

# 1992

# Census of

# Wholesale Trade

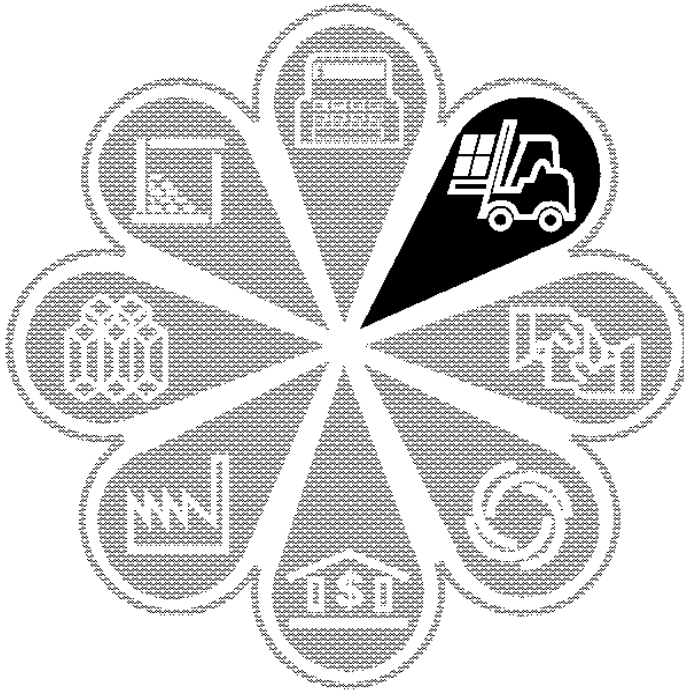
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WC92-A-20

GEOGRAPHIC AREA SERIES

# Maine

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# 1992 Census of Wholesale Trade

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WC92-A-20

GEOGRAPHIC AREA SERIES

## Maine

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

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

**BUREAU OF THE CENSUS**  
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## Acknowledgments

Many persons participated in the various activities of the 1992 Census of Wholesale Trade. The overall planning and review of the census operations were performed by the Economic Census Staff of the Economic Planning and Coordination Division.

This report was prepared in the Services Division. **Bobby E. Russell**, Assistant Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of wholesale trade. Planning and implementation were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, with primary staff assistance by **Steven L. Barron**, **John L. Vignali**, **Gary E. Swenson**, **Scott P. Handmaker**, **Daniel C. Collier**, **Barbara A. Collier**, **Cary L. Fletcher**, **Dennis R. Johnson**, and **Karen K. Sigmon**.

Systems and procedures for mailout, receipt, correspondence, data input, industry classification, other clerical processing, administrative record processing, quality control, and the associated electronic computer programs, were developed in the Economic Planning and Coordination Division.

Mailout preparation and receipt operations, clerical and analytical review activities, data keying, and geocoding review were performed by the staff of the Data Preparation Division, **Judith N. Petty**, Chief.

Geographic coding procedures and associated computer programs were developed by the staff of the Geography Division.

The computer processing systems were developed and coordinated in the Economic Statistical Methods and Programming Division, **Charles P. Pautler, Jr.**, Chief. **H. Ray Dennis**, Assistant Chief for Business Programs, was responsible for the design and implementation of the computer systems. The computer programs were prepared under the supervision of **Steven G. McCraith**, Chief, Utilities and Financial Census Branch, and **William C. Wester**, Chief, Business Census Branch, assisted by **Dennis P. Kelly**, **Barbara L. Lambert**, **Josephine S. McLaughlin**, **William D. McClain**, **David Wang**, and **David L. Sipes**.

Computer processing was performed in the Computer Services Division, **Marvin D. Raines**, Chief.

The staff of the Administrative and Publications Services Division, **Walter C. Odom**, Chief, performed planning, design, composition, editorial review, and printing planning and procurement for publications and report forms. **Gladys Rea** provided publication coordination and editing.

Special acknowledgment is also due the many businesses whose cooperation has contributed to the publication of these data.

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



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# Introduction to the Economic Census

## PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the Nation's economy. It provides essential information for government, business, industry, and the general public.

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

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

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

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

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

## AUTHORITY AND SCOPE

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

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

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

## AVAILABILITY OF THE DATA

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

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

## WHAT'S NEW IN 1992

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

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

## HISTORICAL INFORMATION

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

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

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

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

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

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

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

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

## AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

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

## SOURCES FOR MORE INFORMATION

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

# Census of Wholesale Trade

## GENERAL

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

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

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

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

## CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business

classification is not considered a disclosure, therefore, this information may be released even though other information is withheld.

## GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget (OMB) as of June 30, 1993. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000<sup>2</sup> and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the OMB as of June 30, 1993. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.<sup>2</sup> Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan areas (MA's).
6. Each county or county equivalent.<sup>3</sup> Counties are the primary divisions of States, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their States. These places are treated as counties and as places.
7. Each consolidated city.<sup>3</sup> Consolidated cities are consolidated governments which consists of separately incorporated municipalities.
8. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.<sup>2 3</sup>

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

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

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

For the economic census, boroughs and census areas in Alaska, and boroughs in New York, are not included in this category.

9. Special economic urban areas (SEUA's), which include townships in Michigan, New Jersey, and Pennsylvania and towns in New York, Wisconsin, and the six New England States with 10,000 inhabitants or more.<sup>4</sup>

## DOLLAR VALUES

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

## RELIABILITY OF DATA

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

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

The Census Bureau obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

## SPECIAL TABULATIONS

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

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

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

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

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

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication:

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

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

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



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

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

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

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

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

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

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

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

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

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

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

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

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

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

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## Maine

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## Summary of Findings

Maine had 1,974 wholesale establishments in 1992 with \$6.5 billion in sales. This represents a 5.8 percent increase in wholesale establishments and a .1 percent decrease 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 91.6 percent or 1,809 of the total establishments and 78.1 percent or \$5.1 billion of the total sales in 1992 compared with 90.9 percent of the establishments and 75.1 percent of the sales in 1987. Manufacturers' sales branches and offices with 98 establishments and \$891.1 million in sales and agents, brokers, and commission merchants with 67 establishments and \$536.0 million 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 \$920.0 million followed by general-line groceries wholesalers with \$584.0 million and fish and seafoods wholesalers with \$351.8 million. Out of 69 kind of business groups, these three accounted for 28.5 percent of the total sales in the State.

Annual payroll for all wholesalers in the State was up from \$461.8 million in 1987 to \$540.9 million in 1992. Merchant wholesalers had annual payroll of \$464.9 million in 1992 while manufacturers' sales branches and offices

recorded \$64.7 million and agents, brokers, and commission merchants had \$11.3 million.

Employment by all wholesalers in Maine as of mid-March 1992 was 21,880, a decrease of 3.5 percent since 1987. Merchant wholesalers with 19,530 employees accounted for 89.3 percent of the total wholesale employment in 1992 compared with 91.6 percent in 1987.

Inventories of \$638.2 million were held at wholesale establishments in the State at the end of 1992. Merchant wholesalers held 92.7 percent of these inventories while manufacturers' sales branches and sales offices held 7.3 percent. Inventories of all wholesalers increased during 1992 by 3.4 percent while those of merchant wholesalers increased 4.9 percent.

Payroll per employee in the State averaged \$24.7 thousand for all wholesalers in 1992, an increase of 21.3 percent since 1987. Merchant wholesalers averaged \$23.8 thousand per employee while manufacturers' sales branches and offices was \$34.2 thousand and agents, brokers, and commission merchants were \$24.8 thousand in 1992.

Annual payroll as a percent of operating expenses for all wholesalers decreased from 49.6 percent in 1987 to 49.1 percent in 1992. The ratio for merchant wholesalers was 49.5 percent; for manufacturers' sales branches and offices it was 46.2 percent; and for agents, brokers and commission merchants it was 51.0 percent.

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

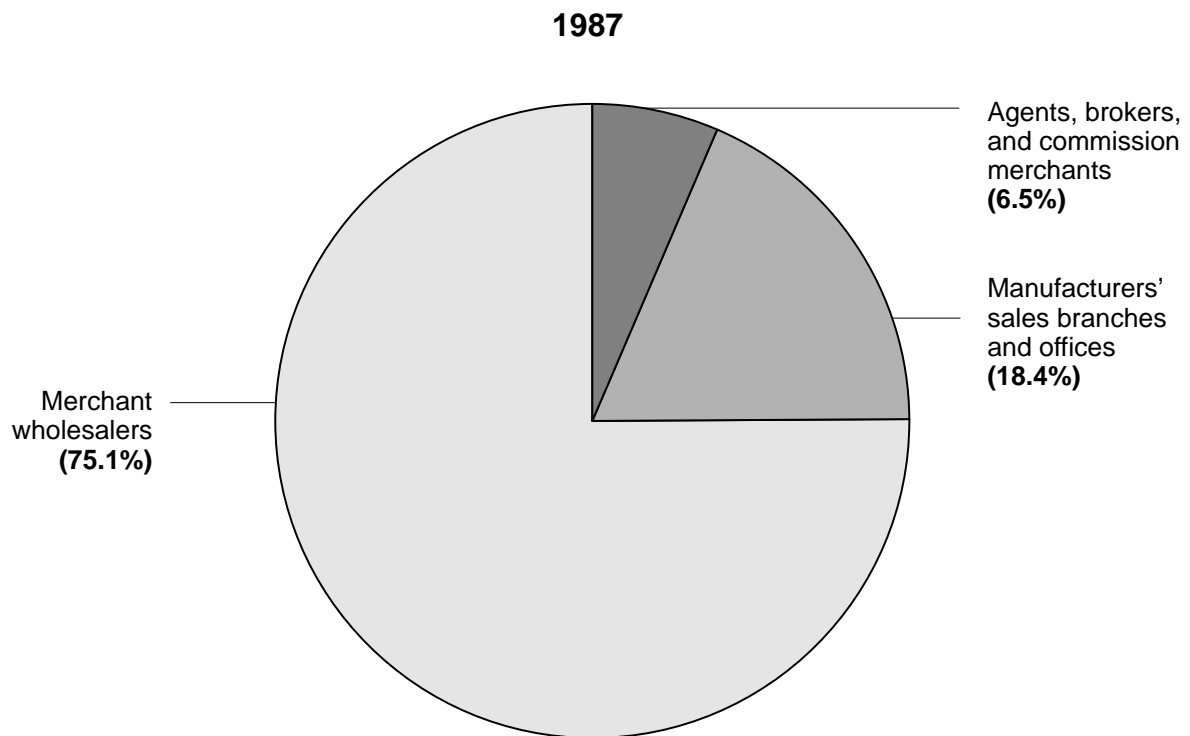
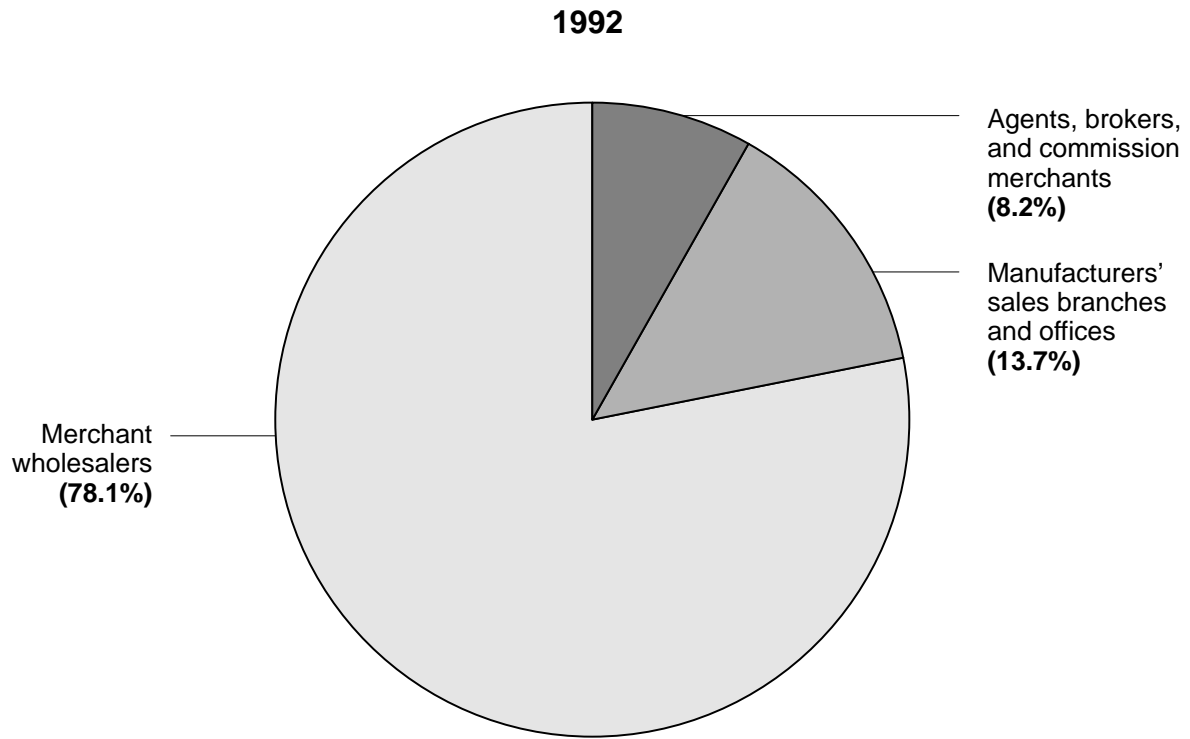




Figure 2. **Wholesale Sales by Industry Group: 1992 and 1987**  
(Millions of dollars. For meaning of abbreviations and symbols, see introductory text)

1992   
1987 

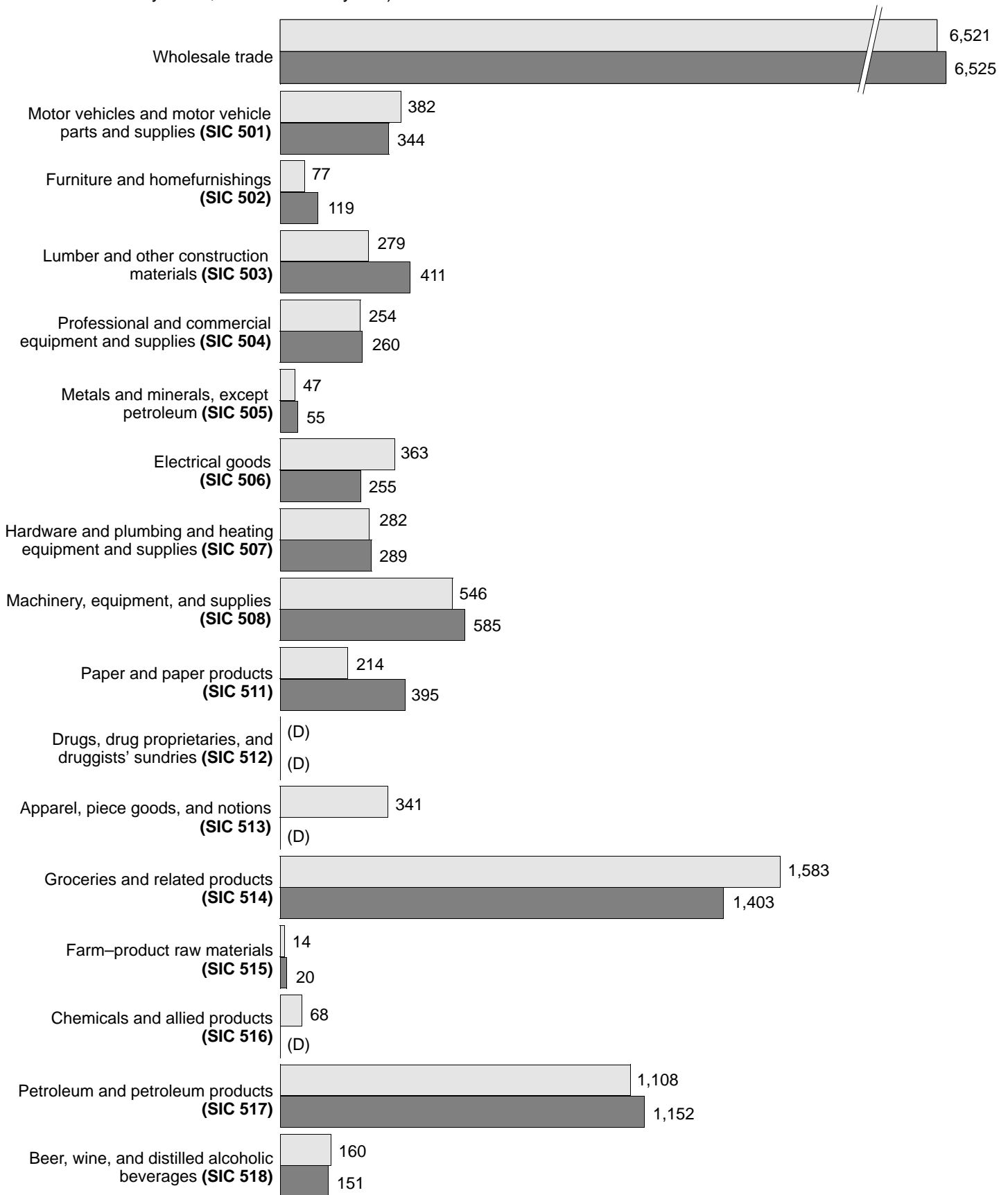


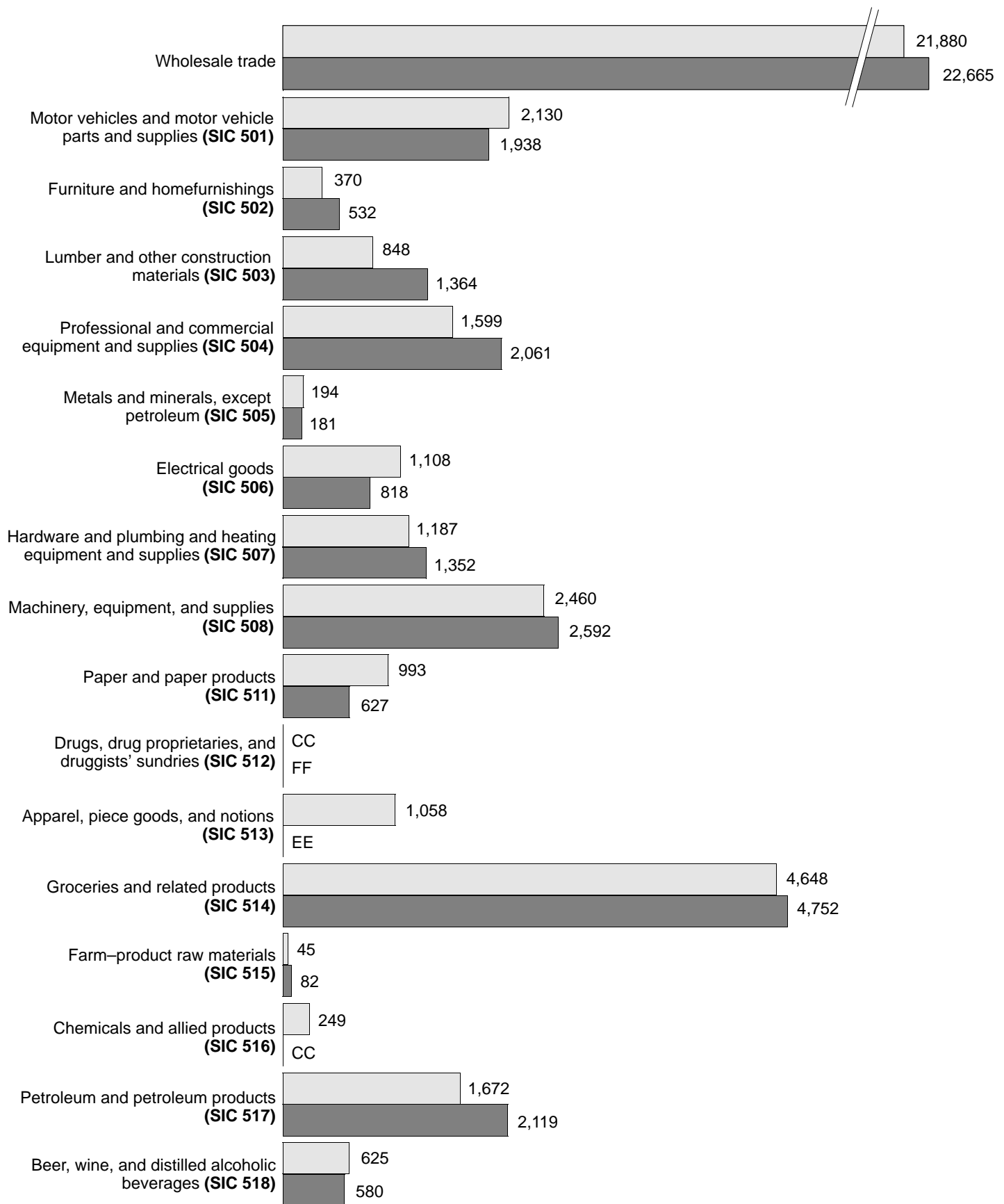


Figure 3. **Wholesale Employment by Industry Group: 1992 and 1987**  
 (Number. For meaning of abbreviations and symbols, see introductory text)

