

Domestic Trade

This section presents statistics relating to the distributive trades, specifically wholesale trade and retail trade. Service industries that were formerly included in this section, may now be found in new Section 27, Accommodation, Food Services, and Other Services. Data shown for the trades are classified by kind of business and cover sales or receipts, establishments, employees, payrolls, and other items. The principal sources of these data are from the Census Bureau and include the *1997 Economic Census* reports, annual survey reports, and the *County Business Patterns* program. These data are supplemented by several tables from trade associations such as the National Automobile Dealers Association (Table 1026), and the National Mail Order Association (Table 1041). Several notable research groups are also represented such as Claritas (Table 1024), Simmons Market Research Bureau (Tables 1042 to 1044), National Research Bureau and the International Council of Shopping Centers (Tables 1045 and 1046), Jupiter Communications (Table 1035), and Forrester Research, Inc. (Table 1036).

Data on retail and wholesale trade appear in several other sections. For instance, labor force employment and earnings data (Table 609) appear in Section 12, Labor Force; gross domestic product of the industry (Table 641) appear in the Section 13, Income, Expenditures, and Wealth; financial data (several tables) from the quarterly *Statistics of Income Bulletin*, published by the Internal Revenue Service, appear in Section 15, Business Enterprise.

Censuses—Censuses of retail trade and wholesale trade have been taken at various intervals since 1929. Beginning with the 1967 census, legislation provides for a census of each area to be conducted every 5 years (for years ending in “2” and “7”). For more information on these censuses, see the *History of the 1997 Economic Census* found at <<http://www.census.gov/prod/ec97/pol00-hec.pdf>>.

The industries covered in the censuses and surveys of business are those classified in 13 sectors defined in the *North American Industry Classification System*, called NAICS (see below). *Retail trade* refers to places of business primarily engaged in retailing merchandise generally in small quantities to the general public; *wholesale trade*, to establishments primarily engaged in selling goods to other businesses and normally operate from a warehouse or office that have little or no display of merchandise; and *services*, to establishments primarily engaged in providing a wide range of services for individuals and for businesses. All Census Bureau tables in this section are utilizing the new NAICS codes, which replaced the Standard Industrial Classification (SIC) system. NAICS makes substantial structural improvements and identifies over 350 new industries. At the same time, it causes breaks in time series far more profound than any prior revision of the previously used SIC system. For information on this system and how it affects the comparability of retail and wholesale statistics historically, see text, Section 15, Business Enterprise, and especially the Census Bureau Web site at <<http://www.census.gov/epcd/www/naics.html>>. In general, the 1997 Economic Census has two series of publications and documents for these two sectors subject series with reports on such as commodity line sales and establishment and firm sizes and geographic reports with individual reports for each state. For information on these series, see the Census Bureau Web site at <<http://www.census.gov/epcd/www/97EC42.htm>> and <<http://www.census.gov/epcd/www/97EC44.htm>>.

Current surveys—Current sample surveys conducted by the Census Bureau cover various aspects of the retail and wholesale trade and selected service industries. Its *Monthly Retail Trade and Food Services* contains monthly estimates of sales, inventories, and inventory/sales ratios, purchases, and accounts receivable

for the United States, by kind of business. Annual figures on sales, year-end inventories, and inventory/sales ratios, by kind of business, appear in the *Annual Benchmark Report for Retail Trade and Food Services*. Statistics from the Bureau's monthly wholesale trade survey include national estimates of merchant wholesalers' sales, inventories, and inventory/sales ratios by major summary groups "durable and nondurable," and selected kinds of business. Merchant wholesalers are those wholesalers who take title to the goods they sell (e.g., jobbers, exporters, importers, industrial distributors). These data, based on reports submitted by a sample of firms, appear in the *Monthly Wholesale Trade Report*. Annual figures on sales, inventory/sales ratios, year-end inventories, and purchases appear in the *Annual Benchmark Report for Wholesale Trade*. The reports just mentioned may appear in print in some cases, but principally are available as documents on the Census Bureau Web site at <<http://www.census.gov/econ/www/retmenu.html>>.

E-commerce—Electronic commerce (or e-commerce) are sales of goods and services over the Internet and extranet,

electronic data interchange (EDI), or other online systems. Payment may or may not be made online. This edition again has several new tables on e-commerce sales such as Tables 1037 to 1039 in this section, 976 in Section 21, Manufactures, and 1265 in the new Section 27, Accommodation, Food Services, and Other Services. Also, there are several private sources for similar data such as Forrester Research Inc., Cambridge MA; BizRate .com, Los Angeles, CA; and Jupiter Communications, New York, NY. These sources show estimated and projected online retail sales by key categories from business to consumers or to other businesses. Their methods of collecting the data vary widely between the sources and consequently these estimates of this activity vary also. Users of these estimates may want to contact the sources for descriptions of their methodology.

Statistical reliability—For a discussion of statistical collection and estimation, sampling procedures, and measures of statistical reliability applicable to Census Bureau data, see Appendix III.

No. 1017. Retail Trade—Establishments, Employees, and Payroll: 1998 and 1999

[1,113.1 represents 1,113,100 except as indicated. Covers establishments with payroll. Employees are for the week including March 12. Most government employees are excluded. For statement on methodology, see Appendix III]

