

District of Columbia

1997

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1997 Economic Census

Wholesale Trade

Geographic Area Series



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-- Not applicable for this report.

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

- Policymaking agencies of the Federal Government use the data to monitor economic activity and assess the effectiveness of policies.
- 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, which allows them to 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.

ALL-NEW INDUSTRY CLASSIFICATIONS

Data from the 1997 Economic Census are published primarily on the basis of the North American Industry Classification System (NAICS), unlike earlier censuses, which were published according to the Standard Industrial Classification (SIC) system. NAICS is in the process of being adopted in the United States, Canada, and Mexico. Most economic census reports cover one of the following NAICS sectors:

21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information

52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Foodservices
81	Other Services (except Public Administration)

(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), covered by the census of governments conducted by the Census Bureau.)

The 20 NAICS sectors are subdivided into 96 subsectors (three-digit codes), 313 industry groups (four-digit codes), and, as implemented in the United States, 1170 industries (five- and six-digit codes).

RELATIONSHIP TO SIC

While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The industry definitions discuss the relationships between NAICS and SIC industries. Where changes are significant, it will not be possible to construct time series that include data for points both before and after 1997.

For 1997, data for auxiliary establishments (those functioning primarily to manage, service, or support the activities of their company's operating establishments, such as a central administrative office or warehouse) will not be included in the sector-specific reports. These data will be published separately.

GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for the states, metropolitan areas (MAs), counties, parishes, and corporate municipalities including cities, towns, villages, and boroughs. Respondents were

required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from Internal Revenue Service tax forms is used as a basis for coding.

BASIS OF REPORTING

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company.

DOLLAR VALUES

All dollar values presented are expressed in current dollars; i.e., 1997 data are expressed in 1997 dollars, and 1992 data, in 1992 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

AVAILABILITY OF ADDITIONAL DATA

Reports in Print and Electronic Media

All results of the 1997 Economic Census are available on the Census Bureau Internet site (www.census.gov) and on compact discs (CD-ROM) for sale by the Census Bureau. Unlike previous censuses, only selected highlights are published in printed reports. For more information, including a description of electronic and printed reports being issued, see the Internet site, or write to U.S. Census Bureau, Washington, DC 20233-8300, or call Customer Services at 301-457-4100.

Special Tabulations

Special tabulations of data collected in the 1997 Economic Census may be obtained, depending on availability of time and personnel, in electronic or tabular form. The data will be summaries 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) that govern 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 of the division named below, U.S. Census Bureau, Washington, DC 20233-8300. To discuss a special tabulation before submitting specifications, call the appropriate division:

Manufacturing and Construction Division 301-457-4673
Service Sector Statistics Division 301-457-2668

HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components 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 the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some covering service trades in 1933. Censuses of construction, manufacturing, and the other business service censuses were suspended during World War II.

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 range of industries covered in the economic censuses expanded between 1967 and 1992. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity.

Printed statistical reports from the 1992 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 reports printed since 1967 are still available for sale on microfiche from the Census Bureau. CD-ROMs issued from the 1987 and 1992 Economic Censuses contain databases including nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

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 1997 Economic Census and Related Statistics* at www.census.gov/econguide. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1997 Economic Census* at www.census.gov/econ/www/history.html.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with the 1997 Economic Census data:

A	Standard error of 100 percent or more.
D	Withheld to avoid disclosing data of individual companies; data are included in higher level totals.
F	Exceeds 100 percent because data include establishments with payroll exceeding revenue.
N	Not available or not comparable.
Q	Revenue not collected at this level of detail for multiestablishment firms.
S	Withheld because estimates did not meet publication standards.

V	Represents less than 50 vehicles or .05 percent.
X	Not applicable.
Y	Disclosure withheld because of insufficient coverage of merchandise lines.
Z	Less than half the unit shown.
a	0 to 19 employees.
b	20 to 99 employees.
c	100 to 249 employees.
e	250 to 499 employees.
f	500 to 999 employees.
g	1,000 to 2,499 employees.
h	2,500 to 4,999 employees.
i	5,000 to 9,999 employees.
j	10,000 to 24,999 employees.
k	25,000 to 49,999 employees.
l	50,000 to 99,999 employees.
m	100,000 employees or more.
p	10 to 19 percent estimated.
q	20 to 29 percent estimated.
r	Revised.
s	Sampling error exceeds 40 percent.
nec	Not elsewhere classified.
nsk	Not specified by kind.
–	Represents zero (page image/print only).
(CC)	Consolidated city.
(IC)	Independent city.

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Wholesale Trade

SCOPE

The Wholesale Trade sector (sector 42) comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production.

Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office. These warehouses and offices are characterized by having little or no display of merchandise. In addition, neither the design nor the location of the premises is intended to solicit walk-in traffic. Wholesalers do not normally use advertising directed to the general public. Customers are generally reached initially via telephone, in-person marketing, or by specialized advertising that may include Internet and other electronic means. Follow-up orders are either vendor-initiated or client-initiated, generally based on previous sales, and typically exhibit strong ties between sellers and buyers. In fact, transactions are often conducted between wholesalers and clients that have long-standing business relationships.

This sector comprises three main types of wholesalers: those that sell goods on their own account, those that sell goods manufactured by a parent company in the United States, and those that arrange sales and purchases for others for a commission or fee.

1. Wholesale merchants, distributors, jobbers, drop shippers, import/export merchants, terminal grain elevators, country grain elevators, and farm product assemblers sell goods on their own account. These establishments typically maintain their own warehouse, where they receive and handle goods for their customers. They also may operate as drop shippers or offices taking orders from customers and having the goods shipped directly from the supplier. Establishments operating exclusively in this manner will not maintain any inventory. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
2. Manufacturers sales branches and offices primarily sell products manufactured or mined in the United States by their parent company.
3. Agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' agents arrange for the purchase or sale of goods owned by others or purchased on a commission basis. Agents and brokers operate from offices and do not own or handle the goods they sell. Auction companies and commission merchants handle goods on a consignment basis but do not own the goods.

Although wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units. Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy duty trucks, and industrial machinery, are always included in wholesale trade.

GENERAL

A list of products that provide statistics on sector 42 follows.

Geographic area reports. A separate 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, commission merchants, and auction companies. Less type-of-operation detail is shown below the state level. For states, MAs, 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).

Commodity line sales report. This report presents data on major categories of commodities sold by wholesale kinds of business for the United States. 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.

Establishment and firm size (including legal form of organization) report. This report 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, operating expense, inventories and employment for the United States.

Miscellaneous subjects report. This report 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 and for petroleum bulk stations and terminals at the state level.

GEOGRAPHIC AREAS COVERED

The level of geographic detail varies by report. Data may be presented for:

1. The United States as a whole.
2. States and the District of Columbia.
3. Consolidated metropolitan statistical areas (CMSAs) and primary metropolitan statistical areas (PMSAs) defined by the Office of Management and Budget (OMB) as of June 30, 1997. 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 PMSAs which have a population of at least 1,000,000 (according to the 1990 Census of Population or subsequent special census) and which meet specific criteria of urban character and of social and economic integration.
4. Metropolitan statistical areas (MSAs) defined by the OMB as of June 30, 1997. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants (according to the 1990 Census of Population or subsequent special census). 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. Areas within the state outside metropolitan areas (MAs).

6. Counties and county equivalents defined as of January 1, 1997. 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. Consolidated cities defined as of January 1, 1997. Consolidated cities are consolidated governments which consist of separately incorporated municipalities.
8. Municipalities of 2,500 inhabitants or more defined as of January 1, 1997. These are areas of significant population incorporated as a city, borough, village, or town according to the 1990 Census of Population or subsequent special census. 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 (SEUAs), 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 (according to the 1990 Census of Population or subsequent special census).

COMPARABILITY OF THE 1992 AND 1997 CENSUSES

The 1997 Economic Census is the first census to present data based on the new North American Industry Classification System (NAICS). Previous census data were presented based on the Standard Industrial Classification (SIC) system developed some 60 years ago. Due to this change, comparability between census years may be limited. Comparative statistics will be included as part of the Core Business Statistics Reports.

DISCLOSURE

In accordance with Federal law governing census reports, (Title 13 of the United States Code), 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.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

The Census Bureau conducts annual surveys on the wholesale trade. These surveys, while providing more frequent observations, yield less kind-of-business and geographic detail than the economic census. In addition, the County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

