

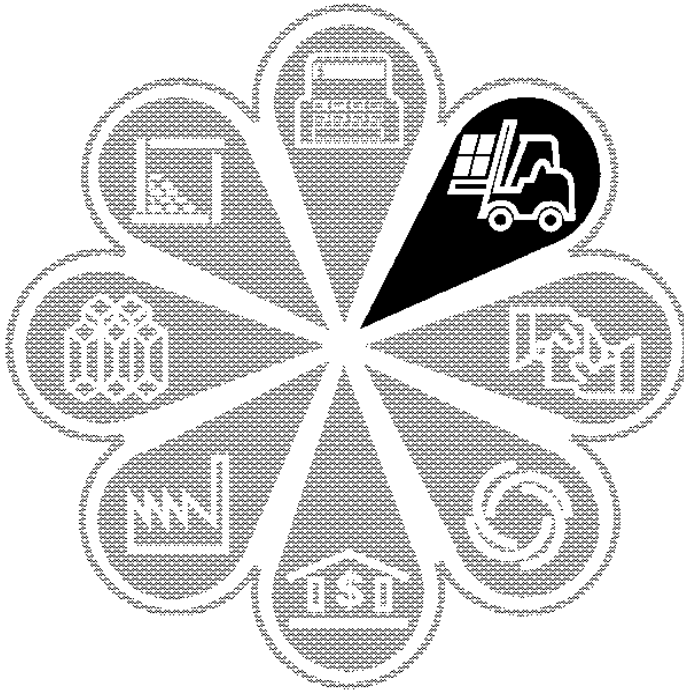
1992

Census of Wholesale Trade

WC92-A-46

GEOGRAPHIC AREA SERIES

Vermont



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

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Introduction to the Economic Census

PURPOSES AND USES OF THE ECONOMIC CENSUS

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

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

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

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

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

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

AUTHORITY AND SCOPE

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

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

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

AVAILABILITY OF THE DATA

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

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

WHAT'S NEW IN 1992

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

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

HISTORICAL INFORMATION

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

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

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

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

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

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

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

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

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

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

SOURCES FOR MORE INFORMATION

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

Census of Wholesale Trade

GENERAL

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

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

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

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

CENSUS DISCLOSURE RULES

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

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

GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget (OMB) as of June 30, 1993. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000² and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the OMB as of June 30, 1993. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.² Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan areas (MA's).
6. Each county or county equivalent.³ Counties are the primary divisions of States, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their States. These places are treated as counties and as places.
7. Each consolidated city.³ Consolidated cities are consolidated governments which consists of separately incorporated municipalities.
8. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.^{2 3}

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

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

³Those defined as of January 1, 1992.

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

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

DOLLAR VALUES

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

RELIABILITY OF DATA

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

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

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

SPECIAL TABULATIONS

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

⁴According to 1990 Census of Population or subsequent special census.

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

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

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

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication:

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

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

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

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

Information shown in tables	Table									
	1	2	3	4	5	6	7	8	9	10
GEOGRAPHIC AREAS										
The State	X	X	X						X	X
Metropolitan Areas (MA's) in the State.....							X			
Area of the State not in any MA								X		
Counties in the State				X						X
Places in the State				² X	¹ X	¹ X			² X	
DATA ITEMS³										
Establishments.....	X		X	⁴ X	⁴ X	⁴ X	⁴ X	⁴ X		
Sales	X		X	⁴ X	⁴ X	⁴ X	⁴ X	⁴ X	X	X
Annual payroll	X		X	⁴ X	⁴ X	⁴ X	⁴ X	⁴ X		
First-quarter payroll.....	X									
Paid employees for pay period including March 12, 1992	X		X	⁵ X	⁵ X	⁵ X	⁵ X	⁵ X		
Inventories	X									
Operating expenses	X									
Sales per establishment.....		X								
Sales per employee		X								
Annual payroll per employee.....		X								
Annual payroll as a percent of operating expenses.....		X								
Employees per establishment.....		X								
Operating expenses as a percent of sales		X								
End-of-year inventories as a percent of sales....		X								
1987 to 1992 comparative statistics (sales, payroll, etc.).....			X							
Counties ranked by volume of sales										X
Places ranked by volume of sales.....									² X	

¹Includes areas with 200 wholesale establishments or more.

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

³See Explanation of Terms, appendix A.

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

⁵Presented for total and merchant wholesalers only.

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

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

¹Establishments and firms.

²Merchant wholesalers only.

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

⁴Available on CD ROM only.

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

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Vermont

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Publication Program..... Inside back cover

-- Not applicable for this report.

Summary of Findings

Vermont had 1,112 wholesale establishments in 1992 with \$4.5 billion in sales. This represents a 12.8 percent increase in wholesale establishments and a 59.7 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 92.2 percent or 1,025 of the total establishments and 88.0 percent or \$4.0 billion of the total sales in 1992 compared with 91.3 percent of the establishments and 92.0 percent of the sales in 1987. Manufacturers' sales branches and offices with 45 establishments and \$440.6 million in sales and agents, brokers, and commission merchants with 42 establishments and \$104.4 million in sales made up the rest of the wholesale trade total in 1992.

Sporting and recreational goods and supplies wholesalers were the largest group of wholesalers by kind of business in terms of sales with \$262.1 million followed by petroleum bulk stations and terminals with \$217.1 million and industrial machinery and equipment wholesalers with \$203.2 million. Out of 69 kind of business groups, these three accounted for 15.1 percent of the total sales in the State.

Annual payroll for all wholesalers in the State was up from \$205.1 million in 1987 to \$306.9 million in 1992. Merchant wholesalers had annual payroll of \$271.6 million in 1992 while manufacturers' sales branches and offices

recorded \$31.4 million and agents, brokers, and commission merchants had \$3.9 million.

Employment by all wholesalers in Vermont as of mid-March 1992 was 11,353, an increase of 10.5 percent since 1987. Merchant wholesalers with 10,358 employees accounted for 91.2 percent of the total wholesale employment in 1992 compared with 93.3 percent in 1987.

Inventories of \$394.6 million were held at wholesale establishments in the State at the end of 1992. Merchant wholesalers held 95.7 percent of these inventories while manufacturers' sales branches and sales offices held 4.3 percent and agent, brokers, and commission merchants held .0 percent. Inventories of all wholesalers increased during 1992 by 17.9 percent while those of merchant wholesalers increased 18.6 percent.

Payroll per employee in the State averaged \$27.0 thousand for all wholesalers in 1992, an increase of 35.4 percent since 1987. Merchant wholesalers averaged \$26.2 thousand per employee while manufacturers' sales branches and offices was \$38.7 thousand and agents, brokers, and commission merchants were \$21.4 thousand in 1992.

Annual payroll as a percent of operating expenses for all wholesalers increased from 45.3 percent in 1987 to 46.6 percent in 1992. The ratio for merchant wholesalers was 45.8 percent; for manufacturers' sales branches and offices it was 54.8 percent; and for agents, brokers and commission merchants it was 45.5 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)

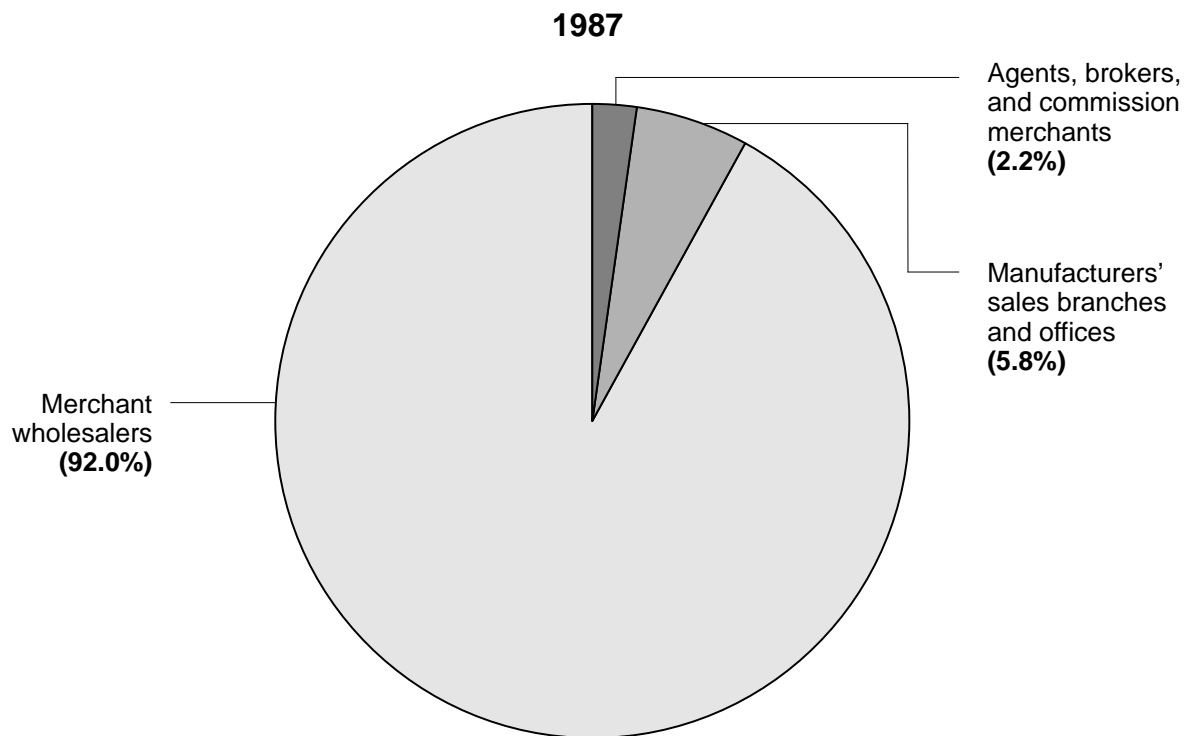
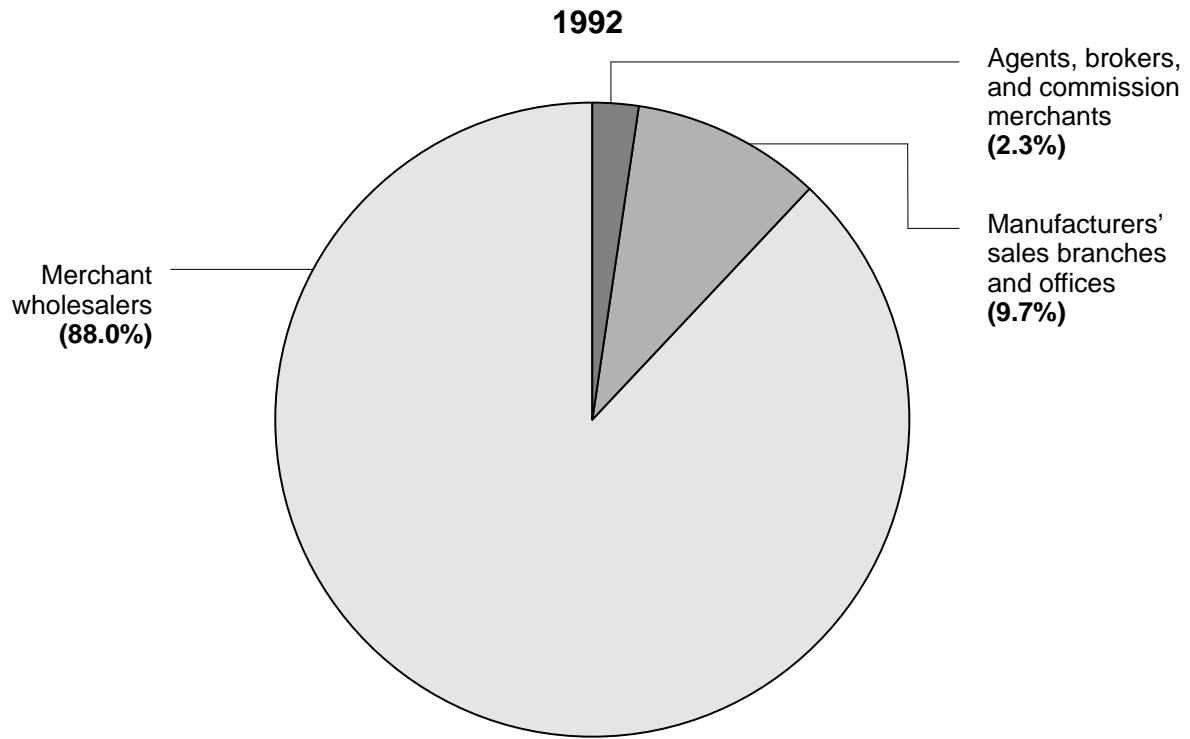




Figure 2. **Wholesale Sales by Industry Group: 1992 and 1987**
 (Millions of dollars. For meaning of abbreviations and symbols, see introductory text)