1992   
 1987 







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

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

SIC code	Type of operation and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
	<b>Wholesale trade</b> -----	<b>1 974</b>	<b>6 520 526</b>	<b>540 945</b>	<b>128 830</b>	<b>21 880</b>	<b>1 102 204</b>	<b>617 240</b>	<b>638 171</b>
	<b>TYPES OF OPERATION</b>								
	<b>Merchant wholesalers</b> -----	<b>1 809</b>	<b>5 093 369</b>	<b>464 876</b>	<b>108 063</b>	<b>19 530</b>	<b>939 894</b>	<b>564 129</b>	<b>591 623</b>
	Wholesale distributors and jobbers -----	1 725	4 707 630	440 149	102 393	18 447	871 675	522 367	550 089
	Importers -----	35	243 562	15 675	3 456	506	46 331	38 048	37 637
	Exporters -----	30	61 121	6 056	1 479	394	14 022	2 087	2 005
	Terminal grain elevators -----	-	-	-	-	-	-	-	-
	Country grain elevators -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
	Assemblers of farm products, except country grain elevators -----	16	(D)	(D)	(D)	CC	(D)	(D)	(D)
	<b>Manufacturers' sales branches and sales offices</b> -----	<b>98</b>	<b>891 124</b>	<b>64 723</b>	<b>16 342</b>	<b>1 893</b>	<b>140 043</b>	<b>52 946</b>	<b>46 360</b>
	Sales branches (with stock) -----	70	688 331	53 460	13 089	1 643	113 566	52 946	46 360
	Sales offices (without stock) -----	28	202 793	11 263	3 253	250	26 477	-	-
	<b>Agents, brokers, and commission merchants</b> ----	<b>67</b>	<b>536 033</b>	<b>11 346</b>	<b>4 425</b>	<b>457</b>	<b>22 267</b>	<b>165</b>	<b>188</b>
	Auction companies -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
	Brokers -----	19	260 470	4 058	912	149	7 802	-	-
	Commission merchants -----	11	(D)	(D)	(D)	CC	(D)	(D)	(D)
	Import agents -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
	Export agents -----	30	-	-	-	-	-	-	-
	Manufacturers' agents -----	-	60 807	2 395	472	78	4 759	141	131
	<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>								
	<b>Wholesale trade</b> -----	<b>1 974</b>	<b>6 520 526</b>	<b>540 945</b>	<b>128 830</b>	<b>21 880</b>	<b>1 102 204</b>	<b>617 240</b>	<b>638 171</b>
<b>50</b>	<b>Durable goods</b> -----	<b>1 201</b>	<b>2 474 678</b>	<b>280 383</b>	<b>65 819</b>	<b>10 884</b>	<b>551 194</b>	<b>327 854</b>	<b>338 688</b>
501	Motor vehicles and motor vehicle parts and supplies -----	270	382 437	42 837	10 091	2 130	86 889	67 385	73 265
5012	Automobiles and other motor vehicles -----	46	139 395	9 982	2 504	506	18 604	17 641	19 032
5013	Motor vehicle supplies and new parts -----	165	184 067	24 374	5 597	1 212	49 798	41 901	44 928
5014	Tires and tubes -----	26	39 468	5 313	1 244	237	10 795	5 208	5 372
5015	Motor vehicle parts, used -----	33	19 507	3 168	746	175	7 692	2 635	3 933
502	Furniture and homefurnishings -----	42	77 354	8 991	2 039	370	18 992	10 457	11 882
5021	Furniture -----	16	17 994	2 259	498	83	4 148	2 142	2 307
5023	Homefurnishings -----	26	59 360	6 732	1 541	287	14 844	8 315	9 575
503	Lumber and other construction materials -----	90	278 539	21 763	4 675	848	46 240	30 116	30 473
5031	Lumber, plywood, millwork, and wood panels -----	52	214 345	14 339	3 158	582	31 073	22 679	22 302
5032	Brick, stone, and related construction materials -----	12	10 068	1 979	272	72	3 107	920	887
5033	Roofing, siding, and insulation materials -----	13	46 438	4 326	1 003	143	9 635	5 746	6 559
5039	Construction materials, n.e.c. -----	13	7 688	1 119	242	51	2 425	771	725
504	Professional and commercial equipment and supplies ----	148	253 621	46 676	11 180	1 599	83 177	20 672	21 088
5043	Photographic equipment and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5044	Office equipment -----	36	41 478	11 093	2 462	438	17 357	4 898	5 113
5045	Computers and computer peripheral equipment and software -----	56	123 006	22 620	5 798	636	41 176	7 177	6 344
5046	Commercial equipment, n.e.c. -----	11	10 437	1 295	291	71	3 047	1 364	1 787
5047	Medical, dental, and hospital equipment and supplies ---	28	69 798	9 660	2 158	342	18 177	6 390	6 870
5048	Ophthalmic goods -----	10	4 422	1 319	314	75	2 027	346	387
5049	Professional equipment and supplies, n.e.c. -----	6	(D)	(D)	(D)	BB	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	18	46 656	5 324	1 218	194	10 081	7 218	7 299
5051	Metals service centers and offices -----	18	46 656	5 324	1 218	194	10 081	7 218	7 299
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-
506	Electrical goods -----	108	363 236	32 794	7 960	1 108	70 054	26 361	25 403
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	64	271 527	23 562	5 505	743	52 061	20 499	20 449
5064	Electrical appliances, television and radio sets -----	11	26 952	3 290	925	141	8 483	3 375	3 230
5065	Electronic parts and equipment, n.e.c. -----	33	64 757	5 942	1 530	224	9 510	2 487	1 724
507	Hardware, and plumbing and heating equipment and supplies -----	104	282 478	28 964	7 346	1 187	55 891	36 863	36 740
5072	Hardware -----	21	106 281	11 193	2 833	489	21 613	9 773	9 093
5074	Plumbing and heating equipment and supplies (hydronics) -----	61	149 877	15 347	3 881	603	29 366	23 358	24 346
5075	Warm air heating and air-conditioning equipment and supplies -----	14	16 881	1 625	403	69	3 604	2 483	2 086
5078	Refrigeration equipment and supplies -----	8	9 439	799	229	26	1 308	1 249	1 215
508	Machinery, equipment, and supplies -----	260	545 924	71 233	16 318	2 460	129 110	111 857	114 211
5082	Construction and mining (except petroleum) machinery and equipment -----	29	109 091	11 119	2 647	375	20 987	41 481	43 377
5083	Farm and garden machinery and equipment -----	47	70 770	6 657	1 347	359	12 878	25 388	23 638
5084	Industrial machinery and equipment -----	71	159 479	24 088	5 811	729	40 006	17 238	18 359
5085	Industrial supplies -----	77	160 059	23 731	5 300	749	43 862	20 610	21 496
5087	Service establishment equipment and supplies -----	27	28 258	3 367	720	144	6 566	2 452	2 562
5088	Transportation equipment and supplies, except motor vehicles -----	9	18 267	2 271	493	104	4 811	4 688	4 779
509	Miscellaneous durable goods -----	161	244 433	21 801	4 992	988	50 760	16 925	18 327
5091	Sporting and recreational goods and supplies -----	28	40 364	2 438	648	101	6 350	6 258	6 234
5092	Toys and hobby goods and supplies -----	7	11 546	1 357	312	61	2 843	1 540	1 660
5093	Scrap and waste materials -----	53	104 848	11 319	2 668	549	25 037	5 258	5 463
5094	Jewelry, watches, precious stones, and precious metals -----	16	8 323	1 198	265	64	2 144	1 028	937
5099	Durable goods, n.e.c. -----	57	79 352	5 489	1 099	213	14 386	2 841	4 033

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**MAINE ME-7**

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

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

SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS — Con.</b>									
<b>Wholesale trade — Con.</b>									
<b>51</b>	<b>Nondurable goods -----</b>	<b>773</b>	<b>4 045 848</b>	<b>260 562</b>	<b>63 011</b>	<b>10 996</b>	<b>551 010</b>	<b>289 386</b>	<b>299 483</b>
511	Paper and paper products -----	89	213 798	21 278	5 116	993	41 484	16 892	17 982
5111	Printing and writing paper -----	8	88 625	3 614	892	93	7 481	2 838	2 774
5112	Stationery and office supplies -----	60	72 775	11 278	2 734	642	22 120	7 339	8 524
5113	Industrial and personal service paper -----	21	52 398	6 386	1 490	258	11 883	6 715	6 684
512	Drugs, drug proprietaries, and druggists' sundries -----	8	(D)	(D)	(D)	CC	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	8	(D)	(D)	(D)	CC	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	36	341 128	28 730	6 861	1 058	68 886	62 016	65 790
5131	Piece goods, notions, and other dry goods -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	8	(D)	(D)	(D)	BB	(D)	(D)	(D)
5137	Women's, children's, and infants' clothing and accessories -----	15	18 033	2 518	492	117	5 995	3 183	3 586
5139	Footwear -----	9	307 115	24 984	6 064	881	59 819	57 468	60 486
514	Groceries and related products -----	365	1 582 546	107 447	24 677	4 648	211 856	105 411	99 860
5141	Groceries, general line -----	30	584 029	38 027	9 076	1 250	56 261	72 658	66 241
5142	Packaged frozen foods -----	23	105 751	9 779	1 912	387	17 962	6 095	6 861
5143	Dairy products, except dried or canned -----	18	38 217	2 327	521	109	5 244	1 133	1 327
5144	Poultry and poultry products -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5145	Confectionery -----	11	11 095	1 164	261	60	2 540	472	475
5146	Fish and seafoods -----	168	351 834	19 584	4 658	1 309	45 905	10 075	9 715
5147	Meats and meat products -----	8	95 127	5 736	1 347	223	12 451	3 618	4 073
5148	Fresh fruits and vegetables -----	42	134 313	7 196	1 621	374	16 125	1 081	1 178
5149	Groceries and related products, n.e.c. -----	63	(D)	(D)	(D)	FF	(D)	(D)	(D)
515	Farm-product raw materials -----	17	13 721	965	164	45	2 730	1 216	1 410
5153	Grain and field beans -----	10	6 433	742	94	22	1 612	897	1 047
5154	Livestock -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
516	Chemicals and allied products -----	33	67 571	8 538	2 378	249	19 417	6 221	5 211
5162	Plastics materials and basic forms and shapes -----	7	4 254	498	117	20	1 053	616	559
5169	Chemicals and allied products, n.e.c. -----	26	63 317	8 040	2 261	229	18 364	5 605	4 652
517	Petroleum and petroleum products -----	76	1 108 054	36 220	10 826	1 672	91 073	41 438	38 200
5171	Petroleum bulk stations and terminals -----	55	919 979	25 438	8 084	1 140	64 400	37 740	34 626
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	21	188 075	10 782	2 742	532	26 673	3 698	3 574
518	Beer, wine, and distilled alcoholic beverages -----	12	160 484	18 077	3 859	625	35 348	11 296	11 148
5181	Beer and ale -----	11	(D)	(D)	(D)	FF	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	137	(D)	(D)	(D)	GG	(D)	(D)	(D)
5191	Farm supplies -----	47	50 141	3 824	818	227	8 958	4 704	4 969
5192	Books, periodicals, and newspapers -----	19	46 424	5 108	1 222	263	10 923	2 938	2 883
5193	Flowers, nursery stock, and florists' supplies -----	9	6 193	1 060	210	50	2 174	299	520
5194	Tobacco and tobacco products -----	5	187 457	8 775	2 015	359	18 415	12 018	15 647
5198	Paints, varnishes, and supplies -----	8	7 080	1 031	275	46	2 275	1 456	1 111
5199	Nondurable goods, n.e.c. -----	49	(D)	(D)	(D)	FF	(D)	(D)	(D)
	<b>Merchant wholesalers -----</b>	<b>1 809</b>	<b>5 093 369</b>	<b>464 876</b>	<b>108 063</b>	<b>19 530</b>	<b>939 894</b>	<b>564 129</b>	<b>591 623</b>
<b>50</b>	<b>Durable goods -----</b>	<b>1 117</b>	<b>2 070 551</b>	<b>245 514</b>	<b>57 045</b>	<b>9 929</b>	<b>482 973</b>	<b>316 552</b>	<b>329 149</b>
501	Motor vehicles and motor vehicle parts and supplies -----	261	336 240	41 587	9 804	2 014	84 152	66 509	72 392
5012	Automobiles and other motor vehicles -----	39	(D)	(D)	(D)	EE	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts -----	164	(D)	(D)	(D)	GG	(D)	(D)	(D)
5014	Tires and tubes -----	25	(D)	(D)	(D)	CC	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	33	19 507	3 168	746	175	7 692	2 635	3 933
502	Furniture and homefurnishings -----	36	71 145	8 603	1 945	349	18 104	10 173	11 670
5021	Furniture -----	14	(D)	(D)	(D)	BB	(D)	(D)	(D)
5023	Homefurnishings -----	22	(D)	(D)	(D)	EE	(D)	(D)	(D)
503	Lumber and other construction materials -----	85	263 043	20 701	4 420	807	44 101	29 493	29 899
5031	Lumber, plywood, millwork, and wood panels -----	48	(D)	(D)	(D)	FF	(D)	(D)	(D)
5032	Brick, stone, and related construction materials -----	12	10 068	1 979	272	72	3 107	920	887
5033	Roofing, siding, and insulation materials -----	12	(D)	(D)	(D)	CC	(D)	(D)	(D)
5039	Construction materials, n.e.c. -----	13	7 688	1 119	242	51	2 425	771	725
504	Professional and commercial equipment and supplies -----	137	180 347	35 890	8 311	1 385	61 674	18 032	19 706
5043	Photographic equipment and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5044	Office equipment -----	36	41 478	11 093	2 462	438	17 357	4 898	5 113
5045	Computers and computer peripheral equipment and software -----	48	54 342	12 441	3 060	436	20 731	4 537	4 962
5046	Commercial equipment, n.e.c. -----	11	10 437	1 295	291	71	3 047	1 364	1 787
5047	Medical, dental, and hospital equipment and supplies -----	25	65 188	9 053	2 027	328	17 119	6 390	6 870
5048	Ophthalmic goods -----	10	4 422	1 319	314	75	2 027	346	387
5049	Professional equipment and supplies, n.e.c. -----	6	(D)	(D)	(D)	BB	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	18	46 656	5 324	1 218	194	10 081	7 218	7 299
5051	Metals service centers and offices -----	18	46 656	5 324	1 218	194	10 081	7 218	7 299
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-
506	Electrical goods -----	87	170 900	17 472	4 346	697	38 648	23 327	22 135
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	48	127 842	10 679	2 612	401	23 875	17 739	17 404
5064	Electrical appliances, television and radio sets -----	11	26 952	3 290	925	141	8 483	3 375	3 230
5065	Electronic parts and equipment, n.e.c. -----	28	16 106	3 503	809	155	6 290	2 213	1 501

ME-8 MAINE

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

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

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

SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS —Con.</b>									
<b>Merchant wholesalers —Con.</b>									
<b>50</b>	<b>Durable goods —Con.</b>								
507	Hardware, and plumbing and heating equipment and supplies	92	263 504	27 799	6 997	1 144	53 591	34 959	35 505
5072	Hardware	20	(D)	(D)	(D)	EE	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	53	(D)	(D)	(D)	FF	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies	13	(D)	(D)	(D)	BB	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	6	(D)	(D)	(D)	BB	(D)	(D)	(D)
508	Machinery, equipment, and supplies	246	508 395	66 742	15 086	2 365	122 536	109 916	112 216
5082	Construction and mining (except petroleum) machinery and equipment	29	109 091	11 119	2 647	375	20 987	41 481	43 377
5083	Farm and garden machinery and equipment	46	(D)	(D)	(D)	EE	(D)	(D)	(D)
5084	Industrial machinery and equipment	62	134 994	20 011	4 671	644	34 157	15 625	16 692
5085	Industrial supplies	75	(D)	(D)	(D)	FF	(D)	(D)	(D)
5087	Service establishment equipment and supplies	25	(D)	(D)	(D)	CC	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	9	18 267	2 271	493	104	4 811	4 688	4 779
509	Miscellaneous durable goods	155	230 321	21 396	4 918	974	50 086	16 925	18 327
5091	Sporting and recreational goods and supplies	25	29 319	2 136	598	92	5 839	6 258	6 234
5092	Toys and hobby goods and supplies	7	11 546	1 357	312	61	2 843	1 540	1 660
5093	Scrap and waste materials	52	(D)	(D)	(D)	FF	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	16	8 323	1 198	265	64	2 144	1 028	937
5099	Durable goods, n.e.c.	55	(D)	(D)	(D)	CC	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods</b>	<b>692</b>	<b>3 022 818</b>	<b>219 362</b>	<b>51 018</b>	<b>9 601</b>	<b>456 921</b>	<b>247 577</b>	<b>262 474</b>
511	Paper and paper products	81	153 343	20 059	4 805	952	38 644	16 411	17 465
5111	Printing and writing paper	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
5112	Stationery and office supplies	54	(D)	(D)	(D)	FF	(D)	(D)	(D)
5113	Industrial and personal service paper	20	(D)	(D)	(D)	EE	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	7	(D)	(D)	(D)	CC	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	7	(D)	(D)	(D)	CC	(D)	(D)	(D)
513	Apparel, piece goods, and notions	30	223 511	18 772	4 296	669	51 217	43 547	46 416
5131	Piece goods, notions, and other dry goods	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	5	(D)	(D)	(D)	AA	(D)	(D)	(D)
5137	Women's, children's, and infants' clothing and accessories	14	(D)	(D)	(D)	CC	(D)	(D)	(D)
5139	Footwear	7	(D)	(D)	(D)	FF	(D)	(D)	(D)
514	Groceries and related products	325	1 179 766	88 263	20 274	3 963	170 378	101 469	96 800
5141	Groceries, general line	25	431 850	35 927	8 577	1 173	52 716	72 658	66 241
5142	Packaged frozen foods	22	(D)	(D)	(D)	EE	(D)	(D)	(D)
5143	Dairy products, except dried or canned	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
5144	Poultry and poultry products	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5145	Confectionery	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
5146	Fish and seafoods	166	(D)	(D)	(D)	GG	(D)	(D)	(D)
5147	Meats and meat products	7	(D)	(D)	(D)	CC	(D)	(D)	(D)
5148	Fresh fruits and vegetables	38	109 922	6 644	1 460	350	15 000	1 081	1 178
5149	Groceries and related products, n.e.c.	49	(D)	(D)	(D)	EE	(D)	(D)	(D)
515	Farm-product raw materials	17	13 721	965	164	45	2 730	1 216	1 410
5153	Grain and field beans	10	6 433	742	94	22	1 612	897	1 047
5154	Livestock	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c.	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
516	Chemicals and allied products	28	(D)	(D)	(D)	CC	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	7	4 254	498	117	20	1 053	616	559
5169	Chemicals and allied products, n.e.c.	21	(D)	(D)	(D)	CC	(D)	(D)	(D)
517	Petroleum and petroleum products	70	742 508	31 180	7 810	1 531	77 018	24 306	26 051
5171	Petroleum bulk stations and terminals	49	554 433	20 398	5 068	999	50 345	20 608	22 477
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	21	188 075	10 782	2 742	532	26 673	3 698	3 574
518	Beer, wine, and distilled alcoholic beverages	12	160 484	18 077	3 859	625	35 348	11 296	11 148
5181	Beer and ale	11	(D)	(D)	(D)	FF	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
519	Miscellaneous nondurable goods	122	(D)	(D)	(D)	GG	(D)	(D)	(D)
5191	Farm supplies	42	33 332	2 968	653	190	6 642	3 428	3 832
5192	Books, periodicals, and newspapers	15	(D)	(D)	(D)	EE	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies	9	6 193	1 060	210	50	2 174	299	520
5194	Tobacco and tobacco products	5	187 457	8 775	2 015	359	18 415	12 018	15 647
5198	Paints, varnishes, and supplies	6	(D)	(D)	(D)	BB	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	45	(D)	(D)	(D)	FF	(D)	(D)	(D)
<b>Manufacturers' sales branches and sales offices</b>									
<b>50</b>	<b>Durable goods</b>	<b>41</b>	<b>281 405</b>	<b>31 040</b>	<b>7 934</b>	<b>765</b>	<b>60 919</b>	<b>11 137</b>	<b>9 351</b>
501	Motor vehicles and motor vehicle parts and supplies	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
502	Furniture and homefurnishings	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
503	Lumber and other construction materials	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	8	68 664	10 179	2 738	200	20 445	2 640	1 382
505	Metals and minerals, except petroleum	—	—	—	—	—	—	—	—
506	Electrical goods	14	169 288	14 630	3 502	397	30 180	2 984	3 238