Table 1. Summary Statistics for the District: 1997

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, 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-1996 inventories ^f (\$1,000)	End-of-1997 inventories ^f (\$1,000)
DISTRICT OF COLUMBIA									
42	Wholesale trade	348	3 918 622	222 998	57 007	5 008	411 314	82 964	96 544
	Wholesaler distributors and jobbers	250	955 399	100 339	20 852	2 957	177 179	69 223	81 538
	Importers	10	30 925	2 861	609	134	6 212	1 349	947
	Exporters	14	55 130	2 239	508	47	5 064	2 416	2 411
	Own brand importer-marketers	6	4 295	573	142	25	1 440	190	191
	Assemblers of farm products, except country grain elevators	5	45 237	4 582	990	158	8 515	441	500
	Sales branches (with stock)	20	212 251	38 313	15 074	749	69 619	9 301	10 910
	Sales offices (without stock)	20	2 125 341	68 310	17 240	738	131 108	-	-
	Brokers	2	D	D	D	a	D	D	D
	Commission merchants	3	D	D	D	c	D	D	D
	Manufacturers' agents	18	D	D	D	b	D	D	D
421	Wholesale trade, durable goods	176	D	D	D	g	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle	16	D	D	D	c	D	D	D
42111	Automobile & other motor vehicle whsle	5	D	D	D	b	D	D	D
421110	Automobile & other motor vehicle whsle	5	D	D	D	b	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle	1	D	D	D	a	D	D	D
42112	Motor vehicle supplies & new parts whsle	7	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle	7	D	D	D	c	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers	6	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle ..	4	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle .	4	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle ...	36	D	D	D	c	D	D	D
42121	Furniture whsle	24	D	D	D	c	D	D	D
421210	Furniture whsle	24	D	D	D	c	D	D	D
4212102	Office & business furniture whsle	17	D	D	D	c	D	D	D
42122	Home furnishings whsle	12	D	D	D	b	D	D	D
421220	Home furnishings whsle	12	D	D	D	b	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle	5	D	D	D	b	D	D	D
4212203	Floor coverings whsle	5	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle	5	D	D	D	b	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle	2	D	D	D	b	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle	2	D	D	D	b	D	D	D
42132	Brick, stone, & related construction materials whsle	2	D	D	D	a	D	D	D
421320	Brick, stone, & related construction materials whsle	2	D	D	D	a	D	D	D
42139	Other construction materials whsle ..	1	D	D	D	a	D	D	D
421390	Other construction materials whsle ..	1	D	D	D	a	D	D	D
4214	Professional & commercial equipment & supplies whsle	33	D	D	D	f	D	D	D
42141	Photographic equipment & supplies whsle	3	D	D	D	a	D	D	D
421410	Photographic equipment & supplies whsle	3	D	D	D	a	D	D	D
42142	Office equipment whsle	5	D	D	D	e	D	D	D
421420	Office equipment whsle	5	D	D	D	e	D	D	D
42143	Computer & computer peripheral equipment & software whsle	17	D	D	D	e	D	D	D
421430	Computer & computer peripheral equipment & software whsle	17	D	D	D	e	D	D	D
4214301	Computer & peripheral equipment whsle	14	D	D	D	e	D	D	D
42143012	Computers & peripheral equipment for end use	12	D	D	D	e	D	D	D
42144	Other commercial equipment whsle .	3	D	D	D	b	D	D	D
421440	Other commercial equipment whsle	3	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle	5	D	D	D	a	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle	5	D	D	D	a	D	D	D
4215	Metal & mineral (except petroleum) whsle	1	D	D	D	a	D	D	D
42152	Coal & other mineral & ore whsle ...	1	D	D	D	a	D	D	D
421520	Coal & other mineral & ore whsle .	1	D	D	D	a	D	D	D

Table 1. Summary Statistics for the District: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, 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-1996 inventories ^f (\$1,000)	End-of-1997 inventories ^f (\$1,000)
	DISTRICT OF COLUMBIA—Con.								
42	Wholesale trade—Con.								
421	Wholesale trade, durable goods—Con.								
4216	Electrical goods whsle	29	D	D	D	e	D	D	D
42161	Electrical apparatus & equip. wiring supp. & const material whsle	9	D	D	D	b	D	D	D
421610	Electrical apparatus & equip. wiring supp. & const material whsle	9	D	D	D	b	D	D	D
42162	Electrical appliance, television & radio set whsle	1	D	D	D	a	D	D	D
421620	Electrical appliance, television & radio set whsle	1	D	D	D	a	D	D	D
42169	Other electronic parts & equipment whsle	19	D	D	D	e	D	D	D
421690	Other electronic parts & equipment whsle	19	D	D	D	e	D	D	D
4216901	Communications equipment & supplies whsle.	16	D	D	D	e	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle	10	D	D	D	c	D	D	D
42171	Hardware whsle	6	D	D	D	b	D	D	D
421710	Hardware whsle	6	D	D	D	b	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle	2	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle	2	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle	1	D	D	D	a	D	D	D
421730	Warm air heating & air- conditioning equipment & supplies whsle.	1	D	D	D	a	D	D	D
42174	Refrigeration equipment & supplies whsle	1	D	D	D	a	D	D	D
421740	Refrigeration equipment & supplies whsle.	1	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle	24	D	D	D	c	D	D	D
42182	Farm & garden machinery & equipment whsle	1	D	D	D	a	D	D	D
421820	Farm & garden machinery & equipment whsle.	1	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whsle	3	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle	3	D	D	D	b	D	D	D
42184	Industrial supplies whsle	5	D	D	D	b	D	D	D
421840	Industrial supplies whsle	5	D	D	D	b	D	D	D
4218406	Other industrial supplies whsle	2	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle	11	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle	11	D	D	D	b	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle	6	D	D	D	b	D	D	D
4218504	Other service establishment equipment & supplies whsle	2	D	D	D	a	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle	4	D	D	D	a	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle	4	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle	22	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle	2	D	D	D	a	D	D	D
421910	Sporting & recreational goods & supplies whsle	2	D	D	D	a	D	D	D
42192	Toy & hobby goods & supplies whsle	1	D	D	D	a	D	D	D
421920	Toy & hobby goods & supplies whsle	1	D	D	D	a	D	D	D
42193	Recyclable material whsle	5	D	D	D	b	D	D	D
421930	Recyclable material whsle	5	D	D	D	b	D	D	D
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle	2	D	D	D	a	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle	2	D	D	D	a	D	D	D
42199	Other miscellaneous durable goods whsle	12	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle	12	D	D	D	b	D	D	D