1992 
 1987 

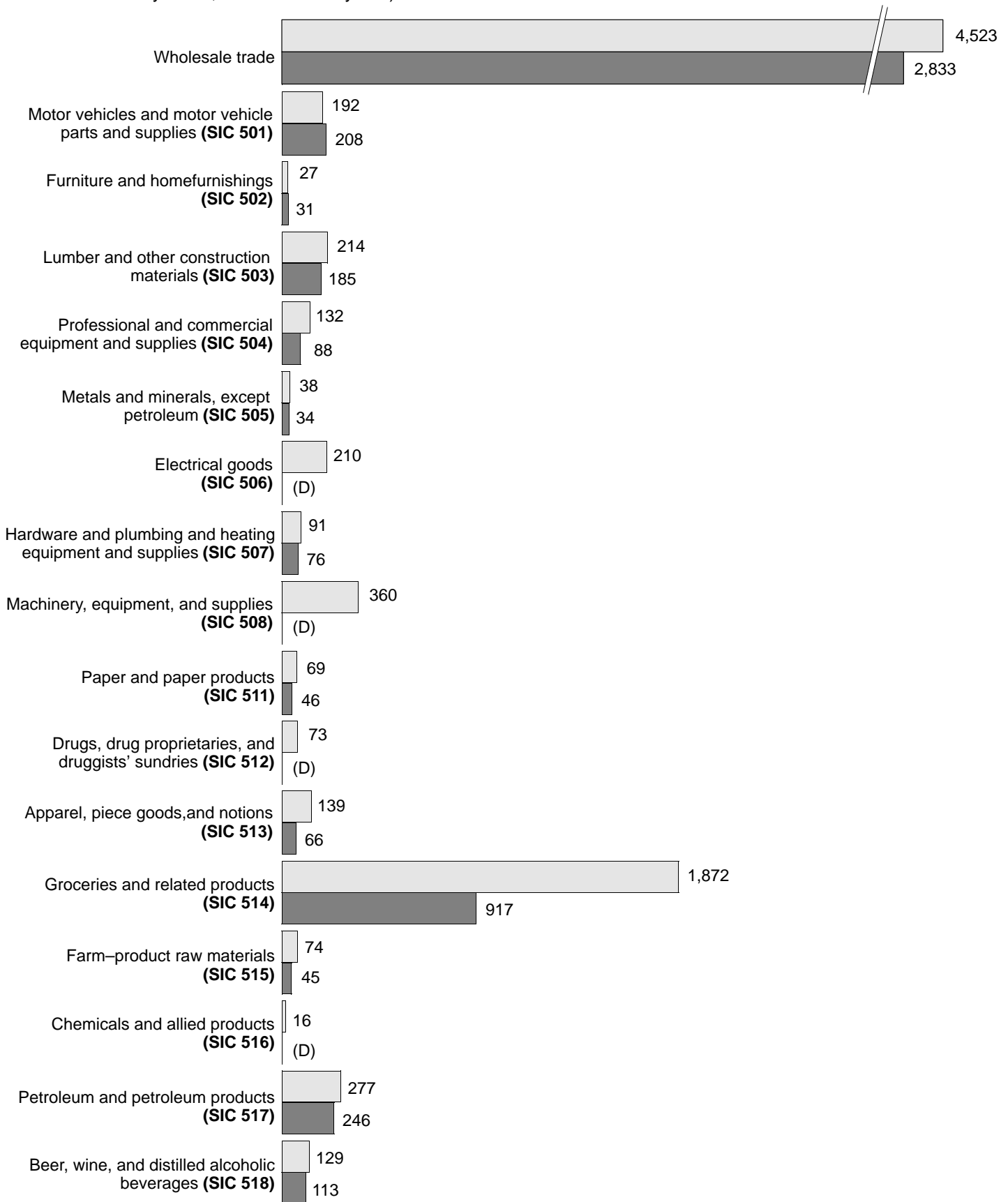




Figure 3. **Wholesale Employment by Industry Group: 1992 and 1987**
 (Number. For meaning of abbreviations and symbols, see introductory text)

1992 
 1987 

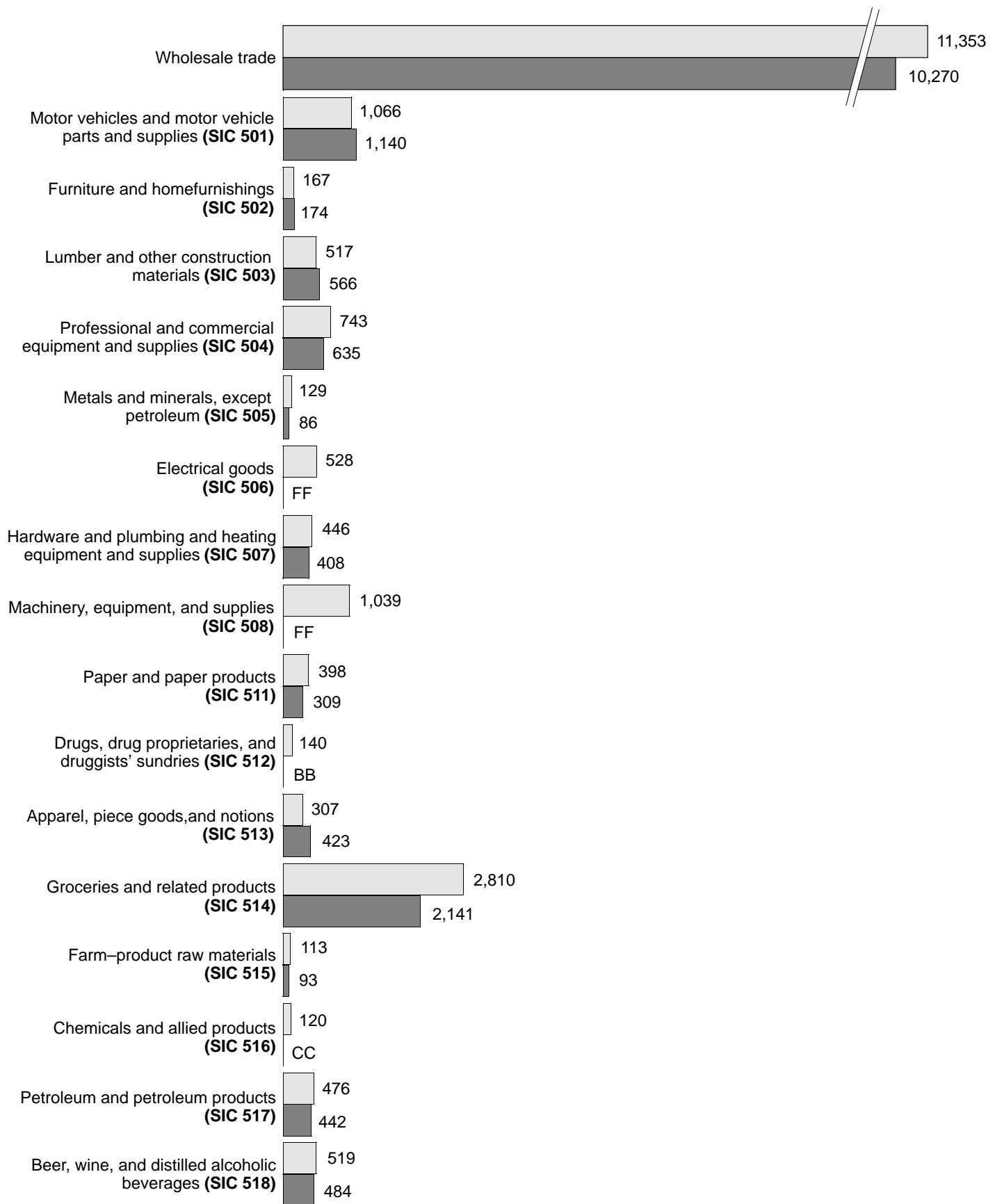




Table 1. Summary Statistics for the State: 1992

[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)
	Wholesale trade -----	1 112	4 523 215	306 913	67 443	11 353	658 534	334 607	394 636
	TYPES OF OPERATION								
	Merchant wholesalers -----	1 025	3 978 193	271 583	59 110	10 358	592 569	318 434	377 653
	Wholesale distributors and jobbers -----	954	3 367 842	240 895	52 275	9 502	497 930	256 742	305 271
	Importers -----	51	392 809	25 951	5 683	715	83 688	56 800	66 508
	Exporters -----	13	(D)	(D)	(D)	BB	(D)	(D)	(D)
	Terminal grain elevators -----	--	--	--	--	--	--	--	--
	Country grain elevators -----	--	--	--	--	--	--	--	--
	Assemblers of farm products, except country grain elevators -----	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
	Manufacturers' sales branches and sales offices -----	45	440 599	31 397	7 383	811	57 320	16 134	16 869
	Sales branches (with stock) -----	32	(D)	(D)	(D)	FF	(D)	(D)	(D)
	Sales offices (without stock) -----	13	(D)	(D)	(D)	CC	(D)	(D)	(D)
	Agents, brokers, and commission merchants -----	42	104 423	3 933	950	184	8 645	39	114
	Auction companies -----	4	13 781	513	113	35	823	--	--
	Brokers -----	7	22 797	460	99	15	843	39	39
	Commission merchants -----	7	10 633	527	116	25	1 865	--	--
	Import agents -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
	Export agents -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
	Manufacturers' agents -----	19	51 909	2 258	584	100	4 439	--	75
	TYPES OF OPERATION BY KIND OF BUSINESS								
	Wholesale trade -----	1 112	4 523 215	306 913	67 443	11 353	658 534	334 607	394 636
50	Durable goods -----	723	1 578 143	148 556	34 436	5 369	303 171	194 007	200 665
501	Motor vehicles and motor vehicle parts and supplies -----	149	192 476	24 118	5 482	1 066	48 058	33 523	36 294
5012	Automobiles and other motor vehicles -----	20	66 811	5 953	1 326	234	12 718	9 969	10 212
5013	Motor vehicle supplies and new parts -----	101	99 747	14 680	3 383	669	28 057	20 374	22 067
5014	Tires and tubes -----	14	(D)	(D)	(D)	BB	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	14	(D)	(D)	(D)	BB	(D)	(D)	(D)
502	Furniture and home furnishings -----	29	26 523	3 623	854	167	7 157	2 887	2 620
5021	Furniture -----	16	18 607	2 168	512	94	4 140	1 703	1 388
5023	Home furnishings -----	13	7 916	1 455	342	73	3 017	1 184	1 232
503	Lumber and other construction materials -----	70	213 540	15 641	3 244	517	31 407	16 895	18 659
5031	Lumber, plywood, millwork, and wood panels -----	34	172 447	10 804	2 316	342	20 783	12 590	14 262
5032	Brick, stone, and related construction materials -----	21	17 584	2 148	405	88	4 514	2 374	2 142
5033	Roofing, siding, and insulation materials -----	5	9 482	860	190	37	1 971	1 161	1 371
5039	Construction materials, n.e.c. -----	10	14 027	1 829	333	50	4 139	770	884
504	Professional and commercial equipment and supplies -----	85	132 158	21 745	5 385	743	39 091	8 762	9 820
5043	Photographic equipment and supplies -----	4	3 172	259	73	12	502	559	500
5044	Office equipment -----	13	7 738	1 673	408	74	2 664	1 192	1 203
5045	Computers and computer peripheral equipment and software -----	34	90 567	15 967	4 009	509	28 582	5 880	6 682
5046	Commercial equipment, n.e.c. -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	15	21 142	2 239	521	78	4 190	411	507
5048	Ophthalmic goods -----	6	3 031	826	237	42	1 404	272	214
5049	Professional equipment and supplies, n.e.c. -----	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	18	38 227	2 868	690	129	7 361	2 479	2 847
5051	Metals service centers and offices -----	17	(D)	(D)	(D)	CC	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
506	Electrical goods -----	72	210 223	18 649	4 485	528	34 674	16 967	18 146
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	44	102 892	10 251	2 516	334	19 316	12 397	13 439
5064	Electrical appliances, television and radio sets -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	25	(D)	(D)	(D)	CC	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	65	91 259	10 539	2 772	446	20 735	16 131	13 966
5072	Hardware -----	16	(D)	(D)	(D)	BB	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	36	68 371	7 699	2 130	321	14 338	12 280	11 097
5075	Warm air heating and air-conditioning equipment and supplies -----	9	7 651	662	128	29	1 862	1 596	1 272
5078	Refrigeration equipment and supplies -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	146	359 761	31 618	7 243	1 039	56 632	57 373	56 822
5082	Construction and mining (except petroleum) machinery and equipment -----	13	43 461	4 110	969	149	8 296	16 543	15 334
5083	Farm and garden machinery and equipment -----	43	(D)	(D)	(D)	EE	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	44	203 186	14 602	3 354	338	23 755	16 813	18 892
5085	Industrial supplies -----	24	31 877	4 408	952	162	8 202	2 729	3 342
5087	Service establishment equipment and supplies -----	13	(D)	(D)	(D)	BB	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
509	Miscellaneous durable goods -----	89	313 976	19 755	4 281	734	58 056	38 990	41 491
5091	Sporting and recreational goods and supplies -----	25	262 073	13 446	2 867	395	44 099	33 035	34 875
5092	Toys and hobby goods and supplies -----	3	1 573	249	48	11	682	339	383
5093	Scrap and waste materials -----	22	18 686	1 410	353	100	3 285	889	1 484
5094	Jewelry, watches, precious stones, and precious metals -----	13	7 315	773	167	41	1 941	1 081	1 520
5099	Durable goods, n.e.c. -----	26	24 329	3 877	846	187	8 049	3 646	3 229