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

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

SIC code	Type of operation and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>									
— Con.									
<b>Manufacturers' sales branches and sales offices</b> — Con.									
<b>50</b>	<b>Durable goods</b> — Con.								
507	Hardware, and plumbing and heating equipment and supplies -----	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
509	Miscellaneous durable goods -----	—	—	—	—	—	—	—	—
<b>51</b>	<b>Nondurable goods</b> -----	<b>57</b>	<b>609 719</b>	<b>33 683</b>	<b>8 408</b>	<b>1 128</b>	<b>79 124</b>	<b>41 809</b>	<b>37 009</b>
511	Paper and paper products -----	5	58 479	1 160	298	34	2 532	481	517
512	Drugs, drug proprietaries, and druggists' sundries -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	4	(D)	(D)	(D)	EE	(D)	(D)	(D)
514	Groceries and related products -----	24	(D)	(D)	(D)	FF	(D)	(D)	(D)
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
517	Petroleum and petroleum products -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods -----	13	(D)	(D)	(D)	BB	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants</b> ----	<b>67</b>	<b>536 033</b>	<b>11 346</b>	<b>4 425</b>	<b>457</b>	<b>22 267</b>	<b>165</b>	<b>188</b>
<b>50</b>	<b>Durable goods</b> -----	<b>43</b>	<b>122 722</b>	<b>3 829</b>	<b>840</b>	<b>190</b>	<b>7 302</b>	<b>165</b>	<b>188</b>
501	Motor vehicles and motor vehicle parts and supplies -----	7	(D)	(D)	(D)	CC	(D)	(D)	(D)
502	Furniture and homefurnishings -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
503	Lumber and other construction materials -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	3	4 610	607	131	14	1 058	—	—
505	Metals and minerals, except petroleum -----	—	—	—	—	—	—	—	—
506	Electrical goods -----	7	23 048	692	112	14	1 226	50	30
507	Hardware, and plumbing and heating equipment and supplies -----	5	(D)	(D)	(D)	AA	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	11	(D)	(D)	(D)	AA	(D)	(D)	(D)
509	Miscellaneous durable goods -----	6	14 112	405	74	14	674	—	—
<b>51</b>	<b>Nondurable goods</b> -----	<b>24</b>	<b>413 311</b>	<b>7 517</b>	<b>3 585</b>	<b>267</b>	<b>14 965</b>	<b>—</b>	<b>—</b>
511	Paper and paper products -----	3	1 976	59	13	7	308	—	—
512	Drugs, drug proprietaries, and druggists' sundries -----	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products -----	16	(D)	(D)	(D)	CC	(D)	(D)	(D)
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	—	—	—	—	—	—	—	—
517	Petroleum and petroleum products -----	1	(D)	(D)	(D)	CC	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)

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

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

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Wholesale trade -----</b>	<b>3 303 205</b>	<b>298 013</b>	<b>24 723</b>	<b>49.1</b>	<b>11</b>	<b>16.9</b>	<b>9.8</b>
<b>50</b>	<b>Durable goods -----</b>	<b>2 060 515</b>	<b>227 368</b>	<b>25 761</b>	<b>50.9</b>	<b>9</b>	<b>22.3</b>	<b>13.7</b>
501	Motor vehicles and motor vehicle parts and supplies -----	1 416 433	179 548	20 111	49.3	8	22.7	19.2
5012	Automobiles and other motor vehicles -----	3 030 326	275 484	19 727	53.7	11	13.3	13.7
5013	Motor vehicle supplies and new parts -----	1 115 558	151 870	20 111	48.9	7	27.1	24.4
5014	Tires and tubes -----	1 518 000	166 532	22 418	49.2	9	27.4	13.6
5015	Motor vehicle parts, used -----	591 121	111 469	18 103	41.2	5	39.4	20.2
502	Furniture and home furnishings -----	1 841 762	209 065	24 300	47.3	9	24.6	15.4
5021	Furniture -----	1 124 625	216 795	27 217	54.5	5	23.1	12.8
5023	Home furnishings -----	2 283 077	206 829	23 456	45.4	11	25.0	16.1
503	Lumber and other construction materials -----	3 094 878	328 466	25 664	47.1	9	16.6	10.9
5031	Lumber, plywood, millwork, and wood panels -----	4 122 019	368 290	24 637	46.1	11	14.5	10.4
5032	Brick, stone, and related construction materials -----	839 000	139 833	27 486	63.7	6	30.9	8.8
5033	Roofing, siding, and insulation materials -----	3 572 154	324 741	30 252	44.9	11	20.7	14.1
5039	Construction materials, n.e.c. -----	591 385	150 745	21 941	46.1	4	31.5	9.4
504	Professional and commercial equipment and supplies -----	1 713 655	158 612	29 191	56.1	11	32.8	8.3
5043	Photographic equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	1 152 167	94 699	25 326	63.9	12	41.8	12.3
5045	Computers and computer peripheral equipment and software -----	2 196 536	193 406	35 566	54.9	11	33.5	5.2
5046	Commercial equipment, n.e.c. -----	948 818	147 000	18 239	42.5	6	29.2	17.1
5047	Medical, dental, and hospital equipment and supplies -----	2 492 786	204 088	28 246	53.1	12	26.0	9.8
5048	Ophthalmic goods -----	442 200	58 960	17 587	65.1	8	45.8	8.8
5049	Professional equipment and supplies, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	2 592 000	240 495	27 443	52.8	11	21.6	15.6
5051	Metals service centers and offices -----	2 592 000	240 495	27 443	52.8	11	21.6	15.6
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-
506	Electrical goods -----	3 363 296	327 830	29 597	46.8	10	19.3	7.0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	4 242 609	365 447	31 712	45.3	12	19.2	7.5
5064	Electrical appliances, television and radio sets -----	2 450 182	191 149	23 333	38.8	13	31.5	12.0
5065	Electronic parts and equipment, n.e.c. -----	1 962 333	289 094	26 527	62.5	7	14.7	2.7
507	Hardware, and plumbing and heating equipment and supplies -----	2 716 135	237 976	24 401	51.8	11	19.8	13.0
5072	Hardware -----	5 061 000	217 344	22 890	51.8	23	20.3	8.6
5074	Plumbing and heating equipment and supplies (hydronics) -----	2 457 000	248 552	25 451	52.3	10	19.6	16.2
5075	Warm air heating and air-conditioning equipment and supplies -----	1 205 786	244 652	23 551	45.1	5	21.3	12.4
5078	Refrigeration equipment and supplies -----	1 179 875	363 038	30 731	61.1	3	13.9	12.9
508	Machinery, equipment, and supplies -----	2 099 708	221 920	28 957	55.2	9	23.6	20.9
5082	Construction and mining (except petroleum) machinery and equipment -----	3 761 759	290 909	29 651	53.0	13	19.2	39.8
5083	Farm and garden machinery and equipment -----	1 505 745	197 131	18 543	51.7	8	18.2	33.4
5084	Industrial machinery and equipment -----	2 246 183	218 764	33 043	60.2	10	25.1	11.5
5085	Industrial supplies -----	2 078 688	213 697	31 684	54.1	10	27.4	13.4
5087	Service establishment equipment and supplies -----	1 046 593	196 236	23 382	51.3	5	23.2	9.1
5088	Transportation equipment and supplies, except motor vehicles -----	2 029 667	175 644	21 837	47.2	12	26.3	26.2
509	Miscellaneous durable goods -----	1 518 217	247 402	22 066	42.9	6	20.8	7.5
5091	Sporting and recreational goods and supplies -----	1 441 571	399 644	24 139	38.4	4	15.7	15.4
5092	Toys and hobby goods and supplies -----	1 649 429	189 279	22 246	47.7	9	24.6	14.4
5093	Scrap and waste materials -----	1 978 264	190 980	20 617	45.2	10	23.9	5.2
5094	Jewelry, watches, precious stones, and precious metals -----	520 188	130 047	18 719	55.9	4	25.8	11.3
5099	Durable goods, n.e.c. -----	1 392 140	372 545	25 770	38.2	4	18.1	5.1
<b>51</b>	<b>Nondurable goods -----</b>	<b>5 233 956</b>	<b>367 938</b>	<b>23 696</b>	<b>47.3</b>	<b>14</b>	<b>13.6</b>	<b>7.4</b>
511	Paper and paper products -----	2 402 225	215 305	21 428	51.3	11	19.4	8.4
5111	Printing and writing paper -----	11 078 125	952 957	38 860	48.3	12	8.4	3.1
5112	Stationery and office supplies -----	1 212 917	113 357	17 567	51.0	11	30.4	11.7
5113	Industrial and personal service paper -----	2 495 143	203 093	24 752	53.7	12	22.7	12.8
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	9 475 778	322 427	27 155	41.7	29	20.2	19.3
5131	Piece goods, notions, and other dry goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's, and infants' clothing and accessories -----	1 202 200	154 128	21 521	42.0	8	33.2	19.9
5139	Footwear -----	34 123 889	348 598	28 359	41.8	98	19.5	19.7
514	Groceries and related products -----	4 335 742	340 479	23 117	50.7	13	13.4	6.3
5141	Groceries, general line -----	19 467 633	467 223	30 422	67.6	42	9.6	11.3
5142	Packaged frozen foods -----	4 597 870	273 258	25 269	54.4	17	17.0	6.5
5143	Dairy products, except dried or canned -----	2 123 167	350 615	21 349	44.4	6	13.7	3.5
5144	Poultry and poultry products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery -----	1 008 636	184 917	19 400	45.8	5	22.9	4.3
5146	Fish and seafoods -----	2 094 250	268 781	14 961	42.7	8	13.0	2.8
5147	Meats and meat products -----	11 890 875	426 578	25 722	46.1	28	13.1	4.3
5148	Fresh fruits and vegetables -----	3 197 929	359 126	19 241	44.6	9	12.0	.9
5149	Groceries and related products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials -----	807 118	304 911	21 444	35.3	3	19.9	10.3
5153	Grain and field beans -----	643 300	292 409	33 727	46.0	2	25.1	16.3
5154	Livestock -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products -----	2 047 606	271 369	34 289	44.0	8	28.7	7.7
5162	Plastics materials and basic forms and shapes -----	607 714	212 700	24 900	47.3	3	24.8	13.1
5169	Chemicals and allied products, n.e.c. -----	2 435 269	276 493	35 109	43.8	9	29.0	7.3

See footnotes at end of table.

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

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

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

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Wholesale trade – Con.</b>							
<b>51</b>	<b>Nondurable goods – Con.</b>							
517	Petroleum and petroleum products -----	14 579 658	662 712	21 663	39.8	22	8.2	3.4
5171	Petroleum bulk stations and terminals -----	16 726 891	806 999	22 314	39.5	21	7.0	3.8
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	8 955 952	353 524	20 267	40.4	25	14.2	1.9
518	Beer, wine, and distilled alcoholic beverages -----	13 373 667	256 774	28 923	51.1	52	22.0	6.9
5181	Beer and ale -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies -----	1 066 830	220 885	16 846	42.7	5	17.9	9.9
5192	Books, periodicals, and newspapers -----	2 443 368	176 517	19 422	46.8	14	23.5	6.2
5193	Flowers, nursery stock, and florists' supplies -----	688 111	123 860	21 200	48.8	6	35.1	8.4
5194	Tobacco and tobacco products -----	37 491 400	522 164	24 443	47.7	72	9.8	8.3
5198	Paints, varnishes, and supplies -----	885 000	153 913	22 413	45.3	6	32.1	15.7
5199	Nondurable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Merchant wholesalers -----</b>	<b>2 815 572</b>	<b>260 797</b>	<b>23 803</b>	<b>49.5</b>	<b>11</b>	<b>18.5</b>	<b>11.6</b>
<b>50</b>	<b>Durable goods -----</b>	<b>1 853 671</b>	<b>208 536</b>	<b>24 727</b>	<b>50.8</b>	<b>9</b>	<b>23.3</b>	<b>15.9</b>
501	Motor vehicles and motor vehicle parts and supplies -----	1 288 276	166 951	20 649	49.4	8	25.0	21.5
5012	Automobiles and other motor vehicles -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	591 121	111 469	18 103	41.2	5	39.4	20.2
502	Furniture and home furnishings -----	1 976 250	203 854	24 650	47.5	10	25.4	16.4
5021	Furniture -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	3 094 624	325 952	25 652	46.9	9	16.8	11.4
5031	Lumber, plywood, millwork, and wood panels -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials -----	839 000	139 833	27 486	63.7	6	30.9	8.8
5033	Roofing, siding, and insulation materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c. -----	591 385	150 745	21 941	46.1	4	31.5	9.4
504	Professional and commercial equipment and supplies -----	1 316 401	130 214	25 913	58.2	10	34.2	10.9
5043	Photographic equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	1 152 167	94 699	25 326	63.9	12	41.8	12.3
5045	Computers and computer peripheral equipment and software -----	1 132 125	124 638	28 534	60.0	9	38.1	9.1
5046	Commercial equipment, n.e.c. -----	948 818	147 000	18 239	42.5	6	29.2	17.1
5047	Medical, dental, and hospital equipment and supplies -----	2 607 520	198 744	27 601	52.9	13	26.3	10.5
5048	Ophthalmic goods -----	442 200	58 960	17 587	65.1	8	45.8	8.8
5049	Professional equipment and supplies, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	2 592 000	240 495	27 443	52.8	11	21.6	15.6
5051	Metals service centers and offices -----	2 592 000	240 495	27 443	52.8	11	21.6	15.6
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-
506	Electrical goods -----	1 964 368	245 194	25 067	45.2	8	22.6	13.0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	2 663 375	318 808	26 631	44.7	8	18.7	13.6
5064	Electrical appliances, television and radio sets -----	2 450 182	191 149	23 333	38.8	13	31.5	12.0
5065	Electronic parts and equipment, n.e.c. -----	575 214	103 910	22 600	55.7	6	39.1	9.3
507	Hardware, and plumbing and heating equipment and supplies -----	2 864 174	230 336	24 300	51.9	12	20.3	13.5
5072	Hardware -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	2 066 646	214 966	28 221	54.5	10	24.1	22.1
5082	Construction and mining (except petroleum) machinery and equipment -----	3 761 759	290 909	29 651	53.0	13	19.2	39.8
5083	Farm and garden machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	2 177 323	209 618	31 073	58.6	10	25.3	12.4
5085	Industrial supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	2 029 667	175 644	21 837	47.2	12	26.3	26.2
509	Miscellaneous durable goods -----	1 485 942	236 469	21 967	42.7	6	21.7	8.0
5091	Sporting and recreational goods and supplies -----	1 172 760	318 685	23 217	36.6	4	19.9	21.3
5092	Toys and hobby goods and supplies -----	1 649 429	189 279	22 246	47.7	9	24.6	14.4
5093	Scrap and waste materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	520 188	130 047	18 719	55.9	4	25.8	11.3
5099	Durable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>4 368 234</b>	<b>314 844</b>	<b>22 848</b>	<b>48.0</b>	<b>14</b>	<b>15.1</b>	<b>8.7</b>
511	Paper and paper products -----	1 893 123	161 075	21 070	51.9	12	25.2	11.4
5111	Printing and writing paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	7 450 367	334 097	28 060	36.7	22	22.9	20.8
5131	Piece goods, notions, and other dry goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's, and infants' clothing and accessories -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

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

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

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
<b>Merchant wholesalers – Con.</b>								
<b>51</b>	<b>Nondurable goods – Con.</b>							
514	Groceries and related products .....	3 630 049	297 695	22 272	51.8	12	14.4	8.2
5141	Groceries, general line .....	17 274 000	368 159	30 628	68.2	47	12.2	15.3
5142	Packaged frozen foods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables .....	2 892 684	314 063	18 983	44.3	9	13.6	1.1
5149	Groceries and related products, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials .....	807 118	304 911	21 444	35.3	3	19.9	10.3
5153	Grain and field beans .....	643 300	292 409	33 727	46.0	2	25.1	16.3
5154	Livestock .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes .....	607 714	212 700	24 900	47.3	3	24.8	13.1
5169	Chemicals and allied products, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	10 607 257	484 982	20 366	40.5	22	10.4	3.5
5171	Petroleum bulk stations and terminals .....	11 314 959	554 988	20 418	40.5	20	9.1	4.1
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	8 955 952	353 524	20 267	40.4	25	14.2	1.9
518	Beer, wine, and distilled alcoholic beverages .....	13 373 667	256 774	28 923	51.1	52	22.0	6.9
5181	Beer and ale .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies .....	793 619	175 432	15 621	44.7	5	19.9	11.5
5192	Books, periodicals, and newspapers .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies .....	688 111	123 860	21 200	48.8	6	35.1	8.4
5194	Tobacco and tobacco products .....	37 491 400	522 164	24 443	47.7	72	9.8	8.3
5198	Paints, varnishes, and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Manufacturers' sales branches and sales offices .....</b>		<b>9 093 102</b>	<b>470 747</b>	<b>34 191</b>	<b>46.2</b>	<b>19</b>	<b>15.7</b>	<b>5.2</b>
<b>50</b>	<b>Durable goods .....</b>	<b>6 863 537</b>	<b>367 850</b>	<b>40 575</b>	<b>51.0</b>	<b>19</b>	<b>21.6</b>	<b>3.3</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies .....	8 583 000	343 320	50 895	49.8	25	29.8	2.0
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	12 092 000	426 418	36 851	48.5	28	17.8	1.9
507	Hardware, and plumbing and heating equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods .....	–	–	–	–	–	–	–
<b>51</b>	<b>Nondurable goods .....</b>	<b>10 696 825</b>	<b>540 531</b>	<b>29 861</b>	<b>42.6</b>	<b>20</b>	<b>13.0</b>	<b>6.1</b>
511	Paper and paper products .....	11 695 800	1 719 971	34 118	45.8	7	4.3	.9
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Agents, brokers, and commission merchants .....</b>		<b>8 000 493</b>	<b>1 172 939</b>	<b>24 827</b>	<b>51.0</b>	<b>7</b>	<b>4.2</b>	<b>–</b>
<b>50</b>	<b>Durable goods .....</b>	<b>2 854 000</b>	<b>645 905</b>	<b>20 153</b>	<b>52.4</b>	<b>4</b>	<b>6.0</b>	<b>.2</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies .....	1 536 667	329 286	43 357	57.4	5	23.0	–
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	3 292 571	1 646 286	49 429	56.4	2	5.3	.1
507	Hardware, and plumbing and heating equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods .....	2 352 000	1 008 000	28 929	60.1	2	4.8	–
<b>51</b>	<b>Nondurable goods .....</b>	<b>17 221 292</b>	<b>1 547 981</b>	<b>28 154</b>	<b>50.2</b>	<b>11</b>	<b>3.6</b>	<b>–</b>
511	Paper and paper products .....	658 667	282 286	8 429	19.2	2	15.6	–
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)

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

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

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

Table with 12 columns: SIC code, Type of operation and kind of business, Establishments (1992 number, 1987 number), Sales (\$1,000) (1992, 1987), Percent change 1987 to 1992, Annual payroll (\$1,000) (1992, 1987), Percent change 1987 to 1992, and Paid employees for pay period including March 12 (1992 number, 1987 number). Rows include Wholesale trade, Durable goods, and Nondurable goods.





