebanon	8	6 130	674	46	8	6 130	674	46	—	—
Balance of county	13	15 429	1 433	89	12	(D)	(D)	BB	1	(D)
Salem city (IC)	99	755 194	45 210	1 744	81	441 471	37 192	1 362	18	313 723
Scott County	18	36 906	2 068	128	17	(D)	(D)	CC	1	(D)
Shenandoah County	31	94 163	5 487	281	29	(D)	(D)	EE	2	(D)
Strasburg	3	1 086	124	11	3	1 086	124	11	—	—
Woodstock	4	2 032	213	12	4	2 032	213	12	—	—
Balance of county	24	91 045	5 150	258	22	(D)	(D)	EE	2	(D)
Smyth County	31	45 122	3 975	201	31	45 122	3 975	201	—	—
Marion	11	15 257	1 801	96	11	15 257	1 801	96	—	—
Balance of county	20	29 865	2 174	105	20	29 865	2 174	105	—	—
South Boston city (IC)	20	66 453	3 559	238	17	51 653	3 142	207	3	14 800
Southampton County	28	58 304	4 650	270	26	(D)	(D)	EE	2	(D)
Spotsylvania County	19	32 944	3 252	155	17	(D)	(D)	CC	2	(D)
Stafford County	82	151 515	14 861	550	70	112 395	12 998	490	12	39 120
Staunton city (IC)	38	67 488	8 139	411	36	(D)	(D)	EE	2	(D)
Suffolk city (IC)	75	661 074	39 997	1 463	64	374 975	36 780	1 392	11	286 099
Surry County	6	14 056	2 509	63	6	14 056	2 509	63	—	—
Sussex County	21	45 763	3 251	169	21	45 763	3 251	169	—	—
Tazewell County	107	275 094	17 668	926	96	241 400	15 537	802	11	33 694
Bluefield	34	97 753	5 773	277	27	72 286	4 222	193	7	25 467
Richlands	19	23 199	1 968	108	18	(D)	(D)	CC	1	(D)
Tazewell	21	21 640	2 314	135	21	21 640	2 314	135	—	—
Balance of county	33	132 502	7 613	406	30	(D)	(D)	EE	3	(D)
Virginia Beach city (IC)	496	1 559 066	119 382	5 278	408	1 069 394	100 168	4 702	88	489 672
Warren County	19	19 423	2 203	122	17	(D)	(D)	CC	2	(D)
Front Royal	18	(D)	(D)	CC	16	18 189	2 032	110	2	(D)
Balance of county	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
Washington County	61	518 418	22 790	1 050	51	(D)	(D)	FF	10	(D)
Abingdon	40	209 526	10 603	504	32	130 273	6 344	344	8	79 253
Balance of county	21	308 892	12 187	546	19	(D)	(D)	EE	2	(D)
Waynesboro city (IC)	28	36 496	5 245	269	27	(D)	(D)	EE	1	(D)
Westmoreland County	14	24 730	1 199	72	12	(D)	(D)	BB	2	(D)
Colonial Beach	—	—	—	—	—	—	—	—	—	—
Balance of county	14	24 730	1 199	72	12	(D)	(D)	BB	2	(D)
Williamsburg city (IC)	37	(D)	(D)	CC	29	21 758	2 558	121	8	(D)
Winchester city (IC)	110	351 648	30 478	1 590	100	253 492	26 691	1 420	10	98 156
Wise County	55	134 814	9 231	466	48	105 018	7 722	409	7	29 796
Big Stone Gap	10	24 704	1 661	96	9	(D)	(D)	BB	1	(D)
Wise	18	27 881	2 307	120	17	(D)	(D)	CC	1	(D)
Balance of county	27	82 229	5 263	250	22	(D)	(D)	CC	5	(D)
Wythe County	36	77 488	5 683	310	34	(D)	(D)	EE	2	(D)
Wytheville	26	(D)	(D)	EE	24	(D)	(D)	CC	2	(D)
Balance of county	10	(D)	(D)	BB	10	(D)	(D)	BB	—	—
York County	43	121 254	8 279	388	38	(D)	(D)	EE	5	(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)
ALEXANDRIA (IC)											
	Wholesale trade	206	1 964 818	94 872	2 828	172	1 402 022	71 015	2 274	34	562 796
50	Durable goods	141	1 358 407	56 966	1 620	120	1 223 390	46 304	1 429	21	135 017
501	Motor vehicles and motor vehicle parts and supplies	21	68 079	6 655	277	21	68 079	6 655	277	-	-
502	Furniture and homefurnishings	18	(D)	(D)	CC	16	(D)	(D)	CC	2	(D)
503	Lumber and other construction materials	13	54 109	4 660	124	10	(D)	(D)	CC	3	(D)
504	Professional and commercial equipment and supplies	36	115 996	15 334	404	30	65 246	8 468	284	6	50 750
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-	-	-	-
506	Electrical goods	19	94 121	6 204	159	12	42 632	4 338	126	7	51 489
507	Hardware, and plumbing and heating equipment and supplies	9	39 221	3 934	145	9	39 221	3 934	145	-	-
508	Machinery, equipment, and supplies	16	(D)	(D)	CC	15	(D)	(D)	CC	1	(D)
509	Miscellaneous durable goods	9	(D)	(D)	CC	7	(D)	(D)	CC	2	(D)
51	Nondurable goods	65	606 411	37 906	1 208	52	178 632	24 711	845	13	427 779
511	Paper and paper products	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
513	Apparel, piece goods, and notions	3	2 221	159	11	3	2 221	159	11	-	-
514	Groceries and related products	18	497 795	25 816	726	14	86 242	13 556	394	4	411 553
515	Farm-product raw materials	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products	5	8 028	1 076	14	3	(D)	(D)	AA	2	(D)
517	Petroleum and petroleum products	2	(D)	(D)	BB	2	(D)	(D)	BB	-	-
518	Beer, wine, and distilled alcoholic beverages	3	(D)	(D)	BB	3	(D)	(D)	BB	-	-
519	Miscellaneous nondurable goods	23	48 381	5 749	281	17	(D)	(D)	EE	6	(D)
CHESAPEAKE (IC)											
	Wholesale trade	270	1 359 325	83 344	3 376	223	879 498	66 176	2 874	47	479 827
50	Durable goods	188	459 163	53 056	2 051	163	346 491	43 025	1 789	25	112 672
501	Motor vehicles and motor vehicle parts and supplies	38	65 444	8 745	423	36	(D)	(D)	EE	2	(D)
502	Furniture and homefurnishings	4	3 285	846	28	4	3 285	846	28	-	-
503	Lumber and other construction materials	16	80 477	6 621	274	10	(D)	(D)	CC	6	(D)
504	Professional and commercial equipment and supplies	23	75 908	8 642	237	18	(D)	(D)	CC	5	(D)
505	Metals and minerals, except petroleum	3	8 260	766	13	3	8 260	766	13	-	-
506	Electrical goods	16	23 117	3 675	132	12	(D)	(D)	BB	4	(D)
507	Hardware, and plumbing and heating equipment and supplies	22	56 143	5 540	230	17	48 960	4 825	211	5	7 183
508	Machinery, equipment, and supplies	55	109 417	14 557	526	52	105 424	14 158	507	3	3 993
509	Miscellaneous durable goods	11	37 112	3 664	188	11	37 112	3 664	188	-	-
51	Nondurable goods	82	900 162	30 288	1 325	60	533 007	23 151	1 085	22	367 155
511	Paper and paper products	8	(D)	(D)	CC	7	(D)	(D)	CC	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
513	Apparel, piece goods, and notions	4	(D)	(D)	BB	3	353	92	6	1	(D)
514	Groceries and related products	18	212 205	7 013	320	10	162 557	4 185	216	8	49 648
515	Farm-product raw materials	3	(D)	(D)	BB	3	(D)	(D)	BB	-	-
516	Chemicals and allied products	4	7 224	781	21	4	7 224	781	21	-	-
517	Petroleum and petroleum products	21	459 539	6 954	265	13	151 314	3 992	178	8	308 225
518	Beer, wine, and distilled alcoholic beverages	4	63 863	6 636	222	3	(D)	(D)	CC	1	(D)
519	Miscellaneous nondurable goods	19	(D)	(D)	CC	16	(D)	(D)	CC	3	(D)
NORFOLK (IC)											
	Wholesale trade	439	3 137 365	201 660	7 770	372	2 057 981	151 008	6 287	67	1 079 384
50	Durable goods	298	1 064 517	104 138	3 892	261	640 539	81 012	3 322	37	423 978
501	Motor vehicles and motor vehicle parts and supplies	43	61 857	9 817	430	43	61 857	9 817	430	-	-
502	Furniture and homefurnishings	22	54 104	6 658	291	20	(D)	(D)	EE	2	(D)
503	Lumber and other construction materials	34	137 610	13 000	488	26	71 646	9 906	395	8	65 964
504	Professional and commercial equipment and supplies	48	164 501	27 336	815	41	73 168	11 140	465	7	91 333
505	Metals and minerals, except petroleum	9	217 192	1 728	98	5	(D)	(D)	BB	4	(D)
506	Electrical goods	41	178 450	14 160	511	33	150 558	12 285	446	8	27 892

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)	Sales (\$1,000)
NORFOLK (IC) —Con.											
50	Durable goods —Con.										
507	Hardware, and plumbing and heating equipment and supplies -----	26	76 572	7 978	337	22	(D)	(D)	EE	4	(D)
508	Machinery, equipment, and supplies -----	57	142 335	19 446	740	54	123 586	18 980	724	3	18 749
509	Miscellaneous durable goods -----	18	31 896	4 015	182	17	(D)	(D)	CC	1	(D)
51	Nondurable goods -----	141	2 072 848	97 522	3 878	111	1 417 442	69 996	2 965	30	655 406
511	Paper and paper products -----	17	74 031	8 857	284	13	39 722	5 637	200	4	34 309
512	Drugs, drug proprietaries, and druggists' sundries ---	9	484 855	10 828	388	8	(D)	(D)	EE	1	(D)
513	Apparel, piece goods, and notions -----	9	34 012	4 449	143	8	(D)	(D)	CC	1	(D)
514	Groceries and related products -----	53	1 143 058	49 011	2 133	40	567 764	29 442	1 437	13	575 294
515	Farm-product raw materials -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
516	Chemicals and allied products -----	14	104 626	6 223	164	10	101 756	5 995	149	4	2 870
517	Petroleum and petroleum products -----	7	59 535	3 703	143	6	(D)	(D)	CC	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	2	(D)	(D)	EE	2	(D)	(D)	EE	—	—
519	Miscellaneous nondurable goods -----	29	105 128	7 620	363	23	(D)	(D)	EE	6	(D)
RICHMOND (IC)											
	Wholesale trade -----	696	5 347 914	311 145	9 601	544	2 689 426	209 575	7 207	152	2 658 488
50	Durable goods -----	488	2 887 975	219 564	6 620	388	1 416 151	150 499	5 140	100	1 471 824
501	Motor vehicles and motor vehicle parts and supplies -----	84	266 588	26 711	1 088	72	(D)	(D)	FF	12	(D)
5012	Automobiles and other motor vehicles -----	18	117 835	9 449	328	15	(D)	(D)	EE	3	(D)
5013	Motor vehicle supplies and new parts -----	49	121 102	13 716	600	41	(D)	(D)	FF	8	(D)
5014	Tires and tubes -----	8	(D)	(D)	BB	7	(D)	(D)	BB	1	(D)
5015	Motor vehicle parts, used -----	9	(D)	(D)	BB	9	(D)	(D)	BB	—	—
502	Furniture and homefurnishings -----	35	75 118	11 042	462	31	73 524	10 969	457	4	1 594
5021	Furniture -----	23	62 493	9 062	391	19	60 899	8 989	386	4	1 594
5023	Homefurnishings -----	12	12 625	1 980	71	12	12 625	1 980	71	—	—
503	Lumber and other construction materials -----	30	122 704	9 554	348	24	68 602	7 925	288	6	54 102
5031	Lumber, plywood, millwork, and wood panels ----	11	38 380	3 321	137	8	(D)	(D)	BB	3	(D)
5032	Brick, stone, and related construction materials ---	4	24 432	1 179	43	3	(D)	(D)	BB	1	(D)
5033	Roofing, siding, and insulation materials -----	9	33 141	3 629	118	9	33 141	3 629	118	—	—
5039	Construction materials, n.e.c. -----	6	26 751	1 425	50	4	(D)	(D)	BB	2	(D)
504	Professional and commercial equipment and supplies -----	78	548 287	59 362	1 320	63	131 006	16 509	507	15	417 281
5043	Photographic equipment and supplies -----	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5044	Office equipment -----	13	65 113	11 207	268	8	(D)	(D)	BB	5	(D)
5045	Computers and computer peripheral equipment and software -----	22	407 499	38 035	676	17	67 015	6 682	138	5	340 484
5046	Commercial equipment, n.e.c. -----	13	(D)	(D)	BB	12	(D)	(D)	BB	1	(D)
5047	Medical, dental, and hospital equipment and supplies -----	19	46 224	5 412	163	16	(D)	(D)	CC	3	(D)
5048	Ophthalmic goods -----	4	(D)	(D)	BB	3	(D)	(D)	BB	1	(D)
5049	Professional equipment and supplies, n.e.c. -----	5	11 674	1 972	69	5	11 674	1 972	69	—	—
505	Metals and minerals, except petroleum -----	14	1 038 734	19 486	287	10	(D)	(D)	EE	4	(D)
5051	Metals service centers and offices -----	9	(D)	(D)	EE	7	(D)	(D)	CC	2	(D)
5052	Coal and other minerals and ores -----	5	(D)	(D)	BB	3	(D)	(D)	AA	2	(D)
506	Electrical goods -----	70	309 267	26 497	778	44	138 800	15 312	514	26	170 467
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	50	252 563	21 251	619	31	(D)	(D)	EE	19	(D)
5064	Electrical appliances, television and radio sets ---	4	(D)	(D)	BB	3	(D)	(D)	BB	1	(D)
5065	Electronic parts and equipment, n.e.c. -----	16	(D)	(D)	CC	10	(D)	(D)	BB	6	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	46	140 453	18 711	700	36	121 110	17 379	656	10	19 343
5072	Hardware -----	9	(D)	(D)	EE	7	(D)	(D)	EE	2	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	16	40 833	4 162	150	12	(D)	(D)	CC	4	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	18	56 237	6 569	206	14	47 396	5 773	180	4	8 841
5078	Refrigeration equipment and supplies -----	3	(D)	(D)	BB	3	(D)	(D)	BB	—	—
508	Machinery, equipment, and supplies -----	97	277 629	35 858	1 121	79	208 399	30 830	1 009	18	69 230
5082	Construction and mining (except petroleum) machinery and equipment -----	9	19 022	1 738	64	9	19 022	1 738	64	—	—
5083	Farm and garden machinery and equipment -----	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
5084	Industrial machinery and equipment -----	45	131 097	15 156	428	32	75 041	11 084	342	13	56 056
5085	Industrial supplies -----	29	102 837	14 371	416	26	(D)	(D)	EE	3	(D)
5087	Service establishment equipment and supplies ---	11	17 027	3 199	172	9	(D)	(D)	CC	2	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
509	Miscellaneous durable goods -----	34	109 195	12 343	516	29	98 414	11 860	500	5	10 781
5091	Sporting and recreational goods and supplies ---	6	4 037	736	36	5	(D)	(D)	BB	1	(D)
5092	Toys and hobby goods and supplies -----	3	(D)	(D)	BB	3	(D)	(D)	BB	—	—
5093	Scrap and waste materials -----	11	78 695	7 996	328	10	(D)	(D)	EE	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	4	2 172	368	18	3	(D)	(D)	AA	1	(D)
5099	Durable goods, n.e.c. -----	10	(D)	(D)	BB	8	(D)	(D)	BB	2	(D)