Kind of business	NAIC code ¹	Establishments (1,000)		Employees (1,000)		Payroll (bil. dol.)	
		1998	1999	1998	1999	1998	1999
Retail trade, total	44-45	1,113.1	1,113.3	14,241	14,477	260.3	281.9
Motor vehicle & parts dealers	441	123.4	123.9	1,757	1,804	55.6	60.2
Automobile dealers	4411	49.9	50.1	1,151	1,175	41.4	45.2
New car dealers	44111	26.2	26.1	1,050	1,070	38.9	42.3
Used car dealers	44112	23.7	24.0	102	105	2.6	2.9
Recreational vehicle dealers	44121	3.0	3.0	31	33	1.0	1.1
Motorcycle & boat & other MV dealers ²	44122	10.8	11.0	76	82	2.0	2.3
Automotive parts, accessories & tire stores	4413	59.6	59.7	499	514	11.1	11.6
Automotive parts, accessories & tire stores	44131	41.9	41.9	345	354	7.2	7.4
Tire dealers	44132	17.8	17.8	153	160	3.9	4.2
Furniture & home furnishing stores	442	64.4	64.3	510	525	11.3	12.4
Furniture stores	4421	29.7	29.6	267	270	6.4	7.0
Home furnishings stores ²	4422	34.7	34.7	243	255	4.9	5.4
Electronics & appliance stores	443	45.2	45.2	362	384	8.6	9.6
Appliance, TV & all other electronics stores	44311	28.8	29.0	238	258	5.1	5.9
Computer & software stores	44312	13.2	13.0	103	105	3.1	3.2
Camera & photographic supplies stores	44313	3.2	3.1	20	21	0.4	0.4
Bldg material & garden equip & supp dealers	444	92.8	92.3	1,131	1,184	27.8	30.2
Building material & supplies dealers	4441	71.5	71.2	964	1,012	24.3	26.4
Home centers	44411	3.9	4.4	284	325	5.6	6.8
Paint & wallpaper stores	44412	8.4	8.4	44	43	1.0	1.1
Hardware stores	44413	15.4	15.3	139	145	2.2	2.3
Other building material dealers	44419	43.8	43.2	496	499	15.4	16.2
Lawn & garden equip & supplies stores	4442	21.3	21.1	168	172	3.5	3.8
Nursery & garden centers	44422	16.5	16.4	141	144	2.9	3.2
Food & beverage stores	445	147.7	151.5	2,944	3,015	43.3	45.9
Grocery stores	4451	96.2	97.4	2,689	2,743	39.7	41.9
Grocery (except convenience) stores	44511	68.5	69.0	2,533	2,584	38.0	39.9
Convenience stores	44512	27.7	28.4	156	159	1.8	1.9
Specialty food stores	4452	23.6	25.9	126	141	1.7	2.1
Meat markets	44521	6.6	6.5	39	40	0.6	0.6
Fish & seafood markets	44522	1.8	1.8	8	8	0.1	0.1
Fruit & vegetable markets	44523	3.2	3.2	18	18	0.3	0.3
Other specialty food stores ³	44529	12.0	14.4	61	75	0.7	1.1
Beer, wine & liquor stores ³	4453	27.9	28.1	129	131	1.8	1.9
Health & personal care stores ²	446	82.7	82.4	940	938	16.1	17.8
Pharmacies & drug stores	44611	42.6	41.8	723	709	12.0	13.4
Cosmetics, beauty supplies & perfume stores	44612	9.5	9.6	58	62	0.7	0.8
Optical goods stores	44613	14.7	14.7	74	76	1.6	1.6
Gasoline stations	447	123.9	121.1	946	930	12.3	12.8
Gasoline stations with convenience stores	44711	82.2	81.5	647	646	8.0	8.4
Clothing & clothing accessories stores	448	152.6	151.7	1,280	1,293	17.8	19.1
Clothing stores	4481	92.8	91.0	929	944	12.1	13.0
Men's clothing stores	44811	11.9	11.4	87	85	1.4	1.5
Women's clothing stores	44812	37.4	36.2	294	284	3.5	3.7
Children's & infants' clothing stores	44813	5.2	5.3	47	51	0.5	0.6
Family clothing stores	44814	20.8	20.9	394	420	5.2	5.7
Clothing accessories stores	44815	5.8	5.5	29	29	0.4	0.4
Shoe stores	4482	29.6	30.0	196	189	2.5	2.6
Jewelry, luggage & leather goods stores	4483	30.2	30.6	156	161	3.2	3.6
Jewelry stores	44831	28.1	28.6	144	149	3.0	3.3
Luggage & leather goods stores	44832	2.1	2.0	12	12	0.2	0.2
Sporting goods, hobby, book & music stores	451	68.1	66.1	580	590	7.9	8.2
Sporting goods, hobby, musical instrument stores	4511	45.8	44.2	378	383	5.4	5.7
Sporting goods stores	45111	24.1	23.1	181	182	2.7	2.8
Hobby, toy & game stores	45112	10.9	10.8	119	125	1.6	1.7
Sewing, needlework & piece goods stores	45113	6.2	5.9	48	45	0.5	0.5
Musical instrument & supplies stores	45114	4.5	4.4	30	32	0.7	0.7
Book, periodical & music stores ²	4512	22.3	21.8	201	207	2.5	2.6
Book stores & news dealers	45121	14.4	14.1	137	140	1.7	1.8
General merchandise stores	452	36.7	38.1	2,479	2,445	33.7	36.6
Department stores	4521	10.5	10.5	1,784	1,731	23.5	25.3
Other general merchandise stores	4529	26.2	27.6	696	714	10.2	11.2
Miscellaneous store retailers	453	132.4	131.2	796	829	11.9	13.0
Florists	4531	25.6	24.8	123	122	1.5	1.5
Office supplies, stationery & gift stores	4532	44.3	43.6	324	339	4.3	4.8
Office supplies & stationery stores	45321	7.7	8.4	110	124	2.0	2.4
Gift, novelty & souvenir stores	45322	36.6	35.2	214	215	2.3	2.4
Used merchandise stores	4533	18.2	18.0	105	110	1.4	1.5
Other miscellaneous store retailers	4539	44.3	44.8	243	258	4.7	5.1
Pet & pet supplies stores	45391	8.5	8.2	64	66	0.8	0.9
Art dealers	45392	5.9	5.9	22	25	0.5	0.6
Manufactured (mobile) home dealers	45393	5.7	6.0	43	46	1.3	1.4
Nonstore retailers	454	43.3	43.6	515	540	14.2	16.1
Electronic shopping & mail-order houses	4541	9.8	10.6	230	255	7.3	8.9
Vending machine operators	4542	6.4	6.3	66	67	1.4	1.5
Direct selling establishments	4543	27.1	26.7	219	218	5.5	5.8
Fuel dealers ²	45431	12.5	12.2	106	107	2.9	3.0
Other direct selling establishments	45439	14.6	14.5	113	111	2.6	2.8

¹ Based on North American Industrial Classification System; see text, Section 15, Business Enterprise business not shown separately. ² Includes kinds of ³ Includes government employees.

Source: U.S. Census Bureau, *County Business Patterns*, annual.

No. 1018. Retail Trade—Establishments, Sales, Payroll, and Employees by Kind of Business: 1997

