

# 1992

# Census of

# Wholesale Trade

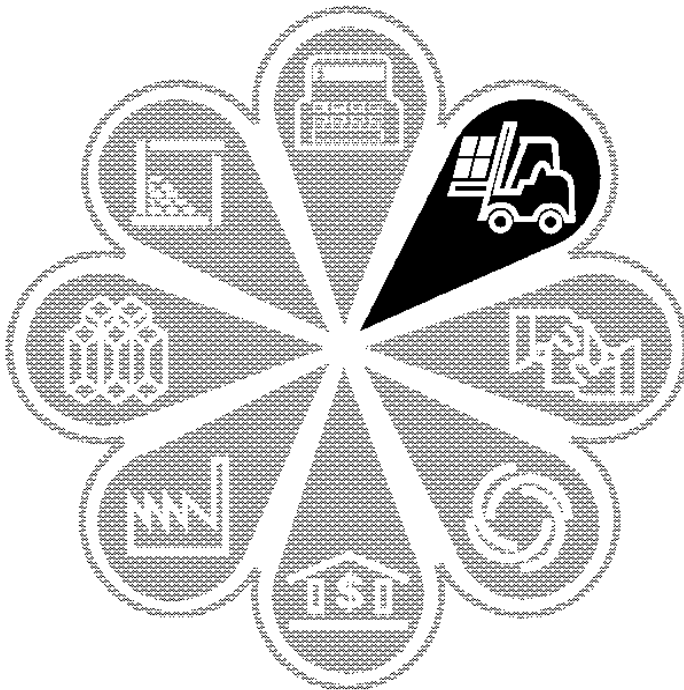
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WC92-A-30

GEOGRAPHIC AREA SERIES

# New Hampshire

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

# 1992 Census of Wholesale Trade

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WC92-A-30

GEOGRAPHIC AREA SERIES

## New Hampshire

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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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Publication Program..... Inside back cover

## Summary of Findings

New Hampshire had 2,104 wholesale establishments in 1992 with \$8.2 billion in sales. This represents a 7.0 percent increase in wholesale establishments and a 20.4 percent increase in sales over 1987 according to the 1992 Census of Wholesale Trade conducted by the Bureau of the Census, U.S. Department of Commerce.

Merchant wholesalers accounted for 83.1 percent or 1,748 of the total establishments and 64.4 percent or \$5.2 billion of the total sales in 1992 compared with 84.5 percent of the establishments and 69.1 percent of the sales in 1987. Manufacturers' sales branches and offices with 147 establishments and \$1.9 billion in sales and agents, brokers, and commission merchants with 209 establishments and \$986.7 million in sales made up the rest of the wholesale trade total in 1992.

Groceries and related products, n.e.c., wholesalers were the largest group of wholesalers by kind of business in terms of sales with \$660.1 million followed by stationery and office supplies wholesalers with \$560.4 million and lumber, plywood, millwork, and wood panels wholesalers with \$473.0 million. Out of 69 kind of business groups, these three accounted for 20.8 percent of the total sales in the State.

Annual payroll for all wholesalers in the State was up from \$560.6 million in 1987 to \$634.9 million in 1992. Merchant wholesalers had annual payroll of \$497.6 million in 1992 while manufacturers' sales branches and offices

recorded \$107.8 million and agents, brokers, and commission merchants had \$29.5 million.

Employment by all wholesalers in New Hampshire as of mid-March 1992 was 20,464, a decrease of 9.2 percent since 1987. Merchant wholesalers with 16,855 employees accounted for 82.4 percent of the total wholesale employment in 1992 compared with 83.9 percent in 1987.

Inventories of \$675.1 million were held at wholesale establishments in the State at the end of 1992. Merchant wholesalers held 91.1 percent of these inventories while manufacturers' sales branches and sales offices held 8.6 percent and agent, brokers, and commission merchants held .3 percent. Inventories of all wholesalers increased during 1992 by 1.5 percent while those of merchant wholesalers increased 2.4 percent.

Payroll per employee in the State averaged \$31.0 thousand for all wholesalers in 1992, an increase of 24.8 percent since 1987. Merchant wholesalers averaged \$29.5 thousand per employee while manufacturers' sales branches and offices was \$37.5 thousand and agents, brokers, and commission merchants were \$40.3 thousand in 1992.

Annual payroll as a percent of operating expenses for all wholesalers remained unchanged at 50.7 percent in both 1987 and 1992. The ratio for merchant wholesalers was 50.4 percent; for manufacturers' sales branches and offices it was 51.4 percent; and for agents, brokers and commission merchants it was 52.6 percent.

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

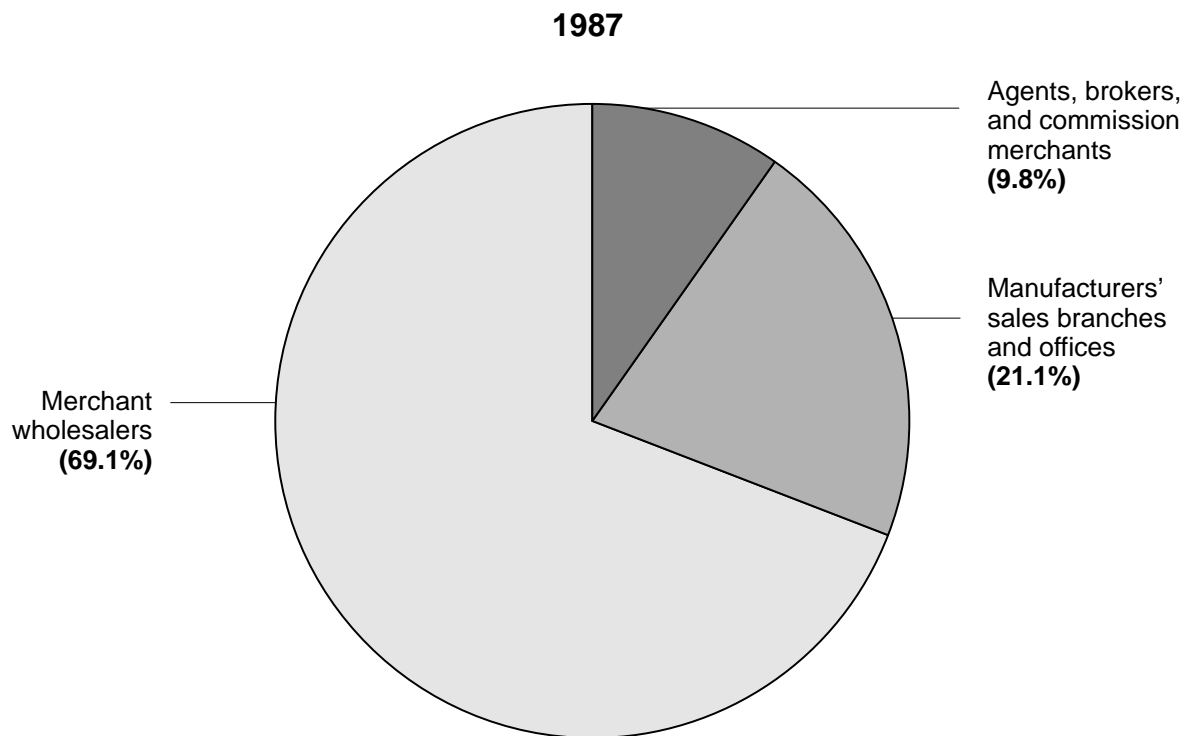
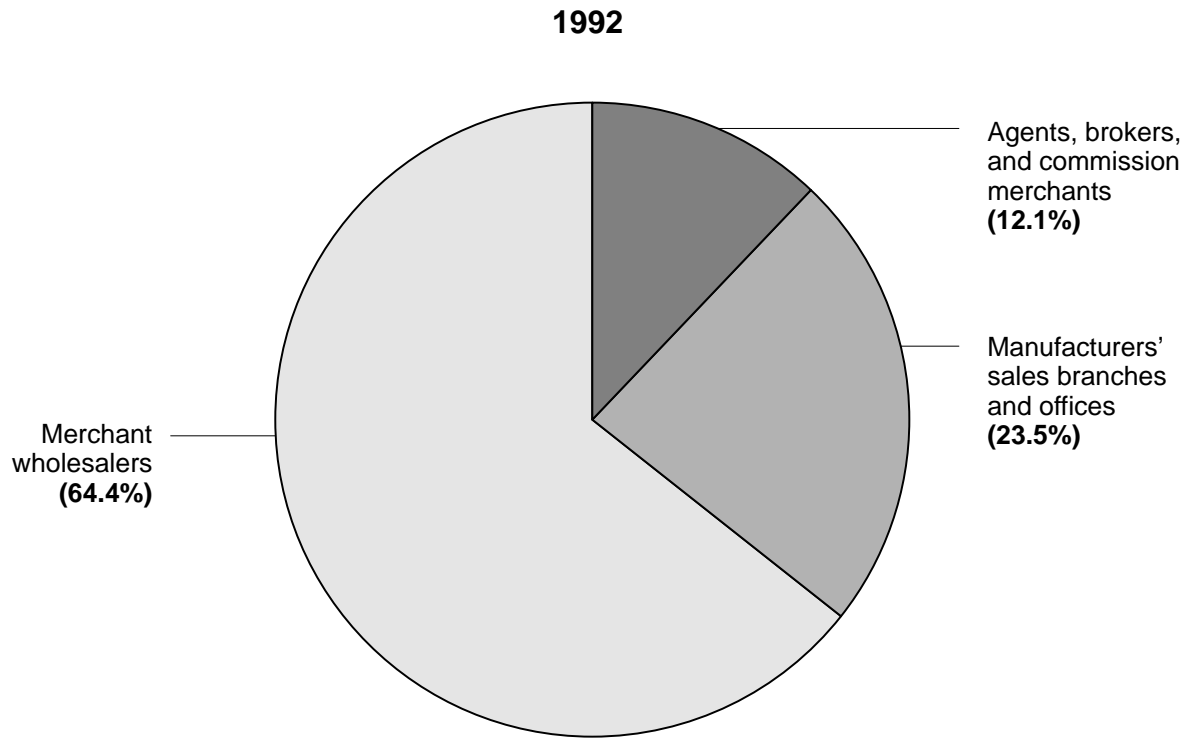




Figure 2. **Wholesale Sales by Industry Group: 1992 and 1987**  
(Millions of dollars. For meaning of abbreviations and symbols, see introductory text)

1992   
1987 

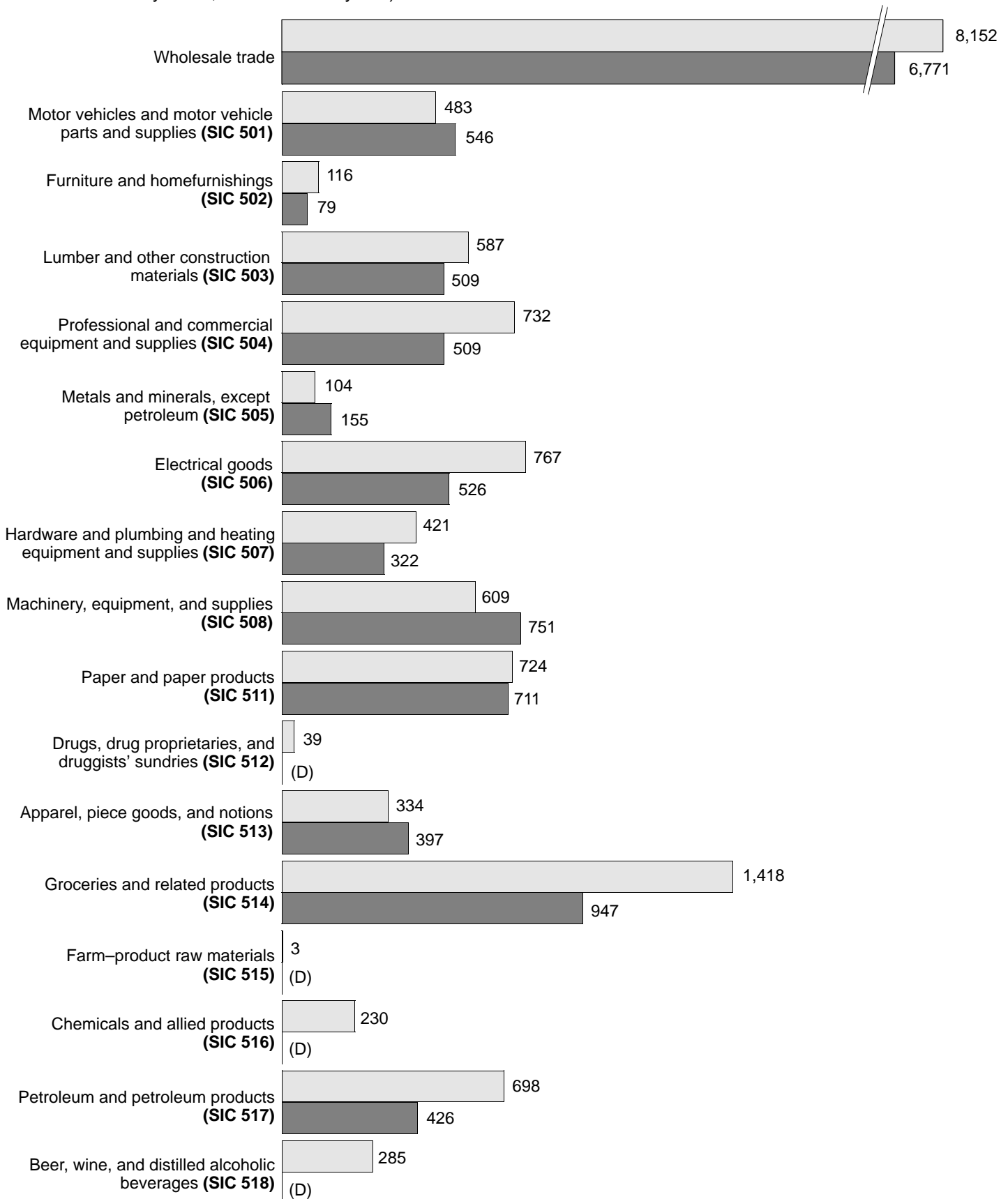




Figure 3. **Wholesale Employment by Industry Group: 1992 and 1987**  
 (Number. For meaning of abbreviations and symbols, see introductory text)