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

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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)
VIRGINIA BEACH (IC)											
	Wholesale trade	496	1 559 066	119 382	5 278	408	1 069 394	100 168	4 702	88	489 672
50	Durable goods	319	791 388	73 799	2 746	273	623 773	63 257	2 465	46	167 615
501	Motor vehicles and motor vehicle parts and supplies	46	59 161	6 382	332	45	(D)	(D)	EE	1	(D)
502	Furniture and homefurnishings	21	30 724	3 235	113	18	25 417	3 081	106	3	5 307
503	Lumber and other construction materials	21	121 259	6 180	206	16	109 774	5 637	192	5	11 485
504	Professional and commercial equipment and supplies	74	155 270	20 528	731	67	112 341	17 030	662	7	42 929
505	Metals and minerals, except petroleum	5	20 293	2 327	90	4	(D)	(D)	BB	1	(D)
506	Electrical goods	44	130 130	8 675	333	32	82 539	6 298	261	12	47 591
507	Hardware, and plumbing and heating equipment and supplies	30	54 381	6 014	204	26	44 654	5 545	190	4	9 727
508	Machinery, equipment, and supplies	45	80 007	11 862	379	39	65 045	10 040	320	6	14 962
509	Miscellaneous durable goods	33	140 163	8 596	358	26	(D)	(D)	EE	7	(D)
51	Nondurable goods	177	767 678	45 583	2 532	135	445 621	36 911	2 237	42	322 057
511	Paper and paper products	35	64 157	7 278	566	31	55 856	6 547	543	4	8 301
512	Drugs, drug proprietaries, and druggists' sundries	6	9 718	1 606	50	6	9 718	1 606	50	—	—
513	Apparel, piece goods, and notions	20	61 507	2 319	97	14	7 824	1 158	47	6	53 683
514	Groceries and related products	45	374 419	16 139	943	27	159 368	10 950	772	18	215 051
515	Farm-product raw materials	5	(D)	(D)	AA	4	(D)	(D)	AA	1	(D)
516	Chemicals and allied products	15	18 576	2 590	73	12	9 437	1 716	47	3	9 139
517	Petroleum and petroleum products	5	44 091	2 360	95	5	44 091	2 360	95	—	—
518	Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	CC	1	(D)	(D)	CC	—	—
519	Miscellaneous nondurable goods	45	111 200	7 711	506	35	(D)	(D)	EE	10	(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)	Sales (\$1,000)
CHESTERFIELD COUNTY											
	Wholesale trade	331	2 948 561	120 094	4 042	227	559 445	52 010	1 952	104	2 389 116
50	Durable goods	248	807 216	56 373	1 934	167	339 735	36 950	1 374	81	467 481
501	Motor vehicles and motor vehicle parts and supplies	24	95 815	5 827	318	19	36 004	3 207	151	5	59 811
502	Furniture and homefurnishings	15	51 464	2 481	88	7	14 394	1 650	53	8	37 070
503	Lumber and other construction materials	16	108 898	6 766	227	11	33 769	2 912	139	5	75 129
504	Professional and commercial equipment and supplies	35	65 127	7 333	215	30	(D)	(D)	CC	5	(D)
505	Metals and minerals, except petroleum	15	65 831	3 718	112	10	(D)	(D)	CC	5	(D)
506	Electrical goods	35	119 631	6 745	198	16	39 108	4 311	124	19	80 523
507	Hardware, and plumbing and heating equipment and supplies	19	76 092	5 129	203	15	(D)	(D)	CC	4	(D)
508	Machinery, equipment, and supplies	71	210 997	17 068	497	47	82 435	10 924	375	24	128 562
509	Miscellaneous durable goods	18	13 361	1 306	76	12	(D)	(D)	BB	6	(D)
51	Nondurable goods	83	2 141 345	63 721	2 108	60	219 710	15 060	578	23	1 921 635
511	Paper and paper products	8	(D)	(D)	BB	5	(D)	(D)	BB	3	(D)
512	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	BB	6	(D)	(D)	BB	—	—
513	Apparel, piece goods, and notions	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
514	Groceries and related products	18	(D)	(D)	EE	7	1 212	119	9	11	(D)
515	Farm-product raw materials	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
516	Chemicals and allied products	13	(D)	(D)	CC	10	(D)	(D)	CC	3	(D)
517	Petroleum and petroleum products	7	(D)	(D)	CC	6	22 893	1 678	152	1	(D)
518	Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
519	Miscellaneous nondurable goods	25	(D)	(D)	GG	20	(D)	(D)	CC	5	(D)

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

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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)
FAIRFAX COUNTY — Con.											
51	Nondurable goods — Con.										
514	Groceries and related products — Con.										
5146	Fish and seafoods	3	6 733	182	13	3	6 733	182	13	—	—
5147	Meats and meat products	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
5148	Fresh fruits and vegetables	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
5149	Groceries and related products, n.e.c.	33	(D)	(D)	FF	25	(D)	(D)	EE	8	(D)
515	Farm-product raw materials	1	(D)	(D)	BB	1	(D)	(D)	BB	—	—
5153	Grain and field beans	—	—	—	—	—	—	—	—	—	—
5154	Livestock	—	—	—	—	—	—	—	—	—	—
5159	Farm-product raw materials, n.e.c.	1	(D)	(D)	BB	1	(D)	(D)	BB	—	—
516	Chemicals and allied products	18	29 416	3 480	103	16	(D)	(D)	BB	2	(D)
5162	Plastics materials and basic forms and shapes	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
5169	Chemicals and allied products, n.e.c.	16	(D)	(D)	BB	15	(D)	(D)	BB	1	(D)
517	Petroleum and petroleum products	11	823 833	24 955	451	5	37 229	1 886	81	6	786 604
5171	Petroleum bulk stations and terminals	7	(D)	(D)	EE	2	(D)	(D)	BB	5	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	4	(D)	(D)	CC	3	(D)	(D)	BB	1	(D)
518	Beer, wine, and distilled alcoholic beverages	15	406 399	26 730	658	15	406 399	26 730	658	—	—
5181	Beer and ale	9	334 130	18 798	467	9	334 130	18 798	467	—	—
5182	Wine and distilled alcoholic beverages	6	72 269	7 932	191	6	72 269	7 932	191	—	—
519	Miscellaneous nondurable goods	108	(D)	(D)	FF	72	(D)	(D)	FF	36	312 735
5191	Farm supplies	9	8 564	1 371	62	8	(D)	(D)	BB	1	(D)
5192	Books, periodicals, and newspapers	18	(D)	(D)	CC	10	(D)	(D)	BB	8	(D)
5193	Flowers, nursery stock, and florists' supplies	13	15 746	2 687	151	12	(D)	(D)	CC	1	(D)
5194	Tobacco and tobacco products	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
5198	Paints, varnishes, and supplies	17	(D)	(D)	BB	1	(D)	(D)	AA	16	(D)
5199	Nondurable goods, n.e.c.	49	(D)	(D)	EE	39	(D)	(D)	CC	10	(D)
HANOVER COUNTY											
	Wholesale trade	235	2 219 614	116 840	4 055	192	1 720 596	104 281	3 701	43	499 018
50	Durable goods	174	459 677	42 580	1 538	144	357 610	34 486	1 337	30	102 067
501	Motor vehicles and motor vehicle parts and supplies	32	66 582	6 279	289	29	53 413	5 445	259	3	13 169
502	Furniture and homefurnishings	9	(D)	(D)	BB	7	(D)	(D)	BB	2	(D)
503	Lumber and other construction materials	12	53 446	3 813	138	10	(D)	(D)	CC	2	(D)
504	Professional and commercial equipment and supplies	14	20 861	3 594	96	13	(D)	(D)	BB	1	(D)
505	Metals and minerals, except petroleum	3	(D)	(D)	BB	3	(D)	(D)	BB	—	—
506	Electrical goods	16	45 743	2 706	89	7	(D)	(D)	BB	9	(D)
507	Hardware, and plumbing and heating equipment and supplies	17	55 220	6 178	179	11	18 666	2 239	97	6	36 554
508	Machinery, equipment, and supplies	55	145 751	14 075	479	52	140 512	13 605	461	3	5 239
509	Miscellaneous durable goods	16	(D)	(D)	CC	12	(D)	(D)	CC	4	(D)
51	Nondurable goods	61	1 759 937	74 260	2 517	48	1 362 986	69 795	2 364	13	396 951
511	Paper and paper products	6	(D)	(D)	BB	5	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
514	Groceries and related products	17	1 244 608	43 186	1 502	10	(D)	(D)	GG	7	(D)
515	Farm-product raw materials	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
516	Chemicals and allied products	6	(D)	(D)	EE	3	(D)	(D)	CC	3	(D)
517	Petroleum and petroleum products	6	94 812	2 667	90	6	94 812	2 667	90	—	—
518	Beer, wine, and distilled alcoholic beverages	3	(D)	(D)	BB	2	(D)	(D)	BB	1	(D)
519	Miscellaneous nondurable goods	19	(D)	(D)	EE	18	(D)	(D)	EE	1	(D)
HENRICO COUNTY											
	Wholesale trade	523	3 340 677	207 899	6 556	373	1 707 659	143 598	4 828	150	1 633 018
50	Durable goods	362	1 729 466	140 123	4 069	263	1 057 870	101 569	3 200	99	671 596
501	Motor vehicles and motor vehicle parts and supplies	35	124 528	7 307	327	32	(D)	(D)	EE	3	(D)
5012	Automobiles and other motor vehicles	7	36 171	2 181	89	7	36 171	2 181	89	—	—
5013	Motor vehicle supplies and new parts	18	72 421	3 637	152	15	(D)	(D)	CC	3	(D)
5014	Tires and tubes	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
5015	Motor vehicle parts, used	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
502	Furniture and homefurnishings	25	43 345	3 750	166	19	(D)	(D)	CC	6	(D)
5021	Furniture	11	18 119	1 972	74	8	(D)	(D)	BB	3	(D)
5023	Homefurnishings	14	25 226	1 778	92	11	23 214	1 718	88	3	2 012
503	Lumber and other construction materials	37	223 535	13 357	419	24	166 981	10 328	312	13	56 554
5031	Lumber, plywood, millwork, and wood panels	12	168 599	6 472	208	8	133 032	5 208	169	4	35 567
5032	Brick, stone, and related construction materials	7	(D)	(D)	BB	5	12 518	1 785	42	2	(D)
5033	Roofing, siding, and insulation materials	8	17 356	2 736	73	8	17 356	2 736	73	—	—
5039	Construction materials, n.e.c.	10	(D)	(D)	BB	3	4 075	599	28	7	(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)
HENRICO COUNTY — Con.											
51	Nondurable goods — Con.										
519	Miscellaneous nondurable goods -----	39	(D)	(D)	EE	24	(D)	(D)	CC	15	(D)
5191	Farm supplies -----	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
5192	Books, periodicals, and newspapers -----	6	(D)	(D)	CC	1	(D)	(D)	AA	5	(D)
5193	Flowers, nursery stock, and florists' supplies -----	4	8 333	1 238	63	4	8 333	1 238	63	—	—
5194	Tobacco and tobacco products -----	1	(D)	(D)	BB	1	(D)	(D)	BB	—	—
5198	Paints, varnishes, and supplies -----	6	(D)	(D)	BB	1	(D)	(D)	AA	5	(D)
5199	Nondurable goods, n.e.c. -----	20	36 035	2 822	99	15	14 532	2 098	61	5	21 503

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)	Sales (\$1,000)
CHARLOTTESVILLE, VA MSA											
	Wholesale trade -----	176	390 877	43 167	1 743	148	295 502	36 892	1 559	28	95 375
50	Durable goods -----	121	233 581	26 330	1 023	104	165 505	21 828	919	17	68 076
501	Motor vehicles and motor vehicle parts and supplies -----	24	26 413	3 983	242	24	26 413	3 983	242	—	—
502	Furniture and homefurnishings -----	8	28 517	1 507	67	5	(D)	(D)	BB	3	(D)
503	Lumber and other construction materials -----	9	10 111	1 608	69	8	(D)	(D)	BB	1	(D)
504	Professional and commercial equipment and supplies -----	25	43 226	6 739	204	21	16 265	3 316	126	4	26 961
505	Metals and minerals, except petroleum -----	2	(D)	(D)	BB	1	(D)	(D)	BB	1	(D)
506	Electrical goods -----	17	40 571	3 981	149	12	27 410	3 643	139	5	13 161
507	Hardware, and plumbing and heating equipment and supplies -----	5	19 084	1 929	72	5	19 084	1 929	72	—	—
508	Machinery, equipment, and supplies -----	21	(D)	(D)	CC	19	22 851	3 533	(D)	2	(D)
509	Miscellaneous durable goods -----	10	(D)	(D)	BB	9	(D)	(D)	BB	1	(D)
51	Nondurable goods -----	55	157 296	16 837	720	44	129 997	15 064	640	11	27 299
511	Paper and paper products -----	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
513	Apparel, piece goods, and notions -----	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
514	Groceries and related products -----	11	(D)	(D)	CC	9	(D)	(D)	CC	2	(D)
515	Farm-product raw materials -----	4	18 585	167	21	—	—	—	—	4	18 585
516	Chemicals and allied products -----	6	8 695	2 122	66	4	(D)	(D)	BB	2	(D)
517	Petroleum and petroleum products -----	5	25 627	3 283	152	5	25 627	3 283	152	—	—
518	Beer, wine, and distilled alcoholic beverages -----	6	32 379	3 759	142	6	32 379	3 759	142	—	—
519	Miscellaneous nondurable goods -----	14	(D)	(D)	CC	12	(D)	(D)	BB	2	(D)
DANVILLE, VA MSA											
	Wholesale trade -----	151	299 249	24 028	1 241	134	216 438	18 789	1 023	17	82 811
50	Durable goods -----	90	89 272	10 018	599	86	83 927	9 387	570	4	5 345
501	Motor vehicles and motor vehicle parts and supplies -----	24	17 928	1 898	158	24	17 928	1 898	158	—	—
502	Furniture and homefurnishings -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
503	Lumber and other construction materials -----	4	(D)	(D)	AA	4	(D)	(D)	AA	—	—
504	Professional and commercial equipment and supplies -----	13	8 533	1 616	92	13	8 533	1 616	92	—	—
505	Metals and minerals, except petroleum -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
506	Electrical goods -----	9	9 500	1 045	53	9	9 500	1 045	53	—	—