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

VERMONT VT-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)
TYPES OF OPERATION BY KIND OF BUSINESS — Con.									
Wholesale trade — Con.									
51	Nondurable goods -----	389	2 945 072	158 357	33 007	5 984	355 363	140 600	193 971
511	Paper and paper products -----	43	69 459	9 063	2 182	398	19 211	6 005	6 564
5111	Printing and writing paper -----	4	11 083	568	144	22	1 680	275	287
5112	Stationery and office supplies -----	31	42 733	6 378	1 623	295	13 236	4 008	4 517
5113	Industrial and personal service paper -----	8	15 643	2 117	415	81	4 295	1 722	1 760
512	Drugs, drug proprietaries, and druggists' sundries -----	9	73 381	4 602	892	140	10 277	4 344	4 541
5122	Drugs, drug proprietaries, and druggists' sundries -----	9	73 381	4 602	892	140	10 277	4 344	4 541
513	Apparel, piece goods, and notions -----	39	139 049	8 268	1 685	307	28 763	6 405	14 846
5131	Piece goods, notions, and other dry goods -----	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	19	96 338	3 738	663	111	18 124	2 530	9 223
5137	Women's, children's, and infants' clothing and accessories -----	12	26 143	2 774	620	127	6 525	2 260	3 333
5139	Footwear -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products -----	116	1 872 338	83 484	15 985	2 810	181 960	77 621	119 780
5141	Groceries, general line -----	12	(D)	(D)	(D)	GG	(D)	(D)	(D)
5142	Packaged frozen foods -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5143	Dairy products, except dried or canned -----	12	200 728	6 084	1 489	248	13 622	2 373	2 191
5144	Poultry and poultry products -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5145	Confectionery -----	5	25 363	1 259	235	39	3 360	3 262	3 608
5146	Fish and seafoods -----	6	7 154	821	197	53	1 703	247	180
5147	Meats and meat products -----	13	88 954	8 052	1 960	338	13 528	3 746	4 161
5148	Fresh fruits and vegetables -----	6	14 124	1 354	273	67	3 153	98	137
5149	Groceries and related products, n.e.c. -----	57	(D)	(D)	(D)	FF	(D)	(D)	(D)
515	Farm-product raw materials -----	16	73 671	2 697	513	113	7 037	538	566
5153	Grain and field beans -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
5154	Livestock -----	11	(D)	(D)	(D)	BB	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
516	Chemicals and allied products -----	18	15 928	2 847	695	120	5 588	1 663	1 053
5162	Plastics materials and basic forms and shapes -----	2	(D)	(D)	(D)	BB	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	16	(D)	(D)	(D)	BB	(D)	(D)	(D)
517	Petroleum and petroleum products -----	19	276 591	9 858	2 358	476	25 904	9 030	9 240
5171	Petroleum bulk stations and terminals -----	14	217 106	7 976	1 907	404	18 535	8 158	8 423
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5	59 485	1 882	451	72	7 369	872	817
518	Beer, wine, and distilled alcoholic beverages -----	16	129 178	15 229	3 518	519	30 330	14 319	15 462
5181	Beer and ale -----	10	100 956	13 001	2 986	469	23 905	9 637	9 251
5182	Wine and distilled alcoholic beverages -----	6	28 222	2 228	532	50	6 425	4 682	6 211
519	Miscellaneous nondurable goods -----	113	295 477	22 309	5 179	1 101	46 293	20 675	21 919
5191	Farm supplies -----	51	108 548	9 345	2 050	425	18 771	9 026	8 587
5192	Books, periodicals, and newspapers -----	18	63 052	5 732	1 421	317	11 845	3 431	3 326
5193	Flowers, nursery stock, and florists' supplies -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
5194	Tobacco and tobacco products -----	6	93 169	4 101	1 001	211	7 588	5 395	5 346
5198	Paints, varnishes, and supplies -----	4	2 586	199	57	9	473	197	188
5199	Nondurable goods, n.e.c. -----	30	(D)	(D)	(D)	CC	(D)	(D)	(D)
Merchant wholesalers -----		1 025	3 978 193	271 583	59 110	10 358	592 569	318 434	377 653
50	Durable goods -----	678	1 252 454	126 597	29 216	4 916	267 096	187 090	192 680
501	Motor vehicles and motor vehicle parts and supplies -----	147	(D)	(D)	(D)	GG	(D)	(D)	(D)
5012	Automobiles and other motor vehicles -----	20	66 811	5 953	1 326	234	12 718	9 969	10 212
5013	Motor vehicle supplies and new parts -----	99	(D)	(D)	(D)	FF	(D)	(D)	(D)
5014	Tires and tubes -----	14	(D)	(D)	(D)	BB	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	14	(D)	(D)	(D)	BB	(D)	(D)	(D)
502	Furniture and homefurnishings -----	27	(D)	(D)	(D)	CC	(D)	(D)	(D)
5021	Furniture -----	14	(D)	(D)	(D)	BB	(D)	(D)	(D)
5023	Homefurnishings -----	13	7 916	1 455	342	73	3 017	1 184	1 232
503	Lumber and other construction materials -----	66	203 634	15 162	3 149	498	30 401	16 449	18 020
5031	Lumber, plywood, millwork, and wood panels -----	32	(D)	(D)	(D)	EE	(D)	(D)	(D)
5032	Brick, stone, and related construction materials -----	20	(D)	(D)	(D)	BB	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
5039	Construction materials, n.e.c. -----	10	14 027	1 829	333	50	4 139	770	884
504	Professional and commercial equipment and supplies -----	78	95 805	13 694	3 188	570	24 668	6 966	7 978
5043	Photographic equipment and supplies -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5044	Office equipment -----	13	7 738	1 673	408	74	2 664	1 192	1 203
5045	Computers and computer peripheral equipment and software -----	28	(D)	(D)	(D)	EE	(D)	(D)	(D)
5046	Commercial equipment, n.e.c. -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	15	21 142	2 239	521	78	4 190	411	507
5048	Ophthalmic goods -----	6	3 031	826	237	42	1 404	272	214
5049	Professional equipment and supplies, n.e.c. -----	9	(D)	(D)	(D)	BB	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	18	38 227	2 868	690	129	7 361	2 479	2 847
5051	Metals service centers and offices -----	17	(D)	(D)	(D)	CC	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
506	Electrical goods -----	61	127 671	14 074	3 458	452	27 043	15 641	16 567
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	39	(D)	(D)	(D)	EE	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	19	(D)	(D)	(D)	CC	(D)	(D)	(D)

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

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

SIC code	Type of operation and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
TYPES OF OPERATION BY KIND OF BUSINESS — Con.									
Merchant wholesalers — Con.									
50	Durable goods — Con.								
507	Hardware, and plumbing and heating equipment and supplies -----	64	(D)	(D)	(D)	EE	(D)	(D)	(D)
5072	Hardware -----	15	(D)	(D)	(D)	BB	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	36	68 371	7 699	2 130	321	14 338	12 280	11 097
5075	Warm air heating and air-conditioning equipment and supplies -----	9	7 651	662	128	29	1 862	1 596	1 272
5078	Refrigeration equipment and supplies -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	134	188 511	23 579	5 537	881	45 976	54 477	53 313
5082	Construction and mining (except petroleum) machinery and equipment -----	13	43 461	4 110	969	149	8 296	16 543	15 334
5083	Farm and garden machinery and equipment -----	41	(D)	(D)	(D)	EE	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	37	(D)	(D)	(D)	CC	(D)	(D)	(D)
5085	Industrial supplies -----	24	31 877	4 408	952	162	8 202	2 729	3 342
5087	Service establishment equipment and supplies -----	13	(D)	(D)	(D)	BB	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	6	2 543	222	45	12	540	281	268
509	Miscellaneous durable goods -----	83	(D)	(D)	(D)	FF	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies -----	22	249 044	13 209	2 815	389	42 819	33 035	34 875
5092	Toys and hobby goods and supplies -----	3	1 573	249	48	11	682	339	383
5093	Scrap and waste materials -----	21	(D)	(D)	(D)	BB	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	13	7 315	773	167	41	1 941	1 081	1 520
5099	Durable goods, n.e.c. -----	24	(D)	(D)	(D)	CC	(D)	(D)	(D)
51	Nondurable goods -----	347	2 725 739	144 986	29 894	5 442	325 473	131 344	184 973
511	Paper and paper products -----	37	59 558	8 197	1 964	374	16 865	5 484	6 002
5111	Printing and writing paper -----	4	11 083	568	144	22	1 680	275	287
5112	Stationery and office supplies -----	26	(D)	(D)	(D)	EE	(D)	(D)	(D)
5113	Industrial and personal service paper -----	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	8	(D)	(D)	(D)	CC	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	8	(D)	(D)	(D)	CC	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	39	139 049	8 268	1 685	307	28 763	6 405	14 846
5131	Piece goods, notions, and other dry goods -----	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	19	96 338	3 738	663	111	18 124	2 530	9 223
5137	Women's, children's, and infants' clothing and accessories -----	12	26 143	2 774	620	127	6 525	2 260	3 333
5139	Footwear -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products -----	104	1 788 577	75 760	14 208	2 530	164 255	74 732	117 681
5141	Groceries, general line -----	11	(D)	(D)	(D)	GG	(D)	(D)	(D)
5142	Packaged frozen foods -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5143	Dairy products, except dried or canned -----	10	(D)	(D)	(D)	CC	(D)	(D)	(D)
5144	Poultry and poultry products -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
5145	Confectionery -----	5	25 363	1 259	235	39	3 360	3 262	3 608
5146	Fish and seafoods -----	6	7 154	821	197	53	1 703	247	180
5147	Meats and meat products -----	13	88 954	8 052	1 960	338	13 528	3 746	4 161
5148	Fresh fruits and vegetables -----	6	14 124	1 354	273	67	3 153	98	137
5149	Groceries and related products, n.e.c. -----	48	(D)	(D)	(D)	FF	(D)	(D)	(D)
515	Farm-product raw materials -----	11	57 890	2 149	392	74	5 864	538	566
5153	Grain and field beans -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
5154	Livestock -----	6	(D)	(D)	(D)	AA	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
516	Chemicals and allied products -----	15	14 273	2 696	667	116	5 215	1 589	979
5162	Plastics materials and basic forms and shapes -----	2	(D)	(D)	(D)	BB	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	13	(D)	(D)	(D)	BB	(D)	(D)	(D)
517	Petroleum and petroleum products -----	18	(D)	(D)	(D)	EE	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals -----	13	(D)	(D)	(D)	EE	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5	59 485	1 882	451	72	7 369	872	817
518	Beer, wine, and distilled alcoholic beverages -----	15	(D)	(D)	(D)	FF	(D)	(D)	(D)
5181	Beer and ale -----	10	100 956	13 001	2 986	469	23 905	9 637	9 251
5182	Wine and distilled alcoholic beverages -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	100	234 954	18 728	4 330	915	39 391	18 534	19 882
5191	Farm supplies -----	46	(D)	(D)	(D)	EE	(D)	(D)	(D)
5192	Books, periodicals, and newspapers -----	15	35 138	4 375	1 075	244	9 407	3 431	3 326
5193	Flowers, nursery stock, and florists' supplies -----	4	(D)	(D)	(D)	BB	(D)	(D)	(D)
5194	Tobacco and tobacco products -----	6	93 169	4 101	1 001	211	7 588	5 395	5 346
5198	Paints, varnishes, and supplies -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	27	15 871	2 188	497	104	6 061	2 451	4 265
Manufacturers' sales branches and sales offices -----		45	440 599	31 397	7 383	811	57 320	16 134	16 869
50	Durable goods -----	21	278 683	20 362	4 838	402	32 042	6 917	7 910
501	Motor vehicles and motor vehicle parts and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
502	Furniture and homefurnishings -----	—	—	—	—	—	—	—	—
503	Lumber and other construction materials -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	6	(D)	(D)	(D)	CC	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	—	—	—	—	—	—	—	—
506	Electrical goods -----	8	(D)	(D)	(D)	BB	(D)	(D)	(D)

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

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

SIC code	Type of operation and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
TYPES OF OPERATION BY KIND OF BUSINESS									
— Con.									
Manufacturers' sales branches and sales offices — Con.									
50	Durable goods — Con.								
507	Hardware, and plumbing and heating equipment and supplies -----	—	—	—	—	—	—	—	—
508	Machinery, equipment, and supplies -----	4	(D)	(D)	(D)	CC	(D)	(D)	(D)
509	Miscellaneous durable goods -----	—	—	—	—	—	—	—	—
51	Nondurable goods -----	24	161 916	11 035	2 545	409	25 278	9 217	8 959
511	Paper and paper products -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	—	—	—	—	—	—	—	—
514	Groceries and related products -----	9	82 458	7 441	1 706	265	17 163	2 889	2 099
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
517	Petroleum and petroleum products -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods -----	7	24 705	2 213	503	111	4 319	2 141	2 037
	Agents, brokers, and commission merchants ----	42	104 423	3 933	950	184	8 645	39	114
50	Durable goods -----	24	47 006	1 597	382	51	4 033	—	75
501	Motor vehicles and motor vehicle parts and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
502	Furniture and homefurnishings -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
503	Lumber and other construction materials -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	—	—	—	—	—	—	—	—
506	Electrical goods -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	8	(D)	(D)	(D)	BB	(D)	(D)	(D)
509	Miscellaneous durable goods -----	6	(D)	(D)	(D)	AA	(D)	(D)	(D)
51	Nondurable goods -----	18	57 417	2 336	568	133	4 612	39	39
511	Paper and paper products -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions -----	—	—	—	—	—	—	—	—
514	Groceries and related products -----	3	1 303	283	71	15	542	—	—
515	Farm-product raw materials -----	5	15 781	548	121	39	1 173	—	—
516	Chemicals and allied products -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
517	Petroleum and petroleum products -----	—	—	—	—	—	—	—	—
518	Beer, wine, and distilled alcoholic beverages -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	6	35 818	1 368	346	75	2 583	—	—