1992   
 1987 

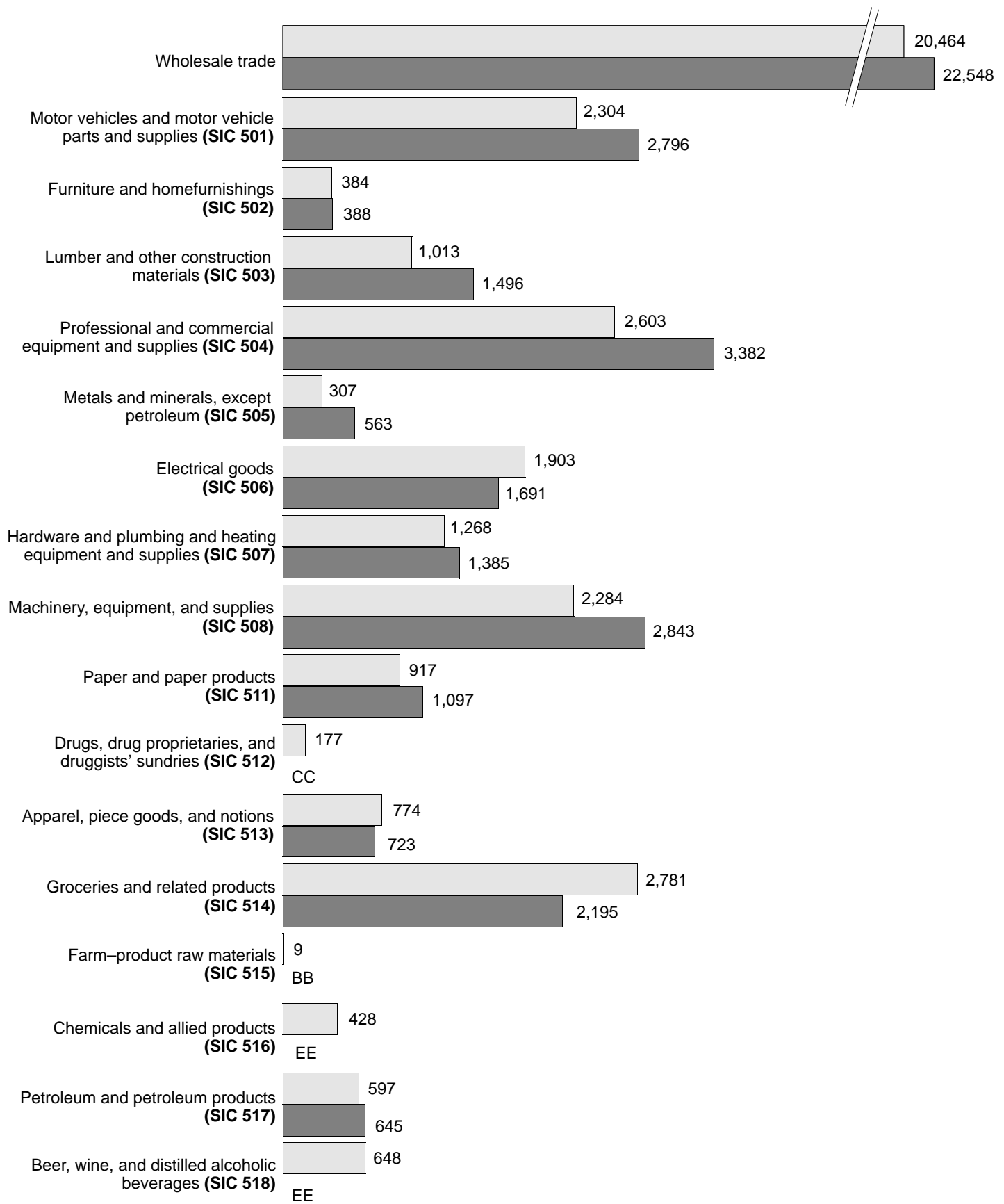






Table 1. Summary Statistics for the State: 1992

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

SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
	<b>Wholesale trade -----</b>	<b>2 104</b>	<b>8 152 393</b>	<b>634 916</b>	<b>145 458</b>	<b>20 464</b>	<b>1 253 421</b>	<b>665 196</b>	<b>675 071</b>
	<b>TYPES OF OPERATION</b>								
	<b>Merchant wholesalers -----</b>	<b>1 748</b>	<b>5 247 815</b>	<b>497 635</b>	<b>113 633</b>	<b>16 855</b>	<b>987 647</b>	<b>600 885</b>	<b>615 026</b>
	Wholesale distributors and jobbers -----	1 664	4 802 790	462 373	105 365	15 777	902 362	523 543	535 949
	Importers -----	63	351 196	30 541	7 202	915	73 952	72 295	70 597
	Exporters -----	17	74 645	3 269	710	89	7 747	4 657	8 047
	Terminal grain elevators -----	-	-	-	-	-	-	-	-
	Country grain elevators -----	-	-	-	-	-	-	-	-
	Assemblers of farm products, except country grain elevators -----	4	19 184	1 452	356	74	3 586	390	433
	<b>Manufacturers' sales branches and sales offices -----</b>	<b>147</b>	<b>1 917 849</b>	<b>107 757</b>	<b>25 198</b>	<b>2 877</b>	<b>209 622</b>	<b>62 518</b>	<b>57 965</b>
	Sales branches (with stock) -----	83	860 114	74 656	17 844	2 026	150 440	62 518	57 965
	Sales offices (without stock) -----	64	1 057 735	33 101	7 354	851	59 182	-	-
	<b>Agents, brokers, and commission merchants -----</b>	<b>209</b>	<b>986 729</b>	<b>29 524</b>	<b>6 627</b>	<b>732</b>	<b>56 152</b>	<b>1 793</b>	<b>2 080</b>
	Auction companies -----	-	-	-	-	-	-	-	-
	Brokers -----	24	226 757	3 224	844	117	7 795	131	161
	Commission merchants -----	20	102 600	2 640	535	66	5 290	3	15
	Import agents -----	6	25 837	203	203	18	2 363	114	233
	Export agents -----	-	-	-	-	-	-	-	-
	Manufacturers' agents -----	159	631 535	22 422	5 045	531	40 704	1 545	1 671
	<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>								
	<b>Wholesale trade -----</b>	<b>2 104</b>	<b>8 152 393</b>	<b>634 916</b>	<b>145 458</b>	<b>20 464</b>	<b>1 253 421</b>	<b>665 196</b>	<b>675 071</b>
50	<b>Durable goods -----</b>	<b>1 514</b>	<b>4 059 672</b>	<b>404 373</b>	<b>92 683</b>	<b>12 887</b>	<b>767 724</b>	<b>443 837</b>	<b>441 080</b>
501	Motor vehicles and motor vehicle parts and supplies -----	251	483 106	54 693	13 073	2 304	103 494	100 209	88 480
5012	Automobiles and other motor vehicles -----	38	160 946	12 485	3 036	491	22 427	41 290	25 968
5013	Motor vehicle supplies and new parts -----	156	248 817	32 908	7 625	1 402	62 738	46 966	49 842
5014	Tires and tubes -----	31	62 245	7 206	1 909	289	14 276	10 209	10 893
5015	Motor vehicle parts, used -----	26	11 098	2 094	503	122	4 053	1 744	1 777
502	Furniture and home furnishings -----	62	115 727	10 583	2 267	384	20 964	7 922	7 727
5021	Furniture -----	32	55 588	7 032	1 593	261	13 943	3 835	3 767
5023	Home furnishings -----	30	60 139	3 551	674	123	7 021	4 087	3 960
503	Lumber and other construction materials -----	108	586 969	32 916	7 086	1 013	60 546	33 534	38 659
5031	Lumber, plywood, millwork, and wood panels -----	49	472 950	20 764	4 440	589	37 431	24 638	28 667
5032	Brick, stone, and related construction materials -----	25	23 989	3 521	741	138	6 077	3 056	2 700
5033	Roofing, siding, and insulation materials -----	16	65 446	5 677	1 254	182	10 676	4 897	6 348
5039	Construction materials, n.e.c. -----	18	24 584	2 954	651	104	6 362	943	944
504	Professional and commercial equipment and supplies -----	256	732 355	102 421	22 962	2 603	197 209	50 413	54 348
5043	Photographic equipment and supplies -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
5044	Office equipment -----	42	121 292	22 917	5 482	616	43 526	8 270	8 462
5045	Computers and computer peripheral equipment and software -----	134	441 062	60 764	13 532	1 290	115 700	32 839	35 119
5046	Commercial equipment, n.e.c. -----	19	(D)	(D)	(D)	CC	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	41	97 283	8 250	1 716	276	15 502	3 040	3 524
5048	Ophthalmic goods -----	4	6 322	1 357	291	60	2 409	276	362
5049	Professional equipment and supplies, n.e.c. -----	12	38 383	5 544	1 046	212	12 487	3 654	4 444
505	Metals and minerals, except petroleum -----	32	104 060	10 588	2 365	307	23 250	11 906	12 182
5051	Metals service centers and offices -----	31	(D)	(D)	(D)	EE	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
506	Electrical goods -----	232	766 931	64 892	15 220	1 903	115 800	52 214	50 939
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	110	381 066	27 414	6 798	840	50 905	26 289	26 068
5064	Electrical appliances, television and radio sets -----	6	(D)	(D)	(D)	BB	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	116	(D)	(D)	(D)	GG	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	128	421 475	38 956	8 916	1 268	73 201	62 690	62 198
5072	Hardware -----	31	204 647	16 818	4 187	543	28 819	36 862	35 261
5074	Plumbing and heating equipment and supplies (hydronics) -----	73	163 122	15 341	3 470	537	31 993	21 896	23 283
5075	Warm air heating and air-conditioning equipment and supplies -----	19	(D)	(D)	(D)	CC	(D)	(D)	(D)
5078	Refrigeration equipment and supplies -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	300	608 803	69 111	16 194	2 284	123 084	96 820	100 651
5082	Construction and mining (except petroleum) machinery and equipment -----	31	90 493	11 881	2 893	385	20 292	36 431	35 604
5083	Farm and garden machinery and equipment -----	23	32 440	3 802	822	176	7 258	11 186	10 688
5084	Industrial machinery and equipment -----	144	201 174	21 882	4 749	727	39 810	13 819	14 523
5085	Industrial supplies -----	63	137 668	11 531	2 841	374	20 146	9 423	8 718
5087	Service establishment equipment and supplies -----	30	55 676	10 048	2 377	350	16 942	4 065	5 878
5088	Transportation equipment and supplies, except motor vehicles -----	9	91 352	9 967	2 512	272	18 636	21 896	25 240
509	Miscellaneous durable goods -----	145	240 246	20 213	4 600	821	50 176	28 129	25 896
5091	Sporting and recreational goods and supplies -----	45	126 311	9 259	1 996	308	25 400	20 665	19 042
5092	Toys and hobby goods and supplies -----	12	10 239	1 272	298	42	3 246	1 296	1 417
5093	Scrap and waste materials -----	34	45 140	5 255	1 336	270	11 646	2 457	2 030
5094	Jewelry, watches, precious stones, and precious metals -----	12	6 882	727	136	30	1 534	1 267	1 317
5099	Durable goods, n.e.c. -----	42	51 674	3 700	834	171	8 350	2 444	2 090

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

NEW HAMPSHIRE NH-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</b>									
<b>— Con.</b>									
<b>Wholesale trade — Con.</b>									
<b>51</b>	<b>Nondurable goods</b> -----	<b>590</b>	<b>4 092 721</b>	<b>230 543</b>	<b>52 775</b>	<b>7 577</b>	<b>485 697</b>	<b>221 359</b>	<b>233 991</b>
511	Paper and paper products -----	101	723 602	28 461	6 801	917	59 681	21 068	20 771
5111	Printing and writing paper -----	13	110 484	6 750	1 418	121	19 591	9 665	8 250
5112	Stationery and office supplies -----	65	560 412	15 116	3 951	603	28 015	8 464	9 816
5113	Industrial and personal service paper -----	23	52 706	6 595	1 432	193	12 075	2 939	2 705
512	Drugs, drug proprietaries, and druggists' sundries -----	11	38 544	5 119	1 216	177	14 535	5 863	5 592
5122	Drugs, drug proprietaries, and druggists' sundries -----	11	38 544	5 119	1 216	177	14 535	5 863	5 592
513	Apparel, piece goods, and notions -----	56	333 555	30 991	6 595	774	58 070	66 418	59 734
5131	Piece goods, notions, and other dry goods -----	11	58 675	7 189	782	88	12 265	5 525	6 297
5136	Men's and boys' clothing and furnishings -----	18	18 756	2 674	529	99	6 414	2 290	2 340
5137	Women's, children's, and infants' clothing and accessories -----	14	17 488	2 807	1 422	92	5 592	1 444	2 225
5139	Footwear -----	13	238 636	18 321	3 862	495	33 799	57 159	48 872
514	Groceries and related products -----	159	1 417 658	80 480	18 316	2 781	163 044	58 099	63 318
5141	Groceries, general line -----	16	369 943	19 872	4 296	545	36 432	20 426	23 923
5142	Packaged frozen foods -----	7	25 239	2 091	415	66	3 501	346	640
5143	Dairy products, except dried or canned -----	15	50 106	4 090	1 109	188	8 405	2 034	1 219
5144	Poultry and poultry products -----	9	139 663	4 700	860	174	8 390	442	1 023
5145	Confectionery -----	8	58 754	7 424	1 612	281	17 581	6 537	4 514
5146	Fish and seafoods -----	19	61 133	2 369	524	117	5 478	1 751	4 675
5147	Meats and meat products -----	10	29 406	1 516	349	68	4 125	1 007	1 225
5148	Fresh fruits and vegetables -----	11	23 296	2 005	467	111	5 832	244	258
5149	Groceries and related products, n.e.c. -----	64	660 118	36 413	8 684	1 231	73 300	25 312	25 841
515	Farm-product raw materials -----	3	2 766	270	60	9	982	128	130
5153	Grain and field beans -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5154	Livestock -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
516	Chemicals and allied products -----	65	230 055	16 858	4 174	428	36 825	11 856	12 918
5162	Plastics materials and basic forms and shapes -----	12	38 158	3 277	849	73	5 527	2 333	2 528
5169	Chemicals and allied products, n.e.c. -----	53	191 897	13 581	3 325	355	31 298	9 523	10 390
517	Petroleum and petroleum products -----	51	698 454	18 261	4 219	597	50 374	31 134	40 782
5171	Petroleum bulk stations and terminals -----	35	395 988	12 535	2 899	474	34 541	28 687	31 333
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	16	302 466	5 726	1 320	123	15 833	2 447	9 449
518	Beer, wine, and distilled alcoholic beverages -----	21	285 337	22 862	5 128	648	47 911	9 079	9 940
5181	Beer and ale -----	12	(D)	(D)	(D)	FF	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages -----	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	123	362 750	27 241	6 266	1 246	54 275	17 714	20 806
5191	Farm supplies -----	23	25 424	3 081	740	148	6 178	2 692	2 603
5192	Books, periodicals, and newspapers -----	30	158 900	12 682	3 013	621	24 697	4 719	6 805
5193	Flowers, nursery stock, and florists' supplies -----	13	15 532	2 454	538	114	5 172	1 339	1 297
5194	Tobacco and tobacco products -----	5	85 807	3 804	1 026	168	7 188	5 157	5 821
5198	Paints, varnishes, and supplies -----	6	(D)	(D)	(D)	AA	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	46	(D)	(D)	(D)	CC	(D)	(D)	(D)
<b>Merchant wholesalers</b> -----		<b>1 748</b>	<b>5 247 815</b>	<b>497 635</b>	<b>113 633</b>	<b>16 855</b>	<b>987 647</b>	<b>600 885</b>	<b>615 026</b>
<b>50</b>	<b>Durable goods</b> -----	<b>1 280</b>	<b>2 857 582</b>	<b>320 270</b>	<b>73 776</b>	<b>10 901</b>	<b>613 638</b>	<b>414 630</b>	<b>411 199</b>
501	Motor vehicles and motor vehicle parts and supplies -----	243	413 124	50 843	12 083	2 186	95 495	91 471	79 670
5012	Automobiles and other motor vehicles -----	36	(D)	(D)	(D)	EE	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts -----	150	(D)	(D)	(D)	GG	(D)	(D)	(D)
5014	Tires and tubes -----	31	62 245	7 206	1 909	289	14 276	10 209	10 893
5015	Motor vehicle parts, used -----	26	11 098	2 094	503	122	4 053	1 744	1 777
502	Furniture and home furnishings -----	50	70 472	9 690	2 037	360	19 311	7 840	7 646
5021	Furniture -----	26	45 005	6 582	1 511	251	13 151	3 820	3 753
5023	Home furnishings -----	24	25 467	3 108	526	109	6 160	4 020	3 893
503	Lumber and other construction materials -----	87	509 976	27 663	6 039	819	50 579	28 643	34 213
5031	Lumber, plywood, millwork, and wood panels -----	41	424 693	17 615	3 799	481	31 369	22 521	26 829
5032	Brick, stone, and related construction materials -----	20	(D)	(D)	(D)	CC	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials -----	8	(D)	(D)	(D)	CC	(D)	(D)	(D)
5039	Construction materials, n.e.c. -----	18	24 584	2 954	651	104	6 362	943	944
504	Professional and commercial equipment and supplies -----	218	456 034	66 674	14 473	1 931	127 759	42 253	45 934
5043	Photographic equipment and supplies -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5044	Office equipment -----	36	63 009	14 071	3 355	421	24 520	5 319	5 356
5045	Computers and computer peripheral equipment and software -----	117	298 285	36 912	7 811	885	71 628	27 914	30 114
5046	Commercial equipment, n.e.c. -----	17	(D)	(D)	(D)	CC	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	34	36 785	6 262	1 311	238	11 379	2 840	3 324
5048	Ophthalmic goods -----	4	6 322	1 357	291	60	2 409	276	362
5049	Professional equipment and supplies, n.e.c. -----	7	(D)	(D)	(D)	CC	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	21	74 022	9 033	2 052	263	18 778	11 164	10 847
5051	Metals service centers and offices -----	20	(D)	(D)	(D)	EE	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
506	Electrical goods -----	169	385 005	43 270	10 590	1 356	82 421	50 783	49 783
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	84	230 862	19 439	4 896	661	38 126	25 626	25 627
5064	Electrical appliances, television and radio sets -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	81	(D)	(D)	(D)	FF	(D)	(D)	(D)

NH-8 NEW HAMPSHIRE

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 -----	113	339 480	33 188	7 716	1 116	63 681	61 192	60 118
5072	Hardware -----	29	(D)	(D)	(D)	EE	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	63	116 508	14 241	3 290	511	29 595	21 881	23 271
5075	Warm air heating and air-conditioning equipment and supplies -----	17	33 930	4 039	788	100	7 959	3 206	2 659
5078	Refrigeration equipment and supplies -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	250	433 094	61 165	14 438	2 094	108 485	93 243	97 154
5082	Construction and mining (except petroleum) machinery and equipment -----	28	(D)	(D)	(D)	EE	(D)	(D)	(D)
5083	Farm and garden machinery and equipment -----	22	(D)	(D)	(D)	CC	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	109	98 752	16 092	3 488	582	29 103	13 084	13 302
5085	Industrial supplies -----	54	77 647	10 278	2 560	348	18 045	8 709	8 122
5087	Service establishment equipment and supplies -----	28	(D)	(D)	(D)	EE	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	9	91 352	9 967	2 512	272	18 636	21 896	25 240
509	Miscellaneous durable goods -----	129	176 375	18 744	4 348	776	47 129	28 041	25 834
5091	Sporting and recreational goods and supplies -----	38	94 538	8 134	1 822	278	23 363	20 608	18 995
5092	Toys and hobby goods and supplies -----	11	(D)	(D)	(D)	BB	(D)	(D)	(D)
5093	Scrap and waste materials -----	33	(D)	(D)	(D)	EE	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	11	(D)	(D)	(D)	BB	(D)	(D)	(D)
5099	Durable goods, n.e.c. -----	36	(D)	(D)	(D)	CC	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>468</b>	<b>2 390 233</b>	<b>177 365</b>	<b>39 857</b>	<b>5 954</b>	<b>374 009</b>	<b>186 255</b>	<b>203 827</b>
511	Paper and paper products -----	80	181 163	21 194	4 760	781	38 823	13 463	14 149
5111	Printing and writing paper -----	10	(D)	(D)	(D)	CC	(D)	(D)	(D)
5112	Stationery and office supplies -----	53	(D)	(D)	(D)	EE	(D)	(D)	(D)
5113	Industrial and personal service paper -----	17	43 034	6 320	1 371	184	11 392	2 939	2 705
512	Drugs, drug proprietaries, and druggists' sundries -----	10	(D)	(D)	(D)	CC	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	10	(D)	(D)	(D)	CC	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	46	293 065	29 458	6 322	746	54 822	66 308	59 618
5131	Piece goods, notions, and other dry goods -----	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	16	(D)	(D)	(D)	BB	(D)	(D)	(D)
5137	Women's, children's, and infants' clothing and accessories -----	12	(D)	(D)	(D)	BB	(D)	(D)	(D)
5139	Footwear -----	9	209 525	17 098	3 650	479	31 423	57 159	48 872
514	Groceries and related products -----	117	726 018	49 597	10 852	1 768	104 696	39 714	48 023
5141	Groceries, general line -----	12	(D)	(D)	(D)	FF	(D)	(D)	(D)
5142	Packaged frozen foods -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
5143	Dairy products, except dried or canned -----	11	34 935	3 024	681	122	6 169	676	1 000
5144	Poultry and poultry products -----	7	(D)	(D)	(D)	CC	(D)	(D)	(D)
5145	Confectionery -----	6	(D)	(D)	(D)	CC	(D)	(D)	(D)
5146	Fish and seafoods -----	19	61 133	2 369	524	117	5 478	1 751	4 675
5147	Meats and meat products -----	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
5148	Fresh fruits and vegetables -----	11	23 296	2 005	467	111	5 832	244	258
5149	Groceries and related products, n.e.c. -----	38	214 490	13 062	3 089	519	29 744	11 920	12 479
515	Farm-product raw materials -----	3	2 766	270	60	9	982	128	130
5153	Grain and field beans -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5154	Livestock -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
516	Chemicals and allied products -----	53	125 101	13 299	3 355	337	30 850	8 722	9 040
5162	Plastics materials and basic forms and shapes -----	11	(D)	(D)	(D)	BB	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	42	(D)	(D)	(D)	EE	(D)	(D)	(D)
517	Petroleum and petroleum products -----	46	600 144	17 413	4 055	581	47 521	26 980	39 099
5171	Petroleum bulk stations and terminals -----	34	(D)	(D)	(D)	EE	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	12	(D)	(D)	(D)	CC	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	13	(D)	(D)	(D)	FF	(D)	(D)	(D)
5181	Beer and ale -----	12	(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 -----	100	(D)	(D)	(D)	GG	(D)	(D)	(D)
5191	Farm supplies -----	20	(D)	(D)	(D)	CC	(D)	(D)	(D)
5192	Books, periodicals, and newspapers -----	19	67 163	8 114	1 897	423	14 223	3 825	4 837
5193	Flowers, nursery stock, and florists' supplies -----	12	(D)	(D)	(D)	CC	(D)	(D)	(D)
5194	Tobacco and tobacco products -----	5	85 807	3 804	1 026	168	7 188	5 157	5 821
5198	Paints, varnishes, and supplies -----	5	(D)	(D)	(D)	AA	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	39	(D)	(D)	(D)	CC	(D)	(D)	(D)
<b>Manufacturers' sales branches and sales offices -----</b>									
<b>50</b>	<b>Durable goods -----</b>	<b>83</b>	<b>640 457</b>	<b>63 406</b>	<b>14 525</b>	<b>1 492</b>	<b>116 056</b>	<b>28 161</b>	<b>28 743</b>
501	Motor vehicles and motor vehicle parts and supplies -----	4	50 823	3 390	896	101	7 063	8 653	8 809
502	Furniture and homefurnishings -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
503	Lumber and other construction materials -----	15	56 513	4 631	888	173	8 845	4 891	4 446
504	Professional and commercial equipment and supplies -----	20	193 461	31 602	7 598	577	61 253	7 760	7 881
505	Metals and minerals, except petroleum -----	4	8 425	847	144	32	3 512	739	1 330
506	Electrical goods -----	24	193 525	14 223	3 032	402	20 886	1 300	895