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	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)
JOHNSON CITY-KINGSPORT-BRISTOL, TN-VA MSA—Con.											
51	Nondurable goods	231	4 772 835	97 337	3 981	192	1 555 195	68 510	3 150	39	3 217 640
511	Paper and paper products	28	40 732	5 650	256	26	(D)	(D)	CC	2	(D)
5111	Printing and writing paper	2	(D)	(D)	BB	2	(D)	(D)	BB	—	(D)
5112	Stationery and office supplies	20	(D)	(D)	CC	18	(D)	(D)	CC	2	(D)
5113	Industrial and personal service paper	6	11 280	1 384	55	6	11 280	1 384	55	—	(D)
512	Drugs, drug proprietaries, and druggists' sundries	8	(D)	(D)	CC	8	(D)	(D)	CC	—	—
5122	Drugs, drug proprietaries, and druggists' sundries	8	(D)	(D)	CC	8	(D)	(D)	CC	—	—
513	Apparel, piece goods, and notions	11	(D)	(D)	BB	10	(D)	(D)	BB	1	(D)
5131	Piece goods, notions, and other dry goods	—	—	—	—	—	—	—	—	—	—
5136	Men's and boys' clothing and furnishings	6	3 892	647	44	5	(D)	(D)	BB	1	(D)
5137	Women's, children's, and infants' clothing and accessories	4	(D)	(D)	AA	4	(D)	(D)	AA	—	—
5139	Footwear	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
514	Groceries and related products	54	744 445	35 581	1 453	36	631 594	27 397	1 121	18	112 851
5141	Groceries, general line	10	293 422	10 095	450	7	(D)	(D)	EE	3	(D)
5142	Packaged frozen foods	9	50 350	3 881	158	6	46 997	3 798	152	3	3 353
5143	Dairy products, except dried or canned	5	43 641	1 022	44	1	(D)	(D)	AA	4	(D)
5144	Poultry and poultry products	3	(D)	(D)	CC	3	(D)	(D)	CC	—	—
5145	Confectionery	—	—	—	—	—	—	—	—	—	—
5146	Fish and seafoods	—	—	—	—	—	—	—	—	—	—
5147	Meats and meat products	6	23 874	873	65	4	(D)	(D)	BB	2	(D)
5148	Fresh fruits and vegetables	5	7 790	893	62	5	7 790	893	62	—	—
5149	Groceries and related products, n.e.c.	16	(D)	(D)	FF	10	(D)	(D)	EE	6	75 832
515	Farm-product raw materials	14	(D)	(D)	CC	7	5 359	360	(D)	7	(D)
5153	Grain and field beans	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
5154	Livestock	4	(D)	(D)	BB	1	(D)	(D)	AA	3	(D)
5159	Farm-product raw materials, n.e.c.	7	(D)	(D)	BB	4	(D)	(D)	BB	3	(D)
516	Chemicals and allied products	24	(D)	(D)	EE	17	33 300	2 840	(D)	7	(D)
5162	Plastics materials and basic forms and shapes	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5169	Chemicals and allied products, n.e.c.	22	(D)	(D)	EE	15	(D)	(D)	BB	7	(D)
517	Petroleum and petroleum products	24	(D)	(D)	EE	23	(D)	(D)	EE	1	(D)
5171	Petroleum bulk stations and terminals	19	155 174	7 836	439	19	155 174	7 836	439	—	—
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5	(D)	(D)	BB	4	(D)	(D)	AA	1	(D)
518	Beer, wine, and distilled alcoholic beverages	6	54 793	6 376	187	6	54 793	6 376	187	—	—
5181	Beer and ale	6	54 793	6 376	187	6	54 793	6 376	187	—	—
5182	Wine and distilled alcoholic beverages	—	—	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods	62	(D)	(D)	FF	59	(D)	(D)	FF	3	(D)
5191	Farm supplies	22	53 547	4 534	278	22	53 547	4 534	278	—	—
5192	Books, periodicals, and newspapers	3	18 035	1 919	97	3	18 035	1 919	97	—	—
5193	Flowers, nursery stock, and florists' supplies	7	5 531	986	69	6	(D)	(D)	BB	1	(D)
5194	Tobacco and tobacco products	8	135 390	4 463	237	8	135 390	4 463	237	—	—
5198	Paints, varnishes, and supplies	7	4 091	646	38	5	(D)	(D)	BB	2	(D)
5199	Nondurable goods, n.e.c.	15	(D)	(D)	BB	15	(D)	(D)	BB	—	—
LYNCHBURG, VA MSA											
	Wholesale trade	298	1 283 741	73 882	3 162	259	781 376	62 129	2 813	39	502 365
50	Durable goods	200	350 607	40 407	1 751	181	291 007	37 863	1 658	19	59 600
501	Motor vehicles and motor vehicle parts and supplies	43	(D)	(D)	EE	41	(D)	(D)	EE	2	(D)
502	Furniture and homefurnishings	13	13 356	1 936	107	10	(D)	(D)	CC	3	(D)
503	Lumber and other construction materials	19	(D)	(D)	CC	18	(D)	(D)	CC	1	(D)
504	Professional and commercial equipment and supplies	23	34 099	4 138	174	22	(D)	(D)	CC	1	(D)
505	Metals and minerals, except petroleum	5	34 810	2 737	101	4	(D)	(D)	BB	1	(D)
506	Electrical goods	21	37 077	4 242	158	18	27 447	3 987	148	3	9 630
507	Hardware, and plumbing and heating equipment and supplies	20	56 793	6 042	265	19	(D)	(D)	CC	1	(D)
508	Machinery, equipment, and supplies	42	58 565	8 057	317	36	48 782	7 143	291	6	9 783
509	Miscellaneous durable goods	14	(D)	(D)	CC	13	(D)	(D)	CC	1	(D)
51	Nondurable goods	98	933 134	33 475	1 411	78	490 369	24 266	1 155	20	442 765
511	Paper and paper products	6	(D)	(D)	BB	4	(D)	(D)	BB	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	CC	2	(D)	(D)	CC	—	—
513	Apparel, piece goods, and notions	6	(D)	(D)	CC	3	(D)	(D)	AA	3	(D)
514	Groceries and related products	14	49 172	4 223	208	10	43 012	3 889	186	4	6 160
515	Farm-product raw materials	7	35 189	1 086	95	4	5 464	741	26	3	29 725
516	Chemicals and allied products	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
517	Petroleum and petroleum products	20	283 033	3 383	167	15	59 978	2 709	148	5	223 055
518	Beer, wine, and distilled alcoholic beverages	4	28 862	3 379	110	4	28 862	3 379	110	—	—
519	Miscellaneous nondurable goods	36	(D)	(D)	EE	34	(D)	(D)	EE	2	(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)
NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA											
	Wholesale trade -----	1 852	8 891 208	583 864	24 031	1 565	5 453 728	468 848	20 723	287	3 437 480
50	Durable goods -----	1 197	3 049 393	311 525	11 997	1 045	2 177 172	261 349	10 704	152	872 221
501	Motor vehicles and motor vehicle parts and supplies -----	209	261 288	37 152	1 812	201	243 822	35 193	1 742	8	17 466
5012	Automobiles and other motor vehicles -----	37	85 546	9 270	393	36	(D)	(D)	EE	1	(D)
5013	Motor vehicle supplies and new parts -----	120	126 643	19 135	973	113	(D)	(D)	FF	7	(D)
5014	Tires and tubes -----	14	33 572	5 428	247	14	33 572	5 428	247	—	—
5015	Motor vehicle parts, used -----	38	15 527	3 319	199	38	15 527	3 319	199	—	—
502	Furniture and homefurnishings -----	72	(D)	(D)	FF	61	100 516	14 626	(D)	11	(D)
5021	Furniture -----	31	(D)	(D)	EE	26	43 444	6 693	(D)	5	(D)
5023	Homefurnishings -----	41	61 307	8 136	363	35	57 072	7 933	350	6	4 235
503	Lumber and other construction materials -----	99	500 732	34 703	1 294	73	312 680	28 210	1 099	26	188 052
5031	Lumber, plywood, millwork, and wood panels -----	41	353 270	20 157	779	34	217 600	16 548	677	7	135 670
5032	Brick, stone, and related construction materials -----	25	61 838	4 894	164	13	25 221	3 287	113	12	36 617
5033	Roofing, siding, and insulation materials -----	14	54 551	5 434	174	12	(D)	(D)	CC	2	(D)
5039	Construction materials, n.e.c. -----	19	31 073	4 218	177	14	(D)	(D)	CC	5	(D)
504	Professional and commercial equipment and supplies -----	183	451 959	64 007	2 068	159	256 436	38 763	1 536	24	195 523
5043	Photographic equipment and supplies -----	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
5044	Office equipment -----	36	90 872	19 608	687	31	(D)	(D)	FF	5	(D)
5045	Computers and computer peripheral equipment and software -----	67	195 640	25 271	767	53	88 365	10 616	464	14	107 275
5046	Commercial equipment, n.e.c. -----	18	(D)	(D)	CC	17	19 600	3 975	(D)	1	(D)
5047	Medical, dental, and hospital equipment and supplies -----	30	101 615	9 137	247	26	(D)	(D)	CC	4	(D)
5048	Ophthalmic goods -----	10	28 386	4 256	127	10	28 386	4 256	127	—	—
5049	Professional equipment and supplies, n.e.c. -----	15	(D)	(D)	BB	15	(D)	(D)	BB	—	—
505	Metals and minerals, except petroleum -----	23	266 947	6 507	266	17	(D)	(D)	CC	6	(D)
5051	Metals service centers and offices -----	20	(D)	(D)	EE	16	(D)	(D)	CC	4	8 392
5052	Coal and other minerals and ores -----	3	(D)	(D)	AA	1	(D)	(D)	AA	2	(D)
506	Electrical goods -----	147	418 496	34 823	1 276	118	315 240	28 288	1 076	29	103 256
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	82	214 605	20 014	674	65	172 230	17 280	595	17	42 375
5064	Electrical appliances, television and radio sets -----	16	(D)	(D)	CC	14	(D)	(D)	CC	2	(D)
5065	Electronic parts and equipment, n.e.c. -----	49	(D)	(D)	EE	39	(D)	(D)	EE	10	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	122	261 818	28 124	1 156	108	239 131	26 534	1 109	14	22 687
5072	Hardware -----	41	57 669	9 099	430	37	55 558	8 745	420	4	2 111
5074	Plumbing and heating equipment and supplies (hydronics) -----	35	84 824	8 020	292	29	71 648	7 213	266	6	13 176
5075	Warm air heating and air-conditioning equipment and supplies -----	36	105 044	9 069	349	32	97 644	8 640	338	4	7 400
5078	Refrigeration equipment and supplies -----	10	14 281	1 936	85	10	14 281	1 936	85	—	—
508	Machinery, equipment, and supplies -----	236	525 398	68 916	2 472	212	451 927	63 904	2 327	24	73 471
5082	Construction and mining (except petroleum) machinery and equipment -----	22	82 303	9 209	326	20	(D)	(D)	EE	2	(D)
5083	Farm and garden machinery and equipment -----	15	31 664	4 135	203	14	(D)	(D)	CC	1	(D)
5084	Industrial machinery and equipment -----	80	173 937	23 467	768	67	128 819	21 213	714	13	45 118
5085	Industrial supplies -----	64	163 769	20 786	736	58	140 689	18 482	667	6	23 080
5087	Service establishment equipment and supplies -----	30	27 384	5 604	238	30	27 384	5 604	238	—	—
5088	Transportation equipment and supplies, except motor vehicles -----	25	46 341	5 715	201	23	(D)	(D)	CC	2	(D)
509	Miscellaneous durable goods -----	106	(D)	(D)	GG	96	(D)	(D)	FF	10	(D)
5091	Sporting and recreational goods and supplies -----	26	45 996	5 419	267	22	40 290	5 108	250	4	5 706
5092	Toys and hobby goods and supplies -----	5	22 351	1 197	53	3	(D)	(D)	BB	2	(D)
5093	Scrap and waste materials -----	30	73 676	7 532	353	30	73 676	7 532	353	—	—
5094	Jewelry, watches, precious stones, and precious metals -----	13	19 456	1 679	93	13	19 456	1 679	93	—	—
5099	Durable goods, n.e.c. -----	32	(D)	(D)	EE	28	(D)	(D)	CC	4	(D)
51	Nondurable goods -----	655	5 841 815	272 339	12 034	520	3 276 556	207 499	10 019	135	2 565 259
511	Paper and paper products -----	86	670 192	34 892	1 637	74	(D)	(D)	GG	12	(D)
5111	Printing and writing paper -----	9	(D)	(D)	CC	8	6 562	1 214	(D)	1	(D)
5112	Stationery and office supplies -----	63	101 817	16 103	1 122	54	85 619	14 429	1 071	9	16 198
5113	Industrial and personal service paper -----	14	(D)	(D)	EE	12	(D)	(D)	CC	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	20	528 160	17 860	637	19	(D)	(D)	FF	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	20	528 160	17 860	637	19	(D)	(D)	FF	1	(D)
513	Apparel, piece goods, and notions -----	45	120 032	9 508	321	35	55 647	7 505	235	10	64 385
5131	Piece goods, notions, and other dry goods -----	6	2 713	227	16	5	(D)	(D)	AA	1	(D)
5136	Men's and boys' clothing and furnishings -----	24	63 655	7 774	238	19	50 613	6 918	201	5	13 042
5137	Women's, children's, and infants' clothing and accessories -----	11	3 966	363	17	10	(D)	(D)	AA	1	(D)
5139	Footwear -----	4	49 698	1 144	50	1	(D)	(D)	AA	3	(D)
514	Groceries and related products -----	206	2 560 444	102 718	5 074	152	1 282 742	67 755	3 855	54	1 277 702
5141	Groceries, general line -----	20	385 728	18 088	763	10	261 576	15 924	681	10	124 152
5142	Packaged frozen foods -----	26	340 862	8 461	315	15	187 390	4 512	185	11	153 472
5143	Dairy products, except dried or canned -----	6	(D)	(D)	BB	3	(D)	(D)	BB	3	11 048
5144	Poultry and poultry products -----	3	(D)	(D)	CC	3	(D)	(D)	CC	—	—
5145	Confectionery -----	17	122 437	8 826	348	14	(D)	(D)	EE	3	(D)