Table 1. Summary Statistics for the District: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, 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-1996 inventories ^f (\$1,000)	End-of-1997 inventories ^f (\$1,000)
DISTRICT OF COLUMBIA—Con.									
Merchant wholesalers—Con.									
421	Wholesale trade, durable goods—Con.								
4215	Metal & mineral (except petroleum) whsle	1	D	D	D	a	D	D	D
42152	Coal & other mineral & ore whsle	1	D	D	D	a	D	D	D
421520	Coal & other mineral & ore whsle	1	D	D	D	a	D	D	D
4216	Electrical goods whsle	15	D	D	D	b	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle	9	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle	9	D	D	D	b	D	D	D
42162	Electrical appliance, television & radio set whsle	1	D	D	D	a	D	D	D
421620	Electrical appliance, television & radio set whsle	1	D	D	D	a	D	D	D
42169	Other electronic parts & equipment whsle	5	D	D	D	a	D	D	D
421690	Other electronic parts & equipment whsle	5	D	D	D	a	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle	10	D	D	D	c	D	D	D
42171	Hardware whsle	6	D	D	D	b	D	D	D
421710	Hardware whsle	6	D	D	D	b	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle	2	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle	2	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle	1	D	D	D	a	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle	1	D	D	D	a	D	D	D
42174	Refrigeration equipment & supplies whsle	1	D	D	D	a	D	D	D
421740	Refrigeration equipment & supplies whsle	1	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle	21	D	D	D	c	D	D	D
42182	Farm & garden machinery & equipment whsle	1	D	D	D	a	D	D	D
421820	Farm & garden machinery & equipment whsle	1	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whsle	3	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle	3	D	D	D	b	D	D	D
42184	Industrial supplies whsle	3	D	D	D	a	D	D	D
421840	Industrial supplies whsle	3	D	D	D	a	D	D	D
42185	Service establishment equipment & supplies whsle	10	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle	10	D	D	D	b	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle	6	D	D	D	b	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle	4	D	D	D	a	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle	4	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle	20	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle	2	D	D	D	a	D	D	D
421910	Sporting & recreational goods & supplies whsle	2	D	D	D	a	D	D	D
42192	Toy & hobby goods & supplies whsle	1	D	D	D	a	D	D	D
421920	Toy & hobby goods & supplies whsle	1	D	D	D	a	D	D	D
42193	Recyclable material whsle	5	D	D	D	b	D	D	D
421930	Recyclable material whsle	5	D	D	D	b	D	D	D
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle	2	D	D	D	a	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle	2	D	D	D	a	D	D	D
42199	Other miscellaneous durable goods whsle	10	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle	10	D	D	D	b	D	D	D