Kind of business	NAICS code ¹	Sales			Annual payroll		Paid employee for pay period including March 12, 1992 (1,000)
		Establishments (number)	Total (mil. dol.)	Per paid employee (dol.)	Total (mil. dol.)	Per paid employee (dol.)	
Retail trade	44-45	1,118,447	2,460,886	175,889	237,196	16,953	13,991.1
Motor vehicle & parts dealers	441	122,633	645,368	375,440	50,239	29,226	1,719.0
Automobile dealers	4411	49,237	553,652	486,068	37,400	32,836	1,139.0
New car dealers	44111	25,897	518,972	496,034	35,203	33,647	1,046.2
Used car dealers	44112	23,340	34,680	373,905	2,197	23,691	92.8
Other motor vehicle dealers	4412	13,589	28,891	281,124	2,570	25,007	102.8
Recreational vehicle dealers	44121	3,014	10,070	341,776	814	27,627	29.5
Motorcycle, boat, & other motor vehicle dealers	44122	10,575	18,821	256,746	1,756	23,954	73.3
Automotive parts, accessories, & tire stores	4413	59,807	62,825	131,653	10,269	21,519	477.2
Automotive parts & accessories stores	44131	42,519	43,166	129,024	6,718	20,081	334.6
Tire dealers	44132	17,288	19,659	137,821	3,551	24,892	142.6
Furniture & home furnishings stores	442	64,725	71,691	148,476	9,959	20,627	482.8
Furniture stores	4421	29,461	40,968	163,026	5,620	22,362	251.3
Home furnishings stores	4422	35,264	30,722	132,685	4,340	18,743	231.5
Floor covering stores	44221	16,603	16,472	171,250	2,458	25,557	96.2
Other home furnishings stores	44229	18,661	14,251	105,281	1,882	13,901	135.4
Electronics & appliance stores	443	43,373	68,561	198,704	7,064	20,473	345.0
Appliance, television, & other electronics stores	44311	28,789	42,251	178,249	4,462	18,826	237.0
Computer & software stores	44312	11,741	24,059	265,839	2,278	25,168	90.5
Camera & photographic supplies stores	44313	2,843	2,252	128,609	324	18,504	17.5
Building material & garden equipment & supplies dealers	444	93,117	227,566	203,564	25,609	22,908	1,117.9
Building material & supplies dealers	4441	71,916	195,888	205,701	22,313	23,431	952.3
Home centers	44411	3,997	51,628	181,883	4,996	17,602	283.9
Paint & wallpaper stores	44412	8,429	7,943	182,536	1,011	23,235	43.5
Hardware stores	44413	15,748	13,605	98,710	2,095	15,202	137.8
Other building material dealers	44419	43,742	122,712	251,925	14,210	29,173	487.1
Lawn & garden equipment & supplies stores	4442	21,201	31,678	191,273	3,296	19,900	165.6
Outdoor power equipment stores	44421	4,769	4,069	153,676	535	20,222	26.5
Nursery & garden centers	44422	16,432	27,609	198,428	2,760	19,839	139.1
Food & beverage stores	445	148,528	401,764	138,871	40,581	14,027	2,893.1
Grocery stores	4451	96,542	368,250	139,298	37,426	14,157	2,643.6
Supermarkets & other grocery (except convenience) stores	44511	69,461	351,403	141,141	35,828	14,390	2,489.7
Convenience stores	44512	27,081	16,848	109,481	1,598	10,387	153.9
Specialty food stores	4452	22,373	10,830	91,137	1,456	12,250	118.8
Meat markets	44521	7,214	4,347	109,041	544	13,656	39.9
Fish & seafood markets	44522	1,634	1,038	145,724	102	14,316	7.1
Fruit & vegetable markets	44523	3,179	2,107	122,128	237	13,736	17.3
Other specialty food stores	44529	10,346	3,339	61,152	572	10,483	54.6
Beer, wine, & liquor stores	4453	29,613	22,684	173,645	1,699	13,008	130.6
Health & personal care stores	446	82,941	117,701	130,244	15,191	16,809	903.7
Pharmacies & drug stores	44611	43,615	98,631	140,150	11,588	16,465	703.8
Cosmetics, beauty supplies, & perfume stores	44612	9,014	4,419	94,977	604	12,973	46.5
Optical goods stores	44613	15,192	6,432	88,052	1,401	19,182	73.0
Other health & personal care stores	44619	15,120	8,219	102,269	1,598	19,888	80.4
Gasoline stations	447	126,889	198,166	214,916	11,482	12,453	922.1
Gasoline stations with convenience stores	44711	81,684	127,609	207,847	7,229	11,774	614.0
Other gasoline stations	44719	45,205	70,557	229,002	4,254	13,805	308.1
Clothing & clothing accessories stores	448	156,601	136,398	106,548	16,597	12,965	1,280.2
Clothing stores	4481	94,740	95,918	103,368	11,225	12,097	927.9
Mens clothing stores	44811	12,143	9,865	118,025	1,325	15,855	83.6
Womens clothing stores	44812	39,672	27,258	89,169	3,366	11,011	305.7
Childrens & infants clothing stores	44813	5,115	4,638	99,699	474	10,198	46.5
Family clothing stores	44814	20,450	44,796	114,197	4,797	12,229	392.3
Clothing accessories stores	44815	5,860	2,132	82,794	314	12,184	25.8
Other clothing stores	44819	11,500	7,229	97,535	949	12,799	74.1
Shoe stores	4482	31,399	20,543	110,565	2,349	12,640	185.8
Jewelry, luggage, & leather goods stores	4483	30,462	19,936	119,795	3,024	18,169	166.4
Jewelry stores	44831	28,336	18,511	119,523	2,836	18,311	154.9
Luggage & leather goods stores	44832	2,126	1,425	123,448	188	16,259	11.5
Sporting goods, hobby, book, & music stores	451	69,149	62,011	110,568	7,113	12,683	560.8
Sporting goods, hobby, & musical instrument stores	4511	46,315	41,415	114,100	4,819	13,276	363.0
Sporting goods stores	45111	24,424	20,043	113,760	2,388	13,553	176.2
Hobby, toy, & game stores	45112	10,824	14,388	128,746	1,369	12,247	111.8

See footnotes at end of table.

No. 1018. Retail Trade—Establishments, Sales, Payroll, and Employees by Kind of Business: 1997—Con.

Kind of business	NAICS code ¹	Sales			Annual payroll		Paid employee for pay period including March 12 (1,000)
		Establishments (number)	Total (mil. dol.)	Per paid employee (dol.)	Total (mil. dol.)	Per paid employee (dol.)	
Sewing, needlework, & piece goods stores	45113	6,590	3,183	70,184	495	10,910	45.4
Musical instrument & supplies stores	45114	4,477	3,801	128,078	567	19,119	29.7
Book, periodical, & music stores	4512	22,834	20,596	104,089	2,295	11,597	197.9
Book stores & news dealers	45121	14,676	13,229	100,797	1,567	11,936	131.2
Prerecorded tape, compact disc, & record stores	45122	8,158	7,367	110,575	728	10,927	66.6
General merchandise stores	452	36,171	330,444	131,780	30,871	12,311	2,507.5
Department stores (incl leased depts) ²	4521	10,366	223,232	(NA)	(NA)	(NA)	(NA)
Department stores (excl leased depts)	4521	10,366	220,108	122,584	22,083	12,299	1,795.6
Other general merchandise stores	4529	25,805	110,336	154,975	8,788	12,343	712.0
Warehouse clubs & superstores	45291	1,530	81,919	191,239	5,863	13,686	428.4
All other general merchandise stores	45299	24,275	28,418	100,201	2,925	10,314	283.6
Miscellaneous store retailers	453	129,838	78,109	103,733	10,165	13,500	753.0
Florists	4531	26,200	6,555	52,359	1,396	11,154	125.2
Office supplies, stationery, & gift stores	4532	44,615	31,573	103,014	3,637	11,868	306.5
Office supplies & stationery stores	45321	7,330	17,076	174,027	1,581	16,110	98.1
Gift, novelty, & souvenir stores	45322	37,285	14,497	69,574	2,057	9,870	208.4
Used merchandise stores	4533	17,990	6,044	61,692	1,204	12,286	98.0
Other miscellaneous store retailers	4539	41,033	33,937	151,958	3,928	17,588	223.3
Pet & pet supplies stores	45391	8,318	5,493	89,763	709	11,588	61.2
Art dealers	45392	5,698	3,001	153,808	401	20,561	19.5
Manufactured (mobile) home dealers	45393	5,485	13,347	330,375	1,123	27,790	40.4
All other miscellaneous store retailers	45399	21,532	12,096	118,324	1,695	16,581	102.2
Nonstore retailers	454	44,482	123,107	243,297	12,323	24,355	506.0
Electronic shopping & mail-order houses	4541	10,013	79,018	361,795	5,743	26,297	218.4
Vending machine operators	4542	7,070	6,884	103,763	1,333	20,097	66.3
Direct selling establishments	4543	27,399	37,204	168,161	5,246	23,714	221.2
Fuel dealers	45431	12,532	22,622	217,987	2,755	26,550	103.8
Other direct selling establishments	45439	14,867	14,582	124,140	2,491	21,209	117.5

NA Not available. ¹ North American Industry Classification System, 1997; see text, Section 15 Business Enterprise. ² Not included in broader kind of business.

Source: U.S. Census Bureau, 1997 *Economic Census, Retail Trade*, Series EC97R44A-US(RV), issued March 2000.

No. 1019. Retail Trade and Food Service—Estimated Per Capita Sales by Selected Kinds of Business: 1992 to 2000

[As of Dec. 31. Based on estimated resident as of July 1 population estimates]

Kind of business	NAICS code ¹	1992	1993	1994	1995	1996	1997	1998	1999	2000
Total	44-45	7,304	7,717	8,293	8,640	9,101	9,415	9,791	10,545	11,254
Total (Excluding motor vehicle and parts dealers)	44-45, ex 441	5,617	5,837	6,168	6,391	6,694	6,936	7,191	7,675	8,218
Motor vehicle and parts dealers	441	1,687	1,880	2,125	2,249	2,407	2,479	2,600	2,870	3,036
Furniture, home furnishings	442	217	226	242	251	263	278	292	312	335
Electronics and appliance stores	443	169	190	222	248	260	263	282	301	320
Building material and garden equipment and supply stores	444	632	670	737	761	806	861	905	972	1,012
Food and beverage stores	445	1,466	1,465	1,488	1,497	1,523	1,539	1,567	1,626	1,699
Health and personal care stores	446	358	365	376	392	418	447	484	536	578
Gasoline stations	447	618	634	662	693	737	750	713	766	891
Clothing and clothing accessories stores	448	475	488	499	503	519	527	555	588	615
Sporting goods, hobby, book, and music stores	451	195	204	222	233	243	246	258	271	291
General merchandise stores	452	978	1,038	1,102	1,150	1,195	1,244	1,308	1,404	1,489
Miscellaneous store retailers	453	220	244	273	295	319	344	371	389	397
Nonstore retailers	454	290	312	345	367	413	437	455	509	592
Food services and drinking places	722	803	843	871	894	920	968	1,013	1,054	1,117

¹ North American Industry Classification System, 1997; see text, Section 15, Business Enterprise.