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

VIRGINIA VA-33

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)
NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA — Con.											
51	Nondurable goods — Con.										
514	Groceries and related products — Con.										
5146	Fish and seafoods	48	134 441	8 801	849	48	134 441	8 801	849	—	—
5147	Meats and meat products	18	417 834	8 150	329	11	(D)	(D)	EE	7	(D)
5148	Fresh fruits and vegetables	10	43 152	5 437	285	8	(D)	(D)	EE	2	(D)
5149	Groceries and related products, n.e.c.	58	1 049 341	40 356	2 003	40	401 300	16 310	1 172	18	648 041
515	Farm-product raw materials	22	426 017	8 067	371	16	193 487	6 750	346	6	232 530
5153	Grain and field beans	11	168 416	2 963	97	9	(D)	(D)	BB	2	(D)
5154	Livestock	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
5159	Farm-product raw materials, n.e.c.	8	(D)	(D)	EE	5	(D)	(D)	CC	3	199 900
516	Chemicals and allied products	50	285 285	29 122	843	40	265 313	27 450	785	10	19 972
5162	Plastics materials and basic forms and shapes	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
5169	Chemicals and allied products, n.e.c.	41	(D)	(D)	FF	32	(D)	(D)	FF	9	(D)
517	Petroleum and petroleum products	63	714 432	21 137	844	49	329 477	16 968	721	14	384 955
5171	Petroleum bulk stations and terminals	49	628 322	18 154	729	36	(D)	(D)	FF	13	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	14	86 110	2 983	115	13	(D)	(D)	CC	1	(D)
518	Beer, wine, and distilled alcoholic beverages	11	224 203	24 829	902	10	(D)	(D)	FF	1	(D)
5181	Beer and ale	6	172 575	17 552	641	6	172 575	17 552	641	—	—
5182	Wine and distilled alcoholic beverages	5	51 628	7 277	261	4	(D)	(D)	EE	1	(D)
519	Miscellaneous nondurable goods	152	313 050	24 206	1 405	125	(D)	(D)	GG	27	(D)
5191	Farm supplies	25	95 541	3 676	207	21	90 004	3 237	185	4	5 537
5192	Books, periodicals, and newspapers	15	24 751	2 457	142	14	(D)	(D)	CC	1	(D)
5193	Flowers, nursery stock, and florists' supplies	12	15 216	2 205	154	11	(D)	(D)	CC	1	(D)
5194	Tobacco and tobacco products	5	72 220	2 733	160	5	72 220	2 733	160	—	—
5198	Paints, varnishes, and supplies	39	41 637	6 210	289	24	23 783	4 496	230	15	17 854
5199	Nondurable goods, n.e.c.	56	63 685	6 925	453	50	(D)	(D)	EE	6	(D)
RICHMOND-PETERSBURG, VA MSA											
	Wholesale trade	1 970	14 389 575	802 034	26 347	1 494	7 092 110	547 298	19 534	476	7 297 465
50	Durable goods	1 388	6 098 418	479 718	15 194	1 058	3 325 232	342 252	12 000	330	2 773 186
501	Motor vehicles and motor vehicle parts and supplies	207	617 331	50 408	2 247	180	(D)	(D)	GG	27	(D)
5012	Automobiles and other motor vehicles	35	(D)	(D)	FF	30	(D)	(D)	EE	5	(D)
5013	Motor vehicle supplies and new parts	117	323 645	26 195	1 236	99	242 981	21 099	993	18	80 664
5014	Tires and tubes	26	(D)	(D)	CC	22	40 344	3 737	(D)	4	(D)
5015	Motor vehicle parts, used	29	(D)	(D)	CC	29	(D)	(D)	CC	—	—
502	Furniture and homefurnishings	87	(D)	(D)	FF	65	(D)	(D)	FF	22	(D)
5021	Furniture	48	106 392	13 251	543	32	84 225	12 361	504	16	22 167
5023	Homefurnishings	39	(D)	(D)	EE	33	(D)	(D)	CC	6	(D)
503	Lumber and other construction materials	106	550 004	38 465	1 349	79	356 993	29 166	1 068	27	193 011
5031	Lumber, plywood, millwork, and wood panels	41	311 772	18 889	692	32	(D)	(D)	FF	9	(D)
5032	Brick, stone, and related construction materials	16	46 279	4 467	146	13	(D)	(D)	CC	3	(D)
5033	Roofing, siding, and insulation materials	29	135 775	10 340	297	24	(D)	(D)	EE	5	(D)
5039	Construction materials, n.e.c.	20	56 178	4 769	214	10	(D)	(D)	CC	10	(D)
504	Professional and commercial equipment and supplies	212	969 881	105 238	2 587	172	363 111	49 399	1 553	40	606 770
5043	Photographic equipment and supplies	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5044	Office equipment	44	110 070	23 731	684	35	34 705	10 622	393	9	75 365
5045	Computers and computer peripheral equipment and software	63	521 050	51 654	1 035	52	135 095	16 662	438	11	385 955
5046	Commercial equipment, n.e.c.	24	(D)	(D)	CC	22	(D)	(D)	CC	2	(D)
5047	Medical, dental, and hospital equipment and supplies	58	262 493	19 457	490	42	122 534	12 191	351	16	139 959
5048	Ophthalmic goods	6	17 708	3 197	105	5	(D)	(D)	CC	1	(D)
5049	Professional equipment and supplies, n.e.c.	12	(D)	(D)	BB	11	(D)	(D)	BB	1	(D)
505	Metals and minerals, except petroleum	48	1 261 401	30 643	642	36	(D)	(D)	FF	12	(D)
5051	Metals service centers and offices	39	474 905	26 453	600	30	(D)	(D)	FF	9	(D)
5052	Coal and other minerals and ores	9	786 496	4 190	42	6	(D)	(D)	AA	3	(D)
506	Electrical goods	169	786 973	56 183	1 630	89	347 837	32 889	1 079	80	439 136
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	112	444 994	34 303	1 031	56	184 996	19 677	672	56	259 998
5064	Electrical appliances, television and radio sets	18	195 075	7 952	243	10	116 049	6 600	204	8	79 026
5065	Electronic parts and equipment, n.e.c.	39	146 904	13 928	356	23	46 792	6 612	203	16	100 112
507	Hardware, and plumbing and heating equipment and supplies	127	454 930	41 494	1 491	98	254 115	32 989	1 249	29	200 815
5072	Hardware	31	147 551	13 228	516	24	47 652	9 014	402	7	99 899
5074	Plumbing and heating equipment and supplies (hydronics)	53	195 243	14 263	521	38	(D)	(D)	EE	15	(D)
5075	Warm air heating and air-conditioning equipment and supplies	33	85 256	9 605	311	27	(D)	(D)	EE	6	(D)
5078	Refrigeration equipment and supplies	10	26 880	4 398	143	9	(D)	(D)	CC	1	(D)

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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)
RICHMOND-PETERSBURG, VA MSA—Con.											
50	Durable goods —Con.										
508	Machinery, equipment, and supplies -----	329	1 049 922	114 925	3 507	256	724 241	90 558	2 995	73	325 681
5082	Construction and mining (except petroleum) machinery and equipment -----	34	114 454	11 385	370	28	102 256	10 368	335	6	12 198
5083	Farm and garden machinery and equipment -----	22	55 779	6 149	248	21	(D)	(D)	CC	1	(D)
5084	Industrial machinery and equipment -----	160	546 061	60 862	1 532	114	355 137	42 403	1 152	46	190 924
5085	Industrial supplies -----	80	263 383	25 805	730	63	154 193	21 383	647	17	109 190
5087	Service establishment equipment and supplies -----	29	65 304	10 105	603	26	(D)	(D)	FF	3	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	4	4 941	619	24	4	4 941	619	24	—	—
509	Miscellaneous durable goods -----	103	(D)	(D)	FF	83	(D)	(D)	FF	20	(D)
5091	Sporting and recreational goods and supplies -----	14	12 091	1 327	57	10	7 605	1 182	49	4	4 486
5092	Toys and hobby goods and supplies -----	5	21 415	1 474	77	5	21 415	1 474	77	—	—
5093	Scrap and waste materials -----	29	91 859	10 238	446	28	(D)	(D)	EE	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	13	19 557	1 371	58	12	(D)	(D)	BB	1	(D)
5099	Durable goods, n.e.c. -----	42	(D)	(D)	EE	28	(D)	(D)	EE	14	(D)
51	Nondurable goods -----	582	8 291 157	322 316	11 153	436	3 766 878	205 046	7 534	146	4 524 279
511	Paper and paper products -----	95	372 552	33 128	1 131	76	226 184	23 507	872	19	146 368
5111	Printing and writing paper -----	11	129 421	7 966	262	8	(D)	(D)	CC	3	(D)
5112	Stationery and office supplies -----	65	143 785	16 788	651	52	104 238	13 730	559	13	39 547
5113	Industrial and personal service paper -----	19	99 346	8 374	218	16	(D)	(D)	CC	3	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	22	448 398	12 194	389	20	(D)	(D)	CC	2	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	22	448 398	12 194	389	20	(D)	(D)	CC	2	(D)
513	Apparel, piece goods, and notions -----	27	(D)	(D)	EE	23	(D)	(D)	EE	4	(D)
5131	Piece goods, notions, and other dry goods -----	6	4 879	583	39	6	4 879	583	39	—	—
5136	Men's and boys' clothing and furnishings -----	9	(D)	(D)	CC	7	(D)	(D)	CC	2	(D)
5137	Women's, children's, and infants' clothing and accessories -----	7	(D)	(D)	AA	6	(D)	(D)	AA	1	(D)
5139	Footwear -----	5	(D)	(D)	BB	4	(D)	(D)	BB	1	(D)
514	Groceries and related products -----	133	2 392 912	96 924	3 576	86	1 390 744	64 379	2 364	47	1 002 168
5141	Groceries, general line -----	19	1 212 494	47 452	1 671	14	(D)	(D)	GG	5	(D)
5142	Packaged frozen foods -----	11	420 239	4 854	151	5	(D)	(D)	AA	6	(D)
5143	Dairy products, except dried or canned -----	7	(D)	(D)	BB	2	(D)	(D)	AA	5	(D)
5144	Poultry and poultry products -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5145	Confectionery -----	11	79 978	6 855	320	6	29 045	1 723	51	5	50 933
5146	Fish and seafoods -----	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5147	Meats and meat products -----	6	57 989	1 949	77	5	(D)	(D)	BB	1	(D)
5148	Fresh fruits and vegetables -----	11	57 321	5 763	233	11	57 321	5 763	233	—	—
5149	Groceries and related products, n.e.c. -----	60	(D)	(D)	FF	35	(D)	(D)	EE	25	(D)
515	Farm-product raw materials -----	19	961 737	24 579	540	17	(D)	(D)	FF	2	(D)
5153	Grain and field beans -----	7	163 434	2 079	53	6	(D)	(D)	BB	1	(D)
5154	Livestock -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5159	Farm-product raw materials, n.e.c. -----	9	(D)	(D)	EE	8	771 283	22 290	(D)	1	(D)
516	Chemicals and allied products -----	57	683 947	38 513	903	36	141 317	24 260	515	21	542 630
5162	Plastics materials and basic forms and shapes -----	14	115 331	2 888	122	8	9 305	824	42	6	106 026
5169	Chemicals and allied products, n.e.c. -----	43	568 616	35 625	781	28	132 012	23 436	473	15	436 604
517	Petroleum and petroleum products -----	43	1 046 155	14 585	594	32	413 391	11 208	503	11	632 764
5171	Petroleum bulk stations and terminals -----	31	959 100	11 724	403	21	(D)	(D)	EE	10	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	12	87 055	2 861	191	11	(D)	(D)	CC	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	24	177 303	17 090	602	20	(D)	(D)	FF	4	(D)
5181	Beer and ale -----	12	108 423	11 736	399	12	108 423	11 736	399	—	—
5182	Wine and distilled alcoholic beverages -----	12	68 880	5 354	203	8	(D)	(D)	CC	4	(D)
519	Miscellaneous nondurable goods -----	162	(D)	(D)	HH	126	(D)	(D)	GG	36	(D)
5191	Farm supplies -----	36	119 037	6 301	343	35	(D)	(D)	EE	1	(D)
5192	Books, periodicals, and newspapers -----	16	142 015	11 349	525	7	(D)	(D)	EE	9	(D)
5193	Flowers, nursery stock, and florists' supplies -----	10	13 262	2 139	110	10	13 262	2 139	110	—	—
5194	Tobacco and tobacco products -----	4	(D)	(D)	GG	3	(D)	(D)	CC	1	(D)
5198	Paints, varnishes, and supplies -----	21	23 833	3 145	131	6	7 712	1 416	63	15	16 121
5199	Nondurable goods, n.e.c. -----	75	(D)	(D)	FF	65	(D)	(D)	FF	10	(D)
ROANOKE, VA MSA											
Wholesale trade -----		601	2 738 161	192 949	7 651	496	1 723 376	154 531	6 271	105	1 014 785
50	Durable goods -----	445	1 143 717	130 190	5 020	380	914 517	106 980	4 412	65	229 200
501	Motor vehicles and motor vehicle parts and supplies -----	75	(D)	(D)	GG	70	(D)	(D)	FF	5	(D)
5012	Automobiles and other motor vehicles -----	13	(D)	(D)	CC	11	(D)	(D)	CC	2	(D)
5013	Motor vehicle supplies and new parts -----	43	(D)	(D)	FF	41	(D)	(D)	FF	2	(D)
5014	Tires and tubes -----	9	(D)	(D)	CC	8	(D)	(D)	CC	1	(D)
5015	Motor vehicle parts, used -----	10	3 783	813	50	10	3 783	813	50	—	—
502	Furniture and homefurnishings -----	18	(D)	(D)	CC	17	(D)	(D)	CC	1	(D)
5021	Furniture -----	8	(D)	(D)	BB	7	(D)	(D)	BB	1	(D)
5023	Homefurnishings -----	10	10 740	913	52	10	10 740	913	52	—	—