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

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

SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS — Con.</b>									
<b>Manufacturers' sales branches and sales offices — Con.</b>									
<b>50</b>	<b>Durable goods — Con.</b>								
507	Hardware, and plumbing and heating equipment and supplies -----	3	(D)	(D)	(D)	CC	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	12	78 365	3 905	845	77	7 221	3 335	3 314
509	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
<b>51</b>	<b>Nondurable goods -----</b>	<b>64</b>	<b>1 277 392</b>	<b>44 351</b>	<b>10 673</b>	<b>1 385</b>	<b>93 566</b>	<b>34 357</b>	<b>29 222</b>
511	Paper and paper products -----	10	(D)	(D)	(D)	CC	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products -----	30	496 351	29 137	6 984	963	53 250	18 130	14 626
515	Farm-product raw materials -----	-	-	-	-	-	-	-	-
516	Chemicals and allied products -----	5	82 257	2 270	518	67	4 058	2 822	3 607
517	Petroleum and petroleum products -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	14	(D)	(D)	(D)	CC	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants ----</b>	<b>209</b>	<b>986 729</b>	<b>29 524</b>	<b>6 627</b>	<b>732</b>	<b>56 152</b>	<b>1 793</b>	<b>2 080</b>
<b>50</b>	<b>Durable goods -----</b>	<b>151</b>	<b>561 633</b>	<b>20 697</b>	<b>4 382</b>	<b>494</b>	<b>38 030</b>	<b>1 046</b>	<b>1 138</b>
501	Motor vehicles and motor vehicle parts and supplies -----	4	19 159	460	94	17	936	85	1
502	Furniture and homefurnishings -----	11	(D)	(D)	(D)	AA	(D)	(D)	(D)
503	Lumber and other construction materials -----	6	20 480	622	159	21	1 122	-	-
504	Professional and commercial equipment and supplies -----	18	82 860	4 145	891	95	8 197	400	533
505	Metals and minerals, except petroleum -----	7	21 613	708	169	12	960	3	5
506	Electrical goods -----	39	188 401	7 399	1 598	145	12 493	131	261
507	Hardware, and plumbing and heating equipment and supplies -----	12	(D)	(D)	(D)	BB	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	38	97 344	4 041	911	113	7 378	242	183
509	Miscellaneous durable goods -----	16	63 871	1 469	252	45	3 047	88	62
<b>51</b>	<b>Nondurable goods -----</b>	<b>58</b>	<b>425 096</b>	<b>8 827</b>	<b>2 245</b>	<b>238</b>	<b>18 122</b>	<b>747</b>	<b>942</b>
511	Paper and paper products -----	11	(D)	(D)	(D)	BB	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions -----	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
514	Groceries and related products -----	12	195 289	1 746	480	50	5 098	255	669
515	Farm-product raw materials -----	-	-	-	-	-	-	-	-
516	Chemicals and allied products -----	7	22 697	1 289	301	24	1 917	312	271
517	Petroleum and petroleum products -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	7	73 688	2 054	534	75	3 582	-	-
519	Miscellaneous nondurable goods -----	9	(D)	(D)	(D)	BB	(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>3 874 712</b>	<b>398 377</b>	<b>31 026</b>	<b>50.7</b>	<b>10</b>	<b>15.4</b>	<b>8.3</b>
<b>50</b>	<b>Durable goods -----</b>	<b>2 681 421</b>	<b>315 021</b>	<b>31 378</b>	<b>52.7</b>	<b>9</b>	<b>18.9</b>	<b>10.9</b>
501	Motor vehicles and motor vehicle parts and supplies -----	1 924 725	209 681	23 738	52.8	9	21.4	18.3
5012	Automobiles and other motor vehicles -----	4 235 421	327 792	25 428	55.7	13	13.9	16.1
5013	Motor vehicle supplies and new parts -----	1 594 981	177 473	23 472	52.5	9	25.2	20.0
5014	Tires and tubes -----	2 007 903	215 381	24 934	50.5	9	22.9	17.5
5015	Motor vehicle parts, used -----	426 846	90 967	17 164	51.7	5	36.5	16.0
502	Furniture and home furnishings -----	1 866 565	301 372	27 560	50.5	6	18.1	6.7
5021	Furniture -----	1 737 125	212 981	26 943	50.4	8	25.1	6.8
5023	Home furnishings -----	2 004 633	488 935	28 870	50.6	4	11.7	6.6
503	Lumber and other construction materials -----	5 434 898	579 436	32 494	54.4	9	10.3	6.6
5031	Lumber, plywood, millwork, and wood panels -----	9 652 041	802 971	35 253	55.5	12	7.9	6.1
5032	Brick, stone, and related construction materials -----	959 560	173 833	25 514	57.9	6	25.3	11.3
5033	Roofing, siding, and insulation materials -----	4 090 375	359 593	31 192	53.2	11	16.3	9.7
5039	Construction materials, n.e.c. -----	1 365 778	236 385	28 404	46.4	6	25.9	3.8
504	Professional and commercial equipment and supplies -----	2 860 762	281 350	39 347	51.9	10	26.9	7.4
5043	Photographic equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	2 887 905	196 903	37 203	52.7	15	35.9	7.0
5045	Computers and computer peripheral equipment and software -----	3 291 507	341 909	47 104	52.5	10	26.2	8.0
5046	Commercial equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	2 372 756	352 475	29 891	53.2	7	15.9	3.6
5048	Ophthalmic goods -----	1 580 500	105 367	22 617	56.3	15	38.1	5.7
5049	Professional equipment and supplies, n.e.c. -----	3 198 583	181 052	26 151	44.4	18	32.5	11.6
505	Metals and minerals, except petroleum -----	3 251 875	338 958	34 489	45.5	10	22.3	11.7
5051	Metals service centers and offices -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	3 305 737	403 012	34 100	56.0	8	15.1	6.6
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	3 464 236	453 650	32 636	53.9	8	13.4	6.8
5064	Electrical appliances, television and radio sets -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	3 292 773	332 394	30 722	53.2	10	17.4	14.8
5072	Hardware -----	6 601 516	376 882	30 972	58.4	18	14.1	17.2
5074	Plumbing and heating equipment and supplies (hydronics) -----	2 234 548	303 765	28 568	48.0	7	19.6	14.3
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 -----	2 029 343	266 551	30 259	56.1	8	20.2	16.5
5082	Construction and mining (except petroleum) machinery and equipment -----	2 919 129	235 047	30 860	58.6	12	22.4	39.3
5083	Farm and garden machinery and equipment -----	1 410 435	184 318	21 602	52.4	8	22.4	32.9
5084	Industrial machinery and equipment -----	1 397 042	276 718	30 099	55.0	5	19.8	7.2
5085	Industrial supplies -----	2 185 206	368 096	30 832	57.2	6	14.6	6.3
5087	Service establishment equipment and supplies -----	1 855 867	159 074	28 709	59.3	12	30.4	10.6
5088	Transportation equipment and supplies, except motor vehicles -----	10 150 222	335 853	36 643	53.5	30	20.4	27.6
509	Miscellaneous durable goods -----	1 656 869	292 626	24 620	40.3	6	20.9	10.8
5091	Sporting and recreational goods and supplies -----	2 806 911	410 101	30 062	36.5	7	20.1	15.1
5092	Toys and hobby goods and supplies -----	853 250	243 786	30 286	39.2	4	31.7	13.8
5093	Scrap and waste materials -----	1 327 647	167 185	19 463	45.1	8	25.8	4.5
5094	Jewelry, watches, precious stones, and precious metals -----	573 500	229 400	24 233	47.4	3	22.3	19.1
5099	Durable goods, n.e.c. -----	1 230 333	302 187	21 637	44.3	4	16.2	4.0
<b>51</b>	<b>Nondurable goods -----</b>	<b>6 936 815</b>	<b>540 151</b>	<b>30 427</b>	<b>47.5</b>	<b>13</b>	<b>11.9</b>	<b>5.7</b>
511	Paper and paper products -----	7 164 376	789 097	31 037	47.7	9	8.2	2.9
5111	Printing and writing paper -----	8 498 769	913 091	55 785	34.5	9	17.7	7.5
5112	Stationery and office supplies -----	8 621 723	929 373	25 068	54.0	9	5.0	1.8
5113	Industrial and personal service paper -----	2 291 565	273 088	34 171	54.6	8	22.9	5.1
512	Drugs, drug proprietaries, and druggists' sundries -----	3 504 000	217 763	28 921	35.2	16	37.7	14.5
5122	Drugs, drug proprietaries, and druggists' sundries -----	3 504 000	217 763	28 921	35.2	16	37.7	14.5
513	Apparel, piece goods, and notions -----	5 956 339	430 950	40 040	53.4	14	17.4	17.9
5131	Piece goods, notions, and other dry goods -----	5 334 091	666 761	81 693	58.6	8	20.9	10.7
5136	Men's and boys' clothing and furnishings -----	1 042 000	189 455	27 010	41.7	6	34.2	12.5
5137	Women's, children's, and infants' clothing and accessories -----	1 249 143	190 087	30 511	50.2	7	32.0	12.7
5139	Footwear -----	18 356 615	482 093	37 012	54.2	38	14.2	20.5
514	Groceries and related products -----	8 916 088	509 766	28 939	49.4	17	11.5	4.5
5141	Groceries, general line -----	23 121 438	678 794	36 462	54.5	34	9.8	6.5
5142	Packaged frozen foods -----	3 605 571	382 409	31 682	59.7	9	13.9	2.5
5143	Dairy products, except dried or canned -----	3 340 400	266 521	21 755	48.7	13	16.8	2.4
5144	Poultry and poultry products -----	15 518 111	802 661	27 011	56.0	19	6.0	.7
5145	Confectionery -----	7 344 250	209 089	26 420	42.2	35	29.9	7.7
5146	Fish and seafoods -----	3 217 526	522 504	20 248	43.2	6	9.0	7.6
5147	Meats and meat products -----	2 940 600	432 441	22 294	36.8	7	14.0	4.2
5148	Fresh fruits and vegetables -----	2 117 818	209 874	18 063	34.4	10	25.0	1.1
5149	Groceries and related products, n.e.c. -----	10 314 344	536 245	29 580	49.7	19	11.1	3.9
515	Farm-product raw materials -----	922 000	307 333	30 000	27.5	3	35.5	4.7
5153	Grain and field beans -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
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 -----	3 539 308	537 512	39 388	45.8	7	16.0	5.6
5162	Plastics materials and basic forms and shapes -----	3 179 833	522 712	44 890	59.3	6	14.5	6.6
5169	Chemicals and allied products, n.e.c. -----	3 620 698	540 555	38 256	43.4	7	16.3	5.4

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>Wholesale trade – Con.</b>								
<b>51</b>	<b>Nondurable goods – Con.</b>							
517	Petroleum and petroleum products .....	13 695 176	1 169 940	30 588	36.3	12	7.2	5.8
5171	Petroleum bulk stations and terminals .....	11 313 943	835 418	26 445	36.3	14	8.7	7.9
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	18 904 125	2 459 073	46 553	36.2	8	5.2	3.1
518	Beer, wine, and distilled alcoholic beverages .....	13 587 476	440 335	35 281	47.7	31	16.8	3.5
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 .....	2 949 187	291 132	21 863	50.2	10	15.0	5.7
5191	Farm supplies .....	1 105 391	171 784	20 818	49.9	6	24.3	10.2
5192	Books, periodicals, and newspapers .....	5 296 667	255 878	20 422	51.4	21	15.5	4.3
5193	Flowers, nursery stock, and florists' supplies .....	1 194 769	136 246	21 526	47.4	9	33.3	8.4
5194	Tobacco and tobacco products .....	17 161 400	510 756	22 643	52.9	34	8.4	6.8
5198	Paints, varnishes, and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Merchant wholesalers .....</b>	<b>3 002 182</b>	<b>311 351</b>	<b>29 524</b>	<b>50.4</b>	<b>10</b>	<b>18.8</b>	<b>11.7</b>
<b>50</b>	<b>Durable goods .....</b>	<b>2 232 486</b>	<b>262 139</b>	<b>29 380</b>	<b>52.2</b>	<b>9</b>	<b>21.5</b>	<b>14.4</b>
501	Motor vehicles and motor vehicle parts and supplies .....	1 700 099	188 986	23 258	53.2	9	23.1	19.3
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 .....	2 007 903	215 381	24 934	50.5	9	22.9	17.5
5015	Motor vehicle parts, used .....	426 846	90 967	17 164	51.7	5	36.5	16.0
502	Furniture and home furnishings .....	1 409 440	195 756	26 917	50.2	7	27.4	10.8
5021	Furniture .....	1 730 962	179 303	26 223	50.0	10	29.2	8.3
5023	Home furnishings .....	1 061 125	233 642	28 514	50.5	5	24.2	15.3
503	Lumber and other construction materials .....	5 861 793	622 681	33 777	54.7	9	9.9	6.7
5031	Lumber, plywood, millwork, and wood panels .....	10 358 366	882 938	36 622	56.2	12	7.4	6.3
5032	Brick, stone, and related construction materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c. ....	1 365 778	236 385	28 404	46.4	6	25.9	3.8
504	Professional and commercial equipment and supplies .....	2 091 899	236 165	34 528	52.2	9	28.0	10.1
5043	Photographic equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment .....	1 750 250	149 665	33 423	57.4	12	38.9	8.5
5045	Computers and computer peripheral equipment and software .....	2 549 444	337 045	41 708	51.5	8	24.0	10.1
5046	Commercial equipment, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies .....	1 081 912	154 559	26 311	55.0	7	30.9	9.0
5048	Ophthalmic goods .....	1 580 500	105 367	22 617	56.3	15	38.1	5.7
5049	Professional equipment and supplies, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	3 524 857	281 452	34 346	48.1	13	25.4	14.7
5051	Metals service centers and offices .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	2 278 136	283 927	31 910	52.5	8	21.4	12.9
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	2 748 357	349 262	29 408	51.0	8	16.5	11.1
5064	Electrical appliances, television and radio sets .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	3 004 248	304 194	29 738	52.1	10	18.8	17.7
5072	Hardware .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	1 849 333	228 000	27 869	48.1	8	25.4	20.0
5075	Warm air heating and air-conditioning equipment and supplies .....	1 995 882	339 300	40 390	50.7	6	23.5	7.8
5078	Refrigeration equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	1 732 376	206 826	29 210	56.4	8	25.0	22.4
5082	Construction and mining (except petroleum) machinery and equipment .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment .....	905 982	169 677	27 649	55.3	5	29.5	13.5
5085	Industrial supplies .....	1 437 907	223 124	29 534	57.0	6	23.2	10.5
5087	Service establishment equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	10 150 222	335 853	36 643	53.5	30	20.4	27.6
509	Miscellaneous durable goods .....	1 367 248	227 287	24 155	39.8	6	26.7	14.6
5091	Sporting and recreational goods and supplies .....	2 487 842	340 065	29 259	34.8	7	24.7	20.1
5092	Toys and hobby goods and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods .....</b>	<b>5 107 335</b>	<b>401 450</b>	<b>29 789</b>	<b>47.4</b>	<b>13</b>	<b>15.6</b>	<b>8.5</b>
511	Paper and paper products .....	2 264 538	231 963	27 137	54.6	10	21.4	7.8
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 .....	2 531 412	233 880	34 348	55.5	11	26.5	6.3
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 .....	6 370 978	392 849	39 488	53.7	16	18.7	20.3
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 .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	23 280 556	437 422	35 695	54.4	53	15.0	23.3

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 -----	6 205 282	410 644	28 053	47.4	15	14.4	6.6
5141	Groceries, general line -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned -----	3 175 909	286 352	24 787	49.0	11	17.7	2.9
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 -----	3 217 526	522 504	20 248	43.2	6	9.0	7.6
5147	Meats and meat products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables -----	2 117 818	209 874	18 063	34.4	10	25.0	1.1
5149	Groceries and related products, n.e.c. -----	5 644 474	413 276	25 168	43.9	14	13.9	5.8
515	Farm-product raw materials -----	922 000	307 333	30 000	27.5	3	35.5	4.7
5153	Grain and field beans -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
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 -----	2 360 396	371 220	39 463	43.1	6	24.7	7.2
5162	Plastics materials and basic forms and shapes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	13 046 609	1 032 950	29 971	36.6	13	7.9	6.5
5171	Petroleum bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers -----	3 534 895	158 778	19 182	57.0	22	21.2	7.2
5193	Flowers, nursery stock, and florists' supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products -----	17 161 400	510 756	22 643	52.9	34	8.4	6.8
5198	Paints, varnishes, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Manufacturers' sales branches and sales offices -----</b>		<b>13 046 592</b>	<b>666 614</b>	<b>37 455</b>	<b>51.4</b>	<b>20</b>	<b>10.9</b>	<b>3.0</b>
<b>50</b>	<b>Durable goods -----</b>	<b>7 716 349</b>	<b>429 261</b>	<b>42 497</b>	<b>54.6</b>	<b>18</b>	<b>18.1</b>	<b>4.5</b>
501	Motor vehicles and motor vehicle parts and supplies -----	12 705 750	503 198	33 564	48.0	25	13.9	17.3
502	Furniture and homefurnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	3 767 533	326 665	26 769	52.4	12	15.7	7.9
504	Professional and commercial equipment and supplies -----	9 673 050	335 288	54 769	51.6	29	31.7	4.1
505	Metals and minerals, except petroleum -----	2 106 250	263 281	26 469	24.1	8	41.7	15.8
506	Electrical goods -----	8 063 542	481 405	35 381	68.1	17	10.8	.5
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	6 530 417	1 017 727	50 714	54.1	6	9.2	4.2
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>19 959 250</b>	<b>922 305</b>	<b>32 022</b>	<b>47.4</b>	<b>22</b>	<b>7.3</b>	<b>2.3</b>
511	Paper and paper products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
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 -----	16 545 033	515 422	30 256	54.7	32	10.7	2.9
515	Farm-product raw materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products -----	16 451 400	1 227 716	33 881	55.9	13	4.9	4.4
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>4 721 191</b>	<b>1 347 990</b>	<b>40 333</b>	<b>52.6</b>	<b>4</b>	<b>5.7</b>	<b>.2</b>
<b>50</b>	<b>Durable goods -----</b>	<b>3 719 424</b>	<b>1 136 909</b>	<b>41 897</b>	<b>54.4</b>	<b>3</b>	<b>6.8</b>	<b>.2</b>
501	Motor vehicles and motor vehicle parts and supplies -----	4 789 750	1 127 000	27 059	49.1	4	4.9	–
502	Furniture and homefurnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	3 413 333	975 238	29 619	55.4	4	5.5	–
504	Professional and commercial equipment and supplies -----	4 603 333	872 211	43 632	50.6	5	9.9	.6
505	Metals and minerals, except petroleum -----	3 087 571	1 801 083	59 000	73.8	2	4.4	–
506	Electrical goods -----	4 830 795	1 299 317	51 028	59.2	4	6.6	.1
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	2 561 684	861 451	35 761	54.8	3	7.6	.2
509	Miscellaneous durable goods -----	3 991 938	1 419 356	32 644	48.2	3	4.8	.1
<b>51</b>	<b>Nondurable goods -----</b>	<b>7 329 241</b>	<b>1 786 118</b>	<b>37 088</b>	<b>48.7</b>	<b>4</b>	<b>4.3</b>	<b>.2</b>
511	Paper and paper products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
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 -----	16 274 083	3 905 780	34 920	34.2	4	2.6	.3
515	Farm-product raw materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products -----	3 242 429	945 708	53 708	67.2	3	8.4	1.2
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	10 526 857	982 507	27 387	57.3	11	4.9	–
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