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through December 2000* (BR/00-A) and Population Division, Population Estimates Program.

No. 1020. Retail Trade and Food Services—Sales by Kind of Business: 1992 to 2000

[In billions of dollars (2,054.6 represents \$2,054,600,000,000)]

Kind of business	NAICS code ¹	1992	1994	1995	1996	1997	1998	1999	2000
		Retail and food services, total	44, 45, 72	2,054.6	2,372.8	2,492.4	2,645.2	2,767.4	2,906.7
Retail trade total	44, 45	1,851.2	2,147.2	2,258.8	2,402.3	2,509.3	2,634.1	2,863.0	3,082.8
GAFO, total ²	(X)	536.9	619.6	653.0	685.3	715.7	762.6	821.3	877.7
Motor vehicle and parts dealers	441	427.6	550.1	588.0	635.3	660.7	699.5	779.2	831.8
Automobile and other motor vehicle dealers	4411, 4412	377.2	492.8	528.7	572.9	596.3	631.9	707.6	758.1
Automobile dealers	4411	359.1	468.9	502.5	544.8	565.5	597.5	669.3	713.3
Auto parts, access., and tire stores	4413	50.4	57.3	59.3	62.3	64.4	67.6	71.6	73.7
Furniture, home furnishings, electronics, and appliance stores	442, 443	97.8	120.2	130.4	137.9	144.3	154.6	166.5	179.3
Furniture and home furnishings stores	442	55.0	62.8	65.5	69.4	74.1	78.6	84.8	91.7
Furniture stores	4421	31.6	35.6	37.0	39.2	41.9	44.1	46.6	49.8
Home furnishings stores	4422	23.4	27.2	28.5	30.2	32.1	34.4	38.3	41.9
Electronics and appliance stores	443	42.8	57.4	64.9	68.5	70.2	76.0	81.7	87.6
Appl., TV., and other elect. stores	44311	29.0	37.9	42.1	43.3	43.1	46.3	51.4	57.7
Computer and software stores	44312	11.5	17.2	20.5	22.9	24.8	27.2	27.6	26.9
Building mat., garden equip., & supply stores	444	160.2	190.8	199.1	212.8	229.5	243.5	264.0	277.2
Building mat. & supply dealers	4441	135.5	165.2	172.3	183.3	197.4	210.0	229.7	240.3
Food and beverage stores	445	371.5	385.3	391.3	402.0	410.3	421.6	441.4	465.3
Grocery stores	4451	337.9	351.1	356.9	366.1	373.1	382.4	400.7	421.9
Beer, wine, and liquor stores	4453	21.8	22.2	22.1	23.3	24.2	25.7	26.9	28.8
Health and personal care stores	446	90.8	97.3	102.5	110.2	119.1	130.2	145.6	158.4
Gasoline stations	447	156.6	171.4	181.3	194.6	199.9	191.7	207.8	244.0
Clothing and clothing access stores	448	120.3	129.3	131.6	136.9	140.6	149.4	159.7	168.5
Clothing stores	4481	85.9	90.8	91.4	94.5	98.5	104.9	112.2	119.3
Shoe stores	4482	18.1	19.4	19.8	20.6	20.8	21.5	21.8	22.1
Sporting goods, hobby, book & music stores	451	49.3	57.5	60.9	64.1	65.6	69.5	73.7	79.6
General merchandise stores	452	248.0	285.3	300.6	315.4	331.5	351.8	381.1	407.8
Department stores (excl. L.D.)	4521	177.1	200.4	207.7	213.9	220.1	221.2	226.3	236.9
Department stores (incl. L.D.)	4521	181.3	205.3	212.8	218.7	225.1	226.0	231.2	242.0
Discount dept. stores	4521102	93.9	113.3	120.5	123.7	128.0	128.5	130.9	140.9
Other general merchandise stores	4529	70.9	84.9	92.9	101.5	111.3	130.6	154.8	170.9
Warehouse clubs and superstores	45291	40.0	56.3	63.3	71.4	81.9	101.2	123.6	136.8
Miscellaneous stores retail	453	55.8	70.6	77.2	84.1	91.7	99.8	105.6	108.6
Nonstore retailers	454	73.4	89.4	95.9	109.1	116.4	122.5	138.3	162.2
Electronic shopping and mail order	4541	35.3	47.1	52.7	61.2	70.1	79.5	92.9	110.0
Fuel dealers	45431	19.3	20.8	21.6	24.1	22.9	19.7	20.7	27.5
Food services and drinking places	722	203.4	225.6	233.6	242.9	258.0	272.6	286.3	306.1
Full service restaurants	7221	86.5	97.1	99.4	104.5	114.6	119.7	124.5	134.4
Limited service eating places	7222	87.4	98.4	103.1	106.2	109.3	116.8	123.1	127.5
Drinking places	7224	12.4	11.8	12.5	13.0	13.4	14.1	14.8	16.5

X Not applicable. ¹ North American Industry Classification System, 1997; see text, Section 15, Business Enterprise. ² GAFO represents store classified in the following NAICS codes: 442,443,448,451,452, and 4532

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through December 2000* (BR/00-A) and Population Division, Population Estimates Program.

No. 1021. Retail Trade—Merchandise Inventories and Inventory/Sales Ratio by Kind of Business: 1992 to 2000

[267.6 represents \$267,600,000,000. As of Dec. 31. Includes warehouses. Adjusted for seasonal variations. Sales data also adjusted for holiday and trading-day differences]

Kind of business	NAICS code ¹	Inventories at cost ² (bil. dol.)				Inventory/sales ratios			
		1992	1995	1999	2000	1992	1995	1999	2000
Total	44, 45	267.6	329.6	391.8	417.9	1.68	1.70	1.56	1.62
<i>Excluding motor vehicle and parts dealers</i>	<i>44, 45 ex 441</i>	<i>196.2</i>	<i>234.5</i>	<i>274.3</i>	<i>285.8</i>	<i>1.61</i>	<i>1.64</i>	<i>1.51</i>	<i>1.51</i>
Motor vehicle and parts dealers	441	71.4	95.1	117.5	132.1	1.92	1.87	1.72	1.92
Furniture, home furnishings, electronics, and appliance stores	442, 443	16.4	22.0	23.8	24.6	1.97	1.95	1.64	1.69
Building material and garden equipment and supplies dealers	444	25.3	31.2	38.9	40.9	1.92	1.81	1.70	1.75
Food and beverage stores	445	27.5	28.8	33.3	33.4	0.88	0.87	0.86	0.84
Clothing and clothing accessories stores	448	27.2	29.1	33.0	35.2	2.62	2.59	2.45	2.47
General merchandise stores	452	48.9	59.3	64.4	65.8	2.25	2.32	1.96	1.93
Department stores (ex. L.D.)	4521	37.1	43.0	42.8	43.3	2.41	2.46	2.24	2.20

¹ North American Industry Classification System, 1997; see text, Section 15, Business Enterprise.