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 ¹ (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Wholesale trade -----	4 067 639	398 416	27 034	46.6	10	14.6	8.7
50	Durable goods -----	2 182 770	293 936	27 669	49.0	7	19.2	12.7
501	Motor vehicles and motor vehicle parts and supplies -----	1 291 785	180 559	22 625	50.2	7	25.0	18.9
5012	Automobiles and other motor vehicles -----	3 340 550	285 517	25 440	46.8	12	19.0	15.3
5013	Motor vehicle supplies and new parts -----	987 594	149 099	21 943	52.3	7	28.1	22.1
5014	Tires and tubes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings -----	914 586	158 820	21 695	50.6	6	27.0	9.9
5021	Furniture -----	1 162 938	197 947	23 064	52.4	6	22.2	7.5
5023	Home furnishings -----	608 923	108 438	19 932	48.2	6	38.1	15.6
503	Lumber and other construction materials -----	3 050 571	413 037	30 253	49.8	7	14.7	8.7
5031	Lumber, plywood, millwork, and wood panels -----	5 071 971	504 231	31 591	52.0	10	12.1	8.3
5032	Brick, stone, and related construction materials -----	837 333	199 818	24 409	47.6	4	25.7	12.2
5033	Roofing, siding, and insulation materials -----	1 896 400	256 270	23 243	43.6	7	20.8	14.5
5039	Construction materials, n.e.c. -----	1 402 700	280 540	36 580	44.2	5	29.5	6.3
504	Professional and commercial equipment and supplies -----	1 554 800	177 871	29 266	55.6	9	29.6	7.4
5043	Photographic equipment and supplies -----	793 000	264 333	21 583	51.6	3	15.8	15.8
5044	Office equipment -----	595 231	104 568	22 608	62.8	6	34.4	15.5
5045	Computers and computer peripheral equipment and software -----	2 663 735	177 931	31 369	55.9	15	31.6	7.4
5046	Commercial equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	1 409 467	271 051	28 705	53.4	5	19.8	2.4
5048	Ophthalmic goods -----	505 167	72 167	19 667	58.8	7	46.3	7.1
5049	Professional equipment and supplies, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	2 123 722	296 333	22 233	39.0	7	19.3	7.4
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 -----	2 919 764	398 150	35 320	53.8	7	16.5	8.6
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	2 338 455	308 060	30 692	53.1	8	18.8	13.1
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 -----	1 403 985	204 617	23 630	50.8	7	22.7	15.3
5072	Hardware -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	1 899 194	212 994	23 984	53.7	9	21.0	16.2
5075	Warm air heating and air-conditioning equipment and supplies -----	850 111	263 828	22 828	35.6	3	24.3	16.6
5078	Refrigeration equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	2 464 116	346 257	30 431	55.8	7	15.7	15.8
5082	Construction and mining (except petroleum) machinery and equipment -----	3 343 154	291 685	27 584	49.5	11	19.1	35.3
5083	Farm and garden machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	4 617 864	601 142	43 201	61.5	8	11.7	9.3
5085	Industrial supplies -----	1 328 208	196 772	27 210	53.7	7	25.7	10.5
5087	Service establishment equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	3 527 820	427 760	26 914	34.0	8	18.5	13.2
5091	Sporting and recreational goods and supplies -----	10 482 920	663 476	34 041	30.5	16	18.8	13.3
5092	Toys and hobby goods and supplies -----	524 333	143 000	22 636	36.5	4	43.4	24.3
5093	Scrap and waste materials -----	849 364	186 860	14 100	42.9	5	17.6	7.9
5094	Jewelry, watches, precious stones, and precious metals -----	562 692	178 415	18 854	39.8	3	26.5	20.8
5099	Durable goods, n.e.c. -----	935 731	130 102	20 733	48.2	7	33.1	13.3
51	Nondurable goods -----	7 570 879	492 158	26 463	44.6	15	12.1	6.6
511	Paper and paper products -----	1 615 326	174 520	22 771	47.2	9	27.7	9.5
5111	Printing and writing paper -----	2 770 750	503 773	25 818	33.8	6	15.2	2.6
5112	Stationery and office supplies -----	1 378 484	144 858	21 620	48.2	10	31.0	10.6
5113	Industrial and personal service paper -----	1 955 375	193 123	26 136	49.3	10	27.5	11.3
512	Drugs, drug proprietaries, and druggists' sundries -----	8 153 444	524 150	32 871	44.8	16	14.0	6.2
5122	Drugs, drug proprietaries, and druggists' sundries -----	8 153 444	524 150	32 871	44.8	16	14.0	6.2
513	Apparel, piece goods, and notions -----	3 565 359	452 928	26 932	28.7	8	20.7	10.7
5131	Piece goods, notions, and other dry goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	5 070 421	867 910	33 676	20.6	6	18.8	9.6
5137	Women's, children's, and infants' clothing and accessories -----	2 178 583	205 850	21 843	42.5	11	25.0	12.7
5139	Footwear -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	16 140 845	666 312	29 710	45.9	24	9.7	6.4
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 -----	16 727 333	809 387	24 532	44.7	21	6.8	1.1
5144	Poultry and poultry products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery -----	5 072 600	650 333	32 282	37.5	8	13.2	14.2
5146	Fish and seafoods -----	1 192 333	134 981	15 491	48.2	9	23.8	2.5
5147	Meats and meat products -----	6 842 615	263 178	23 822	59.5	26	15.2	4.7
5148	Fresh fruits and vegetables -----	2 354 000	210 806	20 209	42.9	11	22.3	1.0
5149	Groceries and related products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials -----	4 604 438	651 956	23 867	38.3	7	9.6	.8
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 -----	884 889	132 733	23 725	50.9	7	35.1	6.6
5162	Plastics materials and basic forms and shapes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

VERMONT VT-11

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 ¹ (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Wholesale trade – Con.							
51	Nondurable goods – Con.							
517	Petroleum and petroleum products -----	14 557 421	581 074	20 710	38.1	25	9.4	3.3
5171	Petroleum bulk stations and terminals -----	15 507 571	537 391	19 743	43.0	29	8.5	3.9
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	11 897 000	826 181	26 139	25.5	14	12.4	1.4
518	Beer, wine, and distilled alcoholic beverages -----	8 073 625	248 898	29 343	50.2	32	23.5	12.0
5181	Beer and ale -----	10 095 600	215 258	27 721	54.4	47	23.7	9.2
5182	Wine and distilled alcoholic beverages -----	4 703 667	564 440	44 560	34.7	8	22.8	22.0
519	Miscellaneous nondurable goods -----	2 614 841	268 371	20 262	48.2	10	15.7	7.4
5191	Farm supplies -----	2 128 392	255 407	21 988	49.8	8	17.3	7.9
5192	Books, periodicals, and newspapers -----	3 502 889	198 902	18 082	48.4	18	18.8	5.3
5193	Flowers, nursery stock, and florists' supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products -----	15 528 167	441 559	19 436	54.0	35	8.1	5.7
5198	Paints, varnishes, and supplies -----	646 500	287 333	22 111	42.1	2	18.3	7.3
5199	Nondurable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Merchant wholesalers -----	3 881 164	384 070	26 220	45.8	10	14.9	9.5
50	Durable goods -----	1 847 277	254 771	25 752	47.4	7	21.3	15.4
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	Automobiles and other motor vehicles -----	3 340 550	285 517	25 440	46.8	12	19.0	15.3
5013	Motor vehicle supplies and new parts -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	Furniture -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings -----	608 923	108 438	19 932	48.2	6	38.1	15.6
503	Lumber and other construction materials -----	3 085 364	408 904	30 446	49.9	8	14.9	8.8
5031	Lumber, plywood, millwork, and wood panels -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
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. -----	1 402 700	280 540	36 580	44.2	5	29.5	6.3
504	Professional and commercial equipment and supplies -----	1 228 269	168 079	24 025	55.5	7	25.7	8.3
5043	Photographic equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	595 231	104 568	22 608	62.8	6	34.4	15.5
5045	Computers and computer peripheral equipment and software -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	1 409 467	271 051	28 705	53.4	5	19.8	2.4
5048	Ophthalmic goods -----	505 167	72 167	19 667	58.8	7	46.3	7.1
5049	Professional equipment and supplies, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	2 123 722	296 333	22 233	39.0	7	19.3	7.4
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 -----	2 092 967	282 458	31 137	52.0	7	21.2	13.0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5072	Hardware -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	1 899 194	212 994	23 984	53.7	9	21.0	16.2
5075	Warm air heating and air-conditioning equipment and supplies -----	850 111	263 828	22 828	35.6	3	24.3	16.6
5078	Refrigeration equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	1 406 799	213 974	26 764	51.3	7	24.4	28.3
5082	Construction and mining (except petroleum) machinery and equipment -----	3 343 154	291 685	27 584	49.5	11	19.1	35.3
5083	Farm and garden machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	Industrial supplies -----	1 328 208	196 772	27 210	53.7	7	25.7	10.5
5087	Service establishment equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	423 833	211 917	18 500	41.1	2	21.2	10.5
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies -----	11 320 182	640 216	33 956	30.8	18	17.2	14.0
5092	Toys and hobby goods and supplies -----	524 333	143 000	22 636	36.5	4	43.4	24.3
5093	Scrap and waste materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	562 692	178 415	18 854	39.8	3	26.5	20.8
5099	Durable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods -----	7 855 156	500 871	26 642	44.5	16	11.9	6.8
511	Paper and paper products -----	1 609 676	159 246	21 917	48.6	10	28.3	10.1
5111	Printing and writing paper -----	2 770 750	503 773	25 818	33.8	6	15.2	2.6
5112	Stationery and office supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	3 565 359	452 928	26 932	28.7	8	20.7	10.7
5131	Piece goods, notions, and other dry goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	5 070 421	867 910	33 676	20.6	6	18.8	9.6
5137	Women's, children's, and infants' clothing and accessories -----	2 178 583	205 850	21 843	42.5	11	25.0	12.7
5139	Footwear -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

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

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

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment ¹ (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
Merchant wholesalers – Con.								
51	Nondurable goods – Con.							
514	Groceries and related products -----	17 197 856	706 947	29 945	46.1	24	9.2	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 -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery -----	5 072 600	650 333	32 282	37.5	8	13.2	14.2
5146	Fish and seafoods -----	1 192 333	134 981	15 491	48.2	9	23.8	2.5
5147	Meats and meat products -----	6 842 615	263 178	23 822	59.5	26	15.2	4.7
5148	Fresh fruits and vegetables -----	2 354 000	210 806	20 209	42.9	11	22.3	1.0
5149	Groceries and related products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials -----	5 262 727	782 297	29 041	36.6	7	10.1	1.0
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 -----	951 533	123 043	23 241	51.7	8	36.5	6.9
5162	Plastics materials and basic forms and shapes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	11 897 000	826 181	26 139	25.5	14	12.4	1.4
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale -----	10 095 600	215 258	27 721	54.4	47	23.7	9.2
5182	Wine and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	2 349 540	256 780	20 468	47.5	9	16.8	8.5
5191	Farm supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers -----	2 342 533	144 008	17 930	46.5	16	26.8	9.5
5193	Flowers, nursery stock, and florists' supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products -----	15 528 167	441 559	19 436	54.0	35	8.1	5.7
5198	Paints, varnishes, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	587 815	152 606	21 038	36.1	4	38.2	26.9
	Manufacturers' sales branches and sales offices -----	9 791 089	543 279	38 714	54.8	18	13.0	3.8
50	Durable goods -----	13 270 619	693 241	50 652	63.5	19	11.5	2.8
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods -----	6 746 500	395 883	26 980	43.7	17	15.6	5.5
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 -----	9 162 000	311 162	28 079	43.4	29	20.8	2.5
515	Farm-product raw materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	3 529 286	222 568	19 937	51.2	16	17.5	8.2
	Agents, brokers, and commission merchants -----	2 486 262	567 516	21 375	45.5	4	8.3	.1
50	Durable goods -----	1 958 583	921 686	31 314	39.6	2	8.6	.2
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods -----	3 189 833	431 707	17 564	50.7	7	8.0	.1
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 -----	434 333	86 867	18 867	52.2	5	41.6	–
515	Farm-product raw materials -----	3 156 200	404 641	14 051	46.7	8	7.4	–
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	5 969 667	477 573	18 240	53.0	13	7.2	–