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

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

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

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Wholesale trade</b> -----	<b>2 104</b>	<b>1 966</b>	<b>8 152 393</b>	<b>6 771 339</b>	<b>20.4</b>	<b>634 916</b>	<b>560 562</b>	<b>13.3</b>	<b>20 464</b>	<b>22 548</b>
<b>50</b>	<b>Durable goods</b> -----	<b>1 514</b>	<b>1 400</b>	<b>4 059 672</b>	<b>3 584 159</b>	<b>13.3</b>	<b>404 373</b>	<b>395 298</b>	<b>2.3</b>	<b>12 887</b>	<b>15 418</b>
501	Motor vehicles and motor vehicle parts and supplies ---	251	226	483 106	545 875	-11.5	54 693	60 759	-10.0	2 304	2 796
5012	Automobiles and other motor vehicles -----	38	45	160 946	312 639	-48.5	12 485	25 268	-50.6	491	930
5013	Motor vehicle supplies and new parts -----	156	131	248 817	160 563	55.0	32 908	25 933	26.9	1 402	1 382
5014	Tires and tubes -----	31	20	62 245	54 090	15.1	7 206	5 977	20.6	289	258
5015	Motor vehicle parts, used -----	26	30	11 098	18 583	-40.3	2 094	3 581	-41.5	122	226
502	Furniture and homefurnishings -----	62	45	115 727	79 499	45.6	10 583	8 335	27.0	384	388
5021	Furniture -----	32	26	55 588	53 351	4.2	7 032	6 521	7.8	261	284
5023	Homefurnishings -----	30	19	60 139	26 148	130.0	3 551	1 814	95.8	123	104
503	Lumber and other construction materials -----	108	125	586 969	509 480	15.2	32 916	39 790	-17.3	1 013	1 496
5031	Lumber, plywood, millwork, and wood panels -----	49	51	472 950	339 704	39.2	20 764	21 788	-4.7	589	809
5032	Brick, stone, and related construction materials -----	25	30	23 989	58 197	-58.8	3 521	8 734	-59.7	138	312
5033	Roofing, siding, and insulation materials -----	16	14	65 446	60 939	7.4	5 677	4 116	37.9	182	183
5039	Construction materials, n.e.c. -----	18	30	24 584	50 640	-51.5	2 954	5 152	-42.7	104	192
504	Professional and commercial equipment and supplies ---	256	224	732 355	509 279	43.8	102 421	98 645	3.8	2 603	3 382
5043	Photographic equipment and supplies -----	4	8	(D)	19 675	(D)	(D)	637	(D)	BB	28
5044	Office equipment -----	42	71	121 292	94 723	28.0	22 917	19 511	17.5	616	849
5045	Computers and computer peripheral equipment and software -----	134	82	441 062	303 098	45.5	60 764	63 524	-4.3	1 290	1 908
5046	Commercial equipment, n.e.c. -----	19	18	(D)	21 846	(D)	(D)	2 761	(D)	CC	126
5047	Medical, dental, and hospital equipment and supplies ---	41	35	97 283	50 679	92.0	8 250	8 328	-9	276	292
5048	Ophthalmic goods -----	4	2	6 322	(D)	(D)	1 357	(D)	(D)	60	BB
5049	Professional equipment and supplies, n.e.c. -----	12	8	38 383	(D)	(D)	5 544	(D)	(D)	212	CC
505	Metals and minerals, except petroleum -----	32	27	104 060	154 969	-32.9	10 588	14 443	-26.7	307	563
5051	Metals service centers and offices -----	31	27	(D)	154 969	(D)	(D)	14 443	(D)	EE	563
5052	Coal and other minerals and ores -----	1	--	(D)	--	(X)	(D)	--	(X)	AA	--
506	Electrical goods -----	232	190	766 931	525 879	45.8	64 892	43 772	48.3	1 903	1 691
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	110	88	381 066	FF	(D)	27 414	FF	(D)	840	FF
5064	Electrical appliances, television and radio sets -----	6	10	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5065	Electronic parts and equipment, n.e.c. -----	116	92	(D)	283 544	(D)	(D)	26 045	(D)	GG	931
507	Hardware, and plumbing and heating equipment and supplies -----	128	127	421 475	322 135	30.8	38 956	33 318	16.9	1 268	1 385
5072	Hardware -----	31	36	204 647	62 440	227.7	16 818	8 499	97.9	543	368
5074	Plumbing and heating equipment and supplies (hydronics) -----	73	67	163 122	193 382	-15.6	15 341	17 073	-10.1	537	753
5075	Warm air heating and air-conditioning equipment and supplies -----	19	18	(D)	42 037	(D)	(D)	4 842	(D)	CC	152
5078	Refrigeration equipment and supplies -----	5	6	(D)	24 276	(D)	(D)	2 904	(D)	BB	112
508	Machinery, equipment, and supplies -----	300	289	608 803	751 236	-19.0	69 111	77 566	-10.9	2 284	2 843
5082	Construction and mining (except petroleum) machinery and equipment -----	31	34	90 493	216 716	-58.2	11 881	23 636	-49.7	385	752
5083	Farm and garden machinery and equipment -----	23	30	32 440	(D)	(D)	3 802	(D)	(D)	176	EE
5084	Industrial machinery and equipment -----	144	126	201 174	202 551	-7	21 882	20 634	6.0	727	769
5085	Industrial supplies -----	63	65	137 668	120 395	14.3	11 531	9 515	21.2	374	392
5087	Service establishment equipment and supplies -----	30	29	55 676	79 037	-29.6	10 048	10 821	-7.1	350	442
5088	Transportation equipment and supplies, except motor vehicles -----	9	5	91 352	(D)	(D)	9 967	(D)	(D)	272	CC
509	Miscellaneous durable goods -----	145	147	240 246	185 807	29.3	20 213	18 670	8.3	821	874
5091	Sporting and recreational goods and supplies -----	45	39	126 311	75 739	66.8	9 259	6 096	51.9	308	238
5092	Toys and hobby goods and supplies -----	12	13	10 239	11 107	-7.8	1 272	1 783	-28.7	42	149
5093	Scrap and waste materials -----	34	34	45 140	52 329	-13.7	5 255	6 069	-13.4	270	257
5094	Jewelry, watches, precious stones, and precious metals -----	12	15	6 882	19 747	-65.1	727	1 537	-52.7	30	69
5099	Durable goods, n.e.c. -----	42	46	51 674	26 885	92.2	3 700	3 185	16.2	171	161
<b>51</b>	<b>Nondurable goods</b> -----	<b>590</b>	<b>566</b>	<b>4 092 721</b>	<b>3 187 180</b>	<b>28.4</b>	<b>230 543</b>	<b>165 264</b>	<b>39.5</b>	<b>7 577</b>	<b>7 130</b>
511	Paper and paper products -----	101	77	723 602	711 148	1.8	28 461	31 014	-8.2	917	1 097
5111	Printing and writing paper -----	13	10	110 484	147 199	-24.9	6 750	15 209	-55.6	121	475
5112	Stationery and office supplies -----	65	42	560 412	(D)	(D)	15 116	(D)	(D)	603	EE
5113	Industrial and personal service paper -----	23	25	52 706	(D)	(D)	6 595	(D)	(D)	193	EE
512	Drugs, drug proprietaries, and druggists' sundries -----	11	6	38 544	(D)	(D)	5 119	(D)	(D)	177	CC
5122	Drugs, drug proprietaries, and druggists' sundries -----	11	6	38 544	(D)	(D)	5 119	(D)	(D)	177	CC
513	Apparel, piece goods, and notions -----	56	48	333 555	396 896	-16.0	30 991	20 161	53.7	774	723
5131	Piece goods, notions, and other dry goods -----	11	13	58 675	34 742	68.9	7 189	2 164	232.2	88	92
5136	Men's and boys' clothing and furnishings -----	18	10	18 756	11 970	56.7	2 674	1 609	66.2	99	77
5137	Women's, children's, and infants' clothing and accessories -----	14	14	17 488	8 609	103.1	2 807	872	221.9	92	50
5139	Footwear -----	13	11	238 636	341 575	-30.1	18 321	15 516	18.1	495	504
514	Groceries and related products -----	159	170	1 417 658	946 522	49.8	80 480	47 665	68.8	2 781	2 195
5141	Groceries, general line -----	16	20	369 943	370 272	-1	19 872	11 834	67.9	545	502
5142	Packaged frozen foods -----	7	7	25 239	9 758	158.6	2 091	545	283.7	66	72
5143	Dairy products, except dried or canned -----	15	15	50 106	53 475	-6.3	4 090	4 365	-6.3	188	225
5144	Poultry and poultry products -----	9	9	139 663	53 764	159.8	4 700	3 222	45.9	174	187
5145	Confectionery -----	8	12	58 754	26 738	119.7	7 424	2 920	154.2	281	115





**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>											
51	<b>Nondurable goods</b> -----	<b>468</b>	<b>460</b>	<b>2 390 233</b>	<b>1 954 961</b>	<b>22.3</b>	<b>177 365</b>	<b>126 122</b>	<b>40.6</b>	<b>5 954</b>	<b>5 792</b>
511	Paper and paper products -----	80	63	181 163	(D)	(D)	21 194	(D)	(D)	781	FF
5111	Printing and writing paper -----	10	8	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
5112	Stationery and office supplies -----	53	33	(D)	(D)	(D)	(D)	(D)	(D)	EE	CC
5113	Industrial and personal service paper -----	17	22	43 034	(D)	(D)	6 320	(D)	(D)	184	EE
512	Drugs, drug proprietaries, and druggists' sundries -----	10	6	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5122	Drugs, drug proprietaries, and druggists' sundries -----	10	6	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
513	Apparel, piece goods, and notions -----	46	42	293 065	349 035	-16.0	29 458	19 061	54.5	746	701
5131	Piece goods, notions, and other dry goods -----	9	11	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5136	Men's and boys' clothing and furnishings -----	16	9	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5137	Women's, children's, and infants' clothing and accessories -----	12	13	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5139	Footwear -----	9	9	209 525	(D)	(D)	17 098	(D)	(D)	479	EE
514	Groceries and related products -----	117	130	726 018	523 966	38.6	49 597	32 496	52.6	1 768	1 622
5141	Groceries, general line -----	12	17	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
5142	Packaged frozen foods -----	4	6	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5143	Dairy products, except dried or canned -----	11	10	34 935	24 021	45.4	3 024	3 083	-1.9	122	170
5144	Poultry and poultry products -----	7	7	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5145	Confectionery -----	6	9	(D)	15 092	(D)	(D)	1 993	(D)	CC	85
5146	Fish and seafoods -----	19	16	61 133	20 599	196.8	2 369	1 811	30.8	117	116
5147	Meats and meat products -----	9	7	(D)	25 621	(D)	(D)	1 146	(D)	BB	49
5148	Fresh fruits and vegetables -----	11	20	23 296	24 046	-3.1	2 005	2 311	-13.2	111	141
5149	Groceries and related products, n.e.c. -----	38	38	214 490	73 718	191.0	13 062	7 204	81.3	519	328
515	Farm-product raw materials -----	3	3	2 766	(D)	(D)	270	(D)	(D)	9	BB
5153	Grain and field beans -----	1	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
5154	Livestock -----	1	-	(D)	-	(X)	(D)	-	(X)	AA	-
5159	Farm-product raw materials, n.e.c. -----	1	-	(D)	-	(X)	(D)	-	(X)	AA	-
516	Chemicals and allied products -----	53	47	125 101	85 633	46.1	13 299	7 761	71.4	337	311
5162	Plastics materials and basic forms and shapes -----	11	10	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5169	Chemicals and allied products, n.e.c. -----	42	37	(D)	(D)	(D)	(D)	(D)	(D)	EE	CC
517	Petroleum and petroleum products -----	46	44	600 144	(D)	(D)	17 413	(D)	(D)	581	FF
5171	Petroleum bulk stations and terminals -----	34	27	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	12	17	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
518	Beer, wine, and distilled alcoholic beverages -----	13	15	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
5181	Beer and ale -----	12	12	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
5182	Wine and distilled alcoholic beverages -----	1	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
519	Miscellaneous nondurable goods -----	100	110	(D)	359 925	(D)	(D)	24 237	(D)	GG	1 406
5191	Farm supplies -----	20	30	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5192	Books, periodicals, and newspapers -----	19	17	67 163	(D)	(D)	8 114	(D)	(D)	423	EE
5193	Flowers, nursery stock, and florists' supplies -----	12	12	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5194	Tobacco and tobacco products -----	5	7	85 807	114 022	-24.7	3 804	4 445	-14.4	168	244
5198	Paints, varnishes, and supplies -----	5	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
5199	Nondurable goods, n.e.c. -----	39	40	(D)	138 444	(D)	(D)	6 348	(D)	CC	385
<b>Manufacturers' sales branches and sales offices</b> -----											
		<b>147</b>	<b>107</b>	<b>1 917 849</b>	<b>1 429 639</b>	<b>34.1</b>	<b>107 757</b>	<b>98 059</b>	<b>9.9</b>	<b>2 877</b>	<b>3 002</b>
50	<b>Durable goods</b> -----	<b>83</b>	<b>56</b>	<b>640 457</b>	<b>429 149</b>	<b>49.2</b>	<b>63 406</b>	<b>63 472</b>	<b>-1</b>	<b>1 492</b>	<b>1 830</b>
501	Motor vehicles and motor vehicle parts and supplies -----	4	3	50 823	(D)	(D)	3 390	(D)	(D)	101	BB
502	Furniture and home furnishings -----	1	-	(D)	(X)	(D)	(D)	(X)	(D)	AA	-
503	Lumber and other construction materials -----	15	4	56 513	3 519	1 505.9	4 631	541	756.0	173	13
504	Professional and commercial equipment and supplies -----	20	18	193 461	225 012	-14.0	31 602	49 760	-36.5	577	1 408
505	Metals and minerals, except petroleum -----	4	1	8 425	(D)	(D)	847	(D)	(D)	32	AA
506	Electrical goods -----	24	14	193 525	(D)	(D)	14 223	(D)	(D)	402	CC
507	Hardware, and plumbing and heating equipment and supplies -----	3	3	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
508	Machinery, equipment, and supplies -----	12	13	78 365	(D)	(D)	3 905	(D)	(D)	77	BB
509	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-	-	-
51	<b>Nondurable goods</b> -----	<b>64</b>	<b>51</b>	<b>1 277 392</b>	<b>1 000 490</b>	<b>27.7</b>	<b>44 351</b>	<b>34 587</b>	<b>28.2</b>	<b>1 385</b>	<b>1 172</b>
511	Paper and paper products -----	10	9	(D)	(D)	(D)	(D)	(D)	(D)	CC	FF
512	Drugs, drug proprietaries, and druggists' sundries -----	1	-	(D)	(X)	(D)	(D)	(X)	(D)	AA	-
513	Apparel, piece goods, and notions -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
514	Groceries and related products -----	30	23	496 351	309 258	60.5	29 137	13 897	109.7	963	519
515	Farm-product raw materials -----	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products -----	5	3	82 257	(D)	(D)	2 270	(D)	(D)	67	AA
517	Petroleum and petroleum products -----	2	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	BB
518	Beer, wine, and distilled alcoholic beverages -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
519	Miscellaneous nondurable goods -----	14	10	(D)	15 762	(D)	(D)	1 741	(D)	CC	97
<b>Agents, brokers, and commission merchants</b> -----											
		<b>209</b>	<b>197</b>	<b>986 729</b>	<b>662 607</b>	<b>48.9</b>	<b>29 524</b>	<b>18 950</b>	<b>55.8</b>	<b>732</b>	<b>635</b>
50	<b>Durable goods</b> -----	<b>151</b>	<b>142</b>	<b>561 633</b>	<b>430 878</b>	<b>30.3</b>	<b>20 697</b>	<b>14 395</b>	<b>43.8</b>	<b>494</b>	<b>469</b>
501	Motor vehicles and motor vehicle parts and supplies -----	4	2	19 159	(D)	(D)	460	(D)	(D)	17	AA
502	Furniture and home furnishings -----	11	9	(D)	24 398	(D)	(D)	903	(D)	AA	31
503	Lumber and other construction materials -----	6	13	20 480	48 231	-57.5	622	1 698	-63.4	21	47
504	Professional and commercial equipment and supplies -----	18	12	82 860	25 379	226.5	4 145	1 085	282.0	95	41
505	Metals and minerals, except petroleum -----	7	5	21 613	(D)	(D)	708	(D)	(D)	12	BB
506	Electrical goods -----	39	31	188 401	(D)	(D)	7 399	(D)	(D)	145	CC

**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 .....	12	10	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
508	Machinery, equipment, and supplies .....	38	38	97 344	(D)	(D)	4 041	(D)	(D)	113	CC
509	Miscellaneous durable goods .....	16	22	63 871	25 242	153.0	1 469	929	58.1	45	37
<b>51</b>	<b>Nondurable goods .....</b>	<b>58</b>	<b>55</b>	<b>425 096</b>	<b>231 729</b>	<b>83.4</b>	<b>8 827</b>	<b>4 555</b>	<b>93.8</b>	<b>238</b>	<b>166</b>
511	Paper and paper products .....	11	5	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
512	Drugs, drug proprietaries, and druggists' sundries .....	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions .....	9	5	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
514	Groceries and related products .....	12	17	195 289	113 298	72.4	1 746	1 272	37.3	50	54
515	Farm-product raw materials .....	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products .....	7	8	22 697	(D)	(D)	1 289	(D)	(D)	24	AA
517	Petroleum and petroleum products .....	3	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
518	Beer, wine, and distilled alcoholic beverages .....	7	9	73 688	(D)	(D)	2 054	(D)	(D)	75	BB
519	Miscellaneous nondurable goods .....	9	10	(D)	14 633	(D)	(D)	396	(D)	BB	17