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through December 2000* (BR/00-A) and unpublished data.

No. 1022. Retail Trade—Estimated Purchases by Kind of Business: 1992 to 1999

[In billions of dollars (1,345.2 represents \$1,345,200,000,000). As of Dec. 31]

Kind of business	NAICS code ¹	1992	1993	1994	1995	1996	1997	1998	1999
		Total	44-45	1,345.2	1,442.6	1,570.0	1,643.9	1,747.9	1,828.7
Motor vehicle and parts dealers	441	342.0	387.2	443.2	470.6	509.7	533.9	567.9	634.4
Furniture and home furnishings stores	442	32.2	34.3	36.8	38.4	40.7	43.2	45.4	48.8
Building material, garden equipment and supplies dealers	444	115.7	124.9	138.8	145.1	155.0	169.7	177.9	193.1
Food and beverage stores	445	279.2	281.9	289.0	290.4	298.3	303.7	310.0	323.5
Clothing and clothing accessories stores	448	71.7	74.3	76.8	78.3	81.0	83.5	87.3	92.5
General merchandise stores	452	181.3	194.8	211.8	222.4	232.1	243.0	257.0	280.3

¹ North American Industry Classification System, 1997; see text, Section 15, Business Enterprise.

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through December 2000* (BR/00-A) and unpublished data.

No. 1023. Retail Trade—Establishments and Sales by Merchandise Lines: 1997

[Covers only establishments with payroll]

Merchandise lines	NAICS code ¹ and ML code ²	Establishments handling merchandise line		Merchandise line sales		
		Number	Total sales (mil. dol.)	Amount (mil. dol.)	As a percentage of total sales of—	
					Establishments handling line	All establishments
Retail trade	44-45	1,118,447	(X)	2,460,886	(X)	100.0
Groceries & other foods for human consumption of the premises	100	322,867	934,996	367,224	39.3	14.9
Meals, unpackaged snacks, sandwiches, & nonalcoholic beverages	120	99,363	378,338	10,838	2.9	0.4
Alcoholic drinks (served at this establishment)	130	1,583	1,352	176	13.0	(Z)
Packaged liquor, wine, & beer	140	148,792	467,821	41,951	9.0	1.7
Cigars, cigarettes, tobacco, & smokers accessories	150	234,100	777,117	36,819	4.7	1.5
Drugs, health aids, & beauty aids (including cosmetics)	160	231,126	872,109	159,483	18.3	6.5
Soaps, detergents, & household cleaners	180	125,320	620,828	19,195	3.1	0.8
Paper & related products	190	138,022	603,829	17,066	2.8	0.7
Men's wear	200	122,978	478,641	58,249	12.2	2.4
Womens, juniors, & misses wear	220	149,920	497,405	101,860	20.5	4.1
Childrens wear	240	78,123	387,512	27,365	7.1	1.1
Footwear (including accessories)	260	119,579	406,513	39,182	9.6	1.6
Sewing, knitting, & needlework goods	270	24,421	154,306	4,536	2.9	0.2
Curtains, draperies, blinds, slipcovers, & bed & table coverings	280	53,460	359,731	18,437	5.1	0.7
Major household appliances	300	40,835	164,558	18,926	11.5	0.8
Small electric appliances	310	60,039	395,104	6,992	1.8	0.3
Televisions, video recorders, video cameras, video tapes	320	54,909	274,278	18,334	6.7	0.7
Audio equipment & musical instruments & supplies	330	71,151	227,531	27,657	12.2	1.1
Furniture & sleep equipment	340	73,407	302,790	47,541	15.7	1.9
Flooring & floor coverings	360	40,926	165,827	18,408	11.1	0.7
Computer hardware, software, & supplies	370	35,312	172,469	56,573	32.8	2.3
Kitchenware & home furnishings	380	154,091	586,734	32,382	5.5	1.3
Jewelry	400	126,364	440,843	31,358	7.1	1.3
Books	420	64,954	296,122	15,772	5.3	0.6
Photographic equipment & supplies	440	43,295	321,637	5,665	1.8	0.2
Toys, hobby goods, & games	460	98,308	429,322	24,035	5.6	1.0
Optical goods	490	38,311	120,582	6,931	5.7	0.3
Sporting goods	500	74,961	351,311	35,612	10.1	1.4
Recreational vehicles, parts & accessories	580	4,905	25,643	10,013	39.0	0.4
Hardware, tools, & plumbing & electrical supplies	600	100,472	507,610	76,821	15.1	3.1
Lawn, garden, & farm equipment & supplies, cut flowers, etc.	620	118,805	541,974	52,123	9.6	2.1
Dimensional lumber & other building/structural materials & supplies	640	52,367	164,323	96,583	58.8	3.9
Paint & sundries	670	43,962	165,900	15,005	9.0	0.6
Manufactured (mobile) homes	680	5,643	13,695	12,989	94.8	0.5
Wallpaper & other flexible wallcoverings	690	11,614	17,126	1,069	6.2	(Z)
Automobiles, vans, trucks, & other powered trans. vehicles	700	55,920	566,370	483,863	85.4	19.7
Automotive fuels	720	137,668	248,978	143,818	57.8	5.8
Automotive lubricants (oil, greases, etc.)	730	132,921	601,543	7,060	1.2	0.3
Automotive tires, tubes, batteries, parts, & accessories	740	152,701	773,034	82,182	10.6	3.3
Household fuels (oil, LP gas, wood, & coal)	780	36,928	65,038	18,628	28.6	0.8
Pets, pet foods, & pet supplies	800	87,399	420,812	12,923	3.1	0.5
All other merchandise	850	318,363	804,585	79,496	9.9	3.2

X Not applicable. Z Less than half the unit shown. ¹ Based on North American Industrial Classification System; see text, Section 15, Business Enterprise. ² Merchandise line code.

Source: U.S. Census Bureau, *1997 Economic Census, Merchandise Line Sales, Series EC97R445-LS(RV)*, January 2001.

No. 1024. Retail Trade and Food Services—Sales by Type of Store and State: 2000

[In millions of dollars (3,105,585 represents \$3,105,585,000,000) except as indicated. Kind-of-business classification based on North American Industry Classification System (NAICS); see text, Section 15, Business Enterprise. Data are estimates]