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

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

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Merchant wholesalers — Con.</b>										
<b>51</b>	<b>Nondurable goods</b> -----	<b>692</b>	<b>628</b>	<b>3 022 818</b>	<b>2 592 262</b>	<b>16.6</b>	<b>219 362</b>	<b>170 874</b>	<b>28.4</b>	<b>9 601</b>	<b>9 505</b>
511	Paper and paper products -----	81	49	153 343	(D)	(D)	20 059	(D)	(D)	952	FF
5111	Printing and writing paper -----	7	5	(D)	(D)	(D)	(D)	(D)	(D)	BB	CC
5112	Stationery and office supplies -----	54	24	(D)	(D)	(D)	(D)	(D)	(D)	FF	CC
5113	Industrial and personal service paper -----	20	20	(D)	(D)	(D)	(D)	(D)	(D)	EE	CC
512	Drugs, drug proprietaries, and druggists' sundries -----	7	6	(D)	(D)	(D)	(D)	(D)	(D)	CC	FF
5122	Drugs, drug proprietaries, and druggists' sundries -----	7	6	(D)	(D)	(D)	(D)	(D)	(D)	CC	FF
513	Apparel, piece goods, and notions -----	30	29	223 511	135 418	65.1	18 772	7 273	158.1	669	332
5131	Piece goods, notions, and other dry goods -----	4	7	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5136	Men's and boys' clothing and furnishings -----	5	8	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
5137	Women's, children's, and infants' clothing and accessories -----	14	7	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
5139	Footwear -----	7	7	(D)	(D)	(D)	(D)	(D)	(D)	FF	CC
514	Groceries and related products -----	325	306	1 179 766	1 082 702	9.0	88 263	67 202	31.3	3 963	4 040
5141	Groceries, general line -----	25	20	431 850	(D)	(D)	35 927	(D)	(D)	1 173	FF
5142	Packaged frozen foods -----	22	12	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5143	Dairy products, except dried or canned -----	7	18	(D)	(D)	(D)	(D)	(D)	(D)	BB	EE
5144	Poultry and poultry products -----	2	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
5145	Confectionery -----	9	7	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5146	Fish and seafoods -----	166	144	(D)	(D)	(D)	(D)	(D)	(D)	GG	GG
5147	Meats and meat products -----	7	15	(D)	(D)	(D)	(D)	(D)	(D)	CC	EE
5148	Fresh fruits and vegetables -----	38	44	109 922	(D)	(D)	6 644	(D)	(D)	350	EE
5149	Groceries and related products, n.e.c. -----	49	44	(D)	139 078	(D)	6 644	13 959	(D)	EE	754
515	Farm-product raw materials -----	17	19	13 721	(D)	(D)	965	(D)	(D)	45	BB
5153	Grain and field beans -----	10	10	6 433	8 526	-24.5	742	473	56.9	22	32
5154	Livestock -----	3	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5159	Farm-product raw materials, n.e.c. -----	4	5	(D)	4 178	(D)	(D)	553	(D)	AA	31
516	Chemicals and allied products -----	28	19	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5162	Plastics materials and basic forms and shapes -----	7	3	4 254	(D)	(D)	498	(D)	(D)	20	AA
5169	Chemicals and allied products, n.e.c. -----	21	16	(D)	33 167	(D)	(D)	3 888	(D)	CC	148
517	Petroleum and petroleum products -----	70	69	742 508	636 482	16.7	31 180	28 570	9.1	1 531	1 859
5171	Petroleum bulk stations and terminals -----	49	48	554 433	514 530	7.8	20 398	21 919	-6.9	999	1 416
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	21	21	188 075	121 952	54.2	10 782	6 651	62.1	532	443
518	Beer, wine, and distilled alcoholic beverages -----	12	16	160 484	(D)	(D)	18 077	(D)	(D)	625	FF
5181	Beer and ale -----	11	12	(D)	129 188	(D)	(D)	13 692	(D)	FF	531
5182	Wine and distilled alcoholic beverages -----	1	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
519	Miscellaneous nondurable goods -----	122	115	(D)	256 896	(D)	(D)	25 133	(D)	GG	1 388
5191	Farm supplies -----	42	52	33 332	(D)	(D)	2 968	(D)	(D)	190	CC
5192	Books, periodicals, and newspapers -----	15	10	(D)	(D)	(D)	(D)	(D)	(D)	EE	CC
5193	Flowers, nursery stock, and florists' supplies -----	9	8	6 193	12 080	-48.7	1 060	1 806	-41.3	50	104
5194	Tobacco and tobacco products -----	5	6	187 457	119 145	57.3	8 775	5 867	49.6	359	324
5198	Paints, varnishes, and supplies -----	6	4	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5199	Nondurable goods, n.e.c. -----	45	35	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
	<b>Manufacturers' sales branches and sales offices</b> -----	<b>98</b>	<b>102</b>	<b>891 124</b>	<b>1 201 016</b>	<b>-25.8</b>	<b>64 723</b>	<b>41 630</b>	<b>55.5</b>	<b>1 893</b>	<b>1 376</b>
<b>50</b>	<b>Durable goods</b> -----	<b>41</b>	<b>39</b>	<b>281 405</b>	<b>178 717</b>	<b>57.5</b>	<b>31 040</b>	<b>13 925</b>	<b>122.9</b>	<b>765</b>	<b>436</b>
501	Motor vehicles and motor vehicle parts and supplies ---	2	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
502	Furniture and home furnishings -----	3	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
503	Lumber and other construction materials -----	4	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
504	Professional and commercial equipment and supplies ---	8	14	68 664	80 146	-14.3	10 179	9 001	13.1	200	250
505	Metals and minerals, except petroleum -----	—	1	—	(D)	(D)	(D)	(D)	(D)	—	AA
506	Electrical goods -----	14	9	169 288	(D)	(D)	14 630	(D)	(D)	397	BB
507	Hardware, and plumbing and heating equipment and supplies -----	7	—	(D)	—	(X)	(D)	—	(X)	BB	—
508	Machinery, equipment, and supplies -----	3	7	(D)	41 344	(D)	(D)	2 407	(D)	BB	72
509	Miscellaneous durable goods -----	—	1	—	(D)	(D)	—	(D)	(D)	—	AA
<b>51</b>	<b>Nondurable goods</b> -----	<b>57</b>	<b>63</b>	<b>609 719</b>	<b>1 022 299</b>	<b>-40.4</b>	<b>33 683</b>	<b>27 705</b>	<b>21.6</b>	<b>1 128</b>	<b>940</b>
511	Paper and paper products -----	5	6	58 479	(D)	(D)	1 160	(D)	(D)	34	BB
512	Drugs, drug proprietaries, and druggists' sundries -----	1	—	(D)	(X)	(X)	(D)	—	(X)	AA	—
513	Apparel, piece goods, and notions -----	4	3	(D)	150 331	(D)	(D)	7 925	(D)	EE	114
514	Groceries and related products -----	24	24	(D)	141 298	(D)	(D)	12 670	(D)	FF	617
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	5	5	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
517	Petroleum and petroleum products -----	5	12	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
518	Beer, wine, and distilled alcoholic beverages -----	—	1	—	(D)	(D)	—	(D)	(D)	—	AA
519	Miscellaneous nondurable goods -----	13	12	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
	<b>Agents, brokers, and commission merchants</b> -----	<b>67</b>	<b>68</b>	<b>536 033</b>	<b>421 883</b>	<b>27.1</b>	<b>11 346</b>	<b>8 871</b>	<b>27.9</b>	<b>457</b>	<b>523</b>
<b>50</b>	<b>Durable goods</b> -----	<b>43</b>	<b>38</b>	<b>122 722</b>	<b>75 668</b>	<b>62.2</b>	<b>3 829</b>	<b>2 667</b>	<b>43.6</b>	<b>190</b>	<b>169</b>
501	Motor vehicles and motor vehicle parts and supplies ---	7	5	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
502	Furniture and home furnishings -----	3	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
503	Lumber and other construction materials -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
504	Professional and commercial equipment and supplies ---	3	4	4 610	2 273	102.8	607	114	432.5	14	10
505	Metals and minerals, except petroleum -----	—	—	—	—	—	—	—	—	—	—
506	Electrical goods -----	7	1	23 048	(D)	(D)	692	(D)	(D)	14	AA

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

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

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Agents, brokers, and commission merchants — Con.</b>										
<b>50</b>	<b>Durable goods — Con.</b>										
507	Hardware, and plumbing and heating equipment and supplies	5	6	(D)	9 071	(D)	(D)	429	(D)	AA	17
508	Machinery, equipment, and supplies	11	12	(D)	8 075	(D)	(D)	493	(D)	AA	14
509	Miscellaneous durable goods	6	8	14 112	(D)	(D)	405	(D)	(D)	14	BB
<b>51</b>	<b>Nondurable goods</b>	<b>24</b>	<b>30</b>	<b>413 311</b>	<b>346 215</b>	<b>19.4</b>	<b>7 517</b>	<b>6 204</b>	<b>21.2</b>	<b>267</b>	<b>354</b>
511	Paper and paper products	3	1	1 976	(D)	(D)	59	(D)	(D)	7	AA
512	Drugs, drug proprietaries, and druggists' sundries	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions	2	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
514	Groceries and related products	16	17	(D)	178 774	(D)	(D)	2 211	(D)	CC	95
515	Farm-product raw materials	—	1	—	(D)	(D)	—	(D)	(D)	—	AA
516	Chemicals and allied products	—	1	—	(D)	(D)	—	(D)	(D)	—	AA
517	Petroleum and petroleum products	1	3	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
518	Beer, wine, and distilled alcoholic beverages	—	1	—	(D)	(D)	—	(D)	(D)	—	AA
519	Miscellaneous nondurable goods	2	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB

**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)
<b>Maine</b>	<b>1 974</b>	<b>6 520 526</b>	<b>540 945</b>	<b>21 880</b>	<b>1 809</b>	<b>5 093 369</b>	<b>464 876</b>	<b>19 530</b>	<b>165</b>	<b>1 427 157</b>
Androscoggin County	174	332 550	47 702	2 076	168	323 923	46 743	2 046	6	8 627
Auburn	57	(D)	(D)	FF	54	(D)	(D)	FF	3	7 715
Lewiston	92	219 119	31 722	1 327	89	218 207	31 675	1 325	3	912
Balance of county	25	(D)	(D)	CC	25	(D)	(D)	CC	—	—
Aroostook County	145	351 772	22 872	1 072	137	315 015	21 097	1 001	8	36 757
Caribou	29	60 537	5 821	256	27	(D)	(D)	CC	2	(D)
Presque Isle	35	183 533	8 904	343	32	(D)	(D)	EE	3	(D)
Balance of county	81	107 702	8 147	473	78	(D)	(D)	EE	3	(D)
Cumberland County	627	2 792 334	236 272	8 738	553	2 060 955	199 733	7 777	74	731 379
Brunswick town	24	110 320	7 943	433	24	110 320	7 943	433	—	—
Gorham town	22	23 943	2 659	114	20	(D)	(D)	CC	2	(D)
Portland	263	1 160 582	105 377	4 147	241	985 568	91 272	3 788	22	175 014
Scarborough town	64	267 065	13 856	506	52	139 165	11 276	419	12	127 900
South Portland	75	710 086	50 623	1 623	57	352 904	38 553	1 301	18	357 182
Westbrook	53	248 651	27 152	875	45	211 722	21 028	746	8	36 929
Windham town	22	20 184	2 230	112	21	(D)	(D)	CC	1	(D)
Balance of county	104	251 503	26 432	928	93	(D)	(D)	FF	11	(D)
Franklin County	28	229 180	16 683	658	25	(D)	(D)	EE	3	(D)
Hancock County	74	120 386	7 798	417	72	(D)	(D)	EE	2	(D)
Ellsworth	19	38 462	3 303	184	18	(D)	(D)	CC	1	(D)
Balance of county	55	81 924	4 495	233	54	(D)	(D)	CC	1	(D)
Kennebec County	164	678 014	56 289	2 170	153	638 196	54 049	2 090	11	39 818
Augusta	52	320 159	28 081	1 017	48	296 066	26 381	953	4	24 093
Gardiner	15	165 139	8 676	329	15	165 139	8 676	329	—	—
Hallowell	4	10 793	438	20	3	(D)	(D)	AA	1	(D)
Waterville	30	59 572	6 913	276	27	52 272	6 441	264	3	7 300
Balance of county	63	122 351	12 181	528	60	(D)	(D)	FF	3	(D)
Knox County	80	137 648	10 915	588	78	(D)	(D)	FF	2	(D)
Rockland	26	(D)	(D)	EE	24	(D)	(D)	EE	2	(D)
Balance of county	54	(D)	(D)	EE	54	(D)	(D)	EE	—	—
Lincoln County	45	41 758	3 923	223	44	(D)	(D)	CC	1	(D)
Oxford County	47	206 804	7 802	326	46	(D)	(D)	CC	1	(D)
Penobscot County	252	980 038	81 204	3 404	230	827 594	70 814	3 006	22	152 444
Bangor	130	645 852	50 821	2 116	121	575 566	46 690	2 001	9	70 286
Brewer	43	114 377	12 247	492	39	91 286	10 264	396	4	23 091
Old Town	6	17 089	3 640	148	5	(D)	(D)	BB	1	(D)
Orono town	4	4 175	422	19	3	(D)	(D)	AA	1	(D)
Balance of county	69	198 545	14 074	629	62	(D)	(D)	FF	7	(D)
Piscataquis County	16	12 708	1 244	82	15	(D)	(D)	BB	1	(D)
Sagadahoc County	26	27 000	1 825	92	23	(D)	(D)	BB	3	(D)
Bath	8	7 941	687	37	7	(D)	(D)	BB	1	(D)
Balance of county	18	19 059	1 138	55	16	(D)	(D)	BB	2	(D)

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

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
					Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>Maine—Con.</b>										
Somerset County .....	45	177 522	16 325	583	39	60 447	6 485	304	6	117 075
Waldo County .....	23	104 562	2 629	133	22	(D)	(D)	CC	1	(D)
Belfast .....	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
Balance of county .....	14	(D)	(D)	BB	14	(D)	(D)	BB	—	—
Washington County .....	43	45 574	2 663	195	41	(D)	(D)	CC	2	(D)
Calais .....	5	(D)	(D)	BB	4	12 167	814	36	1	(D)
Balance of county .....	38	(D)	(D)	CC	37	(D)	(D)	CC	1	(D)
York County .....	185	282 676	24 799	1 123	163	223 614	20 995	980	22	59 062
Biddeford .....	30	66 067	7 123	327	27	54 461	5 998	280	3	11 606
Saco .....	18	18 178	2 429	105	17	(D)	(D)	BB	1	(D)
Sanford town .....	28	52 947	4 622	249	24	37 458	3 471	210	4	15 489
Balance of county .....	109	145 484	10 625	442	95	(D)	(D)	EE	14	(D)