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

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						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)
ROANOKE, VA MSA – Con.											
50	Durable goods – Con.										
503	Lumber and other construction materials -----	28	102 870	6 773	298	24	99 688	6 578	290	4	3 182
5031	Lumber, plywood, millwork, and wood panels -----	12	70 464	3 470	156	11	(D)	(D)	CC	1	(D)
5032	Brick, stone, and related construction materials ---	3	(D)	(D)	AA	1	(D)	(D)	AA	2	(D)
5033	Roofing, siding, and insulation materials -----	7	18 028	1 348	50	7	18 028	1 348	50	–	–
5039	Construction materials, n.e.c. -----	6	(D)	(D)	BB	5	(D)	(D)	BB	1	(D)
504	Professional and commercial equipment and supplies -----	72	149 571	26 239	768	56	75 928	12 785	496	16	73 643
5043	Photographic equipment and supplies -----	2	(D)	(D)	AA	2	(D)	(D)	AA	–	–
5044	Office equipment -----	22	33 901	7 854	259	19	(D)	(D)	CC	3	(D)
5045	Computers and computer peripheral equipment and software -----	21	54 231	10 608	247	12	13 790	1 736	75	9	40 441
5046	Commercial equipment, n.e.c. -----	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
5047	Medical, dental, and hospital equipment and supplies -----	13	36 390	4 170	134	11	(D)	(D)	CC	2	(D)
5048	Ophthalmic goods -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5049	Professional equipment and supplies, n.e.c. ----	6	(D)	(D)	BB	5	(D)	(D)	BB	1	(D)
505	Metals and minerals, except petroleum -----	19	97 499	4 558	172	12	(D)	(D)	CC	7	(D)
5051	Metals service centers and offices -----	11	(D)	(D)	CC	6	(D)	(D)	CC	5	21 671
5052	Coal and other minerals and ores -----	8	(D)	(D)	BB	6	7 094	276	(D)	2	(D)
506	Electrical goods -----	45	114 152	9 312	396	35	88 284	8 005	353	10	25 868
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	28	89 399	6 289	245	18	63 531	4 982	202	10	25 868
5064	Electrical appliances, television and radio sets ---	4	19 042	1 678	84	4	19 042	1 678	84	–	–
5065	Electronic parts and equipment, n.e.c. -----	13	5 711	1 345	67	13	5 711	1 345	67	–	–
507	Hardware, and plumbing and heating equipment and supplies -----	40	122 557	13 413	526	35	114 398	12 911	517	5	8 159
5072	Hardware -----	13	35 132	5 133	232	11	(D)	(D)	CC	2	(D)
5074	Plumbing and heating equipment and supplies (hydronics)-----	7	20 651	2 095	85	7	20 651	2 095	85	–	–
5075	Warm air heating and air-conditioning equipment and supplies -----	17	64 428	5 688	191	14	(D)	(D)	CC	3	(D)
5078	Refrigeration equipment and supplies -----	3	2 346	497	18	3	2 346	497	18	–	–
508	Machinery, equipment, and supplies -----	120	281 455	38 874	1 481	106	250 801	35 346	1 325	14	30 654
5082	Construction and mining (except petroleum) machinery and equipment -----	15	94 847	14 397	500	15	94 847	14 397	500	–	–
5083	Farm and garden machinery and equipment -----	9	12 429	1 399	78	9	12 429	1 399	78	–	–
5084	Industrial machinery and equipment -----	44	85 855	12 289	500	37	72 022	10 079	388	7	13 833
5085	Industrial supplies -----	31	54 655	7 091	249	28	48 905	6 406	230	3	5 750
5087	Service establishment equipment and supplies ---	19	(D)	(D)	CC	17	22 598	3 065	(D)	2	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	AA	–	–	–	(D)	2	(D)
509	Miscellaneous durable goods -----	28	(D)	(D)	CC	25	(D)	(D)	CC	3	(D)
5091	Sporting and recreational goods and supplies ---	4	8 655	716	23	3	(D)	(D)	BB	1	(D)
5092	Toys and hobby goods and supplies -----	–	–	–	–	–	–	–	–	–	–
5093	Scrap and waste materials -----	14	30 189	4 287	186	14	30 189	4 287	186	–	–
5094	Jewelry, watches, precious stones, and precious metals-----	3	1 162	151	7	3	1 162	151	7	–	–
5099	Durable goods, n.e.c. -----	7	(D)	(D)	AA	5	(D)	(D)	AA	2	(D)
51	Nondurable goods -----	156	1 594 444	62 759	2 631	116	808 859	47 551	1 859	40	785 585
511	Paper and paper products -----	24	69 705	8 360	315	19	(D)	(D)	EE	5	(D)
5111	Printing and writing paper -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5112	Stationery and office supplies -----	19	(D)	(D)	CC	15	(D)	(D)	CC	4	(D)
5113	Industrial and personal service paper -----	4	(D)	(D)	CC	3	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	4	(D)	(D)	BB	3	(D)	(D)	BB	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -	4	(D)	(D)	BB	3	(D)	(D)	BB	1	(D)
513	Apparel, piece goods, and notions -----	5	(D)	(D)	CC	1	(D)	(D)	AA	4	(D)
5131	Piece goods, notions, and other dry goods -----	1	(D)	(D)	AA	–	–	–	(D)	1	(D)
5136	Men's and boys' clothing and furnishings -----	2	(D)	(D)	AA	–	–	–	(D)	2	(D)
5137	Women's, children's, and infants' clothing and accessories -----	2	(D)	(D)	CC	1	(D)	(D)	AA	1	(D)
5139	Footwear -----	–	–	–	–	–	–	–	–	–	–
514	Groceries and related products -----	47	619 508	26 366	1 161	28	379 934	17 866	670	19	239 574
5141	Groceries, general line -----	9	138 141	5 208	199	5	(D)	(D)	CC	4	(D)
5142	Packaged frozen foods -----	4	(D)	(D)	EE	2	(D)	(D)	EE	2	(D)
5143	Dairy products, except dried or canned -----	5	(D)	(D)	BB	3	(D)	(D)	AA	2	(D)
5144	Poultry and poultry products -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5145	Confectionery -----	4	(D)	(D)	CC	2	(D)	(D)	AA	2	(D)
5146	Fish and seafoods -----	2	(D)	(D)	AA	2	(D)	(D)	AA	–	–
5147	Meats and meat products -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5148	Fresh fruits and vegetables -----	6	18 023	1 386	87	4	(D)	(D)	BB	2	(D)
5149	Groceries and related products, n.e.c. -----	15	185 887	6 516	269	8	(D)	(D)	CC	7	(D)
515	Farm-product raw materials -----	2	(D)	(D)	BB	1	(D)	(D)	AA	1	(D)
5153	Grain and field beans -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5154	Livestock -----	1	(D)	(D)	BB	–	–	–	(D)	1	(D)
5159	Farm-product raw materials, n.e.c. -----	–	–	–	–	–	–	–	–	–	–
516	Chemicals and allied products -----	22	43 526	5 236	152	18	28 345	3 327	112	4	15 181
5162	Plastics materials and basic forms and shapes ---	3	9 716	1 172	25	3	9 716	1 172	25	–	–
5169	Chemicals and allied products, n.e.c. -----	19	33 810	4 064	127	15	18 629	2 155	87	4	15 181
517	Petroleum and petroleum products -----	15	376 001	4 452	180	12	95 712	4 014	169	3	280 289
5171	Petroleum bulk stations and terminals -----	10	318 579	1 712	75	7	38 290	1 274	64	3	280 289
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5	57 422	2 740	105	5	57 422	2 740	105	–	–

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)
ROANOKE, VA MSA — Con.											
51	Nondurable goods — Con.										
518	Beer, wine, and distilled alcoholic beverages -----	4	51 171	6 430	230	4	51 171	6 430	230	—	—
5181	Beer and ale -----	3	(D)	(D)	CC	3	(D)	(D)	CC	—	—
5182	Wine and distilled alcoholic beverages -----	1	(D)	(D)	BB	1	(D)	(D)	BB	—	—
519	Miscellaneous nondurable goods -----	33	(D)	(D)	EE	30	(D)	(D)	EE	3	(D)
5191	Farm supplies -----	11	78 805	2 669	123	11	78 805	2 669	123	—	—
5192	Books, periodicals, and newspapers -----	3	(D)	(D)	BB	2	(D)	(D)	BB	1	(D)
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)	(D)	BB	—	—
5198	Paints, varnishes, and supplies -----	2	(D)	(D)	AA	—	(D)	(D)	(D)	—	(D)
5199	Nondurable goods, n.e.c. -----	11	(D)	(D)	BB	11	(D)	(D)	BB	2	—
WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA											
	Wholesale trade -----	9 294	71 488 741	4 426 658	133 059	7 521	36 332 903	2 937 651	98 830	1 773	35 155 838
50	Durable goods -----	6 392	45 299 198	3 029 132	85 290	5 235	(D)	(D)	LL	1 157	(D)
501	Motor vehicles and motor vehicle parts and supplies -----	900	(D)	(D)	JJ	847	(D)	(D)	II	53	(D)
5012	Automobiles and other motor vehicles -----	156	(D)	(D)	HH	136	(D)	(D)	GG	20	(D)
5013	Motor vehicle supplies and new parts -----	557	1 681 655	132 829	5 642	530	(D)	(D)	II	27	(D)
5014	Tires and tubes -----	73	(D)	(D)	FF	67	(D)	(D)	FF	6	(D)
5015	Motor vehicle parts, used -----	114	(D)	(D)	GG	114	(D)	(D)	GG	—	—
502	Furniture and homefurnishings -----	460	(D)	(D)	II	360	(D)	(D)	HH	100	(D)
5021	Furniture -----	231	(D)	(D)	HH	163	(D)	(D)	GG	68	(D)
5023	Homefurnishings -----	229	(D)	(D)	GG	197	(D)	(D)	GG	32	(D)
503	Lumber and other construction materials -----	440	1 980 560	183 516	6 056	365	(D)	(D)	II	75	(D)
5031	Lumber, plywood, millwork, and wood panels -----	184	1 104 600	99 479	3 416	166	(D)	(D)	HH	18	(D)
5032	Brick, stone, and related construction materials -----	83	260 614	20 611	645	57	(D)	(D)	EE	26	(D)
5033	Roofing, siding, and insulation materials -----	76	341 549	26 915	815	61	(D)	(D)	FF	15	(D)
5039	Construction materials, n.e.c. -----	97	273 797	36 511	1 180	81	196 480	29 535	983	16	77 317
504	Professional and commercial equipment and supplies -----	1 374	10 808 819	1 201 443	27 782	1 110	(D)	(D)	JJ	264	(D)
5043	Photographic equipment and supplies -----	38	(D)	(D)	FF	30	94 393	11 794	(D)	8	(D)
5044	Office equipment -----	208	1 126 267	202 286	5 351	168	(D)	(D)	HH	40	(D)
5045	Computers and computer peripheral equipment and software -----	679	(D)	(D)	JJ	551	(D)	(D)	II	128	(D)
5046	Commercial equipment, n.e.c. -----	118	(D)	(D)	GG	104	213 643	30 501	(D)	14	(D)
5047	Medical, dental, and hospital equipment and supplies -----	216	(D)	(D)	HH	167	(D)	(D)	GG	49	(D)
5048	Ophthalmic goods -----	32	(D)	(D)	EE	26	(D)	(D)	EE	6	(D)
5049	Professional equipment and supplies, n.e.c. -----	83	(D)	(D)	FF	64	(D)	(D)	FF	19	(D)
505	Metals and minerals, except petroleum -----	149	1 750 061	68 168	1 988	116	(D)	(D)	GG	33	(D)
5051	Metals service centers and offices -----	134	(D)	(D)	GG	105	1 181 915	48 294	(D)	29	(D)
5052	Coal and other minerals and ores -----	15	(D)	(D)	CC	11	(D)	(D)	BB	4	56 251
506	Electrical goods -----	928	6 361 303	469 602	12 218	624	(D)	(D)	II	304	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	388	(D)	(D)	HH	275	(D)	(D)	HH	113	(D)
5064	Electrical appliances, television and radio sets -----	86	(D)	(D)	GG	61	412 519	28 646	(D)	25	(D)
5065	Electronic parts and equipment, n.e.c. -----	454	(D)	(D)	II	288	(D)	(D)	HH	166	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	561	(D)	(D)	II	472	(D)	(D)	II	89	(D)
5072	Hardware -----	159	(D)	(D)	GG	134	1 097 387	48 889	(D)	25	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	217	(D)	(D)	GG	184	(D)	(D)	GG	33	365 311
5075	Warm air heating and air-conditioning equipment and supplies -----	166	(D)	(D)	GG	139	(D)	(D)	GG	27	(D)
5078	Refrigeration equipment and supplies -----	19	52 378	5 877	174	15	(D)	(D)	CC	4	(D)
508	Machinery, equipment, and supplies -----	1 037	4 529 807	358 778	10 274	871	(D)	(D)	II	166	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	103	627 825	48 761	1 336	93	279 150	39 133	1 181	10	348 675
5083	Farm and garden machinery and equipment -----	88	222 982	24 759	948	84	(D)	(D)	HH	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)