State	All stores	Total Retail sales + food and drink	Motor vehicle and parts dealers (NAICS 441)	Furniture and home furnishings (NAICS 442)	Electronics and appliances (NAICS 443)	Building and material supply (NAICS 444)	Food and beverage stores (NAICS 445)	Health and personal care (NAICS 446)
U.S. . . .	3,105,585	3,409,490	927,141	90,503	88,676	298,604	464,288	152,780
AL	42,789	46,650	13,308	1,086	720	4,297	5,978	1,930
AK	7,391	8,248	1,800	117	164	930	1,421	121
AZ	59,816	65,186	18,740	1,906	1,746	5,219	8,791	2,682
AR	26,315	28,448	8,479	552	457	2,756	3,128	911
CA	342,523	384,052	100,228	10,645	15,446	30,644	55,203	17,000
CO	53,066	58,441	15,670	1,965	1,814	5,996	8,323	1,530
CT	43,611	47,287	12,251	1,311	1,318	4,214	7,230	2,485
DE	10,598	11,604	3,080	451	412	1,146	1,497	606
DC	2,911	4,183	146	116	86	234	888	344
FL	202,606	219,334	66,812	6,296	5,777	16,396	31,930	10,934
GA	94,148	102,979	29,741	3,283	2,467	10,900	13,688	3,531
HI	11,902	13,915	2,265	192	213	660	2,179	854
ID	14,446	15,561	4,509	386	360	1,846	2,121	336
IL	131,881	146,588	39,046	3,925	3,872	12,611	19,184	7,747
IN	70,788	77,273	22,011	1,696	1,613	7,440	8,640	3,580
IA	33,157	35,830	10,456	832	792	4,522	4,590	1,334
KS	28,707	31,281	8,653	800	858	2,647	4,150	1,065
KY	40,298	44,730	11,546	886	713	4,398	5,865	2,066
LA	43,395	47,947	13,505	961	759	4,199	6,383	2,059
ME	17,225	18,462	4,544	323	224	1,683	3,384	611
MD	56,305	62,221	16,016	1,753	1,908	5,000	10,539	2,989
MA	77,002	86,083	21,034	2,156	1,790	6,374	13,158	4,881
MI	118,280	128,395	38,392	3,277	2,999	10,636	13,851	7,140
MN	67,788	73,262	19,262	2,235	2,320	8,003	8,475	2,806
MS	27,372	29,405	8,479	690	420	3,029	3,994	1,142
MO	64,673	70,565	20,932	1,520	1,435	6,112	8,212	2,589
MT	8,972	9,909	2,571	216	195	1,206	1,587	258
NE	20,031	21,811	5,480	890	428	2,487	2,733	802
NV	24,434	26,949	6,713	692	761	2,363	3,745	968
NH	21,476	22,974	6,840	595	733	1,708	3,189	798
NJ	74,338	80,398	20,344	2,262	2,333	5,247	14,283	5,107
NM	19,179	20,930	5,371	565	392	1,700	2,626	858
NY	175,762	195,188	43,073	5,325	5,185	14,750	28,985	13,249
NC	91,505	99,946	28,568	3,416	2,059	11,095	12,937	3,973
ND	7,732	8,319	2,210	182	166	1,430	823	339
OH	128,080	140,689	39,254	3,810	3,771	12,408	17,499	7,530
OK	34,054	37,131	11,491	882	907	2,784	4,253	1,419
OR	43,656	47,558	13,090	1,156	1,115	5,034	6,069	1,170
PA	130,198	141,941	39,213	3,086	2,694	11,785	20,735	8,060
RI	9,665	10,828	2,615	264	208	674	1,853	864
SC	43,865	48,131	12,942	1,233	771	5,788	6,566	1,860
SD	13,532	14,260	2,693	181	163	1,259	1,252	316
TN	66,237	72,660	20,515	1,828	1,207	6,307	10,622	2,916
TX	240,095	263,431	78,090	6,880	7,465	19,930	31,934	8,283
UT	26,101	28,030	7,713	1,019	834	3,018	4,544	408
VT	7,230	7,795	2,196	144	158	877	1,244	333
VA	74,982	82,071	21,181	2,588	2,509	7,420	11,190	3,266
WA	68,179	76,130	18,087	1,926	1,926	7,550	10,252	2,911
WV	17,252	18,754	5,065	334	235	1,661	2,648	1,196
WI	63,950	69,164	19,120	1,556	1,680	7,645	8,971	2,508
WY	6,083	6,565	1,804	114	96	587	947	114

See footnotes at end of table.

No. 1024. Retail Trade and Food Services—Sales by Type of Store and State: 2000—Con.

[See headnote, page 646]

State	Gasoline service stations (NAICS 447)	Clothing and accessories (NAICS 448)	Sporting goods, hobby, book, & music stores (NAICS 451)	General merchandise (NAICS 452)	Miscellaneous stores (NAICS 453)	Nonstore retailers (NAICS 454)	Food services & drinking establishments (NAICS 722)
U.S. . . .	199,420	169,815	74,060	417,852	93,805	128,641	303,905
AL	3,489	2,137	685	7,164	1,245	750	3,862
AK	428	334	191	1,426	211	247	857
AZ	4,348	2,228	1,503	7,776	2,323	2,554	5,370
CA	2,263	990	430	5,123	769	458	2,133
AR	19,750	21,391	9,832	43,581	10,250	8,554	41,529
CO	3,219	2,356	1,820	6,815	1,854	1,704	5,375
CT	2,230	2,970	1,200	3,578	1,290	3,533	3,676
DE	476	600	316	1,337	339	339	1,006
DC	176	415	172	138	151	44	1,273
FL	11,155	11,543	4,311	24,807	5,996	6,648	16,728
GA	7,154	4,865	1,664	12,410	2,695	1,751	8,831
HI	687	1,578	362	2,344	482	86	2,013
ID	997	436	374	1,906	475	700	1,115
IL	7,524	8,343	3,005	16,309	3,509	6,805	14,707
IN	5,218	2,614	1,248	11,010	1,925	3,793	6,485
IA	2,952	1,171	567	4,368	712	860	2,673
KS	2,181	1,320	626	5,036	833	538	2,573
KY	3,539	1,556	685	6,976	1,388	680	4,432
LA	3,694	2,042	687	7,352	1,103	649	4,552
ME	1,153	929	358	1,841	472	1,702	1,237
MD	3,098	3,720	1,637	6,598	1,571	1,474	5,916
MA	4,110	6,002	2,396	8,195	2,414	4,492	9,081
MI	6,702	5,158	3,426	19,738	4,295	2,667	10,115
MN	4,666	2,710	2,058	8,526	1,988	4,739	5,473
MS	2,404	1,017	333	4,712	749	403	2,033
MO	5,627	2,445	1,226	9,715	1,824	3,037	5,892
MT	642	274	264	1,329	258	171	937
NE	1,449	793	410	2,691	451	1,417	1,781
NV	1,482	1,819	571	2,746	1,100	1,474	2,515
NH	1,107	1,038	619	2,881	600	1,368	1,498
NJ	3,397	5,787	2,177	7,580	2,255	3,566	6,060
NM	1,573	787	443	2,945	1,032	887	1,750
NY	8,264	17,571	5,668	19,249	6,663	7,780	19,425
NC	6,264	4,355	1,603	11,367	3,407	2,460	8,441
ND	585	226	188	1,146	188	249	586
OH	8,132	5,739	2,621	18,926	3,183	5,206	12,609
OK	3,016	1,088	641	5,954	981	637	3,077
OR	2,391	1,842	1,154	7,433	1,529	1,674	3,902
PA	7,550	7,333	2,849	14,741	3,196	8,957	11,742
RI	600	569	255	899	278	588	1,163
SC	3,484	2,311	668	5,898	1,696	648	4,265
SD	762	281	173	1,134	302	5,015	728
TN	4,853	3,381	1,170	10,409	1,929	1,098	6,422
TX	16,219	11,966	5,007	33,475	6,784	14,062	23,336
UT	1,686	1,095	767	3,567	518	931	1,929
VT	518	317	188	492	204	557	566
VA	5,633	4,228	1,671	10,434	1,892	2,968	7,089
WA	3,711	3,226	2,174	10,961	2,415	3,040	7,951
WV	1,580	670	257	2,878	463	265	1,501
WI	4,476	2,067	1,284	9,005	1,423	4,214	5,214
WY	802	180	121	928	189	199	482

¹ Includes other types of stores, not shown separately.

Source: Market Statistics, a division of Claritas Inc., Arlington, VA, *The Survey of Buying Power Data Service*, annual (copyright).