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

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>PORTLAND</b>											
	<b>Wholesale trade .....</b>	<b>263</b>	<b>1 160 582</b>	<b>105 377</b>	<b>4 147</b>	<b>241</b>	<b>985 568</b>	<b>91 272</b>	<b>3 788</b>	<b>22</b>	<b>175 014</b>
50	<b>Durable goods .....</b>	<b>160</b>	<b>571 864</b>	<b>65 952</b>	<b>2 365</b>	<b>148</b>	<b>484 704</b>	<b>55 339</b>	<b>2 128</b>	<b>12</b>	<b>87 160</b>
501	Motor vehicles and motor vehicle parts and supplies .....	20	37 008	4 529	210	19	(D)	(D)	CC	1	(D)
502	Furniture and homefurnishings .....	7	9 304	1 248	46	7	9 304	1 248	46	—	—
503	Lumber and other construction materials .....	11	82 579	5 885	211	10	(D)	(D)	CC	1	(D)
504	Professional and commercial equipment and supplies .....	29	78 734	15 795	449	26	41 859	8 836	320	3	36 875
505	Metals and minerals, except petroleum .....	—	—	—	—	—	—	—	—	—	—
506	Electrical goods .....	21	109 257	9 091	340	15	62 263	5 738	242	6	46 994
507	Hardware, and plumbing and heating equipment and supplies .....	20	128 105	12 482	548	20	128 105	12 482	548	—	—
508	Machinery, equipment, and supplies .....	34	85 079	12 359	367	34	85 079	12 359	367	—	—
509	Miscellaneous durable goods .....	18	41 798	4 563	194	17	(D)	(D)	CC	1	(D)
51	<b>Nondurable goods .....</b>	<b>103</b>	<b>588 718</b>	<b>39 425</b>	<b>1 782</b>	<b>93</b>	<b>500 864</b>	<b>35 933</b>	<b>1 660</b>	<b>10</b>	<b>87 854</b>
511	Paper and paper products .....	20	67 617	7 852	310	18	(D)	(D)	EE	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	2	(D)	(D)	CC	1	(D)	(D)	CC	1	(D)
513	Apparel, piece goods, and notions .....	5	2 602	456	25	5	2 602	456	25	—	—
514	Groceries and related products .....	49	283 380	16 835	892	46	216 417	14 662	801	3	66 963
515	Farm-product raw materials .....	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products .....	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
517	Petroleum and petroleum products .....	6	15 920	2 199	84	6	15 920	2 199	84	—	—
518	Beer, wine, and distilled alcoholic beverages .....	3	(D)	(D)	CC	3	(D)	(D)	CC	—	—
519	Miscellaneous nondurable goods .....	15	32 554	2 507	102	12	(D)	(D)	BB	3	(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)
<b>CUMBERLAND COUNTY</b>											
	<b>Wholesale trade -----</b>	<b>627</b>	<b>2 792 334</b>	<b>236 272</b>	<b>8 738</b>	<b>553</b>	<b>2 060 955</b>	<b>199 733</b>	<b>7 777</b>	<b>74</b>	<b>731 379</b>
<b>50</b>	<b>Durable goods -----</b>	<b>399</b>	<b>1 112 965</b>	<b>128 634</b>	<b>4 462</b>	<b>360</b>	<b>921 292</b>	<b>107 219</b>	<b>3 962</b>	<b>39</b>	<b>191 673</b>
501	Motor vehicles and motor vehicle parts and supplies -----	65	116 621	13 299	621	61	111 576	12 758	595	4	5 045
5012	Automobiles and other motor vehicles -----	13	37 033	3 758	154	11	(D)	(D)	CC	2	(D)
5013	Motor vehicle supplies and new parts -----	42	68 647	7 999	400	41	(D)	(D)	EE	1	(D)
5014	Tires and tubes -----	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
5015	Motor vehicle parts, used -----	3	(D)	(D)	BB	3	(D)	(D)	BB	-	-
502	Furniture and home furnishings -----	17	21 478	2 498	93	14	(D)	(D)	BB	3	(D)
5021	Furniture -----	10	15 320	2 064	72	8	(D)	(D)	BB	2	(D)
5023	Home furnishings -----	7	6 158	434	21	6	(D)	(D)	AA	1	(D)
503	Lumber and other construction materials -----	38	156 175	12 298	428	35	(D)	(D)	EE	3	(D)
5031	Lumber, plywood, millwork, and wood panels -----	25	129 414	8 031	306	23	(D)	(D)	EE	2	(D)
5032	Brick, stone, and related construction materials -----	6	6 544	1 381	28	6	6 544	1 381	28	-	-
5033	Roofing, siding, and insulation materials -----	5	(D)	(D)	BB	4	16 255	2 477	79	1	(D)
5039	Construction materials, n.e.c. -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
504	Professional and commercial equipment and supplies -----	62	158 245	29 256	854	54	(D)	(D)	FF	8	(D)
5043	Photographic equipment and supplies -----	-	-	-	-	-	-	-	-	-	-
5044	Office equipment -----	14	19 553	5 077	216	14	19 553	5 077	216	-	-
5045	Computers and computer peripheral equipment and software -----	29	105 353	19 074	479	22	(D)	(D)	EE	7	(D)
5046	Commercial equipment, n.e.c. -----	5	(D)	(D)	BB	5	(D)	(D)	BB	-	-
5047	Medical, dental, and hospital equipment and supplies -----	12	29 123	4 515	126	11	(D)	(D)	CC	1	(D)
5048	Ophthalmic goods -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
5049	Professional equipment and supplies, n.e.c. -----	-	-	-	-	-	-	-	-	-	-
505	Metals and minerals, except petroleum -----	7	32 434	2 853	96	7	32 434	2 853	96	-	-
5051	Metals service centers and offices -----	7	32 434	2 853	96	7	32 434	2 853	96	-	-
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-	-	-
506	Electrical goods -----	47	168 312	13 459	476	33	83 794	7 534	321	14	84 518
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	29	94 142	7 299	235	18	(D)	(D)	CC	11	(D)
5064	Electrical appliances, television and radio sets -----	5	22 050	2 428	110	5	22 050	2 428	110	-	-
5065	Electronic parts and equipment, n.e.c. -----	13	52 120	3 732	131	10	(D)	(D)	BB	3	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	37	154 819	16 506	673	35	(D)	(D)	FF	2	(D)
5072	Hardware -----	9	93 175	9 740	419	9	93 175	9 740	419	-	-
5074	Plumbing and heating equipment and supplies (hydronics) -----	17	43 625	5 016	195	16	(D)	(D)	CC	1	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	7	13 124	1 250	45	7	13 124	1 250	45	-	-
5078	Refrigeration equipment and supplies -----	4	4 895	500	14	3	(D)	(D)	AA	1	(D)
508	Machinery, equipment, and supplies -----	88	205 520	29 730	881	85	(D)	(D)	FF	3	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	12	38 715	4 662	145	12	38 715	4 662	145	-	-
5083	Farm and garden machinery and equipment -----	6	(D)	(D)	BB	6	(D)	(D)	BB	-	-
5084	Industrial machinery and equipment -----	31	85 485	13 807	366	28	(D)	(D)	EE	3	(D)
5085	Industrial supplies -----	23	58 092	8 496	242	23	58 092	8 496	242	-	-
5087	Service establishment equipment and supplies -----	14	12 065	1 950	86	14	12 065	1 950	86	-	-
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
509	Miscellaneous durable goods -----	38	99 361	8 735	340	36	(D)	(D)	EE	2	(D)
5091	Sporting and recreational goods and supplies -----	4	11 476	474	17	3	(D)	(D)	AA	1	(D)
5092	Toys and hobby goods and supplies -----	3	(D)	(D)	BB	3	(D)	(D)	BB	-	-
5093	Scrap and waste materials -----	16	65 187	5 963	242	15	(D)	(D)	CC	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	5	2 478	413	19	5	2 478	413	19	-	-
5099	Durable goods, n.e.c. -----	10	(D)	(D)	BB	10	(D)	(D)	BB	-	-
<b>51</b>	<b>Nondurable goods -----</b>	<b>228</b>	<b>1 679 369</b>	<b>107 638</b>	<b>4 276</b>	<b>193</b>	<b>1 139 663</b>	<b>92 514</b>	<b>3 815</b>	<b>35</b>	<b>539 706</b>
511	Paper and paper products -----	38	150 480	12 298	550	33	92 253	11 196	517	5	58 227
5111	Printing and writing paper -----	5	85 714	3 426	89	4	(D)	(D)	BB	1	(D)
5112	Stationery and office supplies -----	23	44 674	6 502	365	20	(D)	(D)	EE	3	(D)
5113	Industrial and personal service paper -----	10	20 092	2 370	96	9	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	6	(D)	(D)	CC	5	(D)	(D)	CC	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	6	(D)	(D)	CC	5	(D)	(D)	CC	1	(D)
513	Apparel, piece goods, and notions -----	14	117 168	9 358	287	12	(D)	(D)	EE	2	(D)
5131	Piece goods, notions, and other dry goods -----	-	-	-	-	-	-	-	-	-	-
5136	Men's and boys' clothing and furnishings -----	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
5137	Women's, children's, and infants' clothing and accessories -----	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
5139	Footwear -----	2	(D)	(D)	CC	2	(D)	(D)	CC	-	-
514	Groceries and related products -----	92	690 807	48 906	1 932	79	408 293	39 382	1 606	13	282 514
5141	Groceries, general line -----	13	325 071	24 337	761	9	(D)	(D)	FF	4	(D)
5142	Packaged frozen foods -----	6	12 708	1 540	34	6	12 708	1 540	34	-	-
5143	Dairy products, except dried or canned -----	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
5144	Poultry and poultry products -----	-	-	-	-	-	-	-	-	-	-
5145	Confectionery -----	5	6 111	927	43	4	(D)	(D)	BB	1	(D)

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

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>CUMBERLAND COUNTY—Con.</b>											
<b>51</b>	<b>Nondurable goods—Con.</b>										
514	Groceries and related products —Con.										
5146	Fish and seafoods -----	45	163 566	10 114	660	43	(D)	(D)	FF	2	(D)
5147	Meats and meat products -----	3	(D)	(D)	CC	2	(D)	(D)	CC	1	(D)
5148	Fresh fruits and vegetables -----	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5149	Groceries and related products, n.e.c. -----	17	99 768	7 453	265	12	36 048	1 162	62	5	63 720
515	Farm-product raw materials -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5153	Grain and field beans -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5154	Livestock -----	—	—	—	—	—	—	—	—	—	—
5159	Farm-product raw materials, n.e.c. -----	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	12	37 557	5 045	149	10	(D)	(D)	CC	2	(D)
5162	Plastics materials and basic forms and shapes -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5169	Chemicals and allied products, n.e.c. -----	11	(D)	(D)	CC	9	(D)	(D)	CC	2	(D)
517	Petroleum and petroleum products -----	15	378 283	12 019	540	12	(D)	(D)	FF	3	(D)
5171	Petroleum bulk stations and terminals -----	10	237 189	4 229	144	7	(D)	(D)	CC	3	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5	141 094	7 790	396	5	141 094	7 790	396	—	—
518	Beer, wine, and distilled alcoholic beverages -----	4	62 523	7 185	267	4	62 523	7 185	267	—	—
5181	Beer and ale -----	3	(D)	(D)	EE	3	(D)	(D)	EE	—	—
5182	Wine and distilled alcoholic beverages -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
519	Miscellaneous nondurable goods -----	46	86 817	7 355	347	37	(D)	(D)	EE	9	(D)
5191	Farm supplies -----	10	12 226	877	54	7	(D)	(D)	BB	3	(D)
5192	Books, periodicals, and newspapers -----	9	29 777	3 007	144	6	(D)	(D)	CC	3	(D)
5193	Flowers, nursery stock, and florists' supplies -----	3	3 731	764	29	3	3 731	764	29	—	—
5194	Tobacco and tobacco products -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5198	Paints, varnishes, and supplies -----	3	1 205	181	9	1	(D)	(D)	AA	2	(D)
5199	Nondurable goods, n.e.c. -----	20	(D)	(D)	BB	19	(D)	(D)	BB	1	(D)
<b>PENOBSCOT COUNTY</b>											
	<b>Wholesale trade -----</b>	<b>252</b>	<b>980 038</b>	<b>81 204</b>	<b>3 404</b>	<b>230</b>	<b>827 594</b>	<b>70 814</b>	<b>3 006</b>	<b>22</b>	<b>152 444</b>
<b>50</b>	<b>Durable goods -----</b>	<b>171</b>	<b>395 376</b>	<b>39 830</b>	<b>1 688</b>	<b>164</b>	<b>354 056</b>	<b>38 958</b>	<b>1 607</b>	<b>7</b>	<b>41 320</b>
501	Motor vehicles and motor vehicle parts and supplies -----	46	119 044	11 053	542	44	(D)	(D)	EE	2	(D)
502	Furniture and homefurnishings -----	3	516	88	6	3	516	88	6	—	—
503	Lumber and other construction materials -----	11	40 254	2 133	89	11	40 254	2 133	89	—	—
504	Professional and commercial equipment and supplies -----	26	36 328	6 016	282	26	36 328	6 016	282	—	—
505	Metals and minerals, except petroleum -----	—	—	—	—	—	—	—	—	—	—
506	Electrical goods -----	16	39 505	3 295	136	14	(D)	(D)	CC	2	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	15	39 809	4 363	149	13	(D)	(D)	CC	2	(D)
508	Machinery, equipment, and supplies -----	34	87 211	10 657	372	34	87 211	10 657	372	—	—
509	Miscellaneous durable goods -----	20	32 709	2 225	112	19	(D)	(D)	CC	1	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>81</b>	<b>584 662</b>	<b>41 374</b>	<b>1 716</b>	<b>66</b>	<b>473 538</b>	<b>31 856</b>	<b>1 399</b>	<b>15</b>	<b>111 124</b>
511	Paper and paper products -----	12	24 633	3 777	148	10	(D)	(D)	CC	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions -----	3	(D)	(D)	CC	2	(D)	(D)	BB	1	(D)
514	Groceries and related products -----	26	162 437	15 359	596	19	117 837	11 127	451	7	44 600
515	Farm-product raw materials -----	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
516	Chemicals and allied products -----	7	17 984	2 515	61	5	(D)	(D)	BB	2	(D)
517	Petroleum and petroleum products -----	13	(D)	(D)	EE	12	(D)	(D)	EE	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
519	Miscellaneous nondurable goods -----	16	62 293	4 210	192	14	(D)	(D)	CC	2	(D)

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

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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)
<b>BANGOR, ME MSA</b>											
	<b>Wholesale trade</b> .....	<b>209</b>	<b>876 924</b>	<b>72 553</b>	<b>3 041</b>	<b>191</b>	<b>731 663</b>	<b>62 413</b>	<b>2 653</b>	<b>18</b>	<b>145 261</b>
<b>50</b>	<b>Durable goods</b> .....	<b>144</b>	<b>356 368</b>	<b>37 068</b>	<b>1 554</b>	<b>137</b>	<b>315 048</b>	<b>36 196</b>	<b>1 473</b>	<b>7</b>	<b>41 320</b>
501	Motor vehicles and motor vehicle parts and supplies .....	35	115 258	10 364	500	33	(D)	(D)	EE	2	(D)
502	Furniture and homefurnishings .....	3	516	88	6	3	516	88	6	-	-
503	Lumber and other construction materials .....	10	39 918	2 112	89	10	39 918	2 112	89	-	-
504	Professional and commercial equipment and supplies .....	25	35 954	5 963	279	25	35 954	5 963	279	-	-
505	Metals and minerals, except petroleum .....	-	-	-	-	-	-	-	-	-	-
506	Electrical goods .....	12	21 527	1 927	80	10	(D)	(D)	BB	2	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	14	39 718	4 333	145	12	(D)	(D)	CC	2	(D)
508	Machinery, equipment, and supplies .....	30	83 241	10 325	353	30	83 241	10 325	353	-	-
509	Miscellaneous durable goods .....	15	20 236	1 956	102	14	(D)	(D)	BB	1	(D)
<b>51</b>	<b>Nondurable goods</b> .....	<b>65</b>	<b>520 556</b>	<b>35 485</b>	<b>1 487</b>	<b>54</b>	<b>416 615</b>	<b>26 217</b>	<b>1 180</b>	<b>11</b>	<b>103 941</b>
511	Paper and paper products .....	12	24 633	3 777	148	10	(D)	(D)	CC	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	-	-	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions .....	3	(D)	(D)	CC	2	(D)	(D)	BB	1	(D)
514	Groceries and related products .....	19	109 815	10 135	414	15	72 298	6 146	278	4	37 517
515	Farm-product raw materials .....	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products .....	7	17 984	2 515	61	5	(D)	(D)	BB	2	(D)
517	Petroleum and petroleum products .....	12	(D)	(D)	EE	11	(D)	(D)	EE	1	(D)
518	Beer, wine, and distilled alcoholic beverages .....	2	(D)	(D)	BB	2	(D)	(D)	BB	-	-
519	Miscellaneous nondurable goods .....	10	58 074	3 885	165	9	(D)	(D)	CC	1	(D)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA</b>											
	<b>Wholesale trade</b> .....	<b>10 733</b>	<b>88 010 543</b>	<b>5 073 536</b>	<b>140 889</b>	<b>8 478</b>	<b>46 399 336</b>	<b>3 637 839</b>	<b>107 588</b>	<b>2 255</b>	<b>41 611 207</b>
<b>50</b>	<b>Durable goods</b> .....	<b>7 253</b>	<b>44 796 881</b>	<b>3 130 188</b>	<b>84 094</b>	<b>5 747</b>	<b>(D)</b>	<b>(D)</b>	<b>LL</b>	<b>1 506</b>	<b>(D)</b>
501	Motor vehicles and motor vehicle parts and supplies .....	928	(D)	(D)	II	873	(D)	(D)	II	55	7 134 908
5012	Automobiles and other motor vehicles .....	126	7 883 972	58 601	2 002	111	1 218 243	44 788	1 330	15	6 665 729
5013	Motor vehicle supplies and new parts .....	601	(D)	(D)	II	562	1 126 216	130 253	(D)	39	(D)
5014	Tires and tubes .....	60	177 337	17 210	590	59	(D)	(D)	FF	1	(D)
5015	Motor vehicle parts, used .....	141	100 707	19 198	878	141	100 707	19 198	878	-	-
502	Furniture and homefurnishings .....	409	1 633 549	111 974	3 306	289	629 832	84 467	2 644	120	1 003 717
5021	Furniture .....	178	(D)	(D)	GG	121	(D)	(D)	GG	57	(D)
5023	Homefurnishings .....	231	(D)	(D)	GG	168	(D)	(D)	GG	63	(D)
503	Lumber and other construction materials .....	429	2 137 348	153 696	4 531	352	(D)	(D)	HH	77	(D)
5031	Lumber, plywood, millwork, and wood panels .....	188	(D)	(D)	HH	159	(D)	(D)	GG	29	206 777
5032	Brick, stone, and related construction materials .....	87	(D)	(D)	FF	77	123 778	19 618	(D)	10	(D)
5033	Roofing, siding, and insulation materials .....	71	(D)	(D)	FF	45	(D)	(D)	EE	26	(D)
5039	Construction materials, n.e.c. .....	83	(D)	(D)	FF	71	(D)	(D)	FF	12	(D)
504	Professional and commercial equipment and supplies .....	1 425	12 500 282	1 137 767	26 254	1 154	5 804 523	679 977	17 260	271	6 695 759
5043	Photographic equipment and supplies .....	45	1 163 313	36 706	1 020	38	(D)	(D)	FF	7	(D)
5044	Office equipment .....	186	1 335 755	199 566	5 327	145	762 522	125 897	3 699	41	573 233
5045	Computers and computer peripheral equipment and software .....	667	6 869 294	617 852	12 612	537	2 927 718	310 824	6 944	130	3 941 576
5046	Commercial equipment, n.e.c. .....	122	289 772	29 410	926	104	(D)	(D)	FF	18	(D)
5047	Medical, dental, and hospital equipment and supplies .....	263	2 231 097	161 916	4 045	215	1 189 855	118 471	3 158	48	1 041 242
5048	Ophthalmic goods .....	50	107 130	19 385	580	44	(D)	(D)	FF	6	(D)
5049	Professional equipment and supplies, n.e.c. .....	92	503 921	72 932	1 744	71	444 007	65 151	1 580	21	59 914
505	Metals and minerals, except petroleum .....	195	(D)	(D)	GG	150	(D)	(D)	GG	45	(D)
5051	Metals service centers and offices .....	189	926 943	77 541	2 144	145	518 607	61 179	1 721	44	408 336
5052	Coal and other minerals and ores .....	6	(D)	(D)	BB	5	(D)	(D)	BB	1	(D)
506	Electrical goods .....	1 251	8 534 225	571 297	14 818	810	(D)	(D)	JJ	441	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	514	2 135 366	172 117	5 134	363	(D)	(D)	HH	151	(D)
5064	Electrical appliances, television and radio sets .....	100	1 358 729	50 830	1 183	64	887 571	37 434	877	36	471 158
5065	Electronic parts and equipment, n.e.c. .....	637	5 040 130	348 350	8 501	383	1 801 696	203 939	5 405	254	3 238 434
507	Hardware, and plumbing and heating equipment and supplies .....	612	2 122 635	202 992	6 052	501	(D)	(D)	II	111	(D)
5072	Hardware .....	201	808 026	77 188	2 395	164	570 401	66 957	2 168	37	237 625
5074	Plumbing and heating equipment and supplies (hydronics) .....	279	1 004 518	90 264	2 638	231	599 251	77 554	2 312	48	405 267
5075	Warm air heating and air-conditioning equipment and supplies .....	96	(D)	(D)	FF	77	177 327	20 694	(D)	19	(D)
5078	Refrigeration equipment and supplies .....	36	(D)	(D)	CC	29	(D)	(D)	CC	7	(D)