Table 1. Summary Statistics for the District: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, 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-1996 inventories ^f (\$1,000)	End-of-1997 inventories ^f (\$1,000)
	DISTRICT OF COLUMBIA—Con.								
	Merchant wholesalers—Con.								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle	39	D	D	D	f	D	D	D
42291	Farm supplies whsle	1	D	D	D	a	D	D	
422910	Farm supplies whsle	1	D	D	D	a	D	D	
42292	Book, periodical, & newspaper whsle	12	D	D	D	c	D	D	
422920	Book, periodical, & newspaper whsle	12	D	D	D	c	D	D	
42293	Flower, nursery stock, & florists' supplies whsle	5	12 570	2 968	439	72	4 117	197	266
422930	Flower, nursery stock, & florists' supplies whsle	5	12 570	2 968	439	72	4 117	197	266
42294	Tobacco & tobacco product whsle. . .	1	D	D	D	c	D	D	D
422940	Tobacco & tobacco product whsle.	1	D	D	D	c	D	D	
42299	Other miscellaneous nondurable goods whsle	20	D	D	D	c	D	D	
422990	Other miscellaneous nondurable goods whsle	20	D	D	D	c	D	D	
	Manufacturers' sales branches and sales offices . .	40	2 337 592	106 623	32 314	1 487	200 727	9 301	10 910
421	Wholesale trade, durable goods	29	D	D	D	g	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle	1	D	D	D	a	D	D	
42111	Automobile & other motor vehicle whsle	1	D	D	D	a	D	D	
421110	Automobile & other motor vehicle whsle	1	D	D	D	a	D	D	
4212	Furniture & home furnishings whsle . . .	9	D	D	D	b	D	D	
42121	Furniture whsle	7	D	D	D	b	D	D	
421210	Furniture whsle	7	D	D	D	b	D	D	
4212102	Office & business furniture whsle	6	D	D	D	b	D	D	
4214	Professional & commercial equipment & supplies whsle	5	D	D	D	f	D	D	
42142	Office equipment whsle	1	D	D	D	e	D	D	
421420	Office equipment whsle	1	D	D	D	e	D	D	
42143	Computer & computer peripheral equipment & software whsle	4	D	D	D	e	D	D	
421430	Computer & computer peripheral equipment & software whsle	4	D	D	D	e	D	D	
4214301	Computer & peripheral equipment whsle	4	D	D	D	e	D	D	
42143012	Computers & peripheral equipment for end use	4	D	D	D	e	D	D	
4216	Electrical goods whsle	13	D	D	D	e	D	D	
42169	Other electronic parts & equipment whsle	13	D	D	D	e	D	D	
421690	Other electronic parts & equipment whsle	13	D	D	D	e	D	D	
4216901	Communications equipment & supplies whsle	11	D	D	D	c	D	D	
4218	Machinery, equipment, & supplies whsle	1	D	D	D	b	D	D	
42184	Industrial supplies whsle	1	D	D	D	b	D	D	
421840	Industrial supplies whsle	1	D	D	D	b	D	D	
4218406	Other industrial supplies whsle .	1	D	D	D	b	D	D	
422	Wholesale trade, nondurable goods	11	D	D	D	e	D	D	
4222	Drugs, & druggists' sundries whsle	1	D	D	D	a	D	D	
4223	Apparel, piece goods, & notions whsle .	2	D	D	D	b	D	D	
4226	Chemical & allied products whsle	1	D	D	D	a	D	D	
4229	Miscellaneous nondurable goods whsle	7	D	D	D	e	D	D	
42292	Book, periodical, & newspaper whsle	6	D	D	D	e	D	D	
422920	Book, periodical, & newspaper whsle	6	D	D	D	e	D	D	

Table 1. Summary Statistics for the District: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, 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-1996 inventories ^f (\$1,000)	End-of-1997 inventories ^f (\$1,000)
DISTRICT OF COLUMBIA—Con.									
	Agents, brokers, and commission merchants	23	490 044	5 781	1 592	200	12 177	44	47
421	Wholesale trade, durable goods	13	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . .	5	D	D	D	a	D	D	D
4214	Professional & commercial equipment & supplies whsle	3	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle	3	D	D	D	b	D	D	D
421430	Computer & computer peripheral equipment & software whsle	3	D	D	D	b	D	D	D
4214301	Computer & peripheral equipment whsle	3	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use	2	D	D	D	b	D	D	D
4216	Electrical goods whsle	1	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle	2	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . .	2	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods	10	D	D	D	c	D	D	D
4221	Paper & paper product whsle	1	D	D	D	a	D	D	D
4223	Apparel, piece goods, & notions whsle .	5	D	D	D	a	D	D	D
4227	Petroleum & petroleum products whsle	1	D	D	D	c	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals)	1	D	D	D	c	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . .	1	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle	1	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods whsle	2	D	D	D	a	D	D	D