**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>New Hampshire .....</b>	<b>2 104</b>	<b>8 152 393</b>	<b>634 916</b>	<b>20 464</b>	<b>1 748</b>	<b>5 247 815</b>	<b>497 635</b>	<b>16 855</b>	<b>356</b>	<b>2 904 578</b>
Belknap County .....	80	135 930	16 046	593	69	101 950	13 450	511	11	33 980
Laconia .....	34	57 701	7 717	292	32	(D)	(D)	EE	2	(D)
Balance of county .....	46	78 229	8 329	301	37	(D)	(D)	CC	9	(D)
Carroll County .....	59	107 616	8 600	294	50	65 925	7 220	258	9	41 691
Cheshire County .....	105	421 280	40 776	1 392	98	413 675	39 593	1 327	7	7 605
Keene .....	57	221 937	18 111	691	53	219 578	17 895	679	4	2 359
Balance of county .....	48	199 343	22 665	701	45	194 097	21 698	648	3	5 246
Coos County .....	43	86 008	7 845	300	43	86 008	7 845	300	—	—
Berlin .....	16	28 241	2 471	104	16	28 241	2 471	104	—	—
Balance of county .....	27	57 767	5 374	196	27	57 767	5 374	196	—	—
Grafton County .....	135	300 648	35 141	1 080	125	255 469	33 741	1 035	10	45 179
Lebanon .....	62	195 186	21 897	595	59	(D)	(D)	FF	3	(D)
Balance of county .....	73	105 462	13 244	485	66	(D)	(D)	EE	7	(D)
Hillsborough County .....	736	3 666 918	278 309	8 233	585	2 054 443	204 756	6 519	151	1 612 475
Bedford town .....	64	460 016	28 164	753	36	73 385	11 177	352	28	386 631
Goffstown town .....	19	17 869	3 578	102	18	(D)	(D)	BB	1	(D)
Hudson town .....	41	321 319	45 290	1 141	32	273 959	39 665	1 045	9	47 360
Manchester .....	247	1 141 927	107 815	3 517	214	956 246	83 990	2 921	33	185 681
Merrimack town .....	37	226 787	11 727	312	29	71 154	9 368	273	8	155 633
Milford town .....	21	63 523	5 599	224	17	60 894	5 361	212	4	2 629
Nashua .....	175	918 251	48 288	1 396	137	272 520	33 257	1 092	38	645 731
Balance of county .....	132	517 226	27 848	788	102	(D)	(D)	FF	30	(D)
Merrimack County .....	190	619 016	63 076	2 161	174	553 999	58 367	2 042	16	65 017
Concord .....	73	296 215	27 515	919	67	265 391	25 169	852	6	30 824
Franklin .....	10	7 827	1 120	60	10	7 827	1 120	60	—	—
Balance of county .....	107	314 974	34 441	1 182	97	280 781	32 078	1 130	10	34 193
Rockingham County .....	577	2 459 590	150 287	4 965	449	1 519 195	109 596	3 847	128	940 395
Derry town .....	29	67 895	3 913	141	22	49 087	3 186	116	7	18 808
Exeter town .....	30	81 306	8 242	263	26	76 492	7 709	239	4	4 814
Hampton town .....	30	91 012	7 330	190	25	63 120	4 993	131	5	27 892
Londonerry town .....	73	241 540	21 670	713	58	117 709	11 436	403	15	123 831
Portsmouth .....	97	681 696	33 686	1 031	81	529 976	28 598	898	16	151 720
Salem town .....	98	432 902	26 923	805	66	119 013	12 903	447	32	313 889
Balance of county .....	220	863 239	48 523	1 822	171	563 798	40 771	1 613	49	299 441
Strafford County .....	122	266 983	26 104	1 097	107	132 376	17 222	762	15	134 607
Dover .....	48	97 702	9 145	390	41	(D)	(D)	EE	7	(D)
Durham town .....	4	759	92	2	3	(D)	(D)	AA	1	(D)
Rochester .....	33	110 953	10 048	412	27	20 336	2 252	128	6	90 617
Somersworth .....	20	36 823	3 970	174	19	(D)	(D)	CC	1	(D)
Balance of county .....	17	20 746	2 849	119	17	20 746	2 849	119	—	—
Sullivan County .....	57	88 404	8 732	349	48	64 775	5 845	254	9	23 629
Claremont .....	30	36 554	5 423	232	27	(D)	(D)	CC	3	(D)
Balance of county .....	27	51 850	3 309	117	21	(D)	(D)	BB	6	(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>MANCHESTER</b>											
	Wholesale trade .....	247	1 141 927	107 815	3 517	214	956 246	83 990	2 921	33	185 681
50	Durable goods .....	168	673 361	71 378	2 210	149	591 835	56 851	1 922	19	81 526
501	Motor vehicles and motor vehicle parts and supplies .....	30	95 027	11 986	456	28	(D)	(D)	EE	2	(D)
502	Furniture and home furnishings .....	9	15 581	1 988	76	7	(D)	(D)	BB	2	(D)
503	Lumber and other construction materials .....	13	86 626	5 436	168	11	(D)	(D)	CC	2	(D)
504	Professional and commercial equipment and supplies .....	25	93 150	21 132	474	22	49 327	9 872	285	3	43 823
505	Metals and minerals, except petroleum .....	1	(D)	(D)	BB	1	(D)	(D)	BB	—	—
506	Electrical goods .....	29	139 588	10 020	334	23	124 804	8 556	298	6	14 784
507	Hardware, and plumbing and heating equipment and supplies .....	19	168 964	10 600	316	18	(D)	(D)	EE	1	(D)
508	Machinery, equipment, and supplies .....	31	51 791	7 196	273	28	44 576	6 522	254	3	7 215
509	Miscellaneous durable goods .....	11	(D)	(D)	BB	11	(D)	(D)	BB	—	—
51	Nondurable goods .....	79	468 566	36 437	1 307	65	364 411	27 139	999	14	104 155
511	Paper and paper products .....	13	37 915	4 012	164	13	37 915	4 012	164	—	—
512	Drugs, drug proprietaries, and druggists' sundries .....	3	(D)	(D)	BB	2	(D)	(D)	BB	1	(D)
513	Apparel, piece goods, and notions .....	8	(D)	(D)	BB	6	(D)	(D)	BB	2	(D)
514	Groceries and related products .....	20	274 137	18 265	653	14	208 939	11 409	420	6	65 198
515	Farm-product raw materials .....	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products .....	10	19 992	2 644	65	10	19 992	2 644	65	—	—
517	Petroleum and petroleum products .....	3	(D)	(D)	BB	2	(D)	(D)	BB	1	(D)
518	Beer, wine, and distilled alcoholic beverages .....	4	49 442	3 157	105	2	(D)	(D)	BB	2	(D)
519	Miscellaneous nondurable goods .....	18	(D)	(D)	CC	16	49 684	2 931	146	2	(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>HILLSBOROUGH COUNTY</b>											
	Wholesale trade .....	736	3 666 918	278 309	8 233	585	2 054 443	204 756	6 519	151	1 612 475
50	Durable goods .....	545	1 991 091	192 611	5 496	441	1 412 391	143 963	4 487	104	578 700
501	Motor vehicles and motor vehicle parts and supplies .....	77	155 404	19 730	783	74	(D)	(D)	FF	3	(D)
5012	Automobiles and other motor vehicles .....	13	60 687	5 383	162	12	(D)	(D)	CC	1	(D)
5013	Motor vehicle supplies and new parts .....	49	72 781	11 706	506	47	(D)	(D)	EE	2	(D)
5014	Tires and tubes .....	8	(D)	(D)	BB	8	(D)	(D)	BB	—	—
5015	Motor vehicle parts, used .....	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
502	Furniture and home furnishings .....	24	38 721	4 836	160	19	(D)	(D)	CC	5	(D)
5021	Furniture .....	13	30 942	3 801	120	9	(D)	(D)	CC	4	(D)
5023	Home furnishings .....	11	7 779	1 035	40	10	(D)	(D)	BB	1	(D)
503	Lumber and other construction materials .....	35	368 605	12 539	321	28	327 771	10 834	265	7	40 834
5031	Lumber, plywood, millwork, and wood panels .....	21	328 911	8 744	201	17	295 703	7 525	163	4	33 208
5032	Brick, stone, and related construction materials .....	4	3 058	511	19	4	3 058	511	19	—	—
5033	Roofing, siding, and insulation materials .....	7	35 386	2 884	91	4	27 760	2 398	73	3	7 626
5039	Construction materials, n.e.c. .....	3	1 250	400	10	3	1 250	400	10	—	—
504	Professional and commercial equipment and supplies .....	103	439 029	66 995	1 595	84	202 821	35 444	1 008	19	236 208
5043	Photographic equipment and supplies .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5044	Office equipment .....	17	87 956	17 108	421	14	41 427	9 619	249	3	46 529
5045	Computers and computer peripheral equipment and software .....	57	239 632	38 872	778	49	109 892	17 189	408	8	129 740
5046	Commercial equipment, n.e.c. .....	8	11 985	2 064	89	7	(D)	(D)	BB	1	(D)
5047	Medical, dental, and hospital equipment and supplies .....	11	63 751	3 608	87	8	(D)	(D)	BB	3	(D)
5048	Ophthalmic goods .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5049	Professional equipment and supplies, n.e.c. .....	7	30 077	4 617	192	3	(D)	(D)	CC	4	(D)
505	Metals and minerals, except petroleum .....	14	45 603	5 439	161	8	(D)	(D)	CC	6	(D)
5051	Metals service centers and offices .....	14	45 603	5 439	161	8	(D)	(D)	CC	6	(D)
5052	Coal and other minerals and ores .....	—	—	—	—	—	—	—	—	—	—

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

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

SIC code	Geographic area and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales (\$1,000)
<b>HILLSBOROUGH COUNTY—Con.</b>											
<b>50</b>	<b>Durable goods—Con.</b>										
506	Electrical goods -----	107	398 068	33 561	942	71	245 494	24 519	741	36	152 574
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	50	237 897	16 436	483	35	169 922	11 141	355	15	67 975
5064	Electrical appliances, television and radio sets ----	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
5065	Electronic parts and equipment, n.e.c. -----	55	(D)	(D)	EE	35	(D)	(D)	EE	20	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	49	237 542	17 317	522	44	220 926	16 915	511	5	16 616
5072	Hardware -----	18	152 756	9 384	319	18	152 756	9 384	319	--	--
5074	Plumbing and heating equipment and supplies (hydronics) -----	19	53 404	4 533	126	14	36 788	4 131	115	5	16 616
5075	Warm air heating and air-conditioning equipment and supplies -----	9	(D)	(D)	BB	9	(D)	(D)	BB	--	--
5078	Refrigeration equipment and supplies -----	3	(D)	(D)	AA	3	(D)	(D)	AA	--	--
508	Machinery, equipment, and supplies -----	99	251 870	26 906	813	78	163 174	22 543	724	21	88 696
5082	Construction and mining (except petroleum) machinery and equipment -----	5	19 530	2 012	67	4	(D)	(D)	BB	1	(D)
5083	Farm and garden machinery and equipment ----	4	(D)	(D)	BB	3	(D)	(D)	AA	1	(D)
5084	Industrial machinery and equipment -----	46	77 016	6 950	196	31	18 795	3 843	129	15	58 221
5085	Industrial supplies -----	27	52 457	4 825	161	23	(D)	(D)	CC	4	(D)
5087	Service establishment equipment and supplies ----	14	20 429	3 802	141	14	20 429	3 802	141	--	--
5088	Transportation equipment and supplies, except motor vehicles -----	3	(D)	(D)	CC	3	(D)	(D)	CC	--	--
509	Miscellaneous durable goods -----	37	56 249	5 288	199	35	(D)	(D)	CC	2	(D)
5091	Sporting and recreational goods and supplies ----	10	17 042	1 431	56	10	17 042	1 431	56	--	--
5092	Toys and hobby goods and supplies -----	7	5 607	883	27	7	5 607	883	27	--	--
5093	Scrap and waste materials -----	7	5 804	1 157	47	7	5 804	1 157	47	--	--
5094	Jewelry, watches, precious stones, and precious metals -----	5	2 596	423	17	5	2 596	423	17	--	--
5099	Durable goods, n.e.c. -----	8	25 200	1 394	52	6	(D)	(D)	BB	2	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>191</b>	<b>1 675 827</b>	<b>85 698</b>	<b>2 737</b>	<b>144</b>	<b>642 052</b>	<b>60 793</b>	<b>2 032</b>	<b>47</b>	<b>1 033 775</b>
511	Paper and paper products -----	39	580 006	13 934	470	30	(D)	(D)	EE	9	(D)
5111	Printing and writing paper -----	4	63 638	2 178	50	2	(D)	(D)	BB	2	(D)
5112	Stationery and office supplies -----	26	499 263	9 551	349	20	(D)	(D)	EE	6	(D)
5113	Industrial and personal service paper -----	9	17 105	2 205	71	8	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries ----	5	33 826	4 420	150	4	(D)	(D)	CC	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -	5	33 826	4 420	150	4	(D)	(D)	CC	1	(D)
513	Apparel, piece goods, and notions -----	18	125 615	15 283	344	14	117 555	14 655	330	4	8 060
5131	Piece goods, notions, and other dry goods -----	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
5136	Men's and boys' clothing and furnishings -----	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
5137	Women's, children's, and infants' clothing and accessories -----	2	(D)	(D)	AA	2	(D)	(D)	AA	--	--
5139	Footwear -----	5	(D)	(D)	EE	3	(D)	(D)	EE	2	(D)
514	Groceries and related products -----	45	603 442	25 708	917	29	225 056	14 039	543	16	378 386
5141	Groceries, general line -----	7	(D)	(D)	EE	6	(D)	(D)	EE	1	(D)
5142	Packaged frozen foods -----	1	(D)	(D)	AA	--	--	--	--	1	(D)
5143	Dairy products, except dried or canned -----	4	15 320	1 067	77	2	(D)	(D)	BB	2	(D)
5144	Poultry and poultry products -----	3	2 493	305	7	3	2 493	305	7	--	--
5145	Confectionery -----	2	(D)	(D)	BB	1	(D)	(D)	BB	1	(D)
5146	Fish and seafoods -----	2	(D)	(D)	AA	2	(D)	(D)	AA	--	--
5147	Meats and meat products -----	3	(D)	(D)	AA	3	(D)	(D)	AA	--	--
5148	Fresh fruits and vegetables -----	3	7 137	597	46	3	7 137	597	46	--	--
5149	Groceries and related products, n.e.c. -----	20	370 615	13 653	461	9	33 808	3 202	156	11	336 807
515	Farm-product raw materials -----	--	--	--	--	--	--	--	--	--	--
5153	Grain and field beans -----	--	--	--	--	--	--	--	--	--	--
5154	Livestock -----	--	--	--	--	--	--	--	--	--	--
5159	Farm-product raw materials, n.e.c. -----	--	--	--	--	--	--	--	--	--	--
516	Chemicals and allied products -----	26	56 117	7 147	183	22	(D)	(D)	CC	4	(D)
5162	Plastics materials and basic forms and shapes ----	7	14 310	1 791	44	6	(D)	(D)	BB	1	(D)
5169	Chemicals and allied products, n.e.c. -----	19	41 807	5 356	139	16	(D)	(D)	BB	3	(D)
517	Petroleum and petroleum products -----	5	9 618	1 574	74	3	(D)	(D)	BB	2	(D)
5171	Petroleum bulk stations and terminals -----	1	(D)	(D)	BB	1	(D)	(D)	BB	--	--
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	4	(D)	(D)	AA	2	(D)	(D)	AA	2	(D)
518	Beer, wine, and distilled alcoholic beverages -----	6	(D)	(D)	CC	4	(D)	(D)	CC	2	(D)
5181	Beer and ale -----	3	66 357	7 591	176	3	66 357	7 591	176	--	--
5182	Wine and distilled alcoholic beverages -----	3	(D)	(D)	BB	1	(D)	(D)	AA	2	(D)
519	Miscellaneous nondurable goods -----	47	(D)	(D)	EE	38	86 894	6 150	281	9	(D)
5191	Farm supplies -----	7	3 662	480	24	7	3 662	480	24	--	--
5192	Books, periodicals, and newspapers -----	10	84 078	3 559	162	4	5 621	709	45	6	78 457
5193	Flowers, nursery stock, and florists' supplies ----	6	8 218	1 281	52	6	8 218	1 281	52	--	--
5194	Tobacco and tobacco products -----	2	(D)	(D)	CC	2	(D)	(D)	CC	--	--
5198	Paints, varnishes, and supplies -----	6	(D)	(D)	AA	5	(D)	(D)	AA	1	(D)
5199	Nondurable goods, n.e.c. -----	16	(D)	(D)	BB	14	(D)	(D)	BB	2	(D)

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

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

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>ROCKINGHAM COUNTY</b>											
	Wholesale trade .....	<b>577</b>	<b>2 459 590</b>	<b>150 287</b>	<b>4 965</b>	<b>449</b>	<b>1 519 195</b>	<b>109 596</b>	<b>3 847</b>	<b>128</b>	<b>940 395</b>
<b>50</b>	Durable goods .....	<b>421</b>	<b>1 092 120</b>	<b>93 421</b>	<b>3 018</b>	<b>330</b>	<b>645 964</b>	<b>71 017</b>	<b>2 481</b>	<b>91</b>	<b>446 156</b>
501	Motor vehicles and motor vehicle parts and supplies .....	56	169 780	14 266	602	52	117 666	11 200	522	4	52 114
5012	Automobiles and other motor vehicles .....	15	68 972	3 916	199	14	(D)	(D)	CC	1	(D)
5013	Motor vehicle supplies and new parts .....	28	84 099	8 108	312	25	(D)	(D)	CC	3	(D)
5014	Tires and tubes .....	7	15 425	1 968	68	7	15 425	1 968	68	—	—
5015	Motor vehicle parts, used .....	6	1 284	274	23	6	1 284	274	23	—	—
502	Furniture and home furnishings .....	18	55 508	2 899	103	15	(D)	(D)	BB	3	(D)
5021	Furniture .....	9	15 687	2 117	76	8	(D)	(D)	BB	1	(D)
5023	Home furnishings .....	9	39 821	782	27	7	(D)	(D)	BB	2	(D)
503	Lumber and other construction materials .....	29	102 559	8 580	329	23	87 746	7 458	276	6	14 813
5031	Lumber, plywood, millwork, and wood panels .....	11	58 068	4 475	177	9	(D)	(D)	CC	2	(D)
5032	Brick, stone, and related construction materials .....	8	11 972	1 027	51	6	(D)	(D)	BB	2	(D)
5033	Roofing, siding, and insulation materials .....	3	(D)	(D)	BB	1	(D)	(D)	BB	2	(D)
5039	Construction materials, n.e.c. ....	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
504	Professional and commercial equipment and supplies .....	80	164 064	16 331	388	65	136 063	13 440	337	15	28 001
5043	Photographic equipment and supplies .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5044	Office equipment .....	10	8 024	1 645	55	8	(D)	(D)	BB	2	(D)
5045	Computers and computer peripheral equipment and software .....	46	129 198	12 515	269	39	(D)	(D)	CC	7	(D)
5046	Commercial equipment, n.e.c. ....	6	(D)	(D)	AA	5	1 017	166	9	1	(D)
5047	Medical, dental, and hospital equipment and supplies .....	12	13 492	936	26	8	(D)	(D)	AA	4	(D)
5048	Ophthalmic goods .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5049	Professional equipment and supplies, n.e.c. ....	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
505	Metals and minerals, except petroleum .....	11	37 146	3 354	79	7	16 677	2 473	61	4	20 469
5051	Metals service centers and offices .....	11	37 146	3 354	79	7	16 677	2 473	61	4	20 469
5052	Coal and other minerals and ores .....	—	—	—	—	—	—	—	—	—	—
506	Electrical goods .....	72	211 361	16 216	434	52	95 571	11 887	351	20	115 790
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	29	83 797	5 720	176	22	(D)	(D)	CC	7	(D)
5064	Electrical appliances, television and radio sets .....	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
5065	Electronic parts and equipment, n.e.c. ....	39	(D)	(D)	CC	27	(D)	(D)	CC	12	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	35	119 035	13 494	420	26	(D)	(D)	EE	9	(D)
5072	Hardware .....	9	50 807	7 321	218	7	(D)	(D)	CC	2	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	20	48 465	3 448	115	16	(D)	(D)	CC	4	(D)
5075	Warm air heating and air-conditioning equipment and supplies .....	5	(D)	(D)	AA	3	(D)	(D)	AA	2	(D)
5078	Refrigeration equipment and supplies .....	1	(D)	(D)	BB	—	—	—	—	1	(D)
508	Machinery, equipment, and supplies .....	81	135 911	12 231	434	58	54 502	8 894	347	23	81 409
5082	Construction and mining (except petroleum) machinery and equipment .....	7	10 380	2 144	93	5	(D)	(D)	BB	2	(D)
5083	Farm and garden machinery and equipment .....	5	4 648	577	34	5	4 648	577	34	—	—
5084	Industrial machinery and equipment .....	48	67 051	7 071	235	31	27 572	4 585	167	17	39 479
5085	Industrial supplies .....	13	44 368	1 589	42	10	9 069	1 193	34	3	35 299
5087	Service establishment equipment and supplies .....	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
509	Miscellaneous durable goods .....	39	96 756	6 050	229	32	58 409	5 074	209	7	38 347
5091	Sporting and recreational goods and supplies .....	10	61 207	3 304	78	7	34 994	2 537	64	3	26 213
5092	Toys and hobby goods and supplies .....	5	4 632	389	15	4	(D)	(D)	AA	1	(D)
5093	Scrap and waste materials .....	10	20 397	1 217	91	9	(D)	(D)	BB	1	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	5	(D)	(D)	AA	4	(D)	(D)	AA	1	(D)
5099	Durable goods, n.e.c. ....	9	(D)	(D)	BB	8	(D)	(D)	BB	1	(D)
<b>51</b>	<b>Nondurable goods .....</b>	<b>156</b>	<b>1 367 470</b>	<b>56 866</b>	<b>1 947</b>	<b>119</b>	<b>873 231</b>	<b>38 579</b>	<b>1 366</b>	<b>37</b>	<b>494 239</b>
511	Paper and paper products .....	24	72 714	6 789	222	18	42 883	5 516	191	6	29 831
5111	Printing and writing paper .....	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
5112	Stationery and office supplies .....	17	(D)	(D)	CC	14	(D)	(D)	CC	3	(D)
5113	Industrial and personal service paper .....	5	(D)	(D)	BB	3	(D)	(D)	BB	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5122	Drugs, drug proprietaries, and druggists' sundries .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
513	Apparel, piece goods, and notions .....	11	105 496	3 386	167	8	(D)	(D)	CC	3	(D)
5131	Piece goods, notions, and other dry goods .....	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
5136	Men's and boys' clothing and furnishings .....	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
5137	Women's, children's, and infants' clothing and accessories .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5139	Footwear .....	4	(D)	(D)	CC	3	(D)	(D)	CC	1	(D)
514	Groceries and related products .....	53	385 458	22 593	823	41	153 751	10 087	412	12	231 707
5141	Groceries, general line .....	5	71 333	909	31	2	(D)	(D)	AA	3	(D)
5142	Packaged frozen foods .....	5	(D)	(D)	BB	3	(D)	(D)	BB	2	(D)
5143	Dairy products, except dried or canned .....	5	16 235	1 881	77	4	(D)	(D)	BB	1	(D)
5144	Poultry and poultry products .....	1	(D)	(D)	AA	—	—	—	—	1	(D)
5145	Confectionery .....	3	(D)	(D)	CC	2	(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)
<b>ROCKINGHAM COUNTY — Con.</b>										
<b>51</b>	<b>Nondurable goods — Con.</b>									
514	Groceries and related products — Con.									
5146	Fish and seafoods .....	13	57 930	2 199	105	13	57 930	2 199	105	—
5147	Meats and meat products .....	4	4 408	456	19	4	4 408	456	19	—
5148	Fresh fruits and vegetables .....	3	8 424	606	26	3	8 424	606	26	—
5149	Groceries and related products, n.e.c. ....	14	95 741	7 915	261	10	(D)	(D)	BB	4 (D)
515	Farm-product raw materials .....	—	—	—	—	—	—	—	—	—
5153	Grain and field beans .....	—	—	—	—	—	—	—	—	—
5154	Livestock .....	—	—	—	—	—	—	—	—	—
5159	Farm-product raw materials, n.e.c. ....	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products .....	20	152 338	7 009	130	14	69 193	5 475	103	6 83 145
5162	Plastics materials and basic forms and shapes .....	3	(D)	(D)	BB	3	(D)	(D)	BB	—
5169	Chemicals and allied products, n.e.c. ....	17	(D)	(D)	CC	11	(D)	(D)	BB	6 83 145
517	Petroleum and petroleum products .....	14	531 553	6 886	166	13	(D)	(D)	CC	1 (D)
5171	Petroleum bulk stations and terminals .....	9	(D)	(D)	BB	8	(D)	(D)	BB	1 (D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	5	(D)	(D)	BB	5	(D)	(D)	BB	—
518	Beer, wine, and distilled alcoholic beverages .....	5	42 733	2 894	103	1	(D)	(D)	BB	4 (D)
5181	Beer and ale .....	1	(D)	(D)	BB	1	(D)	(D)	BB	—
5182	Wine and distilled alcoholic beverages .....	4	(D)	(D)	BB	—	—	—	—	4 (D)
519	Miscellaneous nondurable goods .....	27	(D)	(D)	EE	22	41 550	5 470	262	5 (D)
5191	Farm supplies .....	4	8 813	1 245	44	3	(D)	(D)	BB	1 (D)
5192	Books, periodicals, and newspapers .....	7	21 856	3 460	198	5	(D)	(D)	CC	2 (D)
5193	Flowers, nursery stock, and florists' supplies .....	3	(D)	(D)	BB	3	(D)	(D)	BB	—
5194	Tobacco and tobacco products .....	—	—	—	—	—	—	—	—	—
5198	Paints, varnishes, and supplies .....	—	—	—	—	—	—	—	—	—
5199	Nondurable goods, n.e.c. ....	13	41 639	1 868	57	11	(D)	(D)	BB	2 (D)