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**MAINE ME-21**

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

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<b>BOSTON–WORCESTER–LAWRENCE, MA–NH–ME–CT CMSA—Con.</b>										
<b>50</b>	<b>Durable goods —Con.</b>									
508	Machinery, equipment, and supplies .....	1 305	4 083 673	424 332	11 602	1 026	(D)	(D)	II	279 (D)
5082	Construction and mining (except petroleum) machinery and equipment .....	71	227 659	29 365	852	57	192 148	25 747	773	14 35 511 (D)
5083	Farm and garden machinery and equipment .....	62	86 557	10 568	420	57	(D)	(D)	EE	5 (D)
5084	Industrial machinery and equipment .....	649	2 084 037	220 915	5 543	466	1 211 493	168 052	4 417	183 872 544
5085	Industrial supplies .....	313	1 215 783	105 184	2 831	257	575 860	86 362	2 440	56 639 923
5087	Service establishment equipment and supplies .....	163	254 067	41 686	1 470	150	199 176	36 445	1 318	13 54 891
5088	Transportation equipment and supplies, except motor vehicles .....	47	215 570	16 614	486	39	(D)	(D)	EE	8 (D)
509	Miscellaneous durable goods .....	699	3 114 845	202 559	6 048	592	1 736 211	150 381	4 942	107 1 378 634
5091	Sporting and recreational goods and supplies .....	143	(D)	(D)	GG	117	526 833	45 008	(D)	26 (D)
5092	Toys and hobby goods and supplies .....	58	(D)	(D)	EE	43	62 807	6 931	(D)	15 (D)
5093	Scrap and waste materials .....	202	(D)	(D)	GG	198	406 006	43 264	(D)	4 (D)
5094	Jewelry, watches, precious stones, and precious metals .....	124	311 206	29 919	860	117	285 436	29 098	839	7 25 770
5099	Durable goods, n.e.c. ....	172	1 084 058	36 959	905	117	455 129	26 080	690	55 628 929
<b>51</b>	<b>Nondurable goods .....</b>	<b>3 480</b>	<b>43 213 662</b>	<b>1 943 348</b>	<b>56 795</b>	<b>2 731</b>	<b>(D)</b>	<b>(D)</b>	<b>KK</b>	<b>749 (D)</b>
511	Paper and paper products .....	529	(D)	(D)	II	410	(D)	(D)	II	119 2 688 653
5111	Printing and writing paper .....	70	(D)	(D)	FF	52	636 655	32 705	(D)	18 (D)
5112	Stationery and office supplies .....	294	(D)	(D)	HH	233	(D)	(D)	HH	61 (D)
5113	Industrial and personal service paper .....	165	1 980 217	96 270	2 552	125	528 798	66 502	1 835	40 1 451 419
512	Drugs, drug proprietaries, and druggists' sundries .....	111	3 059 431	129 051	3 937	88	(D)	(D)	HH	23 (D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	111	3 059 431	129 051	3 937	88	(D)	(D)	HH	23 (D)
513	Apparel, piece goods, and notions .....	420	5 625 109	323 488	7 617	301	4 682 459	277 518	6 655	119 942 650
5131	Piece goods, notions, and other dry goods .....	95	561 546	42 270	1 287	71	(D)	(D)	FF	24 (D)
5136	Men's and boys' clothing and furnishings .....	97	615 181	45 791	1 884	69	351 652	39 141	1 692	28 263 529
5137	Women's, children's, and infants' clothing and accessories .....	129	1 331 695	64 073	1 245	90	(D)	(D)	GG	39 (D)
5139	Footwear .....	99	3 116 687	171 354	3 201	71	2 758 096	149 650	2 901	28 358 591
514	Groceries and related products .....	1 150	16 189 463	645 371	20 038	930	(D)	(D)	JJ	220 (D)
5141	Groceries, general line .....	130	3 003 164	134 345	4 092	100	1 838 880	112 435	3 494	30 1 164 284
5142	Packaged frozen foods .....	103	(D)	(D)	GG	78	1 495 181	59 741	(D)	25 (D)
5143	Dairy products, except dried or canned .....	50	517 535	19 248	758	38	195 434	13 182	531	12 322 101
5144	Poultry and poultry products .....	32	(D)	(D)	EE	25	(D)	(D)	EE	7 143 884
5145	Confectionery .....	56	521 623	31 480	1 136	37	131 377	11 615	488	19 390 246
5146	Fish and seafoods .....	214	(D)	(D)	GG	204	(D)	(D)	GG	10 97 470
5147	Meats and meat products .....	97	1 352 186	45 587	1 449	88	(D)	(D)	GG	9 (D)
5148	Fresh fruits and vegetables .....	150	(D)	(D)	GG	139	836 287	55 180	(D)	11 (D)
5149	Groceries and related products, n.e.c. ....	318	(D)	(D)	II	221	(D)	(D)	HH	97 4 976 168
515	Farm-product raw materials .....	55	(D)	(D)	CC	45	(D)	(D)	CC	10 (D)
5153	Grain and field beans .....	5	6 150	487	26	5	6 150	487	26	- -
5154	Livestock .....	7	(D)	(D)	BB	5	(D)	(D)	BB	2 (D)
5159	Farm-product raw materials, n.e.c. ....	43	(D)	(D)	CC	35	(D)	(D)	CC	8 (D)
516	Chemicals and allied products .....	300	(D)	(D)	HH	229	(D)	(D)	GG	71 1 444 009
5162	Plastics materials and basic forms and shapes .....	98	(D)	(D)	FF	80	(D)	(D)	FF	18 (D)
5169	Chemicals and allied products, n.e.c. ....	202	1 809 176	118 696	2 906	149	(D)	(D)	GG	53 (D)
517	Petroleum and petroleum products .....	147	6 571 902	89 229	2 409	125	4 828 903	65 738	1 976	22 1 742 999
5171	Petroleum bulk stations and terminals .....	85	4 129 088	57 311	1 746	73	(D)	(D)	GG	12 (D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	62	2 442 814	31 918	663	52	(D)	(D)	FF	10 (D)
518	Beer, wine, and distilled alcoholic beverages .....	71	(D)	(D)	HH	55	1 113 519	115 234	(D)	16 (D)
5181	Beer and ale .....	28	(D)	(D)	GG	27	(D)	(D)	GG	1 (D)
5182	Wine and distilled alcoholic beverages .....	43	676 541	54 205	1 239	28	(D)	(D)	GG	15 (D)
519	Miscellaneous nondurable goods .....	697	3 155 063	218 668	8 076	548	(D)	(D)	II	149 (D)
5191	Farm supplies .....	96	(D)	(D)	FF	84	122 558	13 177	(D)	12 (D)
5192	Books, periodicals, and newspapers .....	146	1 295 089	84 550	3 082	89	626 213	49 437	2 086	57 668 876
5193	Flowers, nursery stock, and florists' supplies .....	81	(D)	(D)	FF	76	(D)	(D)	FF	5 (D)
5194	Tobacco and tobacco products .....	26	762 476	26 136	1 011	25	(D)	(D)	FF	1 (D)
5198	Paints, varnishes, and supplies .....	65	209 722	21 395	712	48	(D)	(D)	FF	17 (D)
5199	Nondurable goods, n.e.c. ....	283	(D)	(D)	GG	226	440 833	49 905	(D)	57 (D)
<b>Boston, MA–NH PMSA</b>										
	<b>Wholesale trade .....</b>	<b>6 856</b>	<b>66 292 647</b>	<b>3 485 013</b>	<b>94 132</b>	<b>5 308</b>	<b>32 994 292</b>	<b>2 467 057</b>	<b>70 346</b>	<b>1 548 33 298 355</b>
<b>(See appropriate State for SIC detail.)</b>										
<b>Brockton, MA PMSA</b>										
	<b>Wholesale trade .....</b>	<b>400</b>	<b>2 407 009</b>	<b>189 632</b>	<b>5 534</b>	<b>344</b>	<b>2 048 066</b>	<b>168 879</b>	<b>4 859</b>	<b>56 358 943</b>
<b>(See appropriate State for SIC detail.)</b>										



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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>											
<b>Fitchburg—Leominster, MA PMSA</b>											
	Wholesale trade .....	169	886 359	77 114	2 268	147	351 087	37 338	1 463	22	535 272
(See appropriate State for SIC detail.)											
<b>Lawrence, MA-NH PMSA</b>											
	Wholesale trade .....	580	3 971 365	217 631	6 323	436	2 556 155	162 804	4 965	144	1 415 210
(See appropriate State for SIC detail.)											
<b>Lowell, MA-NH PMSA</b>											
	Wholesale trade .....	428	3 660 642	267 535	6 621	335	1 255 207	150 661	4 290	93	2 405 435
(See appropriate State for SIC detail.)											
<b>Manchester, NH PMSA</b>											
	Wholesale trade .....	447	2 020 628	177 316	5 622	364	1 288 859	123 986	4 266	83	731 769
(See appropriate State for SIC detail.)											
<b>Nashua, NH PMSA</b>											
	Wholesale trade .....	359	1 919 610	131 712	3 607	280	988 778	103 304	3 003	79	930 832
(See appropriate State for SIC detail.)											
<b>New Bedford, MA PMSA</b>											
	Wholesale trade .....	282	1 110 919	99 387	2 998	256	740 405	64 312	2 533	26	370 514
(See appropriate State for SIC detail.)											

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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)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>											
<b>Portsmouth-Rochester, NH-ME PMSA</b>											
	Wholesale trade -----	401	1 608 943	101 919	3 573	341	1 222 846	82 743	2 946	60	386 097
50	Durable goods -----	266	574 455	59 417	2 088	230	381 599	45 209	1 652	36	192 856
501	Motor vehicles and motor vehicle parts and supplies -----	44	44 817	7 154	321	42	(D)	(D)	EE	2	(D)
502	Furniture and homefurnishings -----	15	17 561	1 414	70	12	12 862	1 102	57	3	4 699
503	Lumber and other construction materials -----	24	82 587	6 429	247	20	72 417	5 529	202	4	10 170
504	Professional and commercial equipment and supplies -----	42	70 082	6 842	210	34	(D)	(D)	CC	8	(D)
505	Metals and minerals, except petroleum -----	3	(D)	(D)	BB	2	(D)	(D)	BB	1	(D)
506	Electrical goods -----	24	146 359	13 758	421	19	30 010	5 485	159	5	116 349
507	Hardware, and plumbing and heating equipment and supplies -----	24	69 211	9 601	322	19	52 275	7 481	271	5	16 936
508	Machinery, equipment, and supplies -----	60	69 768	8 368	306	53	60 097	7 705	288	7	9 671
509	Miscellaneous durable goods -----	30	(D)	(D)	CC	29	(D)	(D)	CC	1	(D)
51	Nondurable goods -----	135	1 034 488	42 502	1 485	111	841 247	37 534	1 294	24	193 241
511	Paper and paper products -----	17	34 060	4 580	136	16	(D)	(D)	CC	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	1	(D)	(D)	AA	1	(D)	(D)	AA	4	11 859
513	Apparel, piece goods, and notions -----	13	116 054	4 412	208	9	104 195	4 109	199	11	79 143
514	Groceries and related products -----	52	218 973	13 688	535	41	139 830	10 280	398	11	79 143
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	10	56 171	4 448	72	9	(D)	(D)	BB	1	(D)
517	Petroleum and petroleum products -----	17	544 664	8 472	216	15	(D)	(D)	CC	2	(D)
518	Beer, wine, and distilled alcoholic beverages -----	1	(D)	(D)	BB	1	(D)	(D)	BB	—	—
519	Miscellaneous nondurable goods -----	24	(D)	(D)	CC	19	(D)	(D)	CC	5	(D)
<b>Worcester, MA-CT PMSA</b>											
	Wholesale trade -----	811	4 132 421	326 277	10 211	667	2 953 641	276 755	8 917	144	1 178 780
<b>(See appropriate State for SIC detail.)</b>											
<b>LEWISTON-AUBURN, ME MSA</b>											
	Wholesale trade -----	167	331 089	47 422	2 053	161	322 462	46 463	2 023	6	8 627
50	Durable goods -----	119	190 297	26 316	1 168	114	(D)	(D)	GG	5	(D)
501	Motor vehicles and motor vehicle parts and supplies -----	23	21 923	3 022	169	23	21 923	3 022	169	—	—
502	Furniture and homefurnishings -----	4	5 751	823	40	4	5 751	823	40	—	—
503	Lumber and other construction materials -----	12	(D)	(D)	CC	11	(D)	(D)	CC	1	(D)
504	Professional and commercial equipment and supplies -----	10	4 323	928	50	9	(D)	(D)	BB	1	(D)
505	Metals and minerals, except petroleum -----	3	4 961	677	20	3	4 961	677	20	—	—
506	Electrical goods -----	7	8 902	913	45	7	8 902	913	45	—	—
507	Hardware, and plumbing and heating equipment and supplies -----	8	22 678	2 982	133	7	(D)	(D)	CC	1	(D)
508	Machinery, equipment, and supplies -----	36	78 079	12 575	481	34	(D)	(D)	EE	2	(D)
509	Miscellaneous durable goods -----	16	(D)	(D)	CC	16	(D)	(D)	CC	—	—
51	Nondurable goods -----	48	140 792	21 106	885	47	(D)	(D)	FF	1	(D)
511	Paper and paper products -----	11	18 965	2 287	97	11	18 965	2 287	97	—	—
512	Drugs, drug proprietaries, and druggists' sundries -----	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions -----	5	4 130	498	20	5	4 130	498	20	—	—
514	Groceries and related products -----	15	26 783	3 004	144	14	(D)	(D)	CC	1	(D)
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
517	Petroleum and petroleum products -----	3	6 476	1 166	55	3	6 476	1 166	55	—	—
518	Beer, wine, and distilled alcoholic beverages -----	2	(D)	(D)	CC	2	(D)	(D)	CC	—	—
519	Miscellaneous nondurable goods -----	9	45 925	10 156	432	9	45 925	10 156	432	—	—

**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)	Sales (\$1,000)
<b>PORTLAND, ME MSA</b>											
	<b>Wholesale trade -----</b>	<b>600</b>	<b>2 665 697</b>	<b>226 577</b>	<b>8 260</b>	<b>526</b>	<b>1 934 318</b>	<b>190 038</b>	<b>7 299</b>	<b>74</b>	<b>731 379</b>
<b>50</b>	<b>Durable goods -----</b>	<b>385</b>	<b>1 096 673</b>	<b>126 759</b>	<b>4 390</b>	<b>346</b>	<b>905 000</b>	<b>105 344</b>	<b>3 890</b>	<b>39</b>	<b>191 673</b>
501	Motor vehicles and motor vehicle parts and supplies -----	65	117 015	13 199	610	61	111 970	12 658	584	4	5 045
5012	Automobiles and other motor vehicles -----	13	37 059	3 753	151	11	(D)	(D)	CC	2	(D)
5013	Motor vehicle supplies and new parts -----	41	68 622	7 884	390	40	(D)	(D)	EE	1	(D)
5014	Tires and tubes -----	7	8 677	1 080	44	6	(D)	(D)	BB	1	(D)
5015	Motor vehicle parts, used -----	4	2 657	482	25	4	2 657	482	25	-	-
502	Furniture and home furnishings -----	17	21 478	2 498	93	14	(D)	(D)	BB	3	(D)
5021	Furniture -----	10	15 320	2 064	72	8	(D)	(D)	BB	2	(D)
5023	Home furnishings -----	7	6 158	434	21	6	(D)	(D)	AA	1	(D)
503	Lumber and other construction materials -----	35	154 066	12 177	423	32	(D)	(D)	EE	3	(D)
5031	Lumber, plywood, millwork, and wood panels -----	24	127 879	7 984	304	22	(D)	(D)	EE	2	(D)
5032	Brick, stone, and related construction materials -----	6	(D)	(D)	BB	6	(D)	(D)	BB	-	-
5033	Roofing, siding, and insulation materials -----	4	17 201	2 553	81	3	(D)	(D)	BB	1	(D)
5039	Construction materials, n.e.c. -----	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
504	Professional and commercial equipment and supplies -----	61	157 995	29 200	851	53	(D)	(D)	FF	8	(D)
5043	Photographic equipment and supplies -----	-	-	-	-	-	-	-	-	-	-
5044	Office equipment -----	14	19 553	5 077	216	14	19 553	5 077	216	-	-
5045	Computers and computer peripheral equipment and software -----	28	105 103	19 018	476	21	(D)	(D)	EE	7	(D)
5046	Commercial equipment, n.e.c. -----	5	(D)	(D)	BB	5	(D)	(D)	BB	-	-
5047	Medical, dental, and hospital equipment and supplies -----	12	29 123	4 515	126	11	(D)	(D)	CC	1	(D)
5048	Ophthalmic goods -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
5049	Professional equipment and supplies, n.e.c. -----	-	-	-	-	-	-	-	-	-	-
505	Metals and minerals, except petroleum -----	4	(D)	(D)	BB	4	(D)	(D)	BB	-	-
5051	Metals service centers and offices -----	4	(D)	(D)	BB	4	(D)	(D)	BB	-	-
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-	-	-
506	Electrical goods -----	47	166 478	13 692	479	33	81 960	7 767	324	14	84 518
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	27	89 881	7 020	224	16	(D)	(D)	CC	11	(D)
5064	Electrical appliances, television and radio sets -----	6	24 276	2 936	123	6	24 276	2 936	123	-	-
5065	Electronic parts and equipment, n.e.c. -----	14	52 321	3 736	132	11	(D)	(D)	BB	3	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	34	153 050	16 233	661	32	(D)	(D)	FF	2	(D)
5072	Hardware -----	9	93 175	9 740	419	9	93 175	9 740	419	-	-
5074	Plumbing and heating equipment and supplies (hydronics) -----	14	42 706	4 874	187	13	(D)	(D)	CC	1	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	7	12 274	1 119	41	7	12 274	1 119	41	-	-
5078	Refrigeration equipment and supplies -----	4	4 895	500	14	3	(D)	(D)	AA	1	(D)
508	Machinery, equipment, and supplies -----	85	201 177	29 196	864	82	(D)	(D)	FF	3	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	11	36 141	4 368	135	11	36 141	4 368	135	-	-
5083	Farm and garden machinery and equipment -----	5	(D)	(D)	BB	5	(D)	(D)	BB	-	-
5084	Industrial machinery and equipment -----	31	85 485	13 807	366	28	(D)	(D)	EE	3	(D)
5085	Industrial supplies -----	23	58 092	8 496	242	23	58 092	8 496	242	-	-
5087	Service establishment equipment and supplies -----	13	10 996	1 850	84	13	10 996	1 850	84	-	-
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
509	Miscellaneous durable goods -----	37	(D)	(D)	EE	35	(D)	(D)	EE	2	(D)
5091	Sporting and recreational goods and supplies -----	5	11 505	481	19	4	(D)	(D)	AA	1	(D)
5092	Toys and hobby goods and supplies -----	3	(D)	(D)	BB	3	(D)	(D)	BB	-	-
5093	Scrap and waste materials -----	14	64 505	5 890	236	13	(D)	(D)	CC	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	5	2 478	413	19	5	2 478	413	19	-	-
5099	Durable goods, n.e.c. -----	10	(D)	(D)	BB	10	(D)	(D)	BB	-	-
<b>51</b>	<b>Nondurable goods -----</b>	<b>215</b>	<b>1 569 024</b>	<b>99 818</b>	<b>3 870</b>	<b>180</b>	<b>1 029 318</b>	<b>84 694</b>	<b>3 409</b>	<b>35</b>	<b>539 706</b>
511	Paper and paper products -----	37	150 035	12 249	546	32	91 808	11 147	513	5	58 227
5111	Printing and writing paper -----	5	85 714	3 426	89	4	(D)	(D)	BB	1	(D)
5112	Stationery and office supplies -----	22	44 229	6 453	361	19	(D)	(D)	EE	3	(D)
5113	Industrial and personal service paper -----	10	20 092	2 370	96	9	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	6	(D)	(D)	CC	5	(D)	(D)	CC	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	6	(D)	(D)	CC	5	(D)	(D)	CC	1	(D)
513	Apparel, piece goods, and notions -----	14	117 168	9 358	287	12	(D)	(D)	EE	2	(D)
5131	Piece goods, notions, and other dry goods -----	-	-	-	-	-	-	-	-	-	-
5136	Men's and boys' clothing and furnishings -----	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
5137	Women's, children's, and infants' clothing and accessories -----	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
5139	Footwear -----	2	(D)	(D)	CC	2	(D)	(D)	CC	-	-
514	Groceries and related products -----	87	678 817	47 753	1 902	74	396 303	38 229	1 576	13	282 514
5141	Groceries, general line -----	12	325 007	24 333	758	8	(D)	(D)	FF	4	(D)
5142	Packaged frozen foods -----	5	8 261	669	29	5	8 261	669	29	-	-
5143	Dairy products, except dried or canned -----	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
5144	Poultry and poultry products -----	-	-	-	-	-	-	-	-	-	-
5145	Confectionery -----	5	6 111	927	43	4	(D)	(D)	BB	1	(D)