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)	Sales (\$1,000)
WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.											
51	Nondurable goods -----	2 902	26 189 543	1 397 526	47 769	2 286	(D)	(D)	KK	616	(D)
511	Paper and paper products -----	487	2 545 536	218 666	7 048	402	(D)	(D)	II	85	(D)
5111	Printing and writing paper -----	56	(D)	(D)	GG	43	(D)	(D)	GG	13	(D)
5112	Stationery and office supplies -----	337	(D)	(D)	HH	287	(D)	(D)	HH	50	272 727
5113	Industrial and personal service paper -----	94	(D)	(D)	GG	72	(D)	(D)	GG	22	(D)
512	Drugs, drug proprietaries, and druggists' sundries ---	100	(D)	(D)	HH	82	(D)	(D)	GG	18	1 436 303
5122	Drugs, drug proprietaries, and druggists' sundries _	100	(D)	(D)	HH	82	(D)	(D)	GG	18	1 436 303
513	Apparel, piece goods, and notions -----	208	(D)	(D)	GG	172	(D)	(D)	GG	36	(D)
5131	Piece goods, notions, and other dry goods -----	46	128 901	9 062	317	35	(D)	(D)	EE	11	(D)
5136	Men's and boys' clothing and furnishings -----	72	(D)	(D)	FF	60	132 763	13 547	(D)	12	(D)
5137	Women's, children's, and infants' clothing and accessories -----	62	(D)	(D)	EE	51	(D)	(D)	EE	11	(D)
5139	Footwear -----	28	278 493	11 818	231	26	(D)	(D)	CC	2	(D)
514	Groceries and related products -----	773	10 771 877	497 296	17 270	599	4 865 503	333 849	12 261	174	5 906 374
5141	Groceries, general line -----	84	(D)	(D)	HH	74	1 161 944	83 113	(D)	10	(D)
5142	Packaged frozen foods -----	72	(D)	(D)	GG	51	(D)	(D)	GG	21	(D)
5143	Dairy products, except dried or canned -----	40	(D)	(D)	FF	24	(D)	(D)	FF	16	(D)
5144	Poultry and poultry products -----	19	227 488	13 263	582	15	193 288	12 858	569	4	34 200
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
515	Farm-product raw materials -----	42	(D)	(D)	EE	28	(D)	(D)	CC	14	(D)
5153	Grain and field beans -----	12	(D)	(D)	BB	12	(D)	(D)	BB	-	-
5154	Livestock -----	16	72 089	1 250	196	9	(D)	(D)	BB	7	(D)
5159	Farm-product raw materials, n.e.c. -----	14	(D)	(D)	CC	7	(D)	(D)	BB	7	(D)
516	Chemicals and allied products -----	192	(D)	(D)	GG	154	(D)	(D)	GG	38	(D)
5162	Plastics materials and basic forms and shapes ---	33	(D)	(D)	EE	29	(D)	(D)	EE	4	(D)
5169	Chemicals and allied products, n.e.c. -----	159	(D)	(D)	GG	125	(D)	(D)	GG	34	(D)
517	Petroleum and petroleum products -----	144	3 839 180	104 308	3 344	117	(D)	(D)	HH	27	(D)
5171	Petroleum bulk stations and terminals -----	103	(D)	(D)	HH	82	(D)	(D)	GG	21	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	41	(D)	(D)	FF	35	(D)	(D)	FF	6	(D)
518	Beer, wine, and distilled alcoholic beverages -----	99	1 618 531	139 315	3 969	90	(D)	(D)	HH	9	(D)
5181	Beer and ale -----	55	(D)	(D)	GG	54	(D)	(D)	GG	1	(D)
5182	Wine and distilled alcoholic beverages -----	44	(D)	(D)	GG	36	(D)	(D)	GG	8	(D)
519	Miscellaneous nondurable goods -----	857	(D)	(D)	II	642	(D)	(D)	II	215	(D)
5191	Farm supplies -----	154	(D)	(D)	GG	140	(D)	(D)	GG	14	41 154
5192	Books, periodicals, and newspapers -----	109	(D)	(D)	HH	66	(D)	(D)	GG	43	(D)
5193	Flowers, nursery stock, and florists' supplies ---	84	(D)	(D)	FF	81	(D)	(D)	FF	3	(D)
5194	Tobacco and tobacco products -----	24	676 059	24 884	1 005	23	(D)	(D)	FF	1	(D)
5198	Paints, varnishes, and supplies -----	135	(D)	(D)	GG	41	92 902	10 531	(D)	94	(D)
5199	Nondurable goods, n.e.c. -----	351	607 768	52 219	1 986	291	(D)	(D)	GG	60	(D)
Baltimore, MD PMSA											
	Wholesale trade -----	3 927	32 740 250	1 750 435	57 027	3 128	18 286 549	1 296 494	44 930	799	14 453 701
(See appropriate State for SIC detail.)											
Hagerstown, MD PMSA											
	Wholesale trade -----	229	757 901	72 039	2 975	203	638 481	58 298	2 586	26	119 420
(See appropriate State for SIC detail.)											

Table 7. Summary Statistics for Metropolitan Areas: 1992 — Con.

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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)
	WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.									
	Washington, DC-MD-VA-WV PMSA—Con.									
51	Nondurable goods —Con.									
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	96 344
5148	Fresh fruits and vegetables -----	38	153 290	14 618	572	35	(D)	(D)	FF	(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	(D)
5159	Farm-product raw materials, n.e.c. -----	13	32 526	1 473	108	6	(D)	(D)	BB	(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	(D)
5169	Chemicals and allied products, n.e.c. -----	63	146 217	22 753	663	55	(D)	(D)	FF	(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)
	Wholesale trade -----	1 823	4 614 730	333 756	17 187	1 663	(D)	(D)	JJ	160 (D)
50	Durable goods -----	1 031	1 990 176	158 941	7 811	972	(D)	(D)	II	59 (D)
501	Motor vehicles and motor vehicle parts and supplies -----	296	(D)	(D)	GG	292	(D)	(D)	GG	4 (D)
5012	Automobiles and other motor vehicles -----	37	(D)	(D)	FF	35	(D)	(D)	EE	2 (D)
5013	Motor vehicle supplies and new parts -----	189	(D)	(D)	GG	187	(D)	(D)	GG	2 (D)
5014	Tires and tubes -----	29	(D)	(D)	EE	29	(D)	(D)	EE	—
5015	Motor vehicle parts, used -----	41	(D)	(D)	CC	41	(D)	(D)	CC	—
502	Furniture and home furnishings -----	28	(D)	(D)	EE	22	(D)	(D)	EE	6 (D)
5021	Furniture -----	22	(D)	(D)	EE	16	(D)	(D)	EE	6 (D)
5023	Home furnishings -----	6	2 042	188	15	6	2 042	188	15	—
503	Lumber and other construction materials -----	71	(D)	(D)	FF	62	(D)	(D)	FF	9 (D)
5031	Lumber, plywood, millwork, and wood panels -----	48	248 970	9 676	541	43	(D)	(D)	EE	5 (D)
5032	Brick, stone, and related construction materials -----	12	(D)	(D)	CC	11	(D)	(D)	CC	1 (D)
5033	Roofing, siding, and insulation materials -----	7	28 287	1 737	64	4	(D)	(D)	BB	3 (D)
5039	Construction materials, n.e.c. -----	4	(D)	(D)	AA	4	(D)	(D)	AA	—
504	Professional and commercial equipment and supplies -----	88	70 162	10 971	525	84	(D)	(D)	FF	4 (D)
5043	Photographic equipment and supplies -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—
5044	Office equipment -----	26	(D)	(D)	CC	26	(D)	(D)	CC	—
5045	Computers and computer peripheral equipment and software -----	35	18 909	2 607	158	33	(D)	(D)	CC	2 (D)
5046	Commercial equipment, n.e.c. -----	11	9 670	1 912	98	11	9 670	1 912	98	—
5047	Medical, dental, and hospital equipment and supplies -----	12	26 182	3 071	96	11	(D)	(D)	BB	1 (D)
5048	Ophthalmic goods -----	1	(D)	(D)	AA	—	—	—	—	1 (D)
5049	Professional equipment and supplies, n.e.c. -----	2	(D)	(D)	AA	2	(D)	(D)	AA	—
505	Metals and minerals, except petroleum -----	43	226 899	7 707	308	40	217 517	7 151	272	3 9 382
5051	Metals service centers and offices -----	14	(D)	(D)	CC	12	(D)	(D)	CC	2 (D)
5052	Coal and other minerals and ores -----	29	(D)	(D)	CC	28	(D)	(D)	CC	1 (D)

VA-40 VIRGINIA

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

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)
	Wholesale trade —Con.										
50	Durable goods —Con.										
506	Electrical goods	70	(D)	(D)	FF	65	(D)	(D)	FF	5	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	44	85 247	7 205	331	39	(D)	(D)	EE	5	(D)
5064	Electrical appliances, television and radio sets	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5065	Electronic parts and equipment, n.e.c.	21	24 783	5 575	213	21	24 783	5 575	213	—	—
507	Hardware, and plumbing and heating equipment and supplies	70	(D)	(D)	FF	68	(D)	(D)	EE	2	(D)
5072	Hardware	17	(D)	(D)	CC	16	27 872	2 523	121	1	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	40	(D)	(D)	EE	39	(D)	(D)	EE	1	(D)
5075	Warm air heating and air-conditioning equipment and supplies	12	(D)	(D)	BB	12	(D)	(D)	BB	—	—
5078	Refrigeration equipment and supplies	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
508	Machinery, equipment, and supplies	281	505 078	47 690	2 131	261	473 258	45 178	2 061	20	31 820
5082	Construction and mining (except petroleum) machinery and equipment	56	194 851	13 810	567	50	180 714	12 474	524	6	14 137
5083	Farm and garden machinery and equipment	93	(D)	(D)	FF	93	(D)	(D)	FF	—	—
5084	Industrial machinery and equipment	44	(D)	(D)	EE	41	(D)	(D)	EE	3	(D)
5085	Industrial supplies	59	(D)	(D)	EE	50	(D)	(D)	EE	9	10 363
5087	Service establishment equipment and supplies	20	(D)	(D)	CC	19	(D)	(D)	CC	1	(D)
5088	Transportation equipment and supplies, except motor vehicles	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
509	Miscellaneous durable goods	84	(D)	(D)	EE	78	(D)	(D)	EE	6	(D)
5091	Sporting and recreational goods and supplies	9	15 993	998	42	7	(D)	(D)	BB	2	(D)
5092	Toys and hobby goods and supplies	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5093	Scrap and waste materials	34	(D)	(D)	EE	34	(D)	(D)	EE	—	—
5094	Jewelry, watches, precious stones, and precious metals	6	(D)	(D)	AA	5	(D)	(D)	AA	1	(D)
5099	Durable goods, n.e.c.	32	(D)	(D)	CC	29	(D)	(D)	CC	3	(D)
51	Nondurable goods	792	2 624 554	174 815	9 376	691	(D)	(D)	11	101	(D)
511	Paper and paper products	49	(D)	(D)	EE	47	(D)	(D)	EE	2	(D)
5111	Printing and writing paper	4	(D)	(D)	BB	4	(D)	(D)	BB	—	—
5112	Stationery and office supplies	38	(D)	(D)	EE	37	(D)	(D)	EE	1	(D)
5113	Industrial and personal service paper	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries	18	(D)	(D)	EE	17	(D)	(D)	EE	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	18	(D)	(D)	EE	17	(D)	(D)	EE	1	(D)
513	Apparel, piece goods, and notions	25	92 448	5 783	305	22	(D)	(D)	CC	3	(D)
5131	Piece goods, notions, and other dry goods	7	(D)	(D)	AA	6	(D)	(D)	AA	1	(D)
5136	Men's and boys' clothing and furnishings	13	(D)	(D)	EE	12	(D)	(D)	CC	1	(D)
5137	Women's, children's, and infants' clothing and accessories	5	(D)	(D)	BB	4	(D)	(D)	BB	1	(D)
5139	Footwear	—	—	—	—	—	—	—	—	—	—
514	Groceries and related products	176	(D)	(D)	HH	133	(D)	(D)	GG	43	(D)
5141	Groceries, general line	14	(D)	(D)	EE	14	(D)	(D)	EE	—	—
5142	Packages, frozen foods	6	(D)	(D)	EE	5	(D)	(D)	EE	1	(D)
5143	Dairy products, except dried or canned	15	(D)	(D)	CC	3	(D)	(D)	BB	12	29 638
5144	Poultry and poultry products	5	(D)	(D)	CC	4	(D)	(D)	CC	1	(D)
5145	Confectionery	16	(D)	(D)	CC	13	(D)	(D)	BB	3	(D)
5146	Fish and seafoods	42	(D)	(D)	FF	40	(D)	(D)	EE	2	(D)
5147	Meats and meat products	8	(D)	(D)	BB	8	(D)	(D)	BB	—	—
5148	Fresh fruits and vegetables	25	62 886	4 393	223	21	50 651	4 118	212	4	12 235
5149	Groceries and related products, n.e.c.	45	257 654	20 624	816	25	139 338	10 624	470	20	118 316
515	Farm-product raw materials	68	348 383	8 531	657	41	157 756	6 360	363	27	190 627
5153	Grain and field beans	19	79 575	2 489	111	18	(D)	(D)	CC	1	(D)
5154	Livestock	26	166 214	2 673	299	12	20 456	1 015	62	14	145 758
5159	Farm-product raw materials, n.e.c.	23	102 594	3 369	247	11	(D)	(D)	CC	12	(D)
516	Chemicals and allied products	36	96 901	7 400	293	26	(D)	(D)	CC	10	(D)
5162	Plastics materials and basic forms and shapes	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
5169	Chemicals and allied products, n.e.c.	32	(D)	(D)	EE	23	(D)	(D)	CC	9	(D)
517	Petroleum and petroleum products	142	(D)	(D)	GG	140	(D)	(D)	GG	2	(D)
5171	Petroleum bulk stations and terminals	131	(D)	(D)	GG	129	(D)	(D)	GG	2	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	11	(D)	(D)	BB	11	(D)	(D)	BB	—	—
518	Beer, wine, and distilled alcoholic beverages	25	(D)	(D)	EE	25	(D)	(D)	EE	—	—
5181	Beer and ale	24	(D)	(D)	EE	24	(D)	(D)	EE	—	—
5182	Wine and distilled alcoholic beverages	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
519	Miscellaneous nondurable goods	253	457 320	35 758	2 118	240	439 004	34 014	2 022	13	18 316
5191	Farm supplies	179	311 795	26 747	1 550	169	(D)	(D)	GG	10	(D)
5192	Books, periodicals, and newspapers	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
5193	Flowers, nursery stock, and florists' supplies	10	(D)	(D)	BB	10	(D)	(D)	BB	—	—
5194	Tobacco and tobacco products	12	(D)	(D)	CC	3	(D)	(D)	CC	—	—
5198	Paints, varnishes, and supplies	3	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5199	Nondurable goods, n.e.c.	42	(D)	(D)	EE	40	(D)	(D)	EE	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 ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
Virginia	(X)	51 453 045	51 453 045	100.0	Virginia—Con.				
Richmond (IC)	1	5 347 914	5 347 914	10.4	Leesburg	36	64 729	24 342 393	47.3
Norfolk (IC)	2	3 137 365	8 485 279	16.5	Christiansburg	37	53 847	24 396 240	47.4
Alexandria (IC)	3	1 964 818	10 450 097	20.3	Colonial Heights (IC)	38	50 970	24 447 210	47.5
Virginia Beach (IC)	4	1 559 066	12 009 163	23.3	Blackstone	39	45 843	24 493 053	47.6
Herndon	5	1 434 189	13 443 352	26.1	Warrenton	40	43 779	24 536 832	47.7
Chesapeake (IC)	6	1 359 325	14 802 677	28.8	Vinton	41	41 347	24 578 179	47.8
Roanoke (IC)	7	1 321 430	16 124 107	31.3	South Hill	42	39 728	24 617 907	47.8
Salem (IC)	8	755 194	16 879 301	32.8	Emporia (IC)	43	38 768	24 656 675	47.9
Fredericksburg (IC)	9	668 745	17 548 046	34.1	Pulaski	44	37 516	24 694 191	48.0
Suffolk (IC)	10	661 074	18 209 120	35.4	Waynesboro (IC)	45	36 496	24 730 687	48.1
Ashland	11	628 031	18 837 151	36.6	Farmville ▲	46	30 716	24 761 403	48.1
Fairfax (IC)	12	588 055	19 425 206	37.8	Manassas Park (IC)	47	28 258	24 789 661	48.2
Newport News (IC)	13	512 957	19 938 163	38.8	Wise	48	27 881	24 817 542	48.2
Manassas (IC)	14	483 881	20 422 044	39.7	Radford (IC)	49	27 135	24 844 677	48.3
Bristol (IC)	15	471 011	20 893 055	40.6	Galax (IC)	50	25 941	24 870 618	48.3
Lynchburg (IC)	16	391 605	21 284 660	41.4	Big Stone Gap	51	24 704	24 895 322	48.4
Winchester (IC)	17	351 648	21 636 308	42.1	Covington (IC)	52	24 419	24 919 741	48.4
Hampton (IC)	18	273 163	21 909 471	42.6	Lexington (IC)	53	23 299	24 943 040	48.5
Charlottesville (IC)	19	263 141	22 172 612	43.1	Orange	54	23 269	24 966 309	48.5
Norton (IC)	20	237 798	22 410 410	43.6	Richlands	55	23 199	24 989 508	48.6
Danville (IC)	21	214 723	22 625 133	44.0	Tazewell	56	21 640	25 011 148	48.6
Abingdon	22	209 526	22 834 659	44.4	Rocky Mount	57	19 607	25 030 755	48.6
Portsmouth (IC)	23	190 397	23 025 056	44.7	Marion	58	15 257	25 046 012	48.7
Petersburg (IC)	24	158 603	23 183 659	45.1	Dumfries	59	11 360	25 057 372	48.7
Vienna	25	146 888	23 330 547	45.3	Clifton Forge (IC)	60	8 799	25 066 171	48.7
Harrisonburg (IC)	26	145 289	23 475 836	45.6	Lebanon	61	6 130	25 072 301	48.7
Martinsville (IC)	27	144 157	23 619 993	45.9	Bridgewater	62	6 039	25 078 340	48.7
Falls Church (IC)	28	119 518	23 739 511	46.1	Berryville	63	5 492	25 083 832	48.8
Bluefield	29	97 753	23 837 264	46.3	Woodstock	64	2 032	25 085 864	48.8
Hopewell (IC)	30	83 406	23 920 670	46.5	Strasburg	65	1 086	25 086 950	48.8
Franklin (IC)	31	79 207	23 999 877	46.6	Colonial Beach	(X)	-	25 086 950	48.8
Culpeper	32	74 947	24 074 824	46.8	Altavista	(X)	(D)	(X)	(X)
Bedford (IC)	33	68 899	24 143 723	46.9	Blacksburg	(X)	(D)	(X)	(X)
Staunton (IC)	34	67 488	24 211 211	47.1	Buena Vista (IC)	(X)	(D)	(X)	(X)
South Boston (IC)	35	66 453	24 277 664	47.2	Chincoteague	(X)	(D)	(X)	(X)
					Front Royal	(X)	(D)	(X)	(X)
					Luray	(X)	(D)	(X)	(X)
					Poquoson (IC)	(X)	(D)	(X)	(X)
					Smithfield	(X)	(D)	(X)	(X)
					West Point	(X)	(D)	(X)	(X)
					Williamsburg (IC)	(X)	(D)	(X)	(X)
					Wytheville	(X)	(D)	(X)	(X)