No. 1025. Retail and Wholesale Trade Establishments, Employees, and Payroll by State: 1999

[Covers establishments with payroll. Employees are for the week including March 12. Excludes most government employees, rail-road employees, and self-employed persons. For statement on methodology, see Appendix III]

State	Wholesale establishments			Retail establishments (44-45)		
	Number of establishments	Number of employees	Annual payroll (1,000)	Number of establishments	Number of employees	Annual payroll (1,000)
United States	450,030	5,972,022	249,997,598	1,111,260	14,476,628	281,946,316
Alabama	6,226	82,147	2,745,582	19,867	224,493	3,939,356
Alaska	765	7,102	281,842	2,762	32,280	772,364
Arizona	6,724	85,835	3,341,454	16,616	248,866	5,125,832
Arkansas	3,545	42,410	1,292,785	12,236	131,257	2,181,777
California	58,194	773,142	35,451,534	106,864	1,421,434	32,620,675
Colorado	7,452	94,637	4,329,944	18,379	240,821	5,155,960
Connecticut	5,179	75,745	4,185,453	14,258	194,237	4,277,410
Delaware	1,001	16,326	834,869	3,757	50,116	959,322
District of Columbia	377	5,163	293,541	1,935	18,693	396,477
Florida	30,816	302,210	11,223,836	66,928	888,690	16,958,967
Georgia	14,033	197,503	8,581,289	33,375	440,893	8,592,615
Hawaii	1,812	18,219	600,250	4,903	60,266	1,262,964
Idaho	2,011	23,998	775,360	5,896	67,227	1,252,387
Illinois	21,764	338,196	16,077,476	44,017	635,558	12,214,416
Indiana	8,788	118,785	4,384,107	24,431	347,998	6,070,539
Iowa	5,256	64,895	2,111,419	14,494	179,815	3,032,142
Kansas	4,964	65,292	2,559,720	12,286	149,998	2,645,944
Kentucky	4,986	72,525	2,408,073	17,105	216,211	3,619,769
Louisiana	6,331	79,297	2,635,118	17,655	230,720	3,894,610
Maine	1,739	22,332	720,444	6,977	74,681	1,353,044
Maryland	6,197	94,494	4,273,807	19,573	279,135	5,642,129
Massachusetts	9,873	148,348	7,605,741	25,924	349,741	7,131,729
Michigan	13,689	189,534	8,556,148	39,262	541,841	10,267,842
Minnesota	9,344	137,891	6,091,122	20,869	297,066	5,534,859
Mississippi	3,137	39,444	1,186,970	12,744	138,089	2,354,595
Missouri	9,342	134,329	5,057,334	24,023	308,065	5,814,566
Montana	1,555	15,009	420,361	5,038	51,148	873,403
Nebraska	3,090	41,276	1,329,863	8,155	104,595	1,743,239
Nevada	2,500	30,257	1,167,604	6,793	101,922	2,279,220
New Hampshire	2,140	23,739	1,042,636	6,607	90,647	1,791,616
New Jersey	17,436	275,609	13,826,891	34,582	422,085	9,238,390
New Mexico	2,163	21,270	683,536	7,359	91,627	1,673,436
New York	36,868	416,351	19,418,436	74,912	813,025	16,643,704
North Carolina	12,409	168,881	6,640,454	35,684	435,977	8,111,320
North Dakota	1,568	17,353	502,408	3,499	41,644	684,909
Ohio	16,944	255,669	9,929,373	43,270	628,586	11,401,943
Oklahoma	5,049	60,444	2,001,697	14,296	167,595	2,786,746
Oregon	5,870	79,849	3,108,247	14,200	186,360	3,894,113
Pennsylvania	16,909	237,240	9,625,546	48,978	653,260	11,896,641
Rhode Island	1,534	19,331	702,099	4,182	47,791	931,283
South Carolina	5,099	61,329	2,161,692	18,511	217,761	3,769,860
South Dakota	1,425	16,765	475,349	4,183	47,090	825,341
Tennessee	8,125	129,426	4,761,264	24,532	310,229	5,680,134
Texas	32,997	442,635	18,333,123	74,023	1,006,271	20,152,923
Utah	3,336	44,125	1,512,741	7,778	119,433	2,174,548
Vermont	930	10,853	368,791	3,968	38,160	700,625
Virginia	7,935	107,366	4,214,449	28,803	396,336	7,454,836
Washington	9,988	122,406	4,951,201	22,582	302,828	6,681,229
West Virginia	1,893	22,398	685,155	7,883	89,629	1,424,365
Wisconsin	7,941	116,601	4,339,305	21,409	316,102	5,569,946
Wyoming	781	6,021	190,159	2,897	28,136	490,266

Source: U.S. Census Bureau, *County Business Patterns*, annual.

No. 1026. Franchised New Car Dealerships—Summary: 1980 to 2000

[130.5 represents \$130,500,000,000]

Item	Unit	1980	1985	1990	1994	1995	1996	1997	1998	1999	2000
Dealerships ¹	Number	27,900	24,725	24,825	22,850	22,800	22,750	22,700	22,600	22,400	22,250
Sales	Bil. dol.	130.5	251.6	316.0	430.6	456.2	490.0	507.5	546.3	606.5	646.8
New cars sold ²	1,000	8,979	11,042	9,300	8,991	8,635	8,527	8,272	8,137	8,699	8,847
Used vehicles sold	1,000	9.72	13.30	14.18	16,903	18.48	19.17	19.19	19.33	20.07	20.45
Employment	1,000	745	856	924	963	996	1,031	1,046.1	1,047.8	1,081.3	1,110.7
Annual payroll	Bil. dol.	11.0	20.1	24.0	29.8	33.1	35.4	37.4	39.8	42.5	46.1
Advertising expenses	Bil. dol.	1.2	2.8	3.7	4.3	4.6	5.0	5.1	5.3	5.6	6.4
Dealer pretax profits as a percentage of sales	Percent	0.6	2.2	1.0	1.8	1.4	1.5	1.4	1.7	1.8	1.6

¹ At beginning of year. ² Data provided by Ward's Automotive Reports.

Source: National Automobile Dealers Association, McLean, VA, NADA Data, annual.

No. 1027. Motor Vehicle Retail Sales: 1980 to 2000

Type	Unit	1980	1985	1990	1993	1994	1995	1996	1997	1998	1999	2000
Retail sales, total	1,000	11,466	15,724	14,146	14,199	15,411	15,116	15,455	15,498	15,968	17,414	17,811
Passenger cars (new), total	1,000	8,979	11,042	9,300	8,518	8,990	8,635	8,526	8,272	8,142	8,698	8,846
Domestic	1,000	6,581	8,205	6,897	6,742	7,255	7,129	7,255	6,917	6,762	6,979	6,830
Imports	1,000	2,398	2,838	2,403	1,776	1,735	1,506	1,271	1,355	1,380	1,719	2,016
Trucks (new), total	1,000	2,487	4,682	4,846	5,681	6,421	6,481	6,929	7,226	7,826	8,716	8,965
Domestic	1,000	2,001	3,902	4,215	5,287	5,995	6,064	6,478	6,632	7,151	7,922	8,092
Imports	1,000	486	780	631	394	426	417	452	593	674	795	873
Average expenditure per new car	Dollar	(NA)	(NA)	(NA)	16,871	17,903	17,959	18,777	19,531	20,364	20,658	20,356
Domestic	Dollar	(NA)	(NA)	(NA)	15,976	16,930	16,864	17,468	17,907	18,479	18,630	18,685
Import	Dollar	(NA)	(NA)	(NA)	20,261	21,989	23,202	26,205	27,722	29,614	28,931	25,971

NA Not available. ¹ BEA estimate using average base price and adjustment for options, transportation charges, taxes, discounts and rebates for each model, weighted by model's share of sales; not an annual rate.

Source: Wards Communications, Southfield, MI, *Wards Autointobank*, (copyright).