¹Based 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)
	Wholesale trade -----	1 112	986	4 523 215	2 833 003	59.7	306 913	205 053	49.7	11 353	10 270
50	Durable goods -----	723	632	1 578 143	1 156 226	36.5	148 556	109 451	35.7	5 369	5 252
501	Motor vehicles and motor vehicle parts and supplies ---	149	125	192 476	208 390	-7.6	24 118	20 156	19.7	1 066	1 140
5012	Automobiles and other motor vehicles -----	20	16	66 811	119 169	-43.9	5 953	6 952	-14.4	234	394
5013	Motor vehicle supplies and new parts -----	101	87	99 747	60 606	64.6	14 680	9 618	52.6	669	564
5014	Tires and tubes -----	14	9	(D)	24 754	(D)	(D)	2 861	(D)	BB	130
5015	Motor vehicle parts, used -----	14	13	(D)	3 861	(D)	(D)	725	(D)	BB	52
502	Furniture and homefurnishings -----	29	22	26 523	30 960	-14.3	3 623	3 820	-5.2	167	174
5021	Furniture -----	16	15	18 607	23 514	-20.9	2 168	3 358	-35.4	94	151
5023	Homefurnishings -----	13	7	7 916	7 446	6.3	1 455	462	214.9	73	23
503	Lumber and other construction materials -----	70	64	213 540	185 025	15.4	15 641	13 691	14.2	517	566
5031	Lumber, plywood, millwork, and wood panels -----	34	33	172 447	125 237	37.7	10 804	6 383	69.3	342	300
5032	Brick, stone, and related construction materials -----	21	13	17 584	7 256	142.3	2 148	865	148.3	88	27
5033	Roofing, siding, and insulation materials -----	5	5	9 482	32 316	-70.7	860	3 664	-76.5	37	111
5039	Construction materials, n.e.c. -----	10	13	14 027	20 216	-30.6	1 829	2 779	-34.2	50	128
504	Professional and commercial equipment and supplies ---	85	76	132 158	88 078	50.0	21 745	13 608	59.8	743	635
5043	Photographic equipment and supplies -----	4	4	3 172	1 050	202.1	259	126	105.6	12	8
5044	Office equipment -----	13	21	7 738	14 774	-47.6	1 673	3 683	-54.6	74	181
5045	Computers and computer peripheral equipment and software -----	34	28	90 567	57 816	56.6	15 967	7 565	111.1	509	317
5046	Commercial equipment, n.e.c. -----	4	5	(D)	1 087	(D)	(D)	302	(D)	AA	16
5047	Medical, dental, and hospital equipment and supplies -	15	9	21 142	6 570	221.8	2 239	765	192.7	78	43
5048	Ophthalmic goods -----	6	4	3 031	2 658	14.0	826	651	26.9	42	42
5049	Professional equipment and supplies, n.e.c. -----	9	5	(D)	4 123	(D)	(D)	516	(D)	BB	28
505	Metals and minerals, except petroleum -----	18	8	38 227	34 223	11.7	2 868	1 674	71.3	129	86
5051	Metals service centers and offices -----	17	8	(D)	34 223	(D)	(D)	1 674	(D)	CC	86
5052	Coal and other minerals and ores -----	1	-	(D)	-	(X)	(D)	-	(X)	AA	-
506	Electrical goods -----	72	57	210 223	(D)	(D)	18 649	(D)	(D)	528	FF
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	44	37	102 892	(D)	(D)	10 251	(D)	(D)	334	EE
5064	Electrical appliances, television and radio sets -----	3	7	(D)	32 040	(D)	(D)	2 810	(D)	BB	133
5065	Electronic parts and equipment, n.e.c. -----	25	13	(D)	8 186	(D)	(D)	2 128	(D)	CC	93
507	Hardware, and plumbing and heating equipment and supplies -----	65	53	91 259	76 322	19.6	10 539	8 846	19.1	446	408
5072	Hardware -----	16	9	(D)	15 240	(D)	(D)	2 053	(D)	BB	82
5074	Plumbing and heating equipment and supplies (hydronics) -----	36	32	68 371	51 865	31.8	7 699	5 725	34.5	321	275
5075	Warm air heating and air-conditioning equipment and supplies -----	9	9	7 651	8 066	-5.1	662	958	-30.9	29	45
5078	Refrigeration equipment and supplies -----	4	3	(D)	1 151	(D)	(D)	110	(D)	AA	6
508	Machinery, equipment, and supplies -----	146	136	359 761	(D)	(D)	31 618	(D)	(D)	1 039	FF
5082	Construction and mining (except petroleum) machinery and equipment -----	13	17	43 461	78 056	-44.3	4 110	6 495	-36.7	149	263
5083	Farm and garden machinery and equipment -----	43	53	(D)	49 436	(D)	(D)	5 482	(D)	EE	311
5084	Industrial machinery and equipment -----	44	34	203 186	(D)	(D)	14 602	(D)	(D)	338	CC
5085	Industrial supplies -----	24	19	31 877	16 857	89.1	4 408	2 228	97.8	162	107
5087	Service establishment equipment and supplies -----	13	8	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5088	Transportation equipment and supplies, except motor vehicles -----	9	5	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
509	Miscellaneous durable goods -----	89	91	313 976	202 215	55.3	19 755	13 647	44.8	734	599
5091	Sporting and recreational goods and supplies -----	25	33	262 073	175 867	49.0	13 446	10 672	26.0	395	379
5092	Toys and hobby goods and supplies -----	3	4	1 573	480	227.7	249	48	418.8	11	7
5093	Scrap and waste materials -----	22	17	18 686	6 577	184.1	1 410	1 031	36.8	100	86
5094	Jewelry, watches, precious stones, and precious metals -----	13	7	7 315	3 582	104.2	773	189	309.0	41	16
5099	Durable goods, n.e.c. -----	26	30	24 329	15 709	54.9	3 877	1 707	127.1	187	111
51	Nondurable goods -----	389	354	2 945 072	1 676 777	75.6	158 357	95 602	65.6	5 984	5 018
511	Paper and paper products -----	43	28	69 459	45 828	51.6	9 063	5 330	70.0	398	309
5111	Printing and writing paper -----	4	1	11 083	(D)	(D)	568	(D)	(D)	22	AA
5112	Stationery and office supplies -----	31	22	42 733	28 640	49.2	6 378	3 746	70.3	295	229
5113	Industrial and personal service paper -----	8	5	15 643	(D)	(D)	2 117	(D)	(D)	81	BB
512	Drugs, drug proprietaries, and druggists' sundries -----	9	6	73 381	(D)	(D)	4 602	(D)	(D)	140	BB
5122	Drugs, drug proprietaries, and druggists' sundries -----	9	6	73 381	(D)	(D)	4 602	(D)	(D)	140	BB
513	Apparel, piece goods, and notions -----	39	29	139 049	65 834	111.2	8 268	7 284	13.5	307	423
5131	Piece goods, notions, and other dry goods -----	7	11	(D)	18 466	(D)	(D)	1 938	(D)	BB	72
5136	Men's and boys' clothing and furnishings -----	19	6	96 338	(D)	(D)	3 738	(D)	(D)	111	BB
5137	Women's, children's, and infants' clothing and accessories -----	12	8	26 143	16 620	57.3	2 774	822	237.5	127	46
5139	Footwear -----	1	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	EE
514	Groceries and related products -----	116	113	1 872 338	916 597	104.3	83 484	41 337	102.0	2 810	2 141
5141	Groceries, general line -----	12	12	(D)	(D)	(D)	(D)	(D)	(D)	GG	FF
5142	Packaged frozen foods -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5143	Dairy products, except dried or canned -----	12	15	200 728	153 364	30.9	6 084	3 818	59.4	248	199
5144	Poultry and poultry products -----	3	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5145	Confectionery -----	5	8	25 363	(D)	(D)	1 259	(D)	(D)	39	BB

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)
Wholesale trade —Con.											
51	Nondurable goods —Con.										
514	Groceries and related products —Con.										
5146	Fish and seafoods -----	6	3	7 154	(D)	(D)	821	(D)	(D)	53	BB
5147	Meats and meat products -----	13	16	88 954	70 068	27.0	8 052	4 514	78.4	338	241
5148	Fresh fruits and vegetables -----	6	7	14 124	(D)	(D)	1 354	(D)	(D)	67	BB
5149	Groceries and related products, n.e.c. -----	57	47	(D)	164 731	(D)	(D)	15 786	(D)	FF	818
515	Farm-product raw materials -----	16	18	73 671	44 728	64.7	2 697	1 529	76.4	113	93
5153	Grain and field beans -----	3	7	(D)	18 928	(D)	(D)	585	(D)	BB	27
5154	Livestock -----	11	11	(D)	25 800	(D)	(D)	944	(D)	BB	66
5159	Farm-product raw materials, n.e.c. -----	2	—	(D)	—	(X)	(D)	—	(X)	AA	—
516	Chemicals and allied products -----	18	15	15 928	(D)	(D)	2 847	(D)	(D)	120	CC
5162	Plastics materials and basic forms and shapes -----	2	—	(D)	—	(X)	(D)	—	(X)	BB	—
5169	Chemicals and allied products, n.e.c. -----	16	15	(D)	(D)	(D)	(D)	(D)	(D)	BB	CC
517	Petroleum and petroleum products -----	19	25	276 591	246 447	12.2	9 858	9 065	8.7	476	442
5171	Petroleum bulk stations and terminals -----	14	20	217 106	198 959	9.1	7 976	7 727	3.2	404	376
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5	5	59 485	47 488	25.3	1 882	1 338	40.7	72	66
518	Beer, wine, and distilled alcoholic beverages -----	16	18	129 178	113 242	14.1	15 229	12 184	25.0	519	484
5181	Beer and ale -----	10	13	100 956	90 907	11.1	13 001	10 763	20.8	469	429
5182	Wine and distilled alcoholic beverages -----	6	5	28 222	22 335	26.4	2 228	1 421	56.8	50	55
519	Miscellaneous nondurable goods -----	113	102	295 477	196 383	50.5	22 309	15 021	48.5	1 101	946
5191	Farm supplies -----	51	50	108 548	90 241	20.3	9 345	6 902	35.4	425	382
5192	Books, periodicals, and newspapers -----	18	15	63 052	20 681	204.9	5 732	2 540	125.7	317	159
5193	Flowers, nursery stock, and florists' supplies -----	4	4	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5194	Tobacco and tobacco products -----	6	7	93 169	66 178	40.8	4 101	3 200	28.2	211	253
5198	Paints, varnishes, and supplies -----	4	2	2 586	(D)	(D)	199	(D)	(D)	9	AA
5199	Nondurable goods, n.e.c. -----	30	24	(D)	13 975	(D)	(D)	1 702	(D)	CC	99
	Merchant wholesalers -----	1 025	900	3 978 193	2 606 121	52.6	271 583	190 706	42.4	10 358	9 584
50	Durable goods -----	678	595	1 252 454	1 100 294	13.8	126 597	105 102	20.5	4 916	5 094
501	Motor vehicles and motor vehicle parts and supplies ---	147	125	(D)	208 390	(D)	(D)	20 156	(D)	GG	1 140
5012	Automobiles and other motor vehicles -----	20	16	66 811	119 169	-43.9	5 953	6 952	-14.4	234	394
5013	Motor vehicle supplies and new parts -----	99	87	(D)	60 606	(D)	(D)	9 618	(D)	FF	564
5014	Tires and tubes -----	14	9	(D)	24 754	(D)	(D)	2 861	(D)	BB	130
5015	Motor vehicle parts, used -----	14	13	(D)	3 861	(D)	(D)	725	(D)	BB	52
502	Furniture and homefurnishings -----	27	19	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5021	Furniture -----	14	13	(D)	(D)	(D)	(D)	(D)	(D)	BB	CC
5023	Homefurnishings -----	13	6	7 916	(D)	(D)	1 455	(D)	(D)	73	AA
503	Lumber and other construction materials -----	66	57	203 634	177 937	14.4	15 162	13 210	14.8	498	537
5031	Lumber, plywood, millwork, and wood panels -----	32	30	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5032	Brick, stone, and related construction materials -----	20	11	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5033	Roofing, siding, and insulation materials -----	4	5	(D)	32 316	(D)	(D)	3 664	(D)	BB	111
5039	Construction materials, n.e.c. -----	10	11	14 027	(D)	(D)	1 829	(D)	(D)	50	CC
504	Professional and commercial equipment and supplies ---	78	69	95 805	60 055	59.5	13 694	10 916	25.4	570	571
5043	Photographic equipment and supplies -----	3	4	(D)	1 050	(D)	(D)	126	(D)	AA	8
5044	Office equipment -----	13	21	7 738	14 774	-47.6	1 673	3 683	-54.6	74	181
5045	Computers and computer peripheral equipment and software -----	28	22	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5046	Commercial equipment, n.e.c. -----	4	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5047	Medical, dental, and hospital equipment and supplies -	15	9	21 142	6 570	221.8	2 239	765	192.7	78	43
5048	Ophthalmic goods -----	6	4	3 031	2 658	14.0	826	651	26.9	42	42
5049	Professional equipment and supplies, n.e.c. -----	9	5	(D)	4 123	(D)	(D)	516	(D)	BB	28
505	Metals and minerals, except petroleum -----	18	7	38 227	(D)	(D)	2 868	(D)	(D)	129	BB
5051	Metals service centers and offices -----	17	7	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
5052	Coal and other minerals and ores -----	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
506	Electrical goods -----	61	55	127 671	(D)	(D)	14 074	(D)	(D)	452	FF
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	39	35	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5064	Electrical appliances, television and radio sets -----	3	7	(D)	32 040	(D)	(D)	2 810	(D)	BB	133
5065	Electronic parts and equipment, n.e.c. -----	19	13	(D)	8 186	(D)	(D)	2 128	(D)	CC	93
507	Hardware, and plumbing and heating equipment and supplies -----	64	53	(D)	76 322	(D)	(D)	8 846	(D)	EE	408
5072	Hardware -----	15	9	(D)	15 240	(D)	(D)	2 053	(D)	BB	82
5074	Plumbing and heating equipment and supplies (hydronics) -----	36	32	68 371	51 865	31.8	7 699	5 725	34.5	321	275
5075	Warm air heating and air-conditioning equipment and supplies -----	9	9	7 651	8 066	-5.1	662	958	-30.9	29	45
5078	Refrigeration equipment and supplies -----	4	3	(D)	1 151	(D)	(D)	110	(D)	AA	6
508	Machinery, equipment, and supplies -----	134	128	188 511	(D)	(D)	23 579	(D)	(D)	881	FF
5082	Construction and mining (except petroleum) machinery and equipment -----	13	17	43 461	78 056	-44.3	4 110	6 495	-36.7	149	263
5083	Farm and garden machinery and equipment -----	41	50	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5084	Industrial machinery and equipment -----	37	31	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5085	Industrial supplies -----	24	18	31 877	(D)	(D)	4 408	(D)	(D)	162	CC
5087	Service establishment equipment and supplies -----	13	8	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5088	Transportation equipment and supplies, except motor vehicles -----	6	4	2 543	(D)	(D)	222	(D)	(D)	12	BB
509	Miscellaneous durable goods -----	83	82	(D)	197 081	(D)	(D)	13 472	(D)	FF	585
5091	Sporting and recreational goods and supplies -----	22	30	249 044	(D)	(D)	13 209	(D)	(D)	389	EE
5092	Toys and hobby goods and supplies -----	3	3	1 573	(D)	(D)	249	(D)	(D)	11	AA
5093	Scrap and waste materials -----	21	16	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5094	Jewelry, watches, precious stones, and precious metals -----	13	6	7 315	(D)	(D)	773	(D)	(D)	41	AA
5099	Durable goods, n.e.c. -----	24	27	(D)	(D)	(D)	(D)	(D)	(D)	CC	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)
	Merchant wholesalers — Con.										
51	Nondurable goods -----	347	305	2 725 739	1 505 827	81.0	144 986	85 604	69.4	5 442	4 490
511	Paper and paper products -----	37	23	59 558	(D)	(D)	8 197	(D)	(D)	374	EE
5111	Printing and writing paper -----	4	1	11 083	(D)	(D)	568	(D)	(D)	22	AA
5112	Stationery and office supplies -----	26	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)	CC
5113	Industrial and personal service paper -----	7	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	BB
512	Drugs, drug proprietaries, and druggists' sundries -----	8	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	CC
5122	Drugs, drug proprietaries, and druggists' sundries -----	8	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	CC
513	Apparel, piece goods, and notions -----	39	27	139 049	(D)	(D)	8 268	(D)	(D)	307	EE
5131	Piece goods, notions, and other dry goods -----	7	11	(D)	18 466	(D)	(D)	1 938	(D)	BB	72
5136	Men's and boys' clothing and furnishings -----	19	6	96 338	(D)	(D)	3 738	(D)	(D)	111	BB
5137	Women's, children's, and infants' clothing and accessories -----	12	7	26 143	(D)	(D)	2 774	(D)	(D)	127	BB
5139	Footwear -----	1	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	EE
514	Groceries and related products -----	104	101	1 788 577	856 449	108.8	75 760	35 916	110.9	2 530	1 877
5141	Groceries, general line -----	11	12	(D)	(D)	(D)	(D)	(D)	(D)	GG	FF
5142	Packaged frozen foods -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5143	Dairy products, except dried or canned -----	10	12	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5144	Poultry and poultry products -----	3	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5145	Confectionery -----	5	8	25 363	(D)	(D)	1 259	(D)	(D)	39	BB
5146	Fish and seafoods -----	6	3	7 154	(D)	(D)	821	(D)	(D)	53	BB
5147	Meats and meat products -----	13	14	88 954	(D)	(D)	8 052	(D)	(D)	338	CC
5148	Fresh fruits and vegetables -----	6	7	14 124	(D)	(D)	1 354	(D)	(D)	67	BB
5149	Groceries and related products, n.e.c. -----	48	40	(D)	131 059	(D)	(D)	12 368	(D)	FF	647
515	Farm-product raw materials -----	11	13	57 890	27 628	109.5	2 149	931	130.8	74	46
5153	Grain and field beans -----	3	7	(D)	18 928	(D)	(D)	585	(D)	BB	27
5154	Livestock -----	6	6	(D)	8 700	(D)	(D)	346	(D)	AA	19
5159	Farm-product raw materials, n.e.c. -----	2	—	(D)	—	(X)	(D)	—	(X)	AA	—
516	Chemicals and allied products -----	15	12	14 273	(D)	(D)	2 696	(D)	(D)	116	BB
5162	Plastics materials and basic forms and shapes -----	2	—	(D)	(D)	(X)	(D)	(D)	(X)	BB	—
5169	Chemicals and allied products, n.e.c. -----	13	12	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
517	Petroleum and petroleum products -----	18	22	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5171	Petroleum bulk stations and terminals -----	13	18	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5	4	59 485	(D)	(D)	1 882	(D)	(D)	72	BB
518	Beer, wine, and distilled alcoholic beverages -----	15	16	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
5181	Beer and ale -----	10	13	100 956	90 907	11.1	13 001	10 763	20.8	469	429
5182	Wine and distilled alcoholic beverages -----	5	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
519	Miscellaneous nondurable goods -----	100	85	234 954	161 219	45.7	18 728	12 262	52.7	915	788
5191	Farm supplies -----	46	39	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5192	Books, periodicals, and newspapers -----	15	15	35 138	20 681	69.9	4 375	2 540	72.2	244	159
5193	Flowers, nursery stock, and florists' supplies -----	4	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5194	Tobacco and tobacco products -----	6	7	93 169	66 178	40.8	4 101	3 200	28.2	211	253
5198	Paints, varnishes, and supplies -----	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5199	Nondurable goods, n.e.c. -----	27	20	15 871	10 413	52.4	2 188	1 555	40.7	104	97
	Manufacturers' sales branches and sales offices -----	45	39	440 599	164 333	168.1	31 397	11 712	168.1	811	517
50	Durable goods -----	21	9	278 683	32 153	766.7	20 362	3 166	543.1	402	89
501	Motor vehicles and motor vehicle parts and supplies -----	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
502	Furniture and home furnishings -----	—	—	(D)	—	(D)	(D)	(D)	(D)	—	—
503	Lumber and other construction materials -----	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
504	Professional and commercial equipment and supplies -----	6	5	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
505	Metals and minerals, except petroleum -----	—	—	(D)	—	(D)	(D)	(D)	(D)	—	—
506	Electrical goods -----	8	1	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
507	Hardware, and plumbing and heating equipment and supplies -----	—	—	—	—	—	—	—	—	—	—
508	Machinery, equipment, and supplies -----	4	1	(D)	(D)	(D)	(D)	(D)	(D)	CC	AA
509	Miscellaneous durable goods -----	—	1	—	(D)	(D)	—	(D)	(D)	—	AA
51	Nondurable goods -----	24	30	161 916	132 180	22.5	11 035	8 546	29.1	409	428
511	Paper and paper products -----	5	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
512	Drugs, drug proprietaries, and druggists' sundries -----	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
513	Apparel, piece goods, and notions -----	—	—	(D)	—	(D)	(D)	(D)	(D)	—	—
514	Groceries and related products -----	9	11	82 458	(D)	(D)	7 441	(D)	(D)	265	EE
515	Farm-product raw materials -----	—	—	(D)	—	(D)	(D)	(D)	(D)	—	—
516	Chemicals and allied products -----	1	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
517	Petroleum and petroleum products -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
518	Beer, wine, and distilled alcoholic beverages -----	—	1	(D)	(D)	(D)	(D)	(D)	(D)	—	AA
519	Miscellaneous nondurable goods -----	7	12	24 705	(D)	(D)	2 213	(D)	(D)	111	CC
	Agents, brokers, and commission merchants -----	42	47	104 423	62 549	66.9	3 933	2 635	49.3	184	169
50	Durable goods -----	24	28	47 006	23 779	97.7	1 597	1 183	35.0	51	69
501	Motor vehicles and motor vehicle parts and supplies -----	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
502	Furniture and home furnishings -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
503	Lumber and other construction materials -----	2	6	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
504	Professional and commercial equipment and supplies -----	1	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
505	Metals and minerals, except petroleum -----	—	1	(D)	—	(D)	(D)	(D)	(D)	—	AA
506	Electrical goods -----	3	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA

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

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

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	Agents, brokers, and commission merchants — Con.										
50	Durable goods — Con.										
507	Hardware, and plumbing and heating equipment and supplies.....	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
508	Machinery, equipment, and supplies	8	7	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
509	Miscellaneous durable goods	6	8	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
51	Nondurable goods	18	19	57 417	38 770	48.1	2 336	1 452	60.9	133	100
511	Paper and paper products	1	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
512	Drugs, drug proprietaries, and druggists' sundries	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions	—	2	—	(D)	(D)	—	(D)	(D)	—	AA
514	Groceries and related products	3	1	1 303	(D)	(D)	283	(D)	(D)	15	AA
515	Farm-product raw materials	5	5	15 781	17 100	-7.7	548	598	-8.4	39	47
516	Chemicals and allied products	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
517	Petroleum and petroleum products	—	2	—	(D)	(D)	—	(D)	(D)	—	AA
518	Beer, wine, and distilled alcoholic beverages	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
519	Miscellaneous nondurable goods	6	5	35 818	(D)	(D)	1 368	(D)	(D)	75	BB

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

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

Geographic area	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
					Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
Vermont	1 112	4 523 215	306 913	11 353	1 025	3 978 193	271 583	10 358	87	545 022
Addison County	49	64 893	6 422	293	44	51 664	5 348	253	5	13 229
Vergennes	5	9 420	635	25	5	9 420	635	25	—	—
Balance of county	44	55 473	5 787	268	39	42 244	4 713	228	5	13 229
Bennington County	60	55 730	6 831	324	57	(D)	(D)	EE	3	(D)
Bennington town	33	37 759	4 920	215	31	(D)	(D)	CC	2	(D)
Balance of county	27	17 971	1 911	109	26	(D)	(D)	CC	1	(D)
Caledonia County	50	106 016	9 959	445	46	(D)	(D)	EE	4	(D)
Chittenden County	337	1 414 501	117 083	4 002	298	989 112	88 965	3 315	39	425 389
Burlington	74	335 609	30 450	1 055	66	252 424	26 949	958	8	83 185
Colchester town	29	159 534	12 536	517	25	112 458	8 893	361	4	47 076
Essex Junction	26	99 047	6 153	189	22	(D)	(D)	CC	4	(D)
South Burlington	78	392 338	34 662	1 014	62	180 407	17 749	664	16	211 931
Winooski	17	(D)	(D)	CC	17	(D)	(D)	CC	—	—
Balance of county	113	(D)	(D)	GG	106	(D)	(D)	GG	7	(D)
Essex County	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
Franklin County	66	450 477	16 012	602	62	432 802	15 258	571	4	17 675
St. Albans	28	320 168	8 486	305	27	(D)	(D)	EE	1	(D)
Balance of county	38	130 309	7 526	297	35	(D)	(D)	EE	3	(D)
Grand Isle County	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
Lamoille County	33	(D)	(D)	CC	32	28 545	3 299	139	1	(D)
Orange County	44	67 733	6 943	315	42	(D)	(D)	EE	2	(D)
Orleans County	47	79 739	7 187	321	42	(D)	(D)	CC	5	(D)
Newport	19	38 079	3 714	150	17	(D)	(D)	CC	2	(D)
Balance of county	28	41 660	3 473	171	25	(D)	(D)	CC	3	(D)
Rutland County	118	247 557	24 492	1 119	112	242 594	24 188	1 106	6	4 963
Rutland	70	149 190	14 559	605	68	(D)	(D)	FF	2	(D)
Balance of county	48	98 367	9 933	514	44	(D)	(D)	FF	4	(D)
Washington County	134	259 105	27 873	1 217	127	250 847	26 962	1 167	7	8 258
Barre	59	99 733	10 801	474	58	(D)	(D)	EE	1	(D)
Montpelier	26	73 498	6 573	268	22	(D)	(D)	CC	4	(D)
Balance of county	49	85 874	10 499	475	47	(D)	(D)	EE	2	(D)
Windham County	78	1 537 299	62 266	1 869	75	(D)	(D)	GG	3	(D)
Bellows Falls	9	3 499	552	35	9	3 499	552	35	—	—
Brattleboro town	45	1 493 261	58 931	1 714	45	1 493 261	58 931	1 714	—	—
Balance of county	24	40 539	2 783	120	21	(D)	(D)	CC	3	(D)
Windsor County	92	203 828	18 295	696	85	190 972	17 183	655	7	12 856

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

[Not applicable]

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

[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)
CHITTENDEN COUNTY											
	Wholesale trade	337	1 414 501	117 083	4 002	298	989 112	88 965	3 315	39	425 389
50	Durable goods	243	833 530	76 809	2 411	221	551 965	56 825	2 023	22	281 565
501	Motor vehicles and motor vehicle parts and supplies	38	74 600	8 131	354	36	(D)	(D)	EE	2	(D)
502	Furniture and homefurnishings	11	13 539	1 639	70	11	13 539	1 639	70	-	-
503	Lumber and other construction materials	17	70 326	4 777	136	16	(D)	(D)	CC	1	(D)
504	Professional and commercial equipment and supplies	41	90 012	16 349	510	37	58 960	8 956	356	4	31 052
505	Metals and minerals, except petroleum	3	11 245	516	15	3	11 245	516	15	-	-
506	Electrical goods	37	135 998	12 073	308	29	63 171	7 892	240	8	72 827
507	Hardware, and plumbing and heating equipment and supplies	27	47 376	5 888	245	27	47 376	5 888	245	-	-
508	Machinery, equipment, and supplies	43	229 417	17 406	466	37	(D)	(D)	EE	6	(D)
509	Miscellaneous durable goods	26	161 017	10 030	307	25	(D)	(D)	EE	1	(D)
51	Nondurable goods	94	580 971	40 274	1 591	77	437 147	32 140	1 292	17	143 824
511	Paper and paper products	9	40 677	4 054	176	7	(D)	(D)	CC	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries	5	(D)	(D)	CC	4	(D)	(D)	BB	1	(D)
513	Apparel, piece goods, and notions	11	12 749	1 260	57	11	12 749	1 260	57	-	-
514	Groceries and related products	27	198 258	17 214	670	22	146 108	11 860	484	5	52 150
515	Farm-product raw materials	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
516	Chemicals and allied products	5	4 515	777	32	4	(D)	(D)	BB	1	(D)
517	Petroleum and petroleum products	5	89 372	1 864	53	4	(D)	(D)	BB	1	(D)
518	Beer, wine, and distilled alcoholic beverages	5	43 322	5 881	210	4	(D)	(D)	CC	1	(D)
519	Miscellaneous nondurable goods	26	90 225	5 500	285	20	52 272	3 803	199	6	37 953