**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)	Sales (\$1,000)
<b>PORTLAND, ME MSA – Con.</b>											
<b>51</b>	<b>Nondurable goods – Con.</b>										
514	Groceries and related products – Con.										
5146	Fish and seafoods -----	42	156 087	9 836	638	40	(D)	(D)	FF	2	(D)
5147	Meats and meat products -----	3	(D)	(D)	CC	2	(D)	(D)	CC	1	(D)
5148	Fresh fruits and vegetables -----	2	(D)	(D)	AA	2	(D)	(D)	AA	–	–
5149	Groceries and related products, n.e.c. -----	17	99 768	7 453	265	12	(D)	(D)	BB	5	(D)
515	Farm-product raw materials -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5153	Grain and field beans -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5154	Livestock -----	–	–	–	–	–	–	–	–	–	–
5159	Farm-product raw materials, n.e.c. -----	–	–	–	–	–	–	–	–	–	–
516	Chemicals and allied products -----	12	37 557	5 045	149	10	(D)	(D)	CC	2	(D)
5162	Plastics materials and basic forms and shapes -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5169	Chemicals and allied products, n.e.c. -----	11	(D)	(D)	CC	9	(D)	(D)	CC	2	(D)
517	Petroleum and petroleum products -----	14	283 981	5 937	199	11	(D)	(D)	CC	3	(D)
5171	Petroleum bulk stations and terminals -----	9	232 365	3 556	120	6	(D)	(D)	BB	3	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5	51 616	2 381	79	5	51 616	2 381	79	–	–
518	Beer, wine, and distilled alcoholic beverages -----	4	62 523	7 185	267	4	62 523	7 185	267	–	–
5181	Beer and ale -----	3	(D)	(D)	EE	3	(D)	(D)	EE	–	–
5182	Wine and distilled alcoholic beverages -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
519	Miscellaneous nondurable goods -----	40	83 209	6 819	316	31	(D)	(D)	EE	9	(D)
5191	Farm supplies -----	8	9 766	578	42	5	(D)	(D)	BB	3	(D)
5192	Books, periodicals, and newspapers -----	6	28 832	2 790	127	3	(D)	(D)	CC	3	(D)
5193	Flowers, nursery stock, and florists' supplies -----	3	3 731	764	29	3	3 731	764	29	–	–
5194	Tobacco and tobacco products -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5198	Paints, varnishes, and supplies -----	3	(D)	(D)	AA	1	(D)	(D)	AA	2	(D)
5199	Nondurable goods, n.e.c. -----	19	(D)	(D)	BB	18	(D)	(D)	BB	1	(D)

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

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SIC code	Kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
	<b>Wholesale trade -----</b>	<b>958</b>	<b>2 581 708</b>	<b>190 516</b>	<b>8 353</b>	<b>898</b>	<b>(D)</b>	<b>(D)</b>	<b>II</b>	<b>60</b>	<b>(D)</b>
<b>50</b>	<b>Durable goods -----</b>	<b>531</b>	<b>804 290</b>	<b>87 665</b>	<b>3 662</b>	<b>502</b>	<b>(D)</b>	<b>(D)</b>	<b>HH</b>	<b>29</b>	<b>(D)</b>
501	Motor vehicles and motor vehicle parts and supplies -----	144	(D)	(D)	FF	141	(D)	(D)	FF	3	(D)
5012	Automobiles and other motor vehicles -----	22	(D)	(D)	CC	19	(D)	(D)	CC	3	(D)
5013	Motor vehicle supplies and new parts -----	93	(D)	(D)	FF	93	(D)	(D)	FF	–	–
5014	Tires and tubes -----	10	(D)	(D)	CC	10	(D)	(D)	CC	–	–
5015	Motor vehicle parts, used -----	19	(D)	(D)	BB	19	(D)	(D)	BB	–	–
502	Furniture and homefurnishings -----	15	(D)	(D)	CC	13	(D)	(D)	CC	2	(D)
5021	Furniture -----	5	(D)	(D)	AA	5	(D)	(D)	AA	–	–
5023	Homefurnishings -----	10	(D)	(D)	CC	8	(D)	(D)	CC	2	(D)
503	Lumber and other construction materials -----	31	(D)	(D)	CC	30	(D)	(D)	CC	1	(D)
5031	Lumber, plywood, millwork, and wood panels -----	17	(D)	(D)	CC	16	26 359	2 634	120	1	(D)
5032	Brick, stone, and related construction materials -----	4	(D)	(D)	AA	4	(D)	(D)	AA	–	–
5033	Roofing, siding, and insulation materials -----	3	(D)	(D)	BB	3	(D)	(D)	BB	–	–
5039	Construction materials, n.e.c. -----	7	(D)	(D)	BB	7	(D)	(D)	BB	–	–
504	Professional and commercial equipment and supplies -----	50	(D)	(D)	EE	49	(D)	(D)	EE	1	(D)
5043	Photographic equipment and supplies -----	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5044	Office equipment -----	12	15 973	4 386	155	12	15 973	4 386	155	–	–
5045	Computers and computer peripheral equipment and software -----	20	(D)	(D)	CC	19	(D)	(D)	CC	1	(D)
5046	Commercial equipment, n.e.c. -----	3	(D)	(D)	BB	3	(D)	(D)	BB	–	–
5047	Medical, dental, and hospital equipment and supplies -----	7	(D)	(D)	BB	7	(D)	(D)	BB	–	–
5048	Ophthalmic goods -----	3	1 603	424	31	3	1 603	424	31	–	–
5049	Professional equipment and supplies, n.e.c. -----	4	(D)	(D)	BB	4	(D)	(D)	BB	–	–
505	Metals and minerals, except petroleum -----	11	(D)	(D)	CC	11	(D)	(D)	CC	–	–
5051	Metals service centers and offices -----	11	(D)	(D)	CC	11	(D)	(D)	CC	–	–
5052	Coal and other minerals and ores -----	–	–	–	–	–	–	–	–	–	–
506	Electrical goods -----	42	166 329	16 262	504	37	(D)	(D)	EE	5	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	27	(D)	(D)	EE	24	(D)	(D)	CC	3	(D)
5064	Electrical appliances, television and radio sets -----	2	(D)	(D)	AA	2	(D)	(D)	AA	–	–
5065	Electronic parts and equipment, n.e.c. -----	13	9 322	1 796	70	11	(D)	(D)	BB	2	(D)

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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)
<b>Wholesale trade —Con.</b>											
<b>50</b>	<b>Durable goods —Con.</b>										
507	Hardware, and plumbing and heating equipment and supplies	45	(D)	(D)	CC	39	(D)	(D)	CC	6	14 234
5072	Hardware	6	(D)	(D)	BB	5	5 825	617	36	1	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	33	54 573	4 091	173	29	(D)	(D)	CC	4	(D)
5075	Warm air heating and air-conditioning equipment and supplies	5	(D)	(D)	AA	4	(D)	(D)	AA	1	(D)
5078	Refrigeration equipment and supplies	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
508	Machinery, equipment, and supplies	104	181 500	18 963	752	96	(D)	(D)	FF	8	(D)
5082	Construction and mining (except petroleum) machinery and equipment	8	20 936	1 983	78	8	20 936	1 983	78	—	—
5083	Farm and garden machinery and equipment	31	49 671	4 580	239	31	49 671	4 580	239	—	—
5084	Industrial machinery and equipment	26	(D)	(D)	CC	21	(D)	(D)	CC	5	10 567
5085	Industrial supplies	25	(D)	(D)	CC	23	(D)	(D)	CC	2	(D)
5087	Service establishment equipment and supplies	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
5088	Transportation equipment and supplies, except motor vehicles	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
509	Miscellaneous durable goods	89	100 566	9 066	425	86	(D)	(D)	EE	3	(D)
5091	Sporting and recreational goods and supplies	12	(D)	(D)	BB	11	6 245	577	25	1	(D)
5092	Toys and hobby goods and supplies	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5093	Scrap and waste materials	28	(D)	(D)	CC	28	(D)	(D)	CC	—	—
5094	Jewelry, watches, precious stones, and precious metals	8	3 034	599	32	8	3 034	599	32	—	—
5099	Durable goods, n.e.c.	38	61 217	4 144	153	36	(D)	(D)	CC	2	(D)
<b>51</b>	<b>Nondurable goods</b>	<b>427</b>	<b>1 777 418</b>	<b>102 851</b>	<b>4 691</b>	<b>396</b>	<b>(D)</b>	<b>(D)</b>	<b>HH</b>	<b>31</b>	<b>(D)</b>
511	Paper and paper products	27	(D)	(D)	CC	26	(D)	(D)	CC	1	(D)
5111	Printing and writing paper	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5112	Stationery and office supplies	23	12 676	2 259	173	22	(D)	(D)	CC	1	(D)
5113	Industrial and personal service paper	3	(D)	(D)	BB	3	(D)	(D)	BB	—	—
512	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
5122	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
513	Apparel, piece goods, and notions	13	(D)	(D)	FF	11	(D)	(D)	EE	2	(D)
5131	Piece goods, notions, and other dry goods	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5136	Men's and boys' clothing and furnishings	2	(D)	(D)	BB	1	(D)	(D)	AA	1	(D)
5137	Women's, children's, and infants' clothing and accessories	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5139	Footwear	3	(D)	(D)	FF	2	(D)	(D)	EE	1	(D)
514	Groceries and related products	231	733 947	45 469	2 130	211	(D)	(D)	GG	20	(D)
5141	Groceries, general line	14	254 033	13 274	471	13	(D)	(D)	EE	1	(D)
5142	Packages, frozen foods	15	86 841	8 354	328	14	(D)	(D)	EE	1	(D)
5143	Dairy products, except dried or canned	15	(D)	(D)	BB	4	(D)	(D)	AA	11	(D)
5144	Poultry and poultry products	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5145	Confectionery	3	830	75	7	3	830	75	7	—	—
5146	Fish and seafoods	117	(D)	(D)	FF	117	(D)	(D)	FF	—	—
5147	Meats and meat products	4	17 591	1 465	69	4	17 591	1 465	69	—	—
5148	Fresh fruits and vegetables	36	116 729	5 161	278	33	(D)	(D)	EE	3	(D)
5149	Groceries and related products, n.e.c.	25	54 245	6 453	290	21	25 369	3 298	158	4	28 876
515	Farm-product raw materials	16	(D)	(D)	BB	16	(D)	(D)	BB	—	—
5153	Grain and field beans	9	(D)	(D)	AA	9	(D)	(D)	AA	—	—
5154	Livestock	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5159	Farm-product raw materials, n.e.c.	4	(D)	(D)	AA	4	(D)	(D)	AA	—	—
516	Chemicals and allied products	10	(D)	(D)	BB	9	(D)	(D)	AA	1	(D)
5162	Plastics materials and basic forms and shapes	4	(D)	(D)	AA	4	(D)	(D)	AA	—	—
5169	Chemicals and allied products, n.e.c.	6	(D)	(D)	AA	5	(D)	(D)	AA	1	(D)
517	Petroleum and petroleum products	47	(D)	(D)	FF	45	(D)	(D)	FF	2	(D)
5171	Petroleum bulk stations and terminals	33	(D)	(D)	FF	31	(D)	(D)	EE	2	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	14	(D)	(D)	EE	14	(D)	(D)	EE	—	—
518	Beer, wine, and distilled alcoholic beverages	4	36 533	5 065	163	4	36 533	5 065	163	—	—
5181	Beer and ale	4	36 533	5 065	163	4	36 533	5 065	163	—	—
5182	Wine and distilled alcoholic beverages	—	—	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods	77	214 282	11 993	567	72	(D)	(D)	FF	5	(D)
5191	Farm supplies	34	(D)	(D)	CC	33	26 652	2 451	147	1	(D)
5192	Books, periodicals, and newspapers	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
5193	Flowers, nursery stock, and florists' supplies	5	(D)	(D)	AA	5	(D)	(D)	AA	—	—
5194	Tobacco and tobacco products	2	(D)	(D)	EE	2	(D)	(D)	EE	—	—
5198	Paints, varnishes, and supplies	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5199	Nondurable goods, n.e.c.	26	(D)	(D)	BB	23	(D)	(D)	BB	3	(D)

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

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>Maine</b> .....	<b>(X)</b>	<b>6 520 526</b>	<b>6 520 526</b>	<b>100.0</b>	<b>Maine—Con.</b>				
Portland.....	1	1 160 582	1 160 582	17.8	Sanford town.....	15	52 947	4 384 006	67.2
South Portland.....	2	710 086	1 870 668	28.7	Ellsworth.....	16	38 462	4 422 468	67.8
Bangor.....	3	645 852	2 516 520	38.6	Gorham town.....	17	23 943	4 446 411	68.2
Augusta.....	4	320 159	2 836 679	43.5	Windham town.....	18	20 184	4 466 595	68.5
Scarborough town.....	5	267 065	3 103 744	47.6	Saco.....	19	18 178	4 484 773	68.8
Westbrook.....	6	248 651	3 352 395	51.4	Old Town.....	20	17 089	4 501 862	69.0
Lewiston.....	7	219 119	3 571 514	54.8	Hallowell.....	21	10 793	4 512 655	69.2
Presque Isle.....	8	183 533	3 755 047	57.6	Bath.....	22	7 941	4 520 596	69.3
Gardiner.....	9	165 139	3 920 186	60.1	Orono town.....	23	4 175	4 524 771	69.4
Brewer.....	10	114 377	4 034 563	61.9	Auburn.....	(X)	(D)	(X)	(X)
Brunswick town.....	11	110 320	4 144 883	63.6	Belfast.....	(X)	(D)	(X)	(X)
Biddeford.....	12	66 067	4 210 950	64.6	Calais.....	(X)	(D)	(X)	(X)
Caribou.....	13	60 537	4 271 487	65.5	Rockland.....	(X)	(D)	(X)	(X)
Waterville.....	14	59 572	4 331 059	66.4					

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

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

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>Maine</b> .....	<b>(X)</b>	<b>6 520 526</b>	<b>6 520 526</b>	<b>100.0</b>	<b>Maine—Con.</b>				
Cumberland.....	1	2 792 334	2 792 334	42.8	Somerset.....	9	177 522	6 030 890	92.5
Penobscot.....	2	980 038	3 772 372	57.9	Knox.....	10	137 648	6 168 538	94.6
Kennebec.....	3	678 014	4 450 386	68.3	Hancock.....	11	120 386	6 288 924	96.4
Aroostook.....	4	351 772	4 802 158	73.6	Waldo.....	12	104 562	6 393 486	98.1
Androscoggin.....	5	332 550	5 134 708	78.7	Washington.....	13	45 574	6 439 060	98.8
York.....	6	282 676	5 417 384	83.1	Lincoln.....	14	41 758	6 480 818	99.4
Franklin.....	7	229 180	5 646 564	86.6	Sagadahoc.....	15	27 000	6 507 818	99.8
Oxford.....	8	206 804	5 853 368	89.8	Piscataquis.....	16	12 708	6 520 526	100.0

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

# Appendix A.

## General Explanation

### CENSUS COVERAGE AND METHODOLOGY

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

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

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

### COMPARABILITY OF THE 1987 AND 1992 CENSUSES

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

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

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

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

### EXPLANATION OF TERMS

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

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

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

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

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

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

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

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

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

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

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

qualified pension plans, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used on Internal Revenue Service (IRS) form 941.

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

**Paid employees for pay period including March 12.** Paid employees consist of the full- and part-time employees, including salaried officers and executives of corporations, who were on the payroll during the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

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

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

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

## KIND-OF-BUSINESS CLASSIFICATIONS

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



The principal types of establishments included are:

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

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

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

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

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

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

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

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

SIC 5012 is subdivided in some tables into—

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

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

SIC 5013 is subdivided in some tables into—

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

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

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

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

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

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

SIC 5021 is subdivided in some tables into—

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

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

SIC 5023 is subdivided in some tables into—

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

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

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

SIC 5031 is subdivided in some tables into—

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

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

SIC 5032 is subdivided in some tables into—

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

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

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

SIC 5039 is subdivided in some tables into—

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

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

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

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

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

SIC 5045 is subdivided in some tables into—

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

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

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

SIC 5046 is subdivided in some tables into—

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

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

SIC 5047 is subdivided in some tables into—

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

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

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

SIC 5049 is subdivided in some tables into—

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

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

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

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

SIC 5051 is subdivided in some tables into—

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

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

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

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

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

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

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

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

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

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

SIC 5065 is subdivided in some tables into—

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

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

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

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

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

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

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

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

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

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

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

SIC 5083 is subdivided in some tables into—

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

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

SIC 5084 is subdivided in some tables into—

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

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

SIC 5085 is subdivided in some tables into—

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

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

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

SIC 5087 is subdivided in some tables into—

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

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

SIC 5088 is subdivided in some tables into—

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

### Miscellaneous durable goods (SIC 509)

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

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

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

SIC 5093 is subdivided in some tables into—

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

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

SIC 5094 is subdivided in some tables into—

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

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

SIC 5099 is subdivided in some tables into—

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

### Nondurable Goods (SIC Major Group 51)

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

## Paper and paper products (SIC 511)

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

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

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

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

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

SIC 5122 is subdivided in some tables into—

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

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

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

SIC 5131 is subdivided in some tables into—

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

b. Piece goods—converters.

2. Notions and other dry goods.

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

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

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

## Groceries and related products (SIC 514)

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

SIC 5141 is subdivided in some tables into—

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

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

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

SIC 5143 is subdivided in some tables into—

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

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

SIC 5144 is subdivided in some tables into—

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

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

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

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

SIC 5147 is subdivided in some tables into—

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

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

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

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

SIC 5149 is subdivided in some tables into—

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

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

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

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

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

SIC 5159 is subdivided in some tables into—

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

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

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

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

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

SIC 5169 is subdivided in some tables into—

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

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

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

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

SIC 5171 is subdivided in some tables into—

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

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

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

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

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

SIC 5182 is subdivided in some tables into—

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

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

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

SIC 5191 is subdivided in some tables into—

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

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

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

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

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

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

SIC 5199 is subdivided in some tables into—

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

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

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



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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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



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

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

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

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

## Appendix D. Metropolitan Areas

(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)

### MAINE

#### Bangor, ME MSA

Penobscot County, ME (part)  
 Bangor city, ME  
 Brewer city, ME  
 Eddington town, ME  
 Glenburn town, ME  
 Hampden town, ME  
 Hermon town, ME  
 Holden town, ME  
 Kenduskeag town, ME  
 Milford town, ME  
 Old Town city, ME  
 Orono town, ME  
 Orrington town, ME  
 Penobscot Indian Island Reservation, ME  
 Veazie town, ME  
  
 Waldo County, ME (part)  
 Winterport town, ME

#### Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA

Boston, MA-NH PMSA  
 Bristol County, MA (part)  
 Berkley town, MA  
 Dighton town, MA  
 Mansfield town, MA  
 Norton town, MA  
 Taunton city, MA  
  
 Essex County, MA (part)  
 Amesbury town, MA  
 Beverly city, MA  
 Danvers town, MA  
 Essex town, MA  
 Gloucester city, MA  
 Hamilton town, MA  
 Ipswich town, MA  
 Lynn city, MA  
 Lynnfield town, MA  
 Manchester town, MA  
 Marblehead town, MA  
 Middleton town, MA  
 Nahant town, MA  
 Newbury town, MA

#### Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA—Con.

Boston, MA-NH PMSA—Con.  
  
 Essex County, MA (part)—Con.  
 Newburyport city, MA  
 Peabody city, MA  
 Rockport town, MA  
 Rowley town, MA  
 Salem city, MA  
 Salisbury town, MA  
 Saugus town, MA  
 Swampscott town, MA  
 Topsfield town, MA  
 Wenham town, MA

#### Middlesex County, MA (part)

Acton town, MA  
 Arlington town, MA  
 Ashland town, MA  
 Ayer town, MA  
 Bedford town, MA  
 Belmont town, MA  
 Boxborough town, MA  
 Burlington town, MA  
 Cambridge city, MA  
 Carlisle town, MA  
 Concord town, MA  
 Everett city, MA  
 Framingham town, MA  
 Holliston town, MA  
 Hopkinton town, MA  
 Hudson town, MA  
 Lexington town, MA  
 Lincoln town, MA  
 Littleton town, MA  
 Malden city, MA  
 Marlborough city, MA  
 Maynard town, MA  
 Medford city, MA  
 Melrose city, MA  
 Natick town, MA  
 Newton city, MA  
 North Reading town, MA  
 Reading town, MA  
 Sherborn town, MA

**Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA —Con.**

Boston, MA-NH PMSA—Con.

Middlesex County, MA (part)—Con.