Table 2. **Percent of Sales Data Based on Administrative Records and Estimation for the District: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records ¹	Estimated ²	From administrative records ¹	Estimated ²	From administrative records ¹	Estimated ²	From administrative records ¹	Estimated ²
	DISTRICT OF COLUMBIA—Con.								
42	Wholesale trade—Con.								
422	Wholesale trade, nondurable goods—Con.								
4226	Chemical & allied products whsle.	D	D	D	D	D	D	—	—
42261	Plastics materials & basic forms & shapes whsle.	D	D	D	D	—	—	—	—
422610	Plastics materials & basic forms & shapes whsle.	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle.	D	D	D	D	—	—	—	—
422690	Other chemical & allied products whsle.	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle.	D	D	D	D	—	—	D	D
42271	Petroleum bulk stations & terminals.	D	D	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals.	D	D	D	D	—	—	—	—
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals).	D	D	D	D	—	—	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals).	D	D	D	D	—	—	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle.	D	D	D	D	—	—	D	D
42281	Beer & ale whsle.	D	D	D	D	—	—	—	—
422810	Beer & ale whsle.	D	D	D	D	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle.	—	—	D	D	—	—	—	—
422820	Wine & distilled alcoholic beverage whsle.	—	—	D	D	—	—	—	—
4228201	Wine & distilled alcoholic bev (licensed operation) whsle.	—	—	D	D	—	—	—	—
4229	Miscellaneous nondurable goods whsle.	D	D	D	D	D	D	D	D
42291	Farm supplies whsle.	D	D	D	D	—	—	—	—
422910	Farm supplies whsle.	D	D	D	D	—	—	—	—
42292	Book, periodical, & newspaper whsle.	D	D	D	D	D	D	—	—
422920	Book, periodical, & newspaper whsle.	D	D	D	D	D	D	—	—
42293	Flower, nursery stock, & florists' supplies whsle.	—	10.1	—	10.1	—	—	—	—
422930	Flower, nursery stock, & florists' supplies whsle.	—	10.1	—	10.1	—	—	—	—
42294	Tobacco & tobacco product whsle.	D	D	D	D	—	—	—	—
422940	Tobacco & tobacco product whsle.	D	D	D	D	—	—	—	—
42295	Paint, varnish, & supplies whsle.	D	D	—	—	—	—	—	—
422950	Paint, varnish, & supplies whsle.	D	D	—	—	—	—	—	—
4229501	Paint, varnish, & supplies whsle.	D	D	—	—	—	—	—	—
42299	Other miscellaneous nondurable goods whsle.	D	D	D	D	—	—	—	—
422990	Other miscellaneous nondurable goods whsle.	D	D	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.

Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, 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-1996 inventories ^f (\$1,000)	End-of-1997 inventories ^f (\$1,000)
	WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.								
42	Wholesale trade—Con.								
421	Wholesale trade, durable goods—Con.								
4217	Hardware, & plumbing and heating equipment & supplies whsle	470	D	D	D	h	D	D	D
42171	Hardware whsle	188	D	D	D	g	D	D	
421710	Hardware whsle	188	D	D	D	g	D	D	
42172	Plumbing & heating equipment & supplies (hydronics) whsle	114	D	D	D	g	D	D	
421720	Plumbing & heating equipment & supplies (hydronics) whsle	114	D	D	D	g	D	D	
42173	Warm air heating & air-conditioning equipment & supplies whsle	139	D	D	D	g	D	D	
421730	Warm air heating & air-conditioning equipment & supplies whsle	139	D	D	D	g	D	D	
42174	Refrigeration equipment & supplies whsle	29	D	D	D	c	D	D	
421740	Refrigeration equipment & supplies whsle	29	D	D	D	c	D	D	
4218	Machinery, equipment, & supplies whsle	1 087	D	D	D	j	D	D	
42181	Construction & mining (except petroleum) machinery & equip whsle	102	D	D	D	g	D	D	
421810	Construction & mining (except petroleum) machinery & equip whsle	102	D	D	D	g	D	D	
42182	Farm & garden machinery & equipment whsle	71	D	D	D	f	D	D	
421820	Farm & garden machinery & equipment whsle	71	D	D	D	f	D	D	
4218201	Farm machinery & equipment—farm dealers	48	D	D	D	e	D	D	
4218202	Farm machinery & equipment—whsle distributors	14	D	D	D	c	D	D	
4218203	Lawn & garden machinery & equipment whsle	9	D	D	D	c	D	D	
42183	Industrial machinery & equipment whsle	466	D	D	D	h	D	D	
421830	Industrial machinery & equipment whsle	466	D	D	D	h	D	D	
4218301	Food-processing machinery & equipment whsle	26	D	D	D	e	D	D	
4218302	Hydraulic & pneumatic (fluid power) machinery & equipment whsle	49	D	D	D	e	D	D	
42183021	Hydraulic & pneumatic pumps & motors whsle	15	D	D	D	c	D	D	
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle	34	D	D	D	c	D	D	
4218303	General-purpose industrial machinery & equipment whsle	161	D	D	D	g	D	D	
4218304	Metalworking machinery & equipment whsle	25	D	D	D	c	D	D	
4218305	Materials handling equipment whsle	82	D	D	D	g	D	D	
4218306	Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle	9	D	D	D	b	D	D	
4218307	Other industrial machinery & equipment whsle	114	D	D	D	f	D	D	
42184	Industrial supplies whsle	185	D	D	D	g	D	D	
421840	Industrial supplies whsle	185	D	D	D	g	D	D	
4218401	General-line industrial supplies whsle	24	D	D	D	c	D	D	
4218402	Mechanical power transmission supplies whsle	29	D	D	D	c	D	D	
4218403	Welding supplies whsle	33	D	D	D	c	D	D	
4218404	Industrial containers & supplies whsle	27	D	D	D	e	D	D	
4218405	Industrial valves & fittings (except fluid-power) whsle	17	D	D	D	b	D	D	
4218406	Other industrial supplies whsle	55	D	D	D	e	D	D	
42185	Service establishment equipment & supplies whsle	168	D	D	D	g	D	D	
421850	Service establishment equipment & supplies whsle	168	D	D	D	g	D	D	
4218501	Beauty & barber shop equipment & supplies whsle	28	D	D	D	f	D	D	
4218502	Custodial, janitors' equipment & supplies whsle	62	D	D	D	e	D	D	
4218503	Laundry & dry-cleaning equipment & supplies whsle	22	D	D	D	b	D	D	
4218504	Other service establishment equipment & supplies whsle	56	D	D	D	f	D	D	

Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

Table with 10 columns: NAICS code, Geographic area, 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-1996 inventories (\$1,000), End-of-1997 inventories (\$1,000). Rows include categories like Wholesale trade, Professional & commercial equipment, and Electrical goods.

Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, 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-1996 inventories ^f (\$1,000)	End-of-1997 inventories ^f (\$1,000)
	WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.								
	Hagerstown, MD PMSA—Con.								
	Merchant wholesalers—Con.								
421	Wholesale trade, durable goods—Con.								
4217	Hardware, & plumbing & heating equipment & supplies whsle	8	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle	25	D	D	D	c	D	D	
42182	Farm & garden machinery & equipment whsle	6	D	D	D	b	D	D	
421820	Farm & garden machinery & equipment whsle	6	D	D	D	b	D	D	
4218201	Farm machinery & equipment—farm dealers	5	D	D	D	b	D	D	
42183	Industrial machinery & equipment whsle	8	D	D	D	b	D	D	
421830	Industrial machinery & equipment whsle	8	D	D	D	b	D	D	
4218304	Metalworking machinery & equipment whsle	1	D	D	D	a	D	D	
42185	Service establishment equipment & supplies whsle	1	D	D	D	b	D	D	
421850	Service establishment equipment & supplies whsle	1	D	D	D	b	D	D	
4218504	Other service establishment equipment & supplies whsle ...	1	D	D	D	b	D	D	
4219	Miscellaneous durable goods whsle ...	13	D	D	D	c	D	D	
42193	Recyclable material whsle	9	D	D	D	c	D	D	
421930	Recyclable material whsle	9	D	D	D	c	D	D	
4219301	Iron & steel scrap processors & dealers	3	D	D	D	b	D	D	
42193011	Iron & steel scrap processors (using power processing equipment)	3	D	D	D	b	D	D	
422	Wholesale trade, nondurable goods	36	D	D	D	f	D	D	
4221	Paper & paper product whsle	6	D	D	D	c	D	D	
4224	Grocery & related products whsle	7	D	D	D	e	D	D	
42241	General-line grocery whsle	2	D	D	D	c	D	D	
422410	General-line grocery whsle	2	D	D	D	c	D	D	
4224103	Other general-line grocery whsle	2	D	D	D	c	D	D	
42249	Other grocery & related products whsle	2	D	D	D	b	D	D	
422490	Other grocery & related products whsle	2	D	D	D	b	D	D	
4224903	Soft drinks whsle	2	D	D	D	b	D	D	
4227	Petroleum & petroleum products whsle	5	D	D	D	c	D	D	
42271	Petroleum bulk stations & terminals ..	4	D	D	D	c	D	D	
422710	Petroleum bulk stations & terminals	4	D	D	D	c	D	D	
4227101	Petroleum bulk stations & terminals (except LP)	4	D	D	D	c	D	D	
42271011	Petroleum bulk stations (except LP)	3	D	D	D	c	D	D	
	Manufacturers' sales branches and sales offices ..	11	D	D	D	c	D	D	D
421	Wholesale trade, durable goods	5	D	D	D	b	D	D	
4214	Professional & commercial equipment & supplies whsle	1	D	D	D	b	D	D	
42143	Computer & computer peripheral equipment & software whsle	1	D	D	D	b	D	D	
421430	Computer & computer peripheral equipment & software whsle	1	D	D	D	b	D	D	
422	Wholesale trade, nondurable goods	6	D	D	D	c	D	D	
4224	Grocery & related products whsle	5	D	D	D	c	D	D	
	Agents, brokers, and commission merchants	8	D	D	D	b	D	D	D
421	Wholesale trade, durable goods	7	D	D	D	b	D	D	
4216	Electrical goods whsle	4	D	D	D	b	D	D	
42162	Electrical appliance, television & radio set whsle	1	D	D	D	b	D	D	
421620	Electrical appliance, television & radio set whsle	1	D	D	D	b	D	D	

Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, 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-1996 inventories ^f (\$1,000)	End-of-1997 inventories ^f (\$1,000)
	WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.								
	Washington, DC-MD-VA-WV PMSA—Con.								
	Agents, brokers, and commission merchants—Con.								
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle	26	552 697	15 093	3 629	735	22 253	—	—
42241	General-line grocery whsle	4	D	D	D	f	D	D	D
422410	General-line grocery whsle	4	D	D	D	f	D	D	D
4224103	Other general-line grocery whsle	4	D	D	D	f	D	D	D
42247	Meat & meat product whsle	2	D	D	D	a	D	D	D
422470	Meat & meat product whsle	2	D	D	D	a	D	D	D
4225	Farm-product raw material whsle	12	D	D	D	c	D	D	D
42259	Other farm product raw material whsle	6	D	D	D	c	D	D	D
422590	Other farm product raw material whsle	6	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle	3	D	D	D	e	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals)	3	D	D	D	e	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals)	3	D	D	D	e	D	D	D
4229	Miscellaneous nondurable goods whsle	30	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle	21	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle	21	D	D	D	b	D	D	D
4229901	Art goods whsle	14	D	D	D	b	D	D	D

Appendix A.

Explanation of Terms

ANNUAL PAYROLL (\$1,000)

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans 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 by the Internal Revenue Service (IRS) on Form 941.

BEGINNING-OF-YEAR INVENTORIES (\$1,000)

The total value of merchandise inventories an establishment owned on December 31, 1996. Inventories must be located in the United States and its possessions, including Foreign Trade Zones in the United States, even if portions of these inventories were held at other locations. Exclude the value of inventories held by this establishment but owned by others.

END-OF-YEAR INVENTORIES (\$1,000)

The total value of merchandise inventories owned on December 31, 1997. Inventories must be located in the United States and its possessions, including Foreign Trade Zones in the United States, even if portions of these inventories were held at other locations. Exclude the value of inventories held by this establishment but owned by others.

FIRST-QUARTER PAYROLL (\$1,000)

Represents payroll paid to persons employed at any time during the quarter January to March 1997.

NUMBER OF EMPLOYEES

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations. 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.

NUMBER OF ESTABLISHMENTS

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census 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. Each economic census establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 1997.

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, separate establishment reports for each of the different activities were obtained in the census.

OPERATING EXPENSES (\$1,000)

Includes payroll, employee benefits, interest and rent expenses, payroll taxes, cost of supplies used for operation, depreciation expenses, fundraising expenses, contracted or purchased services, and other expenses charged to operations during 1997. Expenses exclude cost of goods sold, income taxes, and interest for wholesale establishments; outlays for the purchase of real estate; construction and all other capital improvements; funds invested; assessments or dues paid to the parent or other chapters of the same organization; and, for fundraising organizations, funds transferred to charities and other organizations.

SALES, RECEIPTS, OR REVENUE ESTIMATED (PERCENT)

Percent of total sales/receipts/revenue that was imputed based on historic company ratios or administrative records, or on industry averages.

SALES, RECEIPTS, OR REVENUE FROM ADMINISTRATIVE RECORDS (PERCENT)

Percent of total sales/receipts/revenue obtained from administrative records of other Federal agencies.

SALES (\$1,000)

Includes the total sales, shipments, receipts, revenue, or business done by establishments within the scope of the economic census.

Sales include merchandise sold for cash or credit 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.