Table 7. Summary Statistics for Metropolitan Areas: 1992

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

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
BURLINGTON, VT MSA											
	Wholesale trade	383	1 821 449	130 037	4 487	342	1 381 385	101 268	3 771	41	440 064
50	Durable goods	269	953 502	82 593	2 639	247	671 937	62 609	2 251	22	281 565
501	Motor vehicles and motor vehicle parts and supplies	43	(D)	(D)	EE	41	(D)	(D)	EE	2	(D)
502	Furniture and homefurnishings	12	13 789	1 699	74	12	13 789	1 699	74	-	-
503	Lumber and other construction materials	21	73 609	5 264	149	20	(D)	(D)	CC	1	(D)
504	Professional and commercial equipment and supplies	41	90 012	16 349	510	37	58 960	8 956	356	4	31 052
505	Metals and minerals, except petroleum	4	12 344	588	29	4	12 344	588	29	-	-
506	Electrical goods	39	137 251	12 198	314	31	64 424	8 017	246	8	72 827
507	Hardware, and plumbing and heating equipment and supplies	27	48 187	5 939	246	27	48 187	5 939	246	-	-
508	Machinery, equipment, and supplies	50	238 912	18 016	496	44	(D)	(D)	EE	6	(D)
509	Miscellaneous durable goods	32	(D)	(D)	EE	31	(D)	(D)	EE	1	(D)
51	Nondurable goods	114	867 947	47 444	1 848	95	709 448	38 659	1 520	19	158 499
511	Paper and paper products	11	40 881	4 073	179	9	(D)	(D)	CC	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries	5	(D)	(D)	CC	4	(D)	(D)	BB	1	(D)
513	Apparel, piece goods, and notions	16	99 565	3 503	118	16	99 565	3 503	118	-	-
514	Groceries and related products	30	325 399	18 644	724	25	273 249	13 290	538	5	52 150
515	Farm-product raw materials	6	55 586	1 800	61	5	(D)	(D)	BB	1	(D)
516	Chemicals and allied products	6	(D)	(D)	BB	5	(D)	(D)	BB	1	(D)
517	Petroleum and petroleum products	6	129 828	3 249	103	5	(D)	(D)	BB	1	(D)
518	Beer, wine, and distilled alcoholic beverages	5	(D)	(D)	CC	4	(D)	(D)	CC	1	(D)
519	Miscellaneous nondurable goods	29	100 658	6 287	315	22	(D)	(D)	CC	7	(D)

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

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

SIC code	Kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
	Wholesale trade -----	729	2 701 766	176 876	6 866	683	2 596 808	170 315	6 587	46	104 958
50	Durable goods -----	454	624 641	65 963	2 730	431	580 517	63 988	2 665	23	44 124
501	Motor vehicles and motor vehicle parts and supplies -----	106	(D)	(D)	FF	106	(D)	(D)	FF	-	-
5012	Automobiles and other motor vehicles -----	11	31 274	2 757	114	11	31 274	2 757	114	-	-
5013	Motor vehicle supplies and new parts -----	74	(D)	(D)	EE	74	(D)	(D)	EE	-	-
5014	Tires and tubes -----	10	(D)	(D)	BB	10	(D)	(D)	BB	-	-
5015	Motor vehicle parts, used -----	11	(D)	(D)	BB	11	(D)	(D)	BB	-	-
502	Furniture and home furnishings -----	17	12 734	1 924	93	15	(D)	(D)	BB	2	(D)
5021	Furniture -----	9	6 989	804	38	7	(D)	(D)	BB	2	(D)
5023	Home furnishings -----	8	5 745	1 120	55	8	5 745	1 120	55	-	-
503	Lumber and other construction materials -----	49	139 931	10 377	368	46	(D)	(D)	EE	3	(D)
5031	Lumber, plywood, millwork, and wood panels -----	23	111 394	7 188	238	22	(D)	(D)	CC	1	(D)
5032	Brick, stone, and related construction materials -----	19	(D)	(D)	BB	18	16 545	2 099	88	1	(D)
5033	Roofing, siding, and insulation materials -----	3	(D)	(D)	BB	2	(D)	(D)	AA	1	(D)
5039	Construction materials, n.e.c. -----	4	2 975	330	10	4	2 975	330	10	-	-
504	Professional and commercial equipment and supplies -----	44	42 146	5 396	233	41	36 845	4 738	214	3	5 301
5043	Photographic equipment and supplies -----	4	3 172	259	12	3	(D)	(D)	AA	1	(D)
5044	Office equipment -----	7	4 007	982	42	7	4 007	982	42	-	-
5045	Computers and computer peripheral equipment and software -----	17	13 871	2 306	112	15	(D)	(D)	BB	2	(D)
5046	Commercial equipment, n.e.c. -----	3	(D)	(D)	AA	3	(D)	(D)	AA	-	-
5047	Medical, dental, and hospital equipment and supplies -----	5	15 700	838	24	5	15 700	838	24	-	-
5048	Ophthalmic goods -----	4	(D)	(D)	BB	4	(D)	(D)	BB	-	-
5049	Professional equipment and supplies, n.e.c. -----	4	2 679	350	13	4	2 679	350	13	-	-
505	Metals and minerals, except petroleum -----	14	25 883	2 280	100	14	25 883	2 280	100	-	-
5051	Metals service centers and offices -----	13	(D)	(D)	BB	13	(D)	(D)	BB	-	-
5052	Coal and other minerals and ores -----	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
506	Electrical goods -----	33	72 972	6 451	214	30	63 247	6 057	206	3	9 725
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	23	58 324	5 421	186	23	58 324	5 421	186	-	-
5064	Electrical appliances, television and radio sets -----	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
5065	Electronic parts and equipment, n.e.c. -----	9	(D)	(D)	BB	6	(D)	(D)	AA	3	9 725
507	Hardware, and plumbing and heating equipment and supplies -----	38	43 072	4 600	200	37	(D)	(D)	CC	1	(D)
5072	Hardware -----	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	27	37 293	3 962	164	27	37 293	3 962	164	-	-
5075	Warm air heating and air-conditioning equipment and supplies -----	3	(D)	(D)	AA	3	(D)	(D)	AA	-	-
5078	Refrigeration equipment and supplies -----	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
508	Machinery, equipment, and supplies -----	96	120 849	13 602	543	90	(D)	(D)	FF	6	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	8	34 287	2 771	100	8	34 287	2 771	100	2	(D)
5083	Farm and garden machinery and equipment -----	35	(D)	(D)	CC	33	(D)	(D)	CC	2	(D)
5084	Industrial machinery and equipment -----	29	(D)	(D)	BB	25	(D)	(D)	BB	4	(D)
5085	Industrial supplies -----	17	(D)	(D)	CC	17	(D)	(D)	CC	-	-
5087	Service establishment equipment and supplies -----	5	(D)	(D)	BB	5	(D)	(D)	BB	-	-
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
509	Miscellaneous durable goods -----	57	(D)	(D)	EE	52	(D)	(D)	EE	5	(D)
5091	Sporting and recreational goods and supplies -----	8	12 070	711	31	6	(D)	(D)	BB	2	(D)
5092	Toys and hobby goods and supplies -----	3	1 573	249	11	3	1 573	249	11	-	-
5093	Scrap and waste materials -----	14	10 099	740	56	13	(D)	(D)	BB	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	8	5 341	420	22	8	5 341	420	22	-	-
5099	Durable goods, n.e.c. -----	24	(D)	(D)	CC	22	22 216	3 609	165	2	(D)
51	Nondurable goods -----	275	2 077 125	110 913	4 136	252	2 016 291	106 327	3 922	23	60 834
511	Paper and paper products -----	32	28 578	4 990	219	28	(D)	(D)	CC	4	(D)
5111	Printing and writing paper -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
5112	Stationery and office supplies -----	23	13 493	2 763	133	20	(D)	(D)	CC	3	(D)
5113	Industrial and personal service paper -----	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(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 -----	23	39 484	4 765	189	23	39 484	4 765	189	-	-
5131	Piece goods, notions, and other dry goods -----	6	(D)	(D)	BB	6	(D)	(D)	BB	-	-
5136	Men's and boys' clothing and furnishings -----	9	9 984	1 344	56	9	9 984	1 344	56	-	-
5137	Women's, children's, and infants' clothing and accessories -----	8	(D)	(D)	BB	8	(D)	(D)	BB	-	-
5139	Footwear -----	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products -----	86	1 546 939	64 840	2 086	79	1 515 328	62 470	1 992	7	31 611
5141	Groceries, general line -----	10	(D)	(D)	GG	10	(D)	(D)	GG	-	-
5142	Packaged frozen foods -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
5143	Dairy products, except dried or canned -----	9	33 653	2 660	130	8	(D)	(D)	BB	1	(D)
5144	Poultry and poultry products -----	2	(D)	(D)	AA	2	(D)	(D)	AA	-	-
5145	Confectionery -----	4	(D)	(D)	BB	4	(D)	(D)	BB	-	-

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

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

SIC code	Kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
Wholesale trade —Con.											
51	Nondurable goods —Con.										
514	Groceries and related products —Con.										
5146	Fish and seafoods	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5147	Meats and meat products	8	11 877	794	55	8	11 877	794	55	—	—
5148	Fresh fruits and vegetables	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5149	Groceries and related products, n.e.c.	41	(D)	(D)	FF	35	(D)	(D)	FF	6	(D)
515	Farm-product raw materials	10	18 085	897	52	6	(D)	(D)	BB	4	(D)
5153	Grain and field beans	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5154	Livestock	7	(D)	(D)	BB	3	(D)	(D)	AA	4	(D)
5159	Farm-product raw materials, n.e.c.	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
516	Chemicals and allied products	12	(D)	(D)	BB	10	(D)	(D)	BB	2	(D)
5162	Plastics materials and basic forms and shapes ...	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
5169	Chemicals and allied products, n.e.c.	10	(D)	(D)	BB	8	(D)	(D)	BB	2	(D)
517	Petroleum and petroleum products	13	146 763	6 609	373	13	146 763	6 609	373	—	—
5171	Petroleum bulk stations and terminals	9	(D)	(D)	EE	9	(D)	(D)	EE	—	—
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	4	(D)	(D)	BB	4	(D)	(D)	BB	—	—
518	Beer, wine, and distilled alcoholic beverages	11	(D)	(D)	EE	11	(D)	(D)	EE	—	—
5181	Beer and ale	7	(D)	(D)	EE	7	(D)	(D)	EE	—	—
5182	Wine and distilled alcoholic beverages	4	(D)	(D)	BB	4	(D)	(D)	BB	—	—
519	Miscellaneous nondurable goods	84	194 819	16 022	786	78	(D)	(D)	FF	6	(D)
5191	Farm supplies	42	92 932	7 908	356	39	(D)	(D)	EE	3	(D)
5192	Books, periodicals, and newspapers	11	27 947	3 615	198	11	27 947	3 615	198	—	—
5193	Flowers, nursery stock, and florists' supplies	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
5194	Tobacco and tobacco products	4	(D)	(D)	CC	4	(D)	(D)	CC	—	—
5198	Paints, varnishes, and supplies	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
5199	Nondurable goods, n.e.c.	22	(D)	(D)	BB	20	(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 ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
Vermont	(X)	4 523 215	4 523 215	100.0	Vermont—Con.				
Brattleboro town	1	1 493 261	1 493 261	33.0	Essex Junction	8	99 047	3 048 880	67.4
South Burlington	2	392 338	1 885 599	41.7	Montpelier	9	73 498	3 122 378	69.0
Burlington	3	335 609	2 221 208	49.1	Newport	10	38 079	3 160 457	69.9
St. Albans	4	320 168	2 541 376	56.2	Bennington town	11	37 759	3 198 216	70.7
Colchester town	5	159 534	2 700 910	59.7	Vergennes	12	9 420	3 207 636	70.9
Rutland	6	149 190	2 850 100	63.0	Bellows Falls	13	3 499	3 211 135	71.0
Barre	7	99 733	2 949 833	65.2	Winooski	(X)	(D)	(X)	(X)

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

Table 10. Counties Ranked by Volume of Sales: 1992

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

Geographic area	Rank ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
Vermont -----	(X)	4 523 215	4 523 215	100.0	Vermont — Con.				
Windham -----	1	1 537 299	1 537 299	34.0	Orleans -----	8	79 739	4 298 522	95.0
Chittenden -----	2	1 414 501	2 951 800	65.3	Orange -----	9	67 733	4 366 255	96.5
Franklin -----	3	450 477	3 402 277	75.2	Addison -----	10	64 893	4 431 148	98.0
Washington -----	4	259 105	3 661 382	80.9	Bennington -----	11	55 730	4 486 878	99.2
Rutland -----	5	247 557	3 908 939	86.4	Essex -----	(X)	(D)	(X)	(X)
Windsor -----	6	203 828	4 112 767	90.9	Grand Isle -----	(X)	(D)	(X)	(X)
Caledonia -----	7	106 016	4 218 783	93.3	Lamoille -----	(X)	(D)	(X)	(X)

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

Appendix A.

General Explanation

CENSUS COVERAGE AND METHODOLOGY

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

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

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

COMPARABILITY OF THE 1987 AND 1992 CENSUSES

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

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

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

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

EXPLANATION OF TERMS

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

KIND-OF-BUSINESS CLASSIFICATIONS

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

The principal types of establishments included are:

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

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

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

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

Durable Goods (SIC Major Group 50)

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

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

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

SIC 5012 is subdivided in some tables into—

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

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

SIC 5013 is subdivided in some tables into—

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

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

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

Furniture and homefurnishings (SIC 502)

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

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

SIC 5021 is subdivided in some tables into—

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

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

SIC 5023 is subdivided in some tables into—

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

Lumber and other construction materials (SIC 503)

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

SIC 5031 is subdivided in some tables into—

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

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

SIC 5032 is subdivided in some tables into—

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

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

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

SIC 5039 is subdivided in some tables into—

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

Professional and commercial equipment and supplies (SIC 504)

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

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

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

SIC 5045 is subdivided in some tables into—

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

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

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

SIC 5046 is subdivided in some tables into—

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

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

SIC 5047 is subdivided in some tables into—

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

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

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

SIC 5049 is subdivided in some tables into—

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

Metals and minerals, except petroleum (SIC 505)

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

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

SIC 5051 is subdivided in some tables into—

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

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

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

Electrical goods (SIC 506)

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

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

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

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

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

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

SIC 5065 is subdivided in some tables into—

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

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

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

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

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

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

Machinery, equipment, and supplies (SIC 508)

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

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

Farm and garden machinery and equipment (SIC 5083).