- Shirley town, MA
- Somerville city, MA
- Stoneham town, MA
- Stow town, MA
- Sudbury town, MA
- Townsend town, MA
- Wakefield town, MA
- Waltham city, MA
- Watertown city, MA
- Wayland town, MA
- Weston town, MA
- Wilmington town, MA
- Winchester town, MA
- Woburn city, MA

Norfolk County, MA (part)

- Bellingham town, MA
- Braintree town, MA
- Brookline town, MA
- Canton town, MA
- Cohasset town, MA
- Dedham town, MA
- Dover town, MA
- Foxborough town, MA
- Franklin city, MA
- Holbrook town, MA
- Medfield town, MA
- Medway town, MA
- Millis town, MA
- Milton town, MA
- Needham town, MA
- Norfolk town, MA
- Norwood town, MA
- Plainville town, MA
- Quincy city, MA
- Randolph town, MA
- Sharon town, MA
- Stoughton town, MA
- Walpole town, MA
- Wellesley town, MA
- Westwood town, MA
- Weymouth town, MA
- Wrentham town, MA

Plymouth County, MA (part)

- Carver town, MA
- Duxbury town, MA
- Hanover town, MA
- Hingham town, MA
- Hull town, MA
- Kingston town, MA
- Marshfield town, MA
- Norwell town, MA
- Pembroke town, MA
- Plymouth town, MA

**Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA —Con.**

Boston, MA-NH PMSA—Con.

Plymouth County, MA (part)—Con.

- Rockland town, MA
- Scituate town, MA
- Wareham town, MA

Suffolk County, MA

- Boston city, MA
- Chelsea city, MA
- Revere city, MA
- Winthrop town, MA

Worcester County, MA (part)

- Berlin town, MA
- Blackstone town, MA
- Bolton town, MA
- Harvard town, MA
- Hopedale town, MA
- Lancaster town, MA
- Mendon town, MA
- Milford town, MA
- Millville town, MA
- Southborough town, MA
- Upton town, MA

Rockingham County, NH (part)

- Seabrook town, NH
- South Hampton town, NH

Brockton, MA PMSA

Bristol County, MA (part)

- Easton town, MA
- Raynham town, MA

Norfolk County, MA (part)

- Avon town, MA

Plymouth County, MA (part)

- Abington town, MA
- Bridgewater town, MA
- Brockton city, MA
- East Bridgewater town, MA
- Halifax town, MA
- Hanson town, MA
- Lakeville town, MA
- Middleborough town, MA
- Plympton town, MA
- West Bridgewater town, MA
- Whitman town, MA

Fitchburg-Leominster, MA PMSA

Middlesex County, MA (part)

- Ashby town, MA

Worcester County, MA (part)

- Ashburnham town, MA
- Fitchburg city, MA
- Gardner city, MA
- Leominster city, MA
- Lunenburg town, MA
- Templeton town, MA

**Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA —Con.**

Fitchburg-Leominster, MA PMSA—Con.

Worcester County, MA (part)—Con.

Westminster town, MA  
Winchendon town, MA

Lawrence, MA-NH PMSA

Essex County, MA (part)

Andover town, MA  
Boxford town, MA  
Georgetown town, MA  
Groveland town, MA  
Haverhill city, MA  
Lawrence city, MA  
Merrimac town, MA  
Methuen city, MA  
North Andover town, MA  
West Newbury town, MA

Rockingham County, NH (part)

Atkinson town, NH  
Chester town, NH  
Danville town, NH  
Derry town, NH  
Fremont town, NH  
Hampstead town, NH  
Kingston town, NH  
Newton town, NH  
Plaistow town, NH  
Raymond town, NH  
Salem town, NH  
Sandown town, NH  
Windham town, NH

Lowell, MA-NH PMSA

Middlesex County, MA (part)

Billerica town, MA  
Chelmsford town, MA  
Dracut town, MA  
Dunstable town, MA  
Groton town, MA  
Lowell city, MA  
Pepperell town, MA  
Tewksbury town, MA  
Tyngsborough town, MA  
Westford town, MA

Hillsborough County, NH (part)

Pelham town, NH

Manchester, NH PMSA

Hillsborough County, NH (part)

Bedford town, NH  
Goffstown town, NH  
Manchester city, NH  
Weare town, NH

Merrimack County, NH (part)

Allenstown town, NH  
Hooksett town, NH

**Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA —Con.**

Manchester, NH PMSA—Con.

Rockingham County, NH (part)

Auburn town, NH  
Candia town, NH  
Londonderry town, NH

Nashua, NH PMSA

Hillsborough County, NH (part)

Amherst town, NH  
Brookline town, NH  
Greenville town, NH  
Hollis town, NH  
Hudson town, NH  
Litchfield town, NH  
Mason town, NH  
Merrimack town, NH  
Milford town, NH  
Mont Vernon town, NH  
Nashua city, NH  
New Ipswich town, NH  
Wilton town, NH

New Bedford, MA PMSA

Bristol County, MA (part)

Acushnet town, MA  
Dartmouth town, MA  
Fairhaven town, MA  
Freetown town, MA  
New Bedford city, MA

Plymouth County, MA (part)

Marion town, MA  
Mattapoisett town, MA  
Rochester town, MA

Portsmouth-Rochester, NH-ME PMSA

York County, ME (part)

Berwick town, ME  
Eliot town, ME  
Kittery town, ME  
South Berwick town, ME  
York town, ME

Rockingham County, NH (part)

Brentwood town, NH  
East Kingston town, NH  
Epping town, NH  
Exeter town, NH  
Greenland town, NH  
Hampton town, NH  
Hampton Falls town, NH  
Kensington town, NH  
New Castle town, NH  
Newfields town, NH  
Newington town, NH  
Newmarket town, NH  
North Hampton town, NH  
Portsmouth city, NH

**Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA—Con.**  
 Portsmouth-Rochester, NH-ME PMSA—Con.

Rockingham County, NH (part)—Con.  
 Rye town, NH  
 Stratham town, NH

Strafford County, NH (part)  
 Barrington town, NH  
 Dover city, NH  
 Durham town, NH  
 Farmington town, NH  
 Lee town, NH  
 Madbury town, NH  
 Milton town, NH  
 Rochester city, NH  
 Rollinsford town, NH  
 Somersworth city, NH

Worcester, MA-CT PMSA  
 Windham County, CT (part)  
 Thompson town, CT

Hampden County, MA (part)  
 Holland town, MA

Worcester County, MA (part)  
 Auburn town, MA  
 Barre town, MA  
 Boylston town, MA  
 Brookfield town, MA  
 Charlton town, MA  
 Clinton town, MA  
 Douglas town, MA  
 Dudley town, MA  
 East Brookfield town, MA  
 Grafton town, MA  
 Holden town, MA  
 Leicester town, MA  
 Millbury town, MA  
 Northborough town, MA  
 Northbridge town, MA  
 North Brookfield town, MA  
 Oakham town, MA  
 Oxford town, MA  
 Paxton town, MA  
 Princeton town, MA  
 Rutland town, MA  
 Shrewsbury town, MA  
 Southbridge town, MA  
 Spencer town, MA  
 Sterling town, MA  
 Sturbridge town, MA

**Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA—Con.**  
 Worcester, MA-CT PMSA—Con.

Worcester County, MA (part)—Con.  
 Sutton town, MA  
 Uxbridge town, MA  
 Webster town, MA  
 Westborough town, MA  
 West Boylston town, MA  
 West Brookfield town, MA  
 Worcester city, MA

**Lewiston-Auburn, ME MSA**

Androscoggin County, ME (part)  
 Auburn city, ME  
 Greene town, ME  
 Lewiston city, ME  
 Lisbon town, ME  
 Mechanic Falls town, ME  
 Poland town, ME  
 Sabattus town, ME  
 Turner town, ME  
 Wales town, ME

**Portland, ME MSA**

Cumberland County, ME (part)  
 Cape Elizabeth town, ME  
 Casco town, ME  
 Cumberland town, ME  
 Falmouth town, ME  
 Freeport town, ME  
 Gorham town, ME  
 Gray town, ME  
 North Yarmouth town, ME  
 Portland city, ME  
 Raymond town, ME  
 Scarborough town, ME  
 South Portland city, ME  
 Standish town, ME  
 Westbrook city, ME  
 Windham town, ME  
 Yarmouth town, ME

York County, ME (part)  
 Buxton town, ME  
 Hollis town, ME  
 Limington town, ME  
 Old Orchard Beach town, ME

**Portsmouth-Rochester, NH-ME PMSA—see Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA**

# Appendix E.

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

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

SIC code	Kind of business	Percent of sales† —		SIC code	Kind of business	Percent of sales† —	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>			From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>Wholesale trade</b> -----	<b>6.6</b>	<b>2.4</b>		<b>Wholesale trade —Con.</b>		
<b>50</b>	<b>Durable goods</b> -----	<b>5.3</b>	<b>2.6</b>	<b>50</b>	<b>Durable goods —Con.</b>		
				509	Miscellaneous durable goods -----	7.2	4.3
				5091	Sporting and recreational goods and supplies -----	3.5	9.5
				5092	Toys and hobby goods and supplies -----	22.7	—
501	Motor vehicles and motor vehicle parts and supplies -----	3.8	1.9	5093	Scrap and waste materials -----	9.2	5.5
5012	Automobiles and other motor vehicles -----	6.0	—	5094	Jewelry, watches, precious stones, and precious metals -----	2.3	2.0
5013	Motor vehicle supplies and new parts -----	2.0	1.5	5099	Durable goods, n.e.c. -----	4.6	.7
5014	Tires and tubes -----	.2	9.4				
5015	Motor vehicle parts, used -----	13.9	4.3	<b>51</b>	<b>Nondurable goods</b> -----	<b>7.4</b>	<b>2.2</b>
				511	Paper and paper products -----	2.7	.4
502	Furniture and homefurnishings -----	3.5	.9	5111	Printing and writing paper -----	2.2	—
5021	Furniture -----	11.7	1.8	5112	Stationery and office supplies -----	3.1	.4
5023	Homefurnishings -----	1.0	.6	5113	Industrial and personal service paper -----	3.0	.9
				512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)
503	Lumber and other construction materials -----	3.2	3.0	5122	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)
5031	Lumber, plywood, millwork, and wood panels -----	1.6	3.4	513	Apparel, piece goods, and notions -----	.4	.6
5032	Brick, stone, and related construction materials -----	3.1	11.4	5131	Piece goods, notions, and other dry goods -----	(D)	(D)
5033	Roofing, siding, and insulation materials -----	7.0	—	5136	Men's and boys' clothing and furnishings -----	(D)	(D)
5039	Construction materials, n.e.c. -----	24.8	1.0	5137	Women's, children's, and infants' clothing and accessories -----	1.4	4.9
				5139	Footwear -----	.3	.3
504	Professional and commercial equipment and supplies -----	5.9	8.7	514	Groceries and related products -----	7.2	4.1
5043	Photographic equipment and supplies -----	(D)	(D)	5141	Groceries, general line -----	3.9	.3
5044	Office equipment -----	9.8	2.4	5142	Packaged frozen foods -----	8.2	1.1
5045	Computers and computer peripheral equipment and software -----	1.2	16.9	5143	Dairy products, except dried or canned -----	.4	—
5046	Commercial equipment, n.e.c. -----	21.8	—	5144	Poultry and poultry products -----	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	6.0	—	5145	Confectionery -----	28.2	4.7
5048	Ophthalmic goods -----	8.7	2.9	5146	Fish and seafoods -----	16.4	15.4
5049	Professional equipment and supplies, n.e.c. -----	(D)	(D)	5147	Meats and meat products -----	6.2	.6
				5148	Fresh fruits and vegetables -----	5.1	2.3
505	Metals and minerals, except petroleum -----	14.2	3.2	5149	Groceries and related products, n.e.c. -----	(D)	(D)
5051	Metals service centers and offices -----	14.2	3.2				
5052	Coal and other minerals and ores -----	—	—	515	Farm-product raw materials -----	1.6	—
				5153	Grain and field beans -----	2.2	—
506	Electrical goods -----	1.2	1.0	5154	Livestock -----	(D)	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	.9	1.3	5159	Farm-product raw materials, n.e.c. -----	(D)	(D)
5064	Electrical appliances, television and radio sets -----	.1	.4				
5065	Electronic parts and equipment, n.e.c. -----	3.1	.3	516	Chemicals and allied products -----	1.0	3.0
				5162	Plastics materials and basic forms and shapes -----	3.3	3.6
507	Hardware, and plumbing and heating equipment and supplies -----	3.8	.2	5169	Chemicals and allied products, n.e.c. -----	.9	3.0
5072	Hardware -----	.4	.1				
5074	Plumbing and heating equipment and supplies (hydronics) -----	6.7	.2	517	Petroleum and petroleum products -----	13.9	1.4
5075	Warm air heating and air-conditioning equipment and supplies -----	1.1	—	5171	Petroleum bulk stations and terminals -----	6.3	.8
5078	Refrigeration equipment and supplies -----	—	—	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	51.0	4.4
				518	Beer, wine, and distilled alcoholic beverages -----	6.2	—
508	Machinery, equipment, and supplies -----	9.1	1.8	5181	Beer and ale -----	(D)	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	18.7	—	5182	Wine and distilled alcoholic beverages -----	(D)	(D)
5083	Farm and garden machinery and equipment -----	1.7	.4	519	Miscellaneous nondurable goods -----	(D)	(D)
5084	Industrial machinery and equipment -----	4.8	3.2	5191	Farm supplies -----	17.1	3.7
5085	Industrial supplies -----	7.0	1.5	5192	Books, periodicals, and newspapers -----	1.4	1.3
5087	Service establishment equipment and supplies -----	17.5	7.1	5193	Flowers, nursery stock, and florists' supplies -----	7.4	3.5
5088	Transportation equipment and supplies, except motor vehicles -----	23.8	—	5194	Tobacco and tobacco products -----	—	—
				5198	Paints, varnishes, and supplies -----	3.0	8.1
				5199	Nondurable goods, n.e.c. -----	(D)	(D)

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

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



## Appendix F. **Geographic Notes**

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### **MAINE**

There are no geographic notes for the State of Maine.

# Appendix G.

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

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

SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
	<b>Wholesale trade</b> .....	<b>1 974</b>	<b>1 865</b>	<b>1 849</b>	<b>1 759</b>
<b>50</b>	<b>Durable goods</b> .....	<b>1 201</b>	<b>1 144</b>	<b>1 130</b>	<b>1 084</b>
501	Motor vehicles and automotive parts and supplies .....	270	238	241	224
5012	Automobiles and other motor vehicles .....	46	37	45	36
5013	Motor vehicle supplies and new parts .....	165	154	142	141
5014	Tires and tubes .....	26	15	23	15
5015	Motor vehicle parts, used .....	33	32	31	32
502	Furniture and homefurnishings .....	42	35	42	33
5021	Furniture .....	16	16	16	16
5023	Homefurnishings .....	26	19	26	17
503	Lumber and other construction materials .....	90	111	81	109
5031	Lumber, plywood, millwork, and wood panels .....	52	63	46	61
5032	Brick, stone, and related construction materials .....	12	14	12	14
5033	Roofing, siding, and insulation materials .....	13	11	12	11
5039	Construction materials, n.e.c. ....	13	23	11	23
504	Professional and commercial equipment and supplies .....	148	168	143	160
5043	Photographic equipment and supplies .....	1	1	1	1
5044	Office equipment .....	36	62	34	59
5045	Computers and computer peripheral equipment and software .....	56	42	54	42
5046	Commercial equipment, n.e.c. ....	11	22	11	20
5047	Medical, dental, and hospital equipment and supplies .....	28	26	27	24
5048	Ophthalmic goods .....	10	9	10	9
5049	Professional equipment and supplies, n.e.c. ....	6	6	6	5
505	Metals and minerals, except petroleum .....	18	15	18	15
5051	Metals service centers and offices .....	18	15	18	15
5052	Coal and other minerals and ores .....	—	—	—	—
506	Electrical goods .....	108	85	104	81
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	64	53	62	51
5064	Electrical appliances, television and radio sets .....	11	10	10	9
5065	Electronic parts and equipment, n.e.c. ....	33	22	32	21
507	Hardware, and plumbing and heating equipment and supplies .....	104	95	95	89
5072	Hardware .....	21	20	17	17
5074	Plumbing and heating equipment and supplies (hydronics) .....	61	50	57	49
5075	Warm air heating and air-conditioning equipment and supplies .....	14	14	13	14
5078	Refrigeration equipment and supplies .....	8	11	8	9
508	Machinery, equipment, and supplies .....	260	266	254	250
5082	Construction and mining (except petroleum) machinery and equipment .....	29	36	28	36
5083	Farm and garden machinery and equipment .....	47	47	46	42
5084	Industrial machinery and equipment .....	71	77	69	73
5085	Industrial supplies .....	77	70	76	65
5087	Service establishment equipment and supplies .....	27	28	26	26
5088	Transportation equipment and supplies, except motor vehicles .....	9	8	9	8
509	Miscellaneous durable goods .....	161	131	152	123
5091	Sporting and recreational goods and supplies .....	28	20	26	18
5092	Toys and hobby goods and supplies .....	7	9	6	8
5093	Scrap and waste materials .....	53	44	51	43
5094	Jewelry, watches, precious stones, and precious metals .....	16	9	15	9
5099	Durable goods, n.e.c. ....	57	49	54	45
<b>51</b>	<b>Nondurable goods</b> .....	<b>773</b>	<b>721</b>	<b>719</b>	<b>675</b>
511	Paper and paper products .....	89	56	85	55
5111	Printing and writing paper .....	8	6	8	6
5112	Stationery and office supplies .....	60	29	59	29
5113	Industrial and personal service paper .....	21	21	18	20
512	Drugs, drug proprietaries, and druggists sundries .....	8	6	7	6
5122	Drugs, drug proprietaries, and druggists sundries .....	8	6	7	6
513	Apparel, piece goods, and notions .....	36	35	34	32
5131	Piece goods, notions, and other dry goods .....	4	8	4	8
5136	Men's and boys' clothing and furnishings .....	8	9	8	8
5137	Women's, children's, and infants' clothing and accessories .....	15	9	14	7
5139	Footwear .....	9	10	8	9

SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
<b>51</b>	<b>Nondurable goods — Con.</b>				
514	Groceries and related products .....	365	347	334	321
5141	Groceries, general line .....	30	23	30	22
5142	Packaged frozen foods .....	23	14	21	12
5143	Dairy products, except dried or canned .....	18	25	18	24
5144	Poultry and poultry products .....	2	2	2	2
5145	Confectionery .....	11	10	8	10
5146	Fish and seafoods .....	168	147	149	134
5147	Meats and meat products .....	8	17	8	14
5148	Fresh fruits and vegetables .....	42	47	40	43
5149	Groceries and related products, n.e.c. ....	63	62	58	60
515	Farm-product raw materials .....	17	20	16	17
5153	Grain and field beans .....	10	10	10	9
5154	Livestock .....	3	5	2	4
5159	Farm-product raw materials, n.e.c. ....	4	5	4	4
516	Chemicals and allied products .....	33	25	32	24
5162	Plastics materials and basic forms and shapes .....	7	3	7	3
5169	Chemicals and allied products, n.e.c. ....	26	22	25	21
517	Petroleum and petroleum products .....	76	84	73	81
5171	Petroleum bulk stations and terminals .....	55	60	54	59
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	21	24	19	22
518	Beer, wine, and distilled alcoholic beverages .....	12	18	11	18
5181	Beer and ale .....	11	12	11	12
5182	Wine and distilled alcoholic beverages .....	1	6	—	6
519	Miscellaneous nondurable goods .....	137	130	127	121
5191	Farm supplies .....	47	59	44	53
5192	Books, periodicals, and newspapers .....	19	11	16	11
5193	Flowers, nursery stock, and florists' supplies .....	9	8	8	8
5194	Tobacco and tobacco products .....	5	6	5	5
5198	Paints, varnishes and supplies .....	8	5	7	4
5199	Nondurable goods, n.e.c. ....	49	41	47	40

# 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.