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

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

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)
<b>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 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 (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)





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>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</b>	<b>33 298 355</b>
<b>50</b>	<b>Durable goods -----</b>	<b>4 492</b>	<b>34 026 891</b>	<b>2 151 628</b>	<b>56 167</b>	<b>3 478</b>	<b>14 461 454</b>	<b>1 482 233</b>	<b>41 163</b>	<b>1 014</b>	<b>19 565 437</b>
501	Motor vehicles and motor vehicle parts and supplies -----	500	8 978 925	156 292	5 532	459	1 922 231	124 923	4 333	41	7 056 694
5012	Automobiles and other motor vehicles -----	70	7 674 086	42 391	1 390	58	(D)	(D)	FF	12	(D)
5013	Motor vehicle supplies and new parts -----	339	1 162 984	96 460	3 495	311	(D)	(D)	HH	28	(D)
5014	Tires and tubes -----	21	97 548	8 269	237	20	(D)	(D)	CC	1	(D)
5015	Motor vehicle parts, used -----	70	44 307	9 172	410	70	44 307	9 172	410	-	-
502	Furniture and homefurnishings -----	281	1 320 274	78 665	2 172	184	422 068	54 569	1 607	97	898 206
5021	Furniture -----	118	661 494	34 403	830	74	161 751	21 074	558	44	399 743
5023	Homefurnishings -----	163	758 780	44 262	1 342	110	260 317	33 495	1 049	53	498 463
503	Lumber and other construction materials -----	250	1 033 465	87 237	2 555	210	756 159	77 986	2 300	40	277 306
5031	Lumber, plywood, millwork, and wood panels -----	109	586 391	47 704	1 411	96	506 001	44 932	1 323	13	80 390
5032	Brick, stone, and related construction materials -----	51	111 854	14 876	428	45	(D)	(D)	EE	6	(D)
5033	Roofing, siding, and insulation materials -----	41	223 205	11 958	312	25	(D)	(D)	CC	13	(D)
5039	Construction materials, n.e.c. -----	49	112 015	12 699	404	41	(D)	(D)	EE	8	(D)
504	Professional and commercial equipment and supplies -----	956	9 415 379	837 529	19 477	771	4 607 488	513 828	13 007	185	4 807 891
5043	Photographic equipment and supplies -----	35	1 145 672	34 679	950	29	(D)	(D)	EE	6	(D)
5044	Office equipment -----	119	990 952	152 971	4 156	92	648 250	105 658	3 104	27	342 702
5045	Computers and computer peripheral equipment and software -----	443	4 722 381	440 310	9 073	353	2 296 509	232 651	5 144	90	2 425 872
5046	Commercial equipment, n.e.c. -----	76	194 296	22 231	665	66	(D)	(D)	FF	10	(D)
5047	Medical, dental, and hospital equipment and supplies -----	180	1 926 850	125 648	3 108	148	984 186	88 172	2 354	32	942 664
5048	Ophthalmic goods -----	34	69 814	12 046	364	30	(D)	(D)	EE	4	(D)
5049	Professional equipment and supplies, n.e.c. -----	69	365 414	49 644	1 161	53	(D)	(D)	GG	16	(D)
505	Metals and minerals, except petroleum -----	111	680 904	52 786	1 411	89	359 017	40 615	1 098	22	321 887
5051	Metals service centers and offices -----	107	(D)	(D)	GG	86	(D)	(D)	GG	21	(D)
5052	Coal and other minerals and ores -----	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
506	Electrical goods -----	798	6 302 983	415 874	10 390	504	2 840 989	254 644	6 880	294	3 461 994
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	304	1 351 084	111 511	3 221	214	605 324	77 752	2 416	90	745 760
5064	Electrical appliances, television and radio sets -----	76	1 261 517	42 057	960	46	826 069	29 358	672	30	435 448
5065	Electronic parts and equipment, n.e.c. -----	418	3 690 382	262 306	6 209	244	1 409 596	147 534	3 792	174	2 280 786
507	Hardware, and plumbing and heating equipment and supplies -----	376	1 346 012	134 156	3 816	296	849 590	110 756	3 251	80	496 422
5072	Hardware -----	125	498 759	47 343	1 375	97	291 461	40 334	1 218	28	207 298
5074	Plumbing and heating equipment and supplies (hydronics) -----	159	610 827	60 465	1 718	129	389 191	51 581	1 492	30	221 636
5075	Warm air heating and air-conditioning equipment and supplies -----	66	183 540	21 885	594	49	(D)	(D)	EE	17	(D)
5078	Refrigeration equipment and supplies -----	26	52 886	4 463	129	21	(D)	(D)	CC	5	(D)
508	Machinery, equipment, and supplies -----	761	2 729 606	266 302	6 837	588	1 467 874	203 063	5 523	173	1 261 732
5082	Construction and mining (except petroleum) machinery and equipment -----	39	162 054	20 449	561	31	137 468	17 816	506	8	24 586
5083	Farm and garden machinery and equipment -----	27	46 871	5 532	171	24	(D)	(D)	CC	3	(D)
5084	Industrial machinery and equipment -----	400	1 484 556	149 808	3 579	285	836 098	109 898	2 771	115	648 458
5085	Industrial supplies -----	177	860 455	63 902	1 668	141	325 008	48 439	1 360	36	535 447
5087	Service establishment equipment and supplies -----	89	120 939	21 026	676	83	95 179	16 868	557	6	25 760
5088	Transportation equipment and supplies, except motor vehicles -----	29	54 731	5 585	182	24	(D)	(D)	CC	5	(D)
509	Miscellaneous durable goods -----	459	2 219 343	122 787	3 977	377	1 236 038	101 849	3 164	82	983 305
5091	Sporting and recreational goods and supplies -----	77	475 389	34 526	1 451	61	284 901	28 029	931	16	190 488
5092	Toys and hobby goods and supplies -----	35	162 706	6 212	207	23	34 369	3 553	165	12	128 337
5093	Scrap and waste materials -----	119	282 496	24 015	872	117	(D)	(D)	FF	2	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	103	269 581	26 065	729	97	(D)	(D)	FF	6	(D)
5099	Durable goods, n.e.c. -----	125	1 029 171	31 969	718	79	(D)	(D)	FF	46	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>2 364</b>	<b>32 265 756</b>	<b>1 333 385</b>	<b>37 965</b>	<b>1 830</b>	<b>18 532 838</b>	<b>984 824</b>	<b>29 183</b>	<b>534</b>	<b>13 732 918</b>
511	Paper and paper products -----	351	3 251 746	168 688	5 312	267	1 324 587	128 076	4 337	84	1 927 159
5111	Printing and writing paper -----	52	921 969	31 171	722	39	(D)	(D)	FF	13	(D)
5112	Stationery and office supplies -----	195	666 199	78 007	2 991	152	(D)	(D)	HH	43	(D)
5113	Industrial and personal service paper -----	104	1 663 578	59 510	1 599	76	296 362	34 835	1 000	28	1 367 216
512	Drugs, drug proprietaries, and druggists' sundries -----	78	2 138 444	85 973	2 406	57	(D)	(D)	GG	21	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	78	2 138 444	85 973	2 406	57	(D)	(D)	GG	21	(D)
513	Apparel, piece goods, and notions -----	328	3 964 940	237 987	5 576	228	3 159 286	200 154	4 869	100	805 654
5131	Piece goods, notions, and other dry goods -----	76	476 520	34 479	1 061	57	304 168	24 007	749	19	172 352
5136	Men's and boys' clothing and furnishings -----	67	428 761	31 377	1 312	47	(D)	(D)	GG	20	(D)
5137	Women's, children's, and infants' clothing and accessories -----	108	305 501	28 085	691	70	(D)	(D)	FF	38	(D)
5139	Footwear -----	77	2 754 158	144 046	2 512	54	(D)	(D)	GG	23	(D)
514	Groceries and related products -----	791	12 456 300	458 451	13 514	644	5 844 731	322 534	9 725	147	6 611 569
5141	Groceries, general line -----	84	1 800 893	77 048	2 265	61	737 756	56 099	1 692	23	1 063 137
5142	Packaged frozen foods -----	79	1 790 792	60 656	1 571	59	(D)	(D)	GG	20	(D)
5143	Dairy products, except dried or canned -----	26	401 511	13 610	480	21	156 373	9 745	364	5	245 138
5144	Poultry and poultry products -----	22	215 475	8 398	284	18	(D)	(D)	EE	4	(D)
5145	Confectionery -----	36	178 793	10 259	328	24	66 016	6 396	254	12	112 777

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

NEW HAMPSHIRE NH—23

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

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

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>Boston, MA–NH PMSA – Con.</b>											
<b>51</b>	<b>Nondurable goods – Con.</b>										
514	Groceries and related products – Con.										
5146	Fish and seafoods .....	141	882 363	49 552	1 440	133	(D)	(D)	GG	8	(D)
5147	Meats and meat products .....	73	1 208 598	40 256	1 216	66	(D)	(D)	GG	7	(D)
5148	Fresh fruits and vegetables .....	120	914 077	51 466	1 327	110	(D)	(D)	GG	10	(D)
5149	Groceries and related products, n.e.c. ....	210	5 063 798	147 206	4 603	152	(D)	(D)	GG	58	(D)
515	Farm-product raw materials .....	50	239 378	9 182	208	42	(D)	(D)	CC	8	(D)
5153	Grain and field beans .....	5	6 150	487	26	5	6 150	487	CC	26	–
5154	Livestock .....	5	12 271	243	13	4	(D)	(D)	AA	1	(D)
5159	Farm-product raw materials, n.e.c. ....	40	220 957	8 452	169	33	(D)	(D)	CC	7	(D)
516	Chemicals and allied products .....	170	1 350 426	76 070	2 075	127	704 028	54 075	1 482	43	646 398
5162	Plastics materials and basic forms and shapes .....	50	416 399	16 244	464	39	(D)	(D)	EE	11	(D)
5169	Chemicals and allied products, n.e.c. ....	120	934 027	59 826	1 611	88	(D)	(D)	GG	32	(D)
517	Petroleum and petroleum products .....	83	5 644 034	56 465	1 393	68	4 037 804	36 760	992	15	1 606 230
5171	Petroleum bulk stations and terminals .....	45	3 650 441	38 295	1 019	36	(D)	(D)	FF	9	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	38	1 993 593	18 170	374	32	(D)	(D)	EE	6	(D)
518	Beer, wine, and distilled alcoholic beverages .....	45	815 385	72 767	1 679	36	(D)	(D)	GG	9	(D)
5181	Beer and ale .....	16	389 516	38 932	852	15	(D)	(D)	FF	1	(D)
5182	Wine and distilled alcoholic beverages .....	29	425 869	33 835	827	21	(D)	(D)	FF	8	(D)
519	Miscellaneous nondurable goods .....	468	2 405 103	167 802	5 802	361	(D)	(D)	HH	107	(D)
5191	Farm supplies .....	53	53 478	5 932	306	47	49 403	5 671	294	6	4 075
5192	Books, periodicals, and newspapers .....	106	1 158 764	70 559	2 297	62	530 665	39 248	1 465	44	628 099
5193	Flowers, nursery stock, and florists' supplies .....	57	98 268	13 117	589	53	(D)	(D)	FF	4	(D)
5194	Tobacco and tobacco products .....	15	447 914	16 125	593	14	(D)	(D)	FF	1	(D)
5198	Paints, varnishes, and supplies .....	44	176 981	17 322	608	33	121 266	14 200	528	11	55 715
5199	Nondurable goods, n.e.c. ....	193	469 698	44 747	1 409	152	(D)	(D)	GG	41	(D)
<b>Brockton, MA PMSA</b>											
	Wholesale trade .....	<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</b>	<b>358 943</b>
<b>(See appropriate State for SIC detail.)</b>											
<b>Fitchburg–Leominster, MA PMSA</b>											
	Wholesale trade .....	<b>169</b>	<b>886 359</b>	<b>77 114</b>	<b>2 268</b>	<b>147</b>	<b>351 087</b>	<b>37 338</b>	<b>1 463</b>	<b>22</b>	<b>535 272</b>
<b>(See appropriate State for SIC detail.)</b>											
<b>Lawrence, MA–NH PMSA</b>											
	Wholesale trade .....	<b>580</b>	<b>3 971 365</b>	<b>217 631</b>	<b>6 323</b>	<b>436</b>	<b>2 556 155</b>	<b>162 804</b>	<b>4 965</b>	<b>144</b>	<b>1 415 210</b>
<b>50</b>	<b>Durable goods .....</b>	<b>434</b>	<b>1 635 007</b>	<b>125 907</b>	<b>3 749</b>	<b>332</b>	<b>898 009</b>	<b>101 844</b>	<b>3 222</b>	<b>102</b>	<b>736 998</b>
501	Motor vehicles and motor vehicle parts and supplies .....	68	126 632	12 305	599	64	119 997	11 814	587	4	6 635
5012	Automobiles and other motor vehicles .....	12	64 949	3 699	194	11	(D)	(D)	CC	1	(D)
5013	Motor vehicle supplies and new parts .....	43	56 274	7 644	347	40	(D)	(D)	EE	3	(D)
5014	Tires and tubes .....	5	(D)	(D)	BB	5	(D)	(D)	BB	–	–
5015	Motor vehicle parts, used .....	8	(D)	(D)	BB	8	(D)	(D)	BB	–	–
502	Furniture and homefurnishings .....	20	93 637	7 177	228	15	49 560	6 221	199	5	44 077
5021	Furniture .....	6	33 991	3 752	118	4	(D)	(D)	CC	2	(D)
5023	Homefurnishings .....	14	59 646	3 425	110	11	(D)	(D)	BB	3	(D)
503	Lumber and other construction materials .....	19	153 568	11 858	409	14	111 636	11 229	387	5	41 932
5031	Lumber, plywood, millwork, and wood panels .....	9	131 805	9 847	320	6	(D)	(D)	EE	3	(D)
5032	Brick, stone, and related construction materials .....	5	(D)	(D)	BB	5	(D)	(D)	BB	–	–
5033	Roofing, siding, and insulation materials .....	1	(D)	(D)	AA	–	–	–	(D)	1	(D)
5039	Construction materials, n.e.c. ....	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
504	Professional and commercial equipment and supplies .....	92	288 393	25 231	588	75	153 175	20 815	520	17	135 218
5043	Photographic equipment and supplies .....	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5044	Office equipment .....	15	125 312	5 689	159	12	(D)	(D)	CC	3	(D)
5045	Computers and computer peripheral equipment and software .....	41	100 338	11 323	210	32	51 924	8 439	173	9	48 414
5046	Commercial equipment, n.e.c. ....	8	7 252	603	25	6	(D)	(D)	AA	2	(D)
5047	Medical, dental, and hospital equipment and supplies .....	18	41 011	5 892	141	16	(D)	(D)	CC	2	(D)
5048	Ophthalmic goods .....	3	2 172	236	15	3	2 172	236	15	–	–
5049	Professional equipment and supplies, n.e.c. ....	6	(D)	(D)	BB	5	7 555	1 157	(D)	1	(D)
505	Metals and minerals, except petroleum .....	13	33 770	2 343	62	9	11 348	1 445	38	4	22 422
5051	Metals service centers and offices .....	13	33 770	2 343	62	9	11 348	1 445	38	4	22 422
5052	Coal and other minerals and ores .....	–	–	–	–	–	–	–	–	–	–

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**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