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

SIC 5083 is subdivided in some tables into—

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

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

SIC 5084 is subdivided in some tables into—

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

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

SIC 5085 is subdivided in some tables into—

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

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

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

SIC 5087 is subdivided in some tables into—

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

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

SIC 5088 is subdivided in some tables into—

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

Miscellaneous durable goods (SIC 509)

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

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

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

SIC 5093 is subdivided in some tables into—

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

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

SIC 5094 is subdivided in some tables into—

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

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

SIC 5099 is subdivided in some tables into—

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

Nondurable Goods (SIC Major Group 51)

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

Paper and paper products (SIC 511)

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

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

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

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

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

SIC 5122 is subdivided in some tables into—

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

Apparel, piece goods, and notions (SIC 513)

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

SIC 5131 is subdivided in some tables into—

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

b. Piece goods—converters.

2. Notions and other dry goods.

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

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

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

Groceries and related products (SIC 514)

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

SIC 5141 is subdivided in some tables into—

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

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

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

SIC 5143 is subdivided in some tables into—

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

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

SIC 5144 is subdivided in some tables into—

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

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

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

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

SIC 5147 is subdivided in some tables into—

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

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

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

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

SIC 5149 is subdivided in some tables into—

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

Farm-product raw materials (SIC 515)

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

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

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

SIC 5159 is subdivided in some tables into—

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

Chemicals and allied products (SIC 516)

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

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

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

SIC 5169 is subdivided in some tables into—

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

Petroleum and petroleum products (SIC 517)

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

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

SIC 5171 is subdivided in some tables into—

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

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

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

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

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

SIC 5182 is subdivided in some tables into—

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

Miscellaneous nondurable goods (SIC 519)

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

SIC 5191 is subdivided in some tables into—

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

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

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

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

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

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

SIC 5199 is subdivided in some tables into—

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

TYPE-OF-OPERATION CLASSIFICATIONS

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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



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

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

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

¹Petroleum wholesalers were all sent form CB-5170.

Appendix D. Metropolitan Areas

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

VERMONT

Burlington, VT MSA

- Chittenden County, VT (part)
- Burlington city, VT
- Charlotte town, VT
- Colchester town, VT
- Essex Junction village, VT
- Essex town balance, VT
- Hinesburg town, VT
- Jericho town, VT
- Jericho village, VT
- Milton town, VT
- Milton village, VT
- Richmond town, VT
- St. George town, VT

Burlington, VT MSA—Con.

- Chittenden County, VT (part)—Con.
- Shelburne town, VT
- South Burlington city, VT
- Williston town, VT
- Winooski city, VT
- Franklin County, VT (part)
- Fairfax town, VT
- Georgia town, VT
- St. Albans city, VT
- St. Albans town, VT
- Swanton town, VT
- Swanton village, VT
- Grand Isle County, VT (part)
- Grand Isle town, VT
- South Hero town, VT

Appendix E.

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

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

SIC code	Kind of business	Percent of sales‡ —		SIC code	Kind of business	Percent of sales‡ —	
		From administrative records ¹	Estimated ²			From administrative records ¹	Estimated ²
	Wholesale trade	5.1	3.4		Wholesale trade —Con.		
50	Durable goods	8.0	6.8	50	Durable goods —Con.		
				509	Miscellaneous durable goods	17.1	2.7
				5091	Sporting and recreational goods and supplies	17.7	2.2
				5092	Toys and hobby goods and supplies	—	10.0
501	Motor vehicles and motor vehicle parts and supplies	14.2	5.3	5093	Scrap and waste materials	18.1	6.7
5012	Automobiles and other motor vehicles	29.2	10.3	5094	Jewelry, watches, precious stones, and precious metals	23.7	7.2
5013	Motor vehicle supplies and new parts	5.6	1.8	5099	Durable goods, n.e.c.	8.9	3.3
5014	Tires and tubes	(D)	(D)				
5015	Motor vehicle parts, used	(D)	(D)	51	Nondurable goods	3.5	1.5
502	Furniture and homefurnishings	9.5	13.7	511	Paper and paper products	2.5	4.4
5021	Furniture .....	.9	16.2	5111	Printing and writing paper	—	—
5023	Homefurnishings	29.6	7.7	5112	Stationery and office supplies .....	.8	2.2
				5113	Industrial and personal service paper	8.9	13.3
503	Lumber and other construction materials	5.6	3.0	512	Drugs, drug proprietaries, and druggists' sundries	—	.1
5031	Lumber, plywood, millwork, and wood panels	5.1	3.4	5122	Drugs, drug proprietaries, and druggists' sundries	—	.1
5032	Brick, stone, and related construction materials	5.6	.6				
5033	Roofing, siding, and insulation materials	1.5	—	513	Apparel, piece goods, and notions	7.2	6.6
5039	Construction materials, n.e.c.	14.4	3.7	5131	Piece goods, notions, and other dry goods	(D)	(D)
504	Professional and commercial equipment and supplies	2.9	18.3	5136	Men's and boys' clothing and furnishings	6.0	.4
5043	Photographic equipment and supplies	—	—	5137	Women's, children's, and infants' clothing and accessories	14.9	19.7
5044	Office equipment	17.5	5.7	5139	Footwear	(D)	(D)
5045	Computers and computer peripheral equipment and software	2.6	24.4	514	Groceries and related products	1.3	.8
5046	Commercial equipment, n.e.c.	(D)	(D)	5141	Groceries, general line	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies	—	.5	5142	Packaged frozen foods	(D)	(D)
5048	Ophthalmic goods	—	5.2	5143	Dairy products, except dried or canned	1.9	2.4
5049	Professional equipment and supplies, n.e.c.	(D)	(D)	5144	Poultry and poultry products	(D)	(D)
				5145	Confectionery	6.6	.4
505	Metals and minerals, except petroleum	3.1	21.9	5146	Fish and seafoods	19.5	6.2
5051	Metals service centers and offices	(D)	(D)	5147	Meats and meat products .....	.4	1.3
5052	Coal and other minerals and ores	(D)	(D)	5148	Fresh fruits and vegetables	26.1	12.5
				5149	Groceries and related products, n.e.c.	(D)	(D)
506	Electrical goods	2.0	9.0	515	Farm-product raw materials	2.5	—
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	1.7	7.1	5153	Grain and field beans	(D)	(D)
5064	Electrical appliances, television and radio sets	(D)	(D)	5154	Livestock	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	(D)	(D)	5159	Farm-product raw materials, n.e.c.	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	2.9	2.4	516	Chemicals and allied products	9.5	12.2
5072	Hardware	(D)	(D)	5162	Plastics materials and basic forms and shapes	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	.5	3.2	5169	Chemicals and allied products, n.e.c.	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies	1.5	—	517	Petroleum and petroleum products	14.0	.2
5078	Refrigeration equipment and supplies	(D)	(D)	5171	Petroleum bulk stations and terminals	17.8	—
				5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	—	1.1
508	Machinery, equipment, and supplies	5.5	6.9	518	Beer, wine, and distilled alcoholic beverages .....	.5	.4
5082	Construction and mining (except petroleum) machinery and equipment .....	.5	27.3	5181	Beer and ale .....	.6	—
5083	Farm and garden machinery and equipment	(D)	(D)	5182	Wine and distilled alcoholic beverages .....	.1	1.8
5084	Industrial machinery and equipment	1.2	1.8	519	Miscellaneous nondurable goods	7.8	4.9
5085	Industrial supplies	9.5	27.3	5191	Farm supplies	18.2	.2
5087	Service establishment equipment and supplies	(D)	(D)	5192	Books, periodicals, and newspapers	1.6	18.3
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	5193	Flowers, nursery stock, and florists' supplies	(D)	(D)
				5194	Tobacco and tobacco products	—	.4
				5198	Paints, varnishes, and supplies	—	37.2
				5199	Nondurable goods, n.e.c.	(D)	(D)

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

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

Appendix F. **Geographic Notes**

VERMONT

There are no geographic notes for the State of Vermont.

Appendix G.

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

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

SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
	Wholesale trade	1 112	986	1 050	951
50	Durable goods	723	632	690	610
501	Motor vehicles and automotive parts and supplies	149	125	146	121
5012	Automobiles and other motor vehicles	20	16	20	16
5013	Motor vehicle supplies and new parts	101	87	99	84
5014	Tires and tubes	14	9	14	9
5015	Motor vehicle parts, used	14	13	13	12
502	Furniture and homefurnishings	29	22	28	19
5021	Furniture	16	15	15	14
5023	Homefurnishings	13	7	13	5
503	Lumber and other construction materials	70	64	69	63
5031	Lumber, plywood, millwork, and wood panels	34	33	33	33
5032	Brick, stone, and related construction materials	21	13	21	12
5033	Roofing, siding, and insulation materials	5	5	5	5
5039	Construction materials, n.e.c.	10	13	10	13
504	Professional and commercial equipment and supplies	85	76	82	76
5043	Photographic equipment and supplies	4	4	4	4
5044	Office equipment	13	21	13	21
5045	Computers and computer peripheral equipment and software	34	28	33	28
5046	Commercial equipment, n.e.c.	4	5	3	5
5047	Medical, dental, and hospital equipment and supplies	15	9	15	9
5048	Ophthalmic goods	6	4	5	4
5049	Professional equipment and supplies, n.e.c.	9	5	9	5
505	Metals and minerals, except petroleum	18	8	18	7
5051	Metals service centers and offices	17	8	17	7
5052	Coal and other minerals and ores	1	—	1	—
506	Electrical goods	72	57	69	55
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	44	37	42	36
5064	Electrical appliances, television and radio sets	3	7	3	7
5065	Electronic parts and equipment, n.e.c.	25	13	24	12
507	Hardware, and plumbing and heating equipment and supplies	65	53	59	48
5072	Hardware	16	9	14	7
5074	Plumbing and heating equipment and supplies (hydronics)	36	32	35	31
5075	Warm air heating and air-conditioning equipment and supplies	9	9	7	7
5078	Refrigeration equipment and supplies	4	3	3	3
508	Machinery, equipment, and supplies	146	136	137	132
5082	Construction and mining (except petroleum) machinery and equipment	13	17	13	17
5083	Farm and garden machinery and equipment	43	53	41	52
5084	Industrial machinery and equipment	44	34	43	34
5085	Industrial supplies	24	19	22	17
5087	Service establishment equipment and supplies	13	8	11	8
5088	Transportation equipment and supplies, except motor vehicles	9	5	7	4
509	Miscellaneous durable goods	89	91	82	89
5091	Sporting and recreational goods and supplies	25	33	23	32
5092	Toys and hobby goods and supplies	3	4	3	4
5093	Scrap and waste materials	22	17	20	16
5094	Jewelry, watches, precious stones, and precious metals	13	7	13	7
5099	Durable goods, n.e.c.	26	30	23	30
51	Nondurable goods	389	354	360	341
511	Paper and paper products	43	28	42	28
5111	Printing and writing paper	4	1	4	1
5112	Stationery and office supplies	31	22	30	22
5113	Industrial and personal service paper	8	5	8	5
512	Drugs, drug proprietaries, and druggists sundries	9	6	7	5
5122	Drugs, drug proprietaries, and druggists sundries	9	6	7	5
513	Apparel, piece goods, and notions	39	29	35	28
5131	Piece goods, notions, and other dry goods	7	11	6	11
5136	Men's and boys' clothing and furnishings	19	6	17	6
5137	Women's, children's, and infants' clothing and accessories	12	8	11	8
5139	Footwear	1	4	1	3

SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
51	Nondurable goods — Con.				
514	Groceries and related products	116	113	105	108
5141	Groceries, general line	12	12	11	11
5142	Packaged frozen foods	2	3	1	3
5143	Dairy products, except dried or canned	12	15	10	15
5144	Poultry and poultry products	3	2	3	2
5145	Confectionery	5	8	5	8
5146	Fish and seafoods	6	3	5	3
5147	Meats and meat products	13	16	12	15
5148	Fresh fruits and vegetables	6	7	6	6
5149	Groceries and related products, n.e.c.	57	47	52	45
515	Farm-product raw materials	16	18	15	17
5153	Grain and field beans	3	7	3	7
5154	Livestock	11	11	10	10
5159	Farm-product raw materials, n.e.c.	2	—	2	—
516	Chemicals and allied products	18	15	15	15
5162	Plastics materials and basic forms and shapes	2	—	2	—
5169	Chemicals and allied products, n.e.c.	16	15	13	15
517	Petroleum and petroleum products	19	25	19	24
5171	Petroleum bulk stations and terminals	14	20	14	20
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5	5	5	4
518	Beer, wine, and distilled alcoholic beverages	16	18	15	16
5181	Beer and ale	10	13	10	11
5182	Wine and distilled alcoholic beverages	6	5	5	5
519	Miscellaneous nondurable goods	113	102	107	100
5191	Farm supplies	51	50	48	49
5192	Books, periodicals, and newspapers	18	15	17	14
5193	Flowers, nursery stock, and florists' supplies	4	4	4	4
5194	Tobacco and tobacco products	6	7	6	7
5198	Paints, varnishes and supplies	4	2	4	2
5199	Nondurable goods, n.e.c.	30	24	28	24

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.