¹Places 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 ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
Virginia	(X)	51 453 045	51 453 045	100.0	Virginia—Con.				
Fairfax	1	10 790 167	10 790 167	21.0	Manassas (IC)	21	483 881	41 399 229	80.5
Richmond (IC)	2	5 347 914	16 138 081	31.4	Rockingham	22	475 814	41 875 043	81.4
Henrico	3	3 340 677	19 478 758	37.9	Campbell	23	471 736	42 346 779	82.3
Norfolk (IC)	4	3 137 365	22 616 123	44.0	Bristol (IC)	24	471 011	42 817 790	83.2
Chesterfield	5	2 948 561	25 564 684	49.7	Lynchburg (IC)	25	391 605	43 209 395	84.0
Hanover	6	2 219 614	27 784 298	54.0	Winchester (IC)	26	351 648	43 561 043	84.7
Alexandria (IC)	7	1 964 818	29 749 116	57.8	Frederick	27	318 013	43 879 056	85.3
Virginia Beach (IC)	8	1 559 066	31 308 182	60.8	Tazewell	28	275 094	44 154 150	85.8
Chesapeake (IC)	9	1 359 325	32 667 507	63.5	Hampton (IC)	29	273 163	44 427 313	86.3
Roanoke (IC)	10	1 321 430	33 988 937	66.1	Bedford	30	271 478	44 698 791	86.9
Arlington	11	1 175 246	35 164 183	68.3	Charlottesville (IC)	31	263 141	44 961 932	87.4
Loudoun	12	830 638	35 994 821	70.0	Norton (IC)	32	237 798	45 199 730	87.8
Salem (IC)	13	755 194	36 750 015	71.4	Danville (IC)	33	214 723	45 414 453	88.3
Prince William	14	712 091	37 462 106	72.8	Augusta	34	204 518	45 618 971	88.7
Fredericksburg (IC)	15	668 745	38 130 851	74.1	Portsmouth (IC)	35	190 397	45 809 368	89.0
Suffolk (IC)	16	661 074	38 791 925	75.4	Petersburg (IC)	36	158 603	45 967 971	89.3
Fairfax (IC)	17	588 055	39 379 980	76.5	Botetourt	37	157 544	46 125 515	89.6
Washington	18	518 418	39 898 398	77.5	Stafford	38	151 515	46 277 030	89.9
Newport News (IC)	19	512 957	40 411 355	78.5	Buchanan	39	148 773	46 425 803	90.2
Roanoke	20	503 993	40 915 348	79.5	Harrisonburg (IC)	40	145 289	46 571 092	90.5

See footnotes at end of table.

Table 10. Counties Ranked by Volume of Sales: 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	Rank ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
Virginia—Con.					Virginia—Con.				
Fauquier -----	41	144 877	46 715 969	90.8	James City -----	86	29 724	49 664 723	96.5
Martinsville (IC) -----	42	144 157	46 860 126	91.1	Manassas Park (IC) -----	87	28 258	49 692 981	96.6
Wise -----	43	134 814	46 994 940	91.3	Radford (IC) -----	88	27 135	49 720 116	96.6
York -----	44	121 254	47 116 194	91.6	Northumberland -----	89	26 310	49 746 426	96.7
Falls Church (IC) -----	45	119 518	47 235 712	91.8	Madison -----	90	26 263	49 772 689	96.7
Mecklenburg -----	46	111 805	47 347 517	92.0	Galax (IC) -----	91	25 941	49 798 630	96.8
Montgomery -----	47	95 772	47 443 289	92.2	Middlesex -----	92	25 571	49 824 201	96.8
Culpeper -----	48	94 441	47 537 730	92.4	Westmoreland -----	93	24 730	49 848 931	96.9
Shenandoah -----	49	94 163	47 631 893	92.6	Caroline -----	94	24 593	49 873 524	96.9
Albemarle -----	50	91 109	47 723 002	92.8	Covington (IC) -----	95	24 419	49 897 943	97.0
Dinwiddie -----	51	87 201	47 810 203	92.9	Lexington (IC) -----	96	23 299	49 921 242	97.0
Pittsylvania -----	52	84 526	47 894 729	93.1	Carroll -----	97	22 718	49 943 960	97.1
Hopewell (IC) -----	53	83 406	47 978 135	93.2	Greensville -----	98	22 105	49 966 065	97.1
Henry -----	54	81 371	48 059 506	93.4	Russell -----	99	21 559	49 987 624	97.2
Amherst -----	55	80 023	48 139 529	93.6	Louisa -----	100	21 321	50 008 945	97.2
Franklin (IC) -----	56	79 207	48 218 736	93.7	Halifax -----	101	20 952	50 029 897	97.2
Pulaski -----	57	78 159	48 296 895	93.9	King George -----	102	19 917	50 049 814	97.3
Wythe -----	58	77 488	48 374 383	94.0	Warren -----	103	19 423	50 069 237	97.3
Nottoway -----	59	70 553	48 444 936	94.2	Clarke -----	104	18 838	50 088 075	97.3
Bedford (IC) -----	60	68 899	48 513 835	94.3	Giles -----	105	18 225	50 106 300	97.4
Staunton (IC) -----	61	67 488	48 581 323	94.4	Charlotte -----	106	17 737	50 124 037	97.4
South Boston (IC) -----	62	66 453	48 647 776	94.5	Patrick -----	107	15 363	50 139 400	97.4
Accomack -----	63	66 188	48 713 964	94.7	Surry -----	108	14 056	50 153 456	97.5
Prince George -----	64	59 413	48 773 377	94.8	Page -----	109	12 881	50 166 337	97.5
Southampton -----	65	58 304	48 831 681	94.9	Rockbridge -----	110	12 612	50 178 949	97.5
Lee -----	66	53 175	48 884 856	95.0	Buckingham -----	111	10 120	50 189 069	97.5
Colonial Heights (IC) -----	67	50 970	48 935 826	95.1	Mathews -----	112	9 263	50 198 332	97.6
Goochland -----	68	49 201	48 985 027	95.2	Clifton Forge (IC) -----	113	8 799	50 207 131	97.6
Lancaster -----	69	46 501	49 031 528	95.3	Highland -----	114	7 960	50 215 091	97.6
Sussex -----	70	45 763	49 077 291	95.4	Floyd -----	115	4 959	50 220 050	97.6
King William -----	71	45 583	49 122 874	95.5	Cumberland -----	116	4 552	50 224 602	97.6
Orange -----	72	45 236	49 168 110	95.6	Appomattox -----	117	4 120	50 228 722	97.6
Smyth -----	73	45 122	49 213 232	95.6	Alleghany -----	118	3 240	50 231 962	97.6
Essex -----	74	40 065	49 253 297	95.7	Dickenson -----	119	2 759	50 234 721	97.6
Emporia (IC) -----	75	38 768	49 292 065	95.8	Craig -----	120	2 351	50 237 072	97.6
Franklin -----	76	37 904	49 329 969	95.9	Grayson -----	121	1 746	50 238 818	97.6
Scott -----	77	36 906	49 366 875	95.9	Bath -----	(X)	(D)	(X)	(X)
Waynesboro (IC) -----	78	36 496	49 403 371	96.0	Bland -----	(X)	(D)	(X)	(X)
Amelia -----	79	35 849	49 439 220	96.1	Charles City -----	(X)	(D)	(X)	(X)
Prince Edward -----	80	35 523	49 474 743	96.2	Fluvanna -----	(X)	(D)	(X)	(X)
Northampton -----	81	34 773	49 509 516	96.2	Gloucester -----	(X)	(D)	(X)	(X)
Spotsylvania -----	82	32 944	49 542 460	96.3	Greene -----	(X)	(D)	(X)	(X)
Richmond -----	83	31 716	49 574 176	96.3	Isle of Wight -----	(X)	(D)	(X)	(X)
Lunenburg -----	84	31 096	49 605 272	96.4	King and Queen -----	(X)	(D)	(X)	(X)
Brunswick -----	85	29 727	49 634 999	96.5	Nelson -----	(X)	(D)	(X)	(X)
					New Kent -----	(X)	(D)	(X)	(X)
					Powhatan -----	(X)	(D)	(X)	(X)
					Rappahannock -----	(X)	(D)	(X)	(X)
					Buena Vista (IC) -----	(X)	(D)	(X)	(X)
					Poquoson (IC) -----	(X)	(D)	(X)	(X)
					Williamsburg (IC) -----	(X)	(D)	(X)	(X)

¹Counties 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*.¹ 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).² 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*

¹*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.