**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>Lawrence, MA–NH PMSA – Con.</b>											
<b>50</b>	<b>Durable goods – Con.</b>										
506	Electrical goods .....	92	398 416	25 546	663	61	146 700	17 297	519	31	251 716
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	36	94 022	7 797	248	25	45 443	6 009	208	11	48 579
5064	Electrical appliances, television and radio sets .....	6	7 374	1 234	37	6	7 374	1 234	37	–	–
5065	Electronic parts and equipment, n.e.c. ....	50	297 020	16 515	378	30	93 883	10 054	274	20	203 137
507	Hardware, and plumbing and heating equipment and supplies .....	29	173 690	9 902	306	21	52 802	5 976	193	8	120 888
5072	Hardware .....	10	33 531	3 582	111	8	(D)	(D)	CC	2	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	16	119 574	3 433	93	11	19 871	2 289	65	5	99 703
5075	Warm air heating and air-conditioning equipment and supplies .....	2	(D)	(D)	BB	2	(D)	(D)	BB	–	–
5078	Refrigeration equipment and supplies .....	1	(D)	(D)	BB	–	–	–	(D)	1	(D)
508	Machinery, equipment, and supplies .....	72	262 488	22 688	570	49	163 301	18 660	474	23	99 187
5082	Construction and mining (except petroleum) machinery and equipment .....	2	(D)	(D)	BB	2	(D)	(D)	BB	–	–
5083	Farm and garden machinery and equipment .....	4	11 643	1 321	55	4	11 643	1 321	55	–	–
5084	Industrial machinery and equipment .....	41	81 446	9 222	259	27	34 785	6 730	198	14	46 661
5085	Industrial supplies .....	15	87 287	10 356	181	9	43 844	9 261	159	6	43 443
5087	Service establishment equipment and supplies .....	8	(D)	(D)	BB	6	(D)	(D)	BB	2	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
509	Miscellaneous durable goods .....	29	104 413	8 857	324	24	89 490	8 387	305	5	14 923
5091	Sporting and recreational goods and supplies .....	8	(D)	(D)	CC	5	(D)	(D)	BB	3	(D)
5092	Toys and hobby goods and supplies .....	3	3 862	329	13	3	3 862	329	13	–	–
5093	Scrap and waste materials .....	10	11 371	1 573	117	9	(D)	(D)	CC	1	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	4	16 483	2 399	70	3	(D)	(D)	BB	1	(D)
5099	Durable goods, n.e.c. ....	4	(D)	(D)	AA	4	(D)	(D)	AA	–	–
<b>51</b>	<b>Nondurable goods .....</b>	<b>146</b>	<b>2 336 358</b>	<b>91 724</b>	<b>2 574</b>	<b>104</b>	<b>1 658 146</b>	<b>60 960</b>	<b>1 743</b>	<b>42</b>	<b>678 212</b>
511	Paper and paper products .....	24	90 135	7 045	245	15	23 124	2 854	138	9	67 011
5111	Printing and writing paper .....	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5112	Stationery and office supplies .....	13	(D)	(D)	CC	10	(D)	(D)	BB	3	(D)
5113	Industrial and personal service paper .....	10	38 966	3 026	78	4	(D)	(D)	BB	6	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	6	(D)	(D)	EE	5	(D)	(D)	CC	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries ..	6	(D)	(D)	EE	5	(D)	(D)	CC	1	(D)
513	Apparel, piece goods, and notions .....	12	(D)	(D)	EE	11	(D)	(D)	EE	1	(D)
5131	Piece goods, notions, and other dry goods .....	2	(D)	(D)	AA	2	(D)	(D)	AA	–	–
5136	Men's and boys' clothing and furnishings .....	4	(D)	(D)	BB	4	(D)	(D)	BB	–	–
5137	Women's, children's, and infants' clothing and accessories .....	2	(D)	(D)	CC	2	(D)	(D)	CC	–	–
5139	Footwear .....	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
514	Groceries and related products .....	47	752 773	33 576	1 112	34	420 234	23 387	801	13	332 539
5141	Groceries, general line .....	5	317 828	12 301	364	3	(D)	(D)	EE	2	(D)
5142	Packaged frozen foods .....	5	(D)	(D)	BB	3	(D)	(D)	AA	2	(D)
5143	Dairy products, except dried or canned .....	4	(D)	(D)	AA	3	(D)	(D)	AA	1	(D)
5144	Poultry and poultry products .....	1	(D)	(D)	AA	–	–	–	(D)	1	(D)
5145	Confectionery .....	4	50 780	2 347	89	3	(D)	(D)	BB	1	(D)
5146	Fish and seafoods .....	4	7 875	207	17	4	7 875	207	17	–	–
5147	Meats and meat products .....	4	10 980	963	42	4	10 980	963	42	–	–
5148	Fresh fruits and vegetables .....	4	9 471	637	31	4	9 471	637	31	–	–
5149	Groceries and related products, n.e.c. ....	16	270 668	15 972	526	10	(D)	(D)	EE	6	(D)
515	Farm-product raw materials .....	1	(D)	(D)	AA	–	–	–	(D)	1	(D)
5153	Grain and field beans .....	–	–	–	–	–	–	–	–	–	–
5154	Livestock .....	–	–	–	–	–	–	–	–	–	–
5159	Farm-product raw materials, n.e.c. ....	1	(D)	(D)	AA	–	–	–	(D)	1	(D)
516	Chemicals and allied products .....	17	105 194	2 702	72	12	22 417	1 953	55	5	82 777
5162	Plastics materials and basic forms and shapes .....	3	19 016	1 435	30	3	19 016	1 435	30	–	–
5169	Chemicals and allied products, n.e.c. ....	14	86 178	1 267	42	9	3 401	518	25	5	82 777
517	Petroleum and petroleum products .....	4	1 073	167	7	4	1 073	167	7	–	–
5171	Petroleum bulk stations and terminals .....	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	3	(D)	(D)	AA	3	(D)	(D)	AA	–	–
518	Beer, wine, and distilled alcoholic beverages .....	5	(D)	(D)	BB	2	(D)	(D)	BB	3	(D)
5181	Beer and ale .....	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5182	Wine and distilled alcoholic beverages .....	4	(D)	(D)	BB	1	(D)	(D)	BB	3	(D)
519	Miscellaneous nondurable goods .....	30	(D)	(D)	EE	21	(D)	(D)	CC	9	(D)
5191	Farm supplies .....	4	8 278	1 190	33	2	(D)	(D)	BB	2	(D)
5192	Books, periodicals, and newspapers .....	5	11 692	1 674	68	2	(D)	(D)	AA	3	(D)
5193	Flowers, nursery stock, and florists' supplies .....	3	6 507	921	55	3	6 507	921	55	–	–
5194	Tobacco and tobacco products .....	1	(D)	(D)	AA	1	(D)	(D)	AA	–	–
5198	Paints, varnishes, and supplies .....	–	–	–	–	–	–	–	–	–	–
5199	Nondurable goods, n.e.c. ....	17	(D)	(D)	CC	13	(D)	(D)	BB	4	(D)

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

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

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>Lowell, MA–NH PMSA</b>											
	<b>Wholesale trade</b> -----	<b>428</b>	<b>3 660 642</b>	<b>267 535</b>	<b>6 621</b>	<b>335</b>	<b>1 255 207</b>	<b>150 661</b>	<b>4 290</b>	<b>93</b>	<b>2 405 435</b>
<b>50</b>	<b>Durable goods</b> -----	<b>326</b>	<b>2 856 468</b>	<b>209 429</b>	<b>4 992</b>	<b>255</b>	<b>811 366</b>	<b>106 667</b>	<b>3 068</b>	<b>71</b>	<b>2 045 102</b>
501	Motor vehicles and motor vehicle parts and supplies -----	49	63 032	8 581	386	49	63 032	8 581	386	–	–
502	Furniture and homefurnishings -----	10	(D)	(D)	BB	8	(D)	(D)	BB	2	(D)
503	Lumber and other construction materials -----	18	125 811	9 914	296	16	(D)	(D)	CC	2	(D)
504	Professional and commercial equipment and supplies -----	64	1 606 048	121 820	2 363	50	216 807	37 154	849	14	1 389 241
505	Metals and minerals, except petroleum -----	11	28 635	2 879	100	7	15 669	1 951	89	4	12 966
506	Electrical goods -----	79	734 583	33 529	879	45	171 861	20 756	603	34	562 722
507	Hardware, and plumbing and heating equipment and supplies -----	26	54 988	5 350	185	23	(D)	(D)	CC	3	(D)
508	Machinery, equipment, and supplies -----	49	143 022	19 665	545	39	98 790	17 408	494	10	44 232
509	Miscellaneous durable goods -----	20	(D)	(D)	CC	18	(D)	(D)	CC	2	(D)
<b>51</b>	<b>Nondurable goods</b> -----	<b>102</b>	<b>804 174</b>	<b>58 106</b>	<b>1 629</b>	<b>80</b>	<b>443 841</b>	<b>43 994</b>	<b>1 222</b>	<b>22</b>	<b>360 333</b>
511	Paper and paper products -----	24	187 999	18 528	436	21	129 464	17 119	412	3	58 535
512	Drugs, drug proprietaries, and druggists' sundries -----	5	(D)	(D)	AA	5	(D)	(D)	AA	–	–
513	Apparel, piece goods, and notions -----	5	(D)	(D)	BB	4	(D)	(D)	BB	1	(D)
514	Groceries and related products -----	26	226 403	16 182	523	19	118 188	9 397	302	7	108 215
515	Farm-product raw materials -----	–	–	–	–	–	–	–	–	–	–
516	Chemicals and allied products -----	18	178 385	7 375	181	12	23 300	3 633	84	6	155 085
517	Petroleum and petroleum products -----	6	(D)	(D)	BB	5	(D)	(D)	BB	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	2	(D)	(D)	CC	2	(D)	(D)	CC	–	–
519	Miscellaneous nondurable goods -----	16	(D)	(D)	CC	12	(D)	(D)	CC	4	(D)
<b>Manchester, NH PMSA</b>											
	<b>Wholesale trade</b> -----	<b>447</b>	<b>2 020 628</b>	<b>177 316</b>	<b>5 622</b>	<b>364</b>	<b>1 288 859</b>	<b>123 986</b>	<b>4 266</b>	<b>83</b>	<b>731 769</b>
<b>50</b>	<b>Durable goods</b> -----	<b>318</b>	<b>1 195 691</b>	<b>123 272</b>	<b>3 682</b>	<b>263</b>	<b>829 136</b>	<b>87 635</b>	<b>2 902</b>	<b>55</b>	<b>366 555</b>
501	Motor vehicles and motor vehicle parts and supplies -----	49	164 032	18 561	669	46	(D)	(D)	FF	3	(D)
502	Furniture and homefurnishings -----	12	20 529	2 714	100	10	(D)	(D)	BB	2	(D)
503	Lumber and other construction materials -----	28	140 755	9 761	290	22	122 995	8 927	261	6	17 760
504	Professional and commercial equipment and supplies -----	60	252 679	38 752	901	50	117 576	17 895	500	10	135 103
505	Metals and minerals, except petroleum -----	5	17 185	2 184	70	3	(D)	(D)	BB	2	(D)
506	Electrical goods -----	54	219 074	17 252	516	38	157 170	11 789	382	16	61 904
507	Hardware, and plumbing and heating equipment and supplies -----	28	203 632	12 135	362	24	173 160	11 436	348	4	30 472
508	Machinery, equipment, and supplies -----	63	137 957	18 640	653	52	86 058	15 170	578	11	51 899
509	Miscellaneous durable goods -----	19	39 848	3 273	121	18	(D)	(D)	CC	1	(D)
<b>51</b>	<b>Nondurable goods</b> -----	<b>129</b>	<b>824 937</b>	<b>54 044</b>	<b>1 940</b>	<b>101</b>	<b>459 723</b>	<b>36 351</b>	<b>1 364</b>	<b>28</b>	<b>365 214</b>
511	Paper and paper products -----	20	56 761	6 123	248	17	(D)	(D)	CC	3	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	3	(D)	(D)	BB	2	(D)	(D)	BB	1	(D)
513	Apparel, piece goods, and notions -----	10	18 849	1 591	32	8	(D)	(D)	BB	2	(D)
514	Groceries and related products -----	38	564 959	29 083	1 029	25	258 684	15 615	575	13	306 275
515	Farm-product raw materials -----	–	–	–	–	–	–	–	–	–	–
516	Chemicals and allied products -----	17	28 533	4 017	97	16	(D)	(D)	BB	1	(D)
517	Petroleum and petroleum products -----	3	(D)	(D)	BB	2	(D)	(D)	BB	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	7	74 151	4 802	161	3	(D)	(D)	CC	4	(D)
519	Miscellaneous nondurable goods -----	31	(D)	(D)	EE	28	(D)	(D)	CC	3	(D)
<b>Nashua, NH PMSA</b>											
	<b>Wholesale trade</b> -----	<b>359</b>	<b>1 919 610</b>	<b>131 712</b>	<b>3 607</b>	<b>280</b>	<b>988 778</b>	<b>103 304</b>	<b>3 003</b>	<b>79</b>	<b>930 832</b>
<b>50</b>	<b>Durable goods</b> -----	<b>283</b>	<b>1 018 971</b>	<b>91 230</b>	<b>2 486</b>	<b>226</b>	<b>739 913</b>	<b>73 921</b>	<b>2 141</b>	<b>57</b>	<b>279 058</b>
501	Motor vehicles and motor vehicle parts and supplies -----	30	49 858	5 281	231	29	(D)	(D)	CC	1	(D)
502	Furniture and homefurnishings -----	13	(D)	(D)	BB	10	13 576	2 477	(D)	3	(D)
503	Lumber and other construction materials -----	15	260 856	6 193	125	13	(D)	(D)	BB	2	(D)
504	Professional and commercial equipment and supplies -----	58	233 192	30 513	757	48	131 887	19 798	568	10	101 305
505	Metals and minerals, except petroleum -----	11	31 487	3 473	98	6	25 279	3 205	91	5	6 208
506	Electrical goods -----	63	181 698	18 288	476	42	100 616	14 714	403	21	81 082
507	Hardware, and plumbing and heating equipment and supplies -----	22	56 347	6 301	188	21	(D)	(D)	CC	1	(D)
508	Machinery, equipment, and supplies -----	52	154 486	16 130	446	40	111 741	14 584	416	12	42 745
509	Miscellaneous durable goods -----	19	(D)	(D)	BB	17	(D)	(D)	BB	2	(D)
<b>51</b>	<b>Nondurable goods</b> -----	<b>76</b>	<b>900 639</b>	<b>40 482</b>	<b>1 121</b>	<b>54</b>	<b>248 865</b>	<b>29 383</b>	<b>862</b>	<b>22</b>	<b>651 774</b>
511	Paper and paper products -----	20	528 999	8 487	249	13	(D)	(D)	CC	7	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	2	(D)	(D)	CC	2	(D)	(D)	CC	–	–
513	Apparel, piece goods, and notions -----	8	106 766	13 692	312	6	(D)	(D)	EE	2	(D)
514	Groceries and related products -----	14	116 358	4 222	161	9	7 613	1 420	68	5	108 745
515	Farm-product raw materials -----	–	–	–	–	–	–	–	–	–	–
516	Chemicals and allied products -----	12	29 605	3 624	95	9	(D)	(D)	BB	3	(D)

**NH–26 NEW HAMPSHIRE**

**WHOLESALE TRADE—GEOGRAPHIC AREA SERIES**

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

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

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>Nashua, NH PMSA – Con.</b>											
<b>51</b>	<b>Nondurable goods – Con.</b>										
517	Petroleum and petroleum products -----	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	2	(D)	(D)	BB	2	(D)	(D)	BB	–	–
519	Miscellaneous nondurable goods -----	16	49 487	2 966	101	12	(D)	(D)	BB	4	(D)
<b>New Bedford, MA PMSA</b>											
	<b>Wholesale trade -----</b>	<b>282</b>	<b>1 110 919</b>	<b>99 387</b>	<b>2 998</b>	<b>256</b>	<b>740 405</b>	<b>64 312</b>	<b>2 533</b>	<b>26</b>	<b>370 514</b>
<b>(See appropriate State for SIC detail.)</b>											
<b>Portsmouth–Rochester, NH–ME PMSA</b>											
	<b>Wholesale trade -----</b>	<b>401</b>	<b>1 608 943</b>	<b>101 919</b>	<b>3 573</b>	<b>341</b>	<b>1 222 846</b>	<b>82 743</b>	<b>2 946</b>	<b>60</b>	<b>386 097</b>
<b>50</b>	<b>Durable goods -----</b>	<b>266</b>	<b>574 455</b>	<b>59 417</b>	<b>2 088</b>	<b>230</b>	<b>381 599</b>	<b>45 209</b>	<b>1 652</b>	<b>36</b>	<b>192 856</b>
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)
<b>51</b>	<b>Nondurable goods -----</b>	<b>135</b>	<b>1 034 488</b>	<b>42 502</b>	<b>1 485</b>	<b>111</b>	<b>841 247</b>	<b>37 534</b>	<b>1 294</b>	<b>24</b>	<b>193 241</b>
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	–	–
513	Apparel, piece goods, and notions -----	13	116 054	4 412	208	9	104 195	4 109	199	4	11 859
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>											
	<b>Wholesale trade -----</b>	<b>811</b>	<b>4 132 421</b>	<b>326 277</b>	<b>10 211</b>	<b>667</b>	<b>2 953 641</b>	<b>276 755</b>	<b>8 917</b>	<b>144</b>	<b>1 178 780</b>
<b>(See appropriate State for SIC detail.)</b>											

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

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

SIC code	Kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
	<b>Wholesale trade -----</b>	<b>683</b>	<b>1 743 511</b>	<b>172 161</b>	<b>5 957</b>	<b>616</b>	<b>1 456 257</b>	<b>156 933</b>	<b>5 466</b>	<b>67</b>	<b>287 254</b>
<b>50</b>	<b>Durable goods -----</b>	<b>472</b>	<b>770 723</b>	<b>93 427</b>	<b>3 439</b>	<b>436</b>	<b>(D)</b>	<b>(D)</b>	<b>HH</b>	<b>36</b>	<b>(D)</b>
501	Motor vehicles and motor vehicle parts and supplies -----	102	139 764	17 791	780	101	(D)	(D)	FF	1	(D)
5012	Automobiles and other motor vehicles -----	8	27 533	2 985	122	8	27 533	2 985	122	1	(D)
5013	Motor vehicle supplies and new parts -----	72	80 741	10 821	476	71	(D)	(D)	EE	1	(D)
5014	Tires and tubes -----	15	(D)	(D)	CC	15	(D)	(D)	CC		
5015	Motor vehicle parts, used -----	7	(D)	(D)	BB	7	(D)	(D)	BB		
502	Furniture and home furnishings -----	16	(D)	(D)	BB	13	(D)	(D)	BB	3	1 888
5021	Furniture -----	5	(D)	(D)	BB	5	(D)	(D)	BB		
5023	Home furnishings -----	11	11 984	1 656	53	8	10 096	1 584	46	3	1 888
503	Lumber and other construction materials -----	35	(D)	(D)	EE	28	56 386	6 187	203	7	(D)
5031	Lumber, plywood, millwork, and wood panels -----	17	67 576	5 825	185	14	44 350	3 800	116	3	23 226
5032	Brick, stone, and related construction materials -----	10	(D)	(D)	BB	7	(D)	(D)	BB	3	(D)
5033	Roofing, siding, and insulation materials -----	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
5039	Construction materials, n.e.c. -----	6	(D)	(D)	BB	6	(D)	(D)	BB		
504	Professional and commercial equipment and supplies -----	61	(D)	(D)	FF	59	(D)	(D)	FF	2	(D)
5043	Photographic equipment and supplies -----										
5044	Office equipment -----	12	23 851	3 920	129	11	(D)	(D)	CC	1	(D)
5045	Computers and computer peripheral equipment and software -----	28	70 331	9 655	229	27	(D)	(D)	CC	1	(D)
5046	Commercial equipment, n.e.c. -----	5	(D)	(D)	BB	5	(D)	(D)	BB		
5047	Medical, dental, and hospital equipment and supplies -----	13	(D)	(D)	CC	13	(D)	(D)	CC		
5048	Ophthalmic goods -----	1	(D)	(D)	BB	1	(D)	(D)	BB		
5049	Professional equipment and supplies, n.e.c. -----	2	(D)	(D)	AA	2	(D)	(D)	AA		
505	Metals and minerals, except petroleum -----	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
5051	Metals service centers and offices -----	6	(D)	(D)	BB	5	20 805	1 724	61	1	(D)
5052	Coal and other minerals and ores -----	1	(D)	(D)	AA	1	(D)	(D)	AA		
506	Electrical goods -----	49	(D)	(D)	EE	43	(D)	(D)	CC	6	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	29	(D)	(D)	CC	26	(D)	(D)	CC	3	(D)
5064	Electrical appliances, television and radio sets -----										
5065	Electronic parts and equipment, n.e.c. -----	20	(D)	(D)	CC	17	(D)	(D)	CC	3	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	43	(D)	(D)	EE	41	56 656	7 371	300	2	(D)
5072	Hardware -----	5	(D)	(D)	AA	5	(D)	(D)	AA		
5074	Plumbing and heating equipment and supplies (hydronics) -----	32	54 655	6 570	269	30	(D)	(D)	EE	2	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	5	(D)	(D)	BB	5	(D)	(D)	BB		
5078	Refrigeration equipment and supplies -----	1	(D)	(D)	AA	1	(D)	(D)	AA		
508	Machinery, equipment, and supplies -----	94	(D)	(D)	FF	89	(D)	(D)	FF	5	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	16	59 500	7 581	220	16	59 500	7 581	220		
5083	Farm and garden machinery and equipment -----	14	24 392	2 734	119	14	24 392	2 734	119		
5084	Industrial machinery and equipment -----	40	33 969	5 062	197	38	(D)	(D)	CC	2	(D)
5085	Industrial supplies -----	18	(D)	(D)	CC	16	(D)	(D)	CC	2	(D)
5087	Service establishment equipment and supplies -----	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	3	(D)	(D)	BB	3	(D)	(D)	BB		
509	Miscellaneous durable goods -----	65	101 571	9 210	379	56	82 748	8 695	355	9	18 823
5091	Sporting and recreational goods and supplies -----	21	44 393	4 078	142	17	(D)	(D)	CC	4	(D)
5092	Toys and hobby goods and supplies -----	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
5093	Scrap and waste materials -----	18	(D)	(D)	CC	17	(D)	(D)	CC	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	1	(D)	(D)	AA	1	(D)	(D)	AA		
5099	Durable goods, n.e.c. -----	23	(D)	(D)	BB	20	15 400	1 295	66	3	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>211</b>	<b>972 788</b>	<b>78 734</b>	<b>2 518</b>	<b>180</b>	<b>(D)</b>	<b>(D)</b>	<b>GG</b>	<b>31</b>	<b>(D)</b>
511	Paper and paper products -----	38	70 425	7 574	214	32	64 702	7 401	209	6	5 723
5111	Printing and writing paper -----	7	46 579	4 539	69	7	46 579	4 539	69		
5112	Stationery and office supplies -----	20	14 012	2 037	96	17	(D)	(D)	BB	3	(D)
5113	Industrial and personal service paper -----	11	9 834	998	49	8	(D)	(D)	BB	3	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	4	(D)	(D)	BB	4	(D)	(D)	BB		
5122	Drugs, drug proprietaries, and druggists' sundries -----	4	(D)	(D)	BB	4	(D)	(D)	BB		
513	Apparel, piece goods, and notions -----	26	(D)	(D)	CC	23	(D)	(D)	CC	3	(D)
5131	Piece goods, notions, and other dry goods -----	6	(D)	(D)	BB	6	(D)	(D)	BB		
5136	Men's and boys' clothing and furnishings -----	7	(D)	(D)	BB	7	(D)	(D)	BB		
5137	Women's, children's, and infants' clothing and accessories -----	10	(D)	(D)	BB	8	(D)	(D)	BB	2	(D)
5139	Footwear -----	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
514	Groceries and related products -----	44	(D)	(D)	FF	35	(D)	(D)	FF	9	(D)
5141	Groceries, general line -----	5	(D)	(D)	EE	5	(D)	(D)	EE		
5142	Packaged frozen foods -----	1	(D)	(D)	AA	1	(D)	(D)	AA		
5143	Dairy products, except dried or canned -----	6	18 551	1 142	34	5	(D)	(D)	BB	1	(D)
5144	Poultry and poultry products -----	2	(D)	(D)	BB	2	(D)	(D)	BB		
5145	Confectionery -----	2	(D)	(D)	AA	2	(D)	(D)	AA		