²Newly 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-
DURABLE GOODS				DURABLE GOODS—Con.			
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
DURABLE GOODS				NONDURABLE GOODS			
502	Furniture and homefurnishings:			511	Paper and paper products:		
5021	Furniture -----	5020	5001	5111	Printing and writing paper -----	5110	5102
5023	Homefurnishings -----	5020	5001	5112	Stationery and office supplies -----	5110	5102
				5113	Industrial and personal service paper -----	5110	5102
503	Lumber and other construction materials:			512	Drugs, drug proprietaries, and druggists' sundries:		
5031	Lumber, plywood, millwork, and wood panels -----	5030	5001	5122	Drugs, drug proprietaries, and druggists' sundries -----	5122	5102
5032	Brick, stone, and related construction materials -----	5030	5001				
5033	Roofing, siding, and insulation materials -----	5030	5001				
5039	Construction materials, n.e.c. -----	5030	5001	513	Apparel, piece goods, and notions:		
				5131	Piece goods, notions, and other dry goods -----	5131	5102
504	Professional and commercial equipment and supplies:			5136	Men's and boys' clothing and furnishings -----	5136	5102
5043	Photographic equipment and supplies -----	5043	5003	5137	Women's, children's, and infants' clothing and accessories -----	5136	5102
5044	Office equipment -----	5045	5002	5139	Footwear -----	5136	5102
5045	Computers and computer peripheral equipment and software -----	5045	5002				
5046	Commercial equipment, n.e.c. -----	5043	5002	514	Groceries and related products:		
5047	Medical, dental, and hospital equipment and supplies -----	5047	5002	5141	Groceries, general line -----	5141	5101
5048	Ophthalmic goods -----	5047	5002	5142	Packaged frozen foods -----	5142	5101
5049	Professional equipment and supplies, n.e.c. -----	5047	5002	5143	Dairy products, except dried or canned -----	5143	5101
				5144	Poultry and poultry products -----	5144	5101
				5145	Confectionery -----	5145	5101
				5146	Fish and seafoods -----	5146	5101
505	Metals and minerals, except petroleum:			5147	Meats and meat products -----	5147	5101
5051	Metals service centers and offices -----	5051	5003	5148	Fresh fruits and vegetables -----	5148	5101
5052	Coal and other minerals and ores -----	5052	5003	5149	Groceries and related products, n.e.c. -----	5141	5101
				515	Farm-product raw materials:		
506	Electrical goods:			5153	Grain and field beans -----	5150	5103
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	5060	5001	5154	Livestock -----	5150	5103
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

¹Petroleum 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)

VIRGINIA

Charlottesville, VA MSA

Albemarle County, VA
Fluvanna County, VA
Greene County, VA
Charlottesville city, VA

Danville, VA MSA

Pittsylvania County, VA
Danville city, VA

Johnson City-Kingsport-Bristol, TN-VA MSA

Carter County, TN
Hawkins County, TN
Sullivan County, TN
Unicoi County, TN
Washington County, TN
Scott County, VA
Washington County, VA
Bristol city, VA

Lynchburg, VA MSA

Amherst County, VA
Bedford County, VA
Campbell County, VA
Bedford city, VA
Lynchburg city, VA

Norfolk-Virginia Beach-Newport News, VA-NC MSA

Currituck County, NC
Gloucester County, VA
Isle of Wight County, VA
James City County, VA
Mathews County, VA
York County, VA
Chesapeake city, VA
Hampton city, VA
Newport News city, VA
Norfolk city, VA
Poquoson city, VA
Portsmouth city, VA
Suffolk city, VA
Virginia Beach city, VA
Williamsburg city, VA

Richmond-Petersburg, VA MSA

Charles City County, VA
Chesterfield County, VA
Dinwiddie County, VA
Goochland County, VA
Hanover County, VA
Henrico County, VA
New Kent County, VA
Powhatan County, VA
Prince George County, VA
Colonial Heights city, VA
Hopewell city, VA
Petersburg city, VA
Richmond city, VA

Roanoke, VA MSA

Botetourt County, VA
Roanoke County, VA
Roanoke city, VA
Salem city, VA

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

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

Baltimore, MD PMSA
Anne Arundel County, MD
Baltimore County, MD
Carroll County, MD
Harford County, MD
Howard County, MD
Queen Anne's County, MD
Baltimore city, MD
Hagerstown, MD PMSA
Washington County, MD
Washington, DC-MD-VA-WV PMSA
District of Columbia, DC
Calvert County, MD
Charles County, MD
Frederick County, MD
Montgomery County, MD
Prince George's County, MD
Arlington County, VA

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

Washington, DC-MD-VA-WV PMSA—Con.

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

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

Washington, DC-MD-VA-WV PMSA—Con.

Warren County, VA
Alexandria city, VA
Fairfax city, VA
Falls Church city, VA
Fredericksburg city, VA
Manassas city, VA
Manassas Park city, VA
Berkeley County, WV
Jefferson County, WV

Appendix E.

Percent of Sales Data Based on Administrative Records and Estimation for the 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 ¹	Estimated ²			From administrative records ¹	Estimated ²
	Wholesale trade -----	2.9	3.4		Wholesale trade —Con.		
50	Durable goods -----	3.8	4.6	50	Durable goods —Con.		
				509	Miscellaneous durable goods -----	6.6	8.0
				5091	Sporting and recreational goods and supplies -----	8.8	7.1
				5092	Toys and hobby goods and supplies -----	5.1	3.3
501	Motor vehicles and motor vehicle parts and supplies -----	2.5	2.8	5093	Scrap and waste materials -----	4.6	4.4
5012	Automobiles and other motor vehicles -----	1.8	5	5094	Jewelry, watches, precious stones, and precious metals -----	6.5	11.6
5013	Motor vehicle supplies and new parts -----	4.5	10.5	5099	Durable goods, n.e.c. -----	7.7	11.9
5014	Tires and tubes -----	2.8	4.7				
5015	Motor vehicle parts, used -----	9.7	7.1	51	Nondurable goods -----	2.1	2.3
502	Furniture and homefurnishings -----	5.2	4.1	511	Paper and paper products -----	2.9	1.9
5021	Furniture -----	4.4	4.1	5111	Printing and writing paper -----	1.2	.1
5023	Homefurnishings -----	6.5	4.2	5112	Stationery and office supplies -----	6.1	3.1
				5113	Industrial and personal service paper -----	.5	3.7
503	Lumber and other construction materials -----	2.7	5.0				
5031	Lumber, plywood, millwork, and wood panels -----	3.0	3.1	512	Drugs, drug proprietaries, and druggists' sundries -----	.4	1.0
5032	Brick, stone, and related construction materials -----	3.3	13.2	5122	Drugs, drug proprietaries, and druggists' sundries -----	.4	1.0
5033	Roofing, siding, and insulation materials -----	1.5	.7				
5039	Construction materials, n.e.c. -----	1.4	16.8	513	Apparel, piece goods, and notions -----	2.2	1.2
				5131	Piece goods, notions, and other dry goods -----	(D)	(D)
504	Professional and commercial equipment and supplies -----	3.0	5.3	5136	Men's and boys' clothing and furnishings -----	3.9	.7
5043	Photographic equipment and supplies -----	—	2.5	5137	Women's, children's, and infants' clothing and accessories -----	1.0	1.8
5044	Office equipment -----	1.2	3.4	5139	Footwear -----	(D)	(D)
5045	Computers and computer peripheral equipment and software -----	3.7	6.4	514	Groceries and related products -----	1.8	1.9
5046	Commercial equipment, n.e.c. -----	10.4	6.2	5141	Groceries, general line -----	.5	.8
5047	Medical, dental, and hospital equipment and supplies -----	2.1	2.5	5142	Packaged frozen foods -----	.1	1.1
5048	Ophthalmic goods -----	.5	.4	5143	Dairy products, except dried or canned -----	.4	9.4
5049	Professional equipment and supplies, n.e.c. -----	8.4	10.1	5144	Poultry and poultry products -----	3.3	.6
				5145	Confectionery -----	.5	2.7
505	Metals and minerals, except petroleum -----	8.2	2.0	5146	Fish and seafoods -----	24.8	9.2
5051	Metals service centers and offices -----	2.0	2.9	5147	Meats and meat products -----	2.1	.9
5052	Coal and other minerals and ores -----	11.5	1.5	5148	Fresh fruits and vegetables -----	14.9	1.8
				5149	Groceries and related products, n.e.c. -----	1.3	1.8
506	Electrical goods -----	4.6	4.8	515	Farm-product raw materials -----	1.9	2.8
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	2.9	3.1	5153	Grain and field beans -----	5.3	.3
5064	Electrical appliances, television and radio sets -----	1.7	5.4	5154	Livestock -----	2.9	3.0
5065	Electronic parts and equipment, n.e.c. -----	7.3	6.2	5159	Farm-product raw materials, n.e.c. -----	.4	3.6
507	Hardware, and plumbing and heating equipment and supplies -----	2.4	6.5	516	Chemicals and allied products -----	5.6	5.4
5072	Hardware -----	5.6	6.5	5162	Plastics materials and basic forms and shapes -----	.5	18.0
5074	Plumbing and heating equipment and supplies (hydronics) -----	1.3	9.9	5169	Chemicals and allied products, n.e.c. -----	6.3	3.6
5075	Warm air heating and air-conditioning equipment and supplies -----	1.4	1.9	517	Petroleum and petroleum products -----	1.7	2.4
5078	Refrigeration equipment and supplies -----	1.2	3.4	5171	Petroleum bulk stations and terminals -----	1.5	1.7
				5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	2.7	7.4
508	Machinery, equipment, and supplies -----	3.9	5.8	518	Beer, wine, and distilled alcoholic beverages -----	6.0	.4
5082	Construction and mining (except petroleum) machinery and equipment -----	4.8	3.1	5181	Beer and ale -----	7.1	.1
5083	Farm and garden machinery and equipment -----	6.9	1.7	5182	Wine and distilled alcoholic beverages -----	1.7	1.8
5084	Industrial machinery and equipment -----	4.3	8.7	519	Miscellaneous nondurable goods -----	1.6	3.2
5085	Industrial supplies -----	2.9	11.0	5191	Farm supplies -----	4.1	5.1
5087	Service establishment equipment and supplies -----	7.3	16.0	5192	Books, periodicals, and newspapers -----	.6	1.6
5088	Transportation equipment and supplies, except motor vehicles -----	2.6	2.0	5193	Flowers, nursery stock, and florists' supplies -----	11.1	4.4
				5194	Tobacco and tobacco products -----	—	.8
				5198	Paints, varnishes, and supplies -----	.1	3.3
				5199	Nondurable goods, n.e.c. -----	5.2	12.7

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

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

Appendix F. **Geographic Notes**

VIRGINIA

Farmville is in Cumberland and Prince Edward 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
	Wholesale trade	9 290	8 446	8 679	8 016
50	Durable goods	6 207	5 677	5 796	5 383
501	Motor vehicles and automotive parts and supplies	1 145	1 118	1 094	1 062
5012	Automobiles and other motor vehicles	181	182	171	171
5013	Motor vehicle supplies and new parts	702	719	676	687
5014	Tires and tubes	102	84	95	79
5015	Motor vehicle parts, used	160	133	152	125
502	Furniture and homefurnishings	337	269	311	259
5021	Furniture	185	148	167	144
5023	Homefurnishings	152	121	144	115
503	Lumber and other construction materials	442	401	411	375
5031	Lumber, plywood, millwork, and wood panels	210	183	192	174
5032	Brick, stone, and related construction materials	84	73	80	69
5033	Roofing, siding, and insulation materials	76	62	75	60
5039	Construction materials, n.e.c.	72	83	64	72
504	Professional and commercial equipment and supplies	1 076	945	988	897
5043	Photographic equipment and supplies	25	20	23	20
5044	Office equipment	207	267	190	257
5045	Computers and computer peripheral equipment and software	500	330	447	315
5046	Commercial equipment, n.e.c.	88	99	83	92
5047	Medical, dental, and hospital equipment and supplies	169	143	163	131
5048	Ophthalmic goods	24	29	23	28
5049	Professional equipment and supplies, n.e.c.	63	57	59	54
505	Metals and minerals, except petroleum	164	161	149	153
5051	Metals service centers and offices	105	108	99	104
5052	Coal and other minerals and ores	59	53	50	49
506	Electrical goods	715	631	668	599
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	380	335	361	319
5064	Electrical appliances, television and radio sets	63	63	59	60
5065	Electronic parts and equipment, n.e.c.	272	233	248	220
507	Hardware, and plumbing and heating equipment and supplies	535	458	512	440
5072	Hardware	145	130	135	126
5074	Plumbing and heating equipment and supplies (hydronics)	205	190	197	180
5075	Warm air heating and air-conditioning equipment and supplies	157	111	152	108
5078	Refrigeration equipment and supplies	28	27	28	26
508	Machinery, equipment, and supplies	1 301	1 228	1 205	1 165
5082	Construction and mining (except petroleum) machinery and equipment	162	151	151	145
5083	Farm and garden machinery and equipment	189	207	172	195
5084	Industrial machinery and equipment	434	362	406	346
5085	Industrial supplies	293	241	273	227
5087	Service establishment equipment and supplies	140	198	124	185
5088	Transportation equipment and supplies, except motor vehicles	83	69	79	67
509	Miscellaneous durable goods	492	466	458	433
5091	Sporting and recreational goods and supplies	82	77	80	72
5092	Toys and hobby goods and supplies	24	33	24	29
5093	Scrap and waste materials	151	144	139	136
5094	Jewelry, watches, precious stones, and precious metals	65	54	59	51
5099	Durable goods, n.e.c.	170	158	156	145
51	Nondurable goods	3 083	2 769	2 883	2 633
511	Paper and paper products	384	325	360	316
5111	Printing and writing paper	36	41	34	39
5112	Stationery and office supplies	294	233	274	229
5113	Industrial and personal service paper	54	51	52	48
512	Drugs, drug proprietaries, and druggists sundries	92	48	82	45
5122	Drugs, drug proprietaries, and druggists sundries	92	48	82	45
513	Apparel, piece goods, and notions	148	101	142	93
5131	Piece goods, notions, and other dry goods	22	14	21	12
5136	Men's and boys' clothing and furnishings	68	39	68	38
5137	Women's, children's, and infants' clothing and accessories	43	36	39	32
5139	Footwear	15	12	14	11

SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
51	Nondurable goods — Con.				
514	Groceries and related products	741	743	681	691
5141	Groceries, general line	82	94	78	89
5142	Packaged frozen foods	67	49	65	47
5143	Dairy products, except dried or canned	40	44	34	41
5144	Poultry and poultry products	17	22	14	20
5145	Confectionery	57	69	51	67
5146	Fish and seafoods	108	106	100	93
5147	Meats and meat products	39	45	35	41
5148	Fresh fruits and vegetables	67	78	63	74
5149	Groceries and related products, n.e.c.	264	236	241	219
515	Farm-product raw materials	148	163	143	155
5153	Grain and field beans	40	41	39	38
5154	Livestock	47	56	43	54
5159	Farm-product raw materials, n.e.c.	61	66	61	63
516	Chemicals and allied products	215	173	208	169
5162	Plastics materials and basic forms and shapes	38	28	37	27
5169	Chemicals and allied products, n.e.c.	177	145	171	142
517	Petroleum and petroleum products	348	330	328	321
5171	Petroleum bulk stations and terminals	286	274	271	266
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	62	56	57	55
518	Beer, wine, and distilled alcoholic beverages	107	102	102	101
5181	Beer and ale	74	70	72	69
5182	Wine and distilled alcoholic beverages	33	32	30	32
519	Miscellaneous nondurable goods	900	784	837	742
5191	Farm supplies	322	322	301	308
5192	Books, periodicals, and newspapers	81	64	73	63
5193	Flowers, nursery stock, and florists' supplies	67	54	64	51
5194	Tobacco and tobacco products	35	36	34	36
5198	Paints, varnishes and supplies	100	110	88	105
5199	Nondurable goods, n.e.c.	295	198	277	179

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.