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

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

SIC code	Kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)
<b>Wholesale trade —Con.</b>										
<b>51</b>	<b>Nondurable goods —Con.</b>									
514	Groceries and related products —Con.									
5146	Fish and seafoods .....	5	(D)	(D)	AA	5	(D)	(D)	AA	—
5147	Meats and meat products .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—
5148	Fresh fruits and vegetables .....	3	(D)	(D)	BB	3	(D)	(D)	BB	—
5149	Groceries and related products, n.e.c. ....	18	176 644	12 499	399	10	132 920	7 284	235	8 43 724
515	Farm-product raw materials .....	3	2 766	270	9	3	2 766	270	9	—
5153	Grain and field beans .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—
5154	Livestock .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—
5159	Farm-product raw materials, n.e.c. ....	1	(D)	(D)	AA	1	(D)	(D)	AA	—
516	Chemicals and allied products .....	17	20 431	2 567	108	15	(D)	(D)	CC	2 (D)
5162	Plastics materials and basic forms and shapes ...	2	(D)	(D)	AA	2	(D)	(D)	AA	—
5169	Chemicals and allied products, n.e.c. ....	15	(D)	(D)	CC	13	(D)	(D)	BB	2 (D)
517	Petroleum and petroleum products .....	27	143 970	8 140	305	26	(D)	(D)	EE	1 (D)
5171	Petroleum bulk stations and terminals .....	21	(D)	(D)	EE	21	(D)	(D)	EE	—
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	6	(D)	(D)	AA	5	(D)	(D)	AA	1 (D)
518	Beer, wine, and distilled alcoholic beverages .....	9	(D)	(D)	EE	7	95 367	9 177	266	2 (D)
5181	Beer and ale .....	7	95 367	9 177	266	7	95 367	9 177	266	—
5182	Wine and distilled alcoholic beverages .....	2	(D)	(D)	BB	—	—	—	—	2 (D)
519	Miscellaneous nondurable goods .....	43	163 903	11 804	531	35	(D)	(D)	EE	8 (D)
5191	Farm supplies .....	9	(D)	(D)	BB	8	7 731	811	40	1 (D)
5192	Books, periodicals, and newspapers .....	13	112 955	7 057	307	9	(D)	(D)	CC	4 (D)
5193	Flowers, nursery stock, and florists' supplies .....	3	(D)	(D)	BB	2	(D)	(D)	BB	1 (D)
5194	Tobacco and tobacco products .....	3	(D)	(D)	BB	3	(D)	(D)	BB	—
5198	Paints, varnishes, and supplies .....	—	—	—	—	—	—	—	—	—
5199	Nondurable goods, n.e.c. ....	15	(D)	(D)	BB	13	(D)	(D)	BB	2 (D)

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

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

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>New Hampshire</b> .....	<b>(X)</b>	<b>8 152 393</b>	<b>8 152 393</b>	<b>100.0</b>	<b>New Hampshire —Con.</b>				
Manchester .....	1	1 141 927	1 141 927	14.0	Dover .....	13	97 702	5 346 431	65.6
Nashua .....	2	918 251	2 060 178	25.3	Hampton town .....	14	91 012	5 437 443	66.7
Portsmouth .....	3	681 696	2 741 874	33.6	Exeter town .....	15	81 306	5 518 749	67.7
Bedford town .....	4	460 016	3 201 890	39.3	Derry town .....	16	67 895	5 586 644	68.5
Salem town .....	5	432 902	3 634 792	44.6	Milford town .....	17	63 523	5 650 167	69.3
Hudson town .....	6	321 319	3 956 111	48.5	Laconia .....	18	57 701	5 707 868	70.0
Concord .....	7	296 215	4 252 326	52.2	Somersworth .....	19	36 823	5 744 691	70.5
Londonderry town .....	8	241 540	4 493 866	55.1	Claremont .....	20	36 554	5 781 245	70.9
Merrimack town .....	9	226 787	4 720 653	57.9	Berlin .....	21	28 241	5 809 486	71.3
Keene .....	10	221 937	4 942 590	60.6	Goffstown town .....	22	17 869	5 827 355	71.5
Lebanon .....	11	195 186	5 137 776	63.0	Franklin .....	23	7 827	5 835 182	71.6
Rochester .....	12	110 953	5 248 729	64.4	Durham town .....	24	759	5 835 941	71.6

<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>New Hampshire -----</b>	<b>(X)</b>	<b>8 152 393</b>	<b>8 152 393</b>	<b>100.0</b>	<b>New Hampshire —Con.</b>				
Hillsborough -----	1	3 666 918	3 666 918	45.0	Strafford -----	6	266 983	7 734 435	94.9
Rockingham -----	2	2 459 590	6 126 508	75.1	Belknap -----	7	135 930	7 870 365	96.5
Merrimack -----	3	619 016	6 745 524	82.7	Carroll -----	8	107 616	7 977 981	97.9
Cheshire -----	4	421 280	7 166 804	87.9	Sullivan -----	9	88 404	8 066 385	98.9
Grafton -----	5	300 648	7 467 452	91.6	Coos -----	10	86 008	8 152 393	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)

### NEW HAMPSHIRE

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

#### **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

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

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

Boston, MA-NH PMSA—Con.

Middlesex County, MA (part)—Con.

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

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

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

Boston, MA-NH PMSA—Con.

Norfolk County, MA (part)—Con.

- 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
- 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

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

Boston, MA-NH PMSA—Con.

Worcester County, MA (part)—Con.

- 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
- 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

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

Lawrence, MA-NH PMSA—Con.

Rockingham County, NH (part)—Con.

- 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

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

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

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
- 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



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

- Worcester County, MA (part)—Con.
- 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

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

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

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

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

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

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

**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>3.2</b>	<b>3.8</b>		<b>Wholesale trade —Con.</b>		
<b>50</b>	<b>Durable goods</b> -----	<b>4.7</b>	<b>5.8</b>	<b>50</b>	<b>Durable goods —Con.</b>		
				509	Miscellaneous durable goods -----	3.4	5.5
				5091	Sporting and recreational goods and supplies -----	1.2	2.6
				5092	Toys and hobby goods and supplies -----	3.3	4.2
501	Motor vehicles and motor vehicle parts and supplies -----	2.6	7.0	5093	Scrap and waste materials -----	3.3	10.7
5012	Automobiles and other motor vehicles -----	2.3	9.1	5094	Jewelry, watches, precious stones, and precious metals -----	20.7	3.7
5013	Motor vehicle supplies and new parts -----	2.8	.7	5099	Durable goods, n.e.c. -----	6.6	8.6
5014	Tires and tubes -----	.3	28.0				
5015	Motor vehicle parts, used -----	14.2	1.2	<b>51</b>	<b>Nondurable goods</b> -----	<b>1.7</b>	<b>1.8</b>
				511	Paper and paper products -----	1.2	1.8
502	Furniture and homefurnishings -----	6.0	4.5	5111	Printing and writing paper -----	—	—
5021	Furniture -----	2.1	5.0	5112	Stationery and office supplies -----	1.4	1.8
5023	Homefurnishings -----	9.5	4.1	5113	Industrial and personal service paper -----	1.9	5.5
				512	Drugs, drug proprietaries, and druggists' sundries -----	—	5.4
503	Lumber and other construction materials -----	1.5	7.6	5122	Drugs, drug proprietaries, and druggists' sundries -----	—	5.4
5031	Lumber, plywood, millwork, and wood panels -----	1.1	6.9	513	Apparel, piece goods, and notions -----	.8	.8
5032	Brick, stone, and related construction materials -----	1.7	17.5	5131	Piece goods, notions, and other dry goods -----	2.2	3.3
5033	Roofing, siding, and insulation materials -----	—	10.1	5136	Men's and boys' clothing and furnishings -----	4.9	—
5039	Construction materials, n.e.c. -----	11.9	4.6	5137	Women's, children's, and infants' clothing and accessories -----	.7	5.1
				5139	Footwear -----	.1	—
504	Professional and commercial equipment and supplies -----	12.2	3.3	514	Groceries and related products -----	1.8	1.6
5043	Photographic equipment and supplies -----	(D)	(D)	5141	Groceries, general line -----	.4	—
5044	Office equipment -----	10.6	6.3	5142	Packaged frozen foods -----	24.6	—
5045	Computers and computer peripheral equipment and software -----	13.4	3.3	5143	Dairy products, except dried or canned -----	—	16.8
5046	Commercial equipment, n.e.c. -----	(D)	(D)	5144	Poultry and poultry products -----	.9	—
5047	Medical, dental, and hospital equipment and supplies -----	14.8	.8	5145	Confectionery -----	.4	.1
5048	Ophthalmic goods -----	—	—	5146	Fish and seafoods -----	19.1	1.6
5049	Professional equipment and supplies, n.e.c. -----	—	—	5147	Meats and meat products -----	—	5.9
				5148	Fresh fruits and vegetables -----	2.7	2.0
505	Metals and minerals, except petroleum -----	1.7	1.1	5149	Groceries and related products, n.e.c. -----	.6	1.6
5051	Metals service centers and offices -----	(D)	(D)				
5052	Coal and other minerals and ores -----	(D)	(D)	515	Farm-product raw materials -----	—	—
				5153	Grain and field beans -----	(D)	(D)
506	Electrical goods -----	2.3	8.8	5154	Livestock -----	(D)	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	2.4	7.7	5159	Farm-product raw materials, n.e.c. -----	(D)	(D)
5064	Electrical appliances, television and radio sets -----	(D)	(D)				
5065	Electronic parts and equipment, n.e.c. -----	(D)	(D)	516	Chemicals and allied products -----	.6	2.5
				5162	Plastics materials and basic forms and shapes -----	2.5	5.2
507	Hardware, and plumbing and heating equipment and supplies -----	1.0	4.8	5169	Chemicals and allied products, n.e.c. -----	.3	2.0
5072	Hardware -----	1.3	8.1				
5074	Plumbing and heating equipment and supplies (hydronics) -----	.6	1.3	517	Petroleum and petroleum products -----	.2	1.0
5075	Warm air heating and air-conditioning equipment and supplies -----	(D)	(D)	5171	Petroleum bulk stations and terminals -----	.3	.9
5078	Refrigeration equipment and supplies -----	(D)	(D)	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	—	1.0
				518	Beer, wine, and distilled alcoholic beverages -----	6.7	—
508	Machinery, equipment, and supplies -----	7.0	4.4	5181	Beer and ale -----	(D)	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	9.6	8.7	5182	Wine and distilled alcoholic beverages -----	(D)	(D)
5083	Farm and garden machinery and equipment -----	15.1	3.4				
5084	Industrial machinery and equipment -----	12.7	5.4	519	Miscellaneous nondurable goods -----	2.7	5.3
5085	Industrial supplies -----	2.1	3.6	5191	Farm supplies -----	5.5	10.5
5087	Service establishment equipment and supplies -----	1.3	3.4	5192	Books, periodicals, and newspapers -----	.4	6.4
5088	Transportation equipment and supplies, except motor vehicles -----	—	—	5193	Flowers, nursery stock, and florists' supplies -----	23.6	24.2
				5194	Tobacco and tobacco products -----	—	1.2
				5198	Paints, varnishes, and supplies -----	(D)	(D)
				5199	Nondurable goods, n.e.c. -----	(D)	(D)

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

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

## Appendix F. Geographic Notes

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### **NEW HAMPSHIRE**

There are no geographic notes for the State of New Hampshire.

# 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>2 104</b>	<b>1 966</b>	<b>1 980</b>	<b>1 855</b>
<b>50</b>	<b>Durable goods</b> .....	<b>1 514</b>	<b>1 400</b>	<b>1 419</b>	<b>1 315</b>
501	Motor vehicles and automotive parts and supplies .....	251	226	245	220
5012	Automobiles and other motor vehicles .....	38	45	36	43
5013	Motor vehicle supplies and new parts .....	156	131	154	128
5014	Tires and tubes .....	31	20	30	20
5015	Motor vehicle parts, used .....	26	30	25	29
502	Furniture and homefurnishings .....	62	45	60	42
5021	Furniture .....	32	26	31	25
5023	Homefurnishings .....	30	19	29	17
503	Lumber and other construction materials .....	108	125	100	118
5031	Lumber, plywood, millwork, and wood panels .....	49	51	46	46
5032	Brick, stone, and related construction materials .....	25	30	23	29
5033	Roofing, siding, and insulation materials .....	16	14	15	13
5039	Construction materials, n.e.c. ....	18	30	16	30
504	Professional and commercial equipment and supplies .....	256	224	235	200
5043	Photographic equipment and supplies .....	4	8	3	7
5044	Office equipment .....	42	71	40	61
5045	Computers and computer peripheral equipment and software .....	134	82	120	76
5046	Commercial equipment, n.e.c. ....	19	18	18	18
5047	Medical, dental, and hospital equipment and supplies .....	41	35	38	30
5048	Ophthalmic goods .....	4	2	4	2
5049	Professional equipment and supplies, n.e.c. ....	12	8	12	6
505	Metals and minerals, except petroleum .....	32	27	31	26
5051	Metals service centers and offices .....	31	27	30	26
5052	Coal and other minerals and ores .....	1	—	1	—
506	Electrical goods .....	232	190	212	184
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	110	88	99	87
5064	Electrical appliances, television and radio sets .....	6	10	4	10
5065	Electronic parts and equipment, n.e.c. ....	116	92	109	87
507	Hardware, and plumbing and heating equipment and supplies .....	128	127	120	124
5072	Hardware .....	31	36	29	35
5074	Plumbing and heating equipment and supplies (hydronics) .....	73	67	67	66
5075	Warm air heating and air-conditioning equipment and supplies .....	19	18	19	17
5078	Refrigeration equipment and supplies .....	5	6	5	6
508	Machinery, equipment, and supplies .....	300	289	282	268
5082	Construction and mining (except petroleum) machinery and equipment .....	31	34	29	33
5083	Farm and garden machinery and equipment .....	23	30	21	28
5084	Industrial machinery and equipment .....	144	126	136	114
5085	Industrial supplies .....	63	65	60	62
5087	Service establishment equipment and supplies .....	30	29	27	27
5088	Transportation equipment and supplies, except motor vehicles .....	9	5	9	4
509	Miscellaneous durable goods .....	145	147	134	133
5091	Sporting and recreational goods and supplies .....	45	39	42	36
5092	Toys and hobby goods and supplies .....	12	13	12	10
5093	Scrap and waste materials .....	34	34	30	32
5094	Jewelry, watches, precious stones, and precious metals .....	12	15	12	15
5099	Durable goods, n.e.c. ....	42	46	38	40
<b>51</b>	<b>Nondurable goods</b> .....	<b>590</b>	<b>566</b>	<b>561</b>	<b>540</b>
511	Paper and paper products .....	101	77	98	76
5111	Printing and writing paper .....	13	10	13	10
5112	Stationery and office supplies .....	65	42	65	41
5113	Industrial and personal service paper .....	23	25	20	25
512	Drugs, drug proprietaries, and druggists sundries .....	11	6	10	5
5122	Drugs, drug proprietaries, and druggists sundries .....	11	6	10	5
513	Apparel, piece goods, and notions .....	56	48	53	45
5131	Piece goods, notions, and other dry goods .....	11	13	10	12
5136	Men's and boys' clothing and furnishings .....	18	10	17	10
5137	Women's, children's, and infants' clothing and accessories .....	14	14	14	13
5139	Footwear .....	13	11	12	10

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 .....	159	170	151	162
5141	Groceries, general line .....	16	20	16	19
5142	Packaged frozen foods .....	7	7	7	6
5143	Dairy products, except dried or canned .....	15	15	12	15
5144	Poultry and poultry products .....	9	9	9	9
5145	Confectionery .....	8	12	8	12
5146	Fish and seafoods .....	19	16	17	14
5147	Meats and meat products .....	10	8	9	8
5148	Fresh fruits and vegetables .....	11	20	11	19
5149	Groceries and related products, n.e.c. ....	64	63	62	60
515	Farm-product raw materials .....	3	3	3	3
5153	Grain and field beans .....	1	3	1	3
5154	Livestock .....	1	—	1	—
5159	Farm-product raw materials, n.e.c. ....	1	—	1	—
516	Chemicals and allied products .....	65	58	61	55
5162	Plastics materials and basic forms and shapes .....	12	14	10	13
5169	Chemicals and allied products, n.e.c. ....	53	44	51	42
517	Petroleum and petroleum products .....	51	49	49	46
5171	Petroleum bulk stations and terminals .....	35	30	34	27
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	16	19	15	19
518	Beer, wine, and distilled alcoholic beverages .....	21	25	21	22
5181	Beer and ale .....	12	12	12	11
5182	Wine and distilled alcoholic beverages .....	9	13	9	11
519	Miscellaneous nondurable goods .....	123	130	115	126
5191	Farm supplies .....	23	35	22	33
5192	Books, periodicals, and newspapers .....	30	21	29	20
5193	Flowers, nursery stock, and florists' supplies .....	13	12	12	12
5194	Tobacco and tobacco products .....	5	7	4	7
5198	Paints, varnishes and supplies .....	6	4	5	4
5199	Nondurable goods, n.e.c. ....	46	51	43	50

# 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.