No. 1028. Selected Motor Vehicle Indicators by Model Year: 1990 to 1999

[In thousands of units (14,169 represents 14,169,000) except as indicated. A model year begins on Oct. 1, and ends on Sept. 30. It covers the fourth quarter of one calendar year and the first three quarters of the next calendar year]

Sales and expenditures	1990	1993	1994	1995	1996	1997	1998	1999
New motor vehicle sales	14,169	14,199	15,413	15,118	15,456	15,498	15,963	17,414
New-car sales	9,436	8,518	8,990	8,636	8,527	8,273	8,142	8,697
Domestic	6,790	6,734	7,255	7,129	7,254	6,906	6,764	6,982
Import	2,645	1,784	1,735	1,507	1,273	1,366	1,378	1,715
New-truck sales	4,733	5,681	6,422	6,481	6,929	7,226	7,821	8,717
Light	4,428	5,346	6,034	6,053	6,519	6,797	7,297	8,072
Domestic	3,996	4,981	5,638	5,663	6,088	6,226	6,651	7,310
Import	432	365	396	391	431	571	646	763
Other	306	336	388	428	411	429	524	645
Domestic-car production	6,231	5,979	6,614	6,350	6,080	5,927	5,547	5,641
Avg. expenditure per new car ¹ (dollar)	15,926	16,871	17,903	17,959	18,777	19,551	20,849	21,022
Domestic (dollar)	15,470	15,976	16,930	16,864	17,468	17,838	18,579	18,725
Import (dollar)	17,116	20,261	21,989	23,202	26,205	28,193	31,986	30,350

¹ BEA estimate based on the manufacturer's suggested retail price.

Source: U.S. Bureau of Economic Analysis, *Survey of Current Business*, February 2001.

No. 1029. New and Used Car Sales and Leases: 1990 to 1999

[In thousands, except as indicated]

Item	1990	1992	1993	1994	1995	1996	1997	1998	1999
Total car sales	46,830	45,163	46,575	49,132	50,393	49,354	48,542	48,359	(NA)
New passenger car sales ¹	9,300	8,213	8,518	8,991	8,635	8,526	8,272	8,139	(NA)
Used passenger car sales ²	37,530	36,950	38,057	40,141	41,758	40,828	40,270	40,220	40,890
Value of transactions (bil. dol.)	219	247	279	312	338	337	338	335	361
Average price (dol.)	5,830	6,693	7,335	7,781	8,093	8,257	8,399	8,341	8,828
New passenger car leases³	534	882	1,197	1,715	1,795	1,806	2,062	2,174	2,271

NA Not available. ¹ Includes leased cars. ² Used car sales include sales from franchised dealers, independent dealers, and casual sales. ³ Consumer leases only.

Source: Ward's Communications, Southfield, MI, *Motor Vehicle Facts & Figures*, 1999. Used passenger car sales: ADT Automotive, 2000 *Used Car Market Report* Nashville, TN; Leased passenger cars: CNW Marketing/Research, Bandon, OR, personal communication, May 31, 2000; and U.S. Bureau of Transportation Statistics, *National Transportation Statistics* 2000.

No. 1030. Toy Industry—Shipments and Quantity by Type of Product: 1995 to 2000

[Shipments in millions of dollars (15,982 represents \$15,982,000,000, quantity in millions of units (2,994 represents 2,994,000,000)]

Products	Shipments (mil. dol.)				Quantity (mil.)			
	1995	1998	1999	2000	1995	1998	1999	2000
Total	15,982	20,414	22,104	21,546	2,994	3,661	3,727	3,555
Video games	2,533	4,855	5,460	5,134	61	157	192	193
Other industry	13,449	15,559	16,644	16,412	2,933	3,504	3,535	3,362
Infant/preschool	1,329	1,408	1,606	1,786	197	219	249	263
Dolls	1,896	2,157	2,169	2,255	241	268	269	270
Plush	1,004	1,958	2,388	1,553	136	442	515	352
Action figure toys	795	907	1,123	823	145	154	195	150
Vehicles	1,167	1,665	1,704	1,762	225	414	407	416
Ride-ons	797	728	767	1,140	35	33	34	46
Games/puzzles	1,263	1,475	1,732	1,661	229	250	360	351
Activity toys	1,929	2,096	2,203	2,324	647	686	714	747
All other toys	3,269	3,165	2,952	3,109	1,078	1,038	792	766

Source: Toy Manufacturers of America, Inc., New York, NY, *Toy Industry Fact Book*, annual (copyright).

No. 1031. Retail Foodstores—Number and Sales by Type: 1990 to 1999

[282.6 represents 282,600, except as indicated]

Type of foodstore	Number ¹ (1,000)					Sales ² (bil. dol.)					Percent distribution			
											Number		Sales	
	1990	1995	1997	1998	1999	1990	1995	1997	1998	1999	1990	1999	1990	1999
Total	282.6	264.4	256.0	251.9	247.8	368.3	402.5	423.7	435.4	458.3	100.0	100.0	100.0	100.0
Grocery stores ³	190.3	176.9	171.3	168.5	165.8	348.2	382.2	402.3	412.7	434.7	67.3	66.9	94.5	94.9
Supermarkets	25.0	25.0	23.6	23.8	23.8	260.1	293.2	307.5	312.1	321.1	8.8	9.6	70.6	70.1
Conventional	13.7	12.0	10.6	10.2	9.6	90.7	68.9	59.2	59.4	59.7	4.9	3.9	24.6	13.0
Superstore	5.8	6.8	7.3	7.4	7.6	87.6	116.7	132.9	133.8	138.9	2.1	3.1	23.8	30.3
Warehouse ⁵	3.4	2.7	2.2	2.2	2.4	33.1	26.0	22.2	19.3	20.9	1.2	1.0	9.0	4.6
Combination food and drug ⁶	1.6	2.7	2.8	3.2	3.4	34.8	59.3	64.7	72.0	75.5	0.6	1.4	9.4	16.5
Superwarehouse	0.3	0.6	0.5	0.5	0.5	12.6	17.8	11.9	16.7	17.1	0.1	0.2	3.4	3.7
Hypermarket ⁷	0.1	0.2	0.2	0.2	0.2	1.3	4.5	16.6	11.0	9.0	-	0.1	0.4	2.0
Convenience stores ⁸	93.0	86.9	84.9	83.9	82.9	37.0	42.4	44.4	45.3	47.6	32.9	33.5	10.0	10.4
Superette ¹⁰	72.3	65.0	62.9	60.9	59.1	51.1	46.6	50.4	55.3	66.0	25.6	23.8	13.9	14.4
Specialized food stores ¹¹	92.3	87.5	84.7	83.3	82.0	20.1	20.3	21.4	22.7	23.6	32.7	33.1	5.5	5.1

- Represents zero. ¹ Estimated. ² Includes nonfood items. ³ A grocery store, primarily self-service in operation, providing a full range of departments, and having at least \$2.5 million in annual sales in 1985 dollars. ⁴ Contains greater variety of products than conventional supermarkets, including specialty and service departments, and considerable nonfood (general merchandise) products. ⁵ Contains limited product variety and fewer services provided, incorporating case lot stocking and shelving practices. ⁶ Contains a pharmacy, a nonprescription drug department, and a greater variety of health and beauty aids than that carried by conventional supermarkets. ⁷ A larger warehouse store that offers expanded product variety and often service meat, deli, or seafood departments. ⁸ A very large store offering a greater variety of general merchandise—like clothes, hardware, and seasonal goods—and personal care products than other grocery stores. ⁹ A small grocery store selling a limited variety of food and nonfood products, typically open extended hours. ¹⁰ A grocery store, primarily self-service in operation, selling a wide variety of food and nonfood products with annual sales below \$2.5 million (1985 dollars). ¹¹ Primarily engaged in the retail sale of a single food category such as meat and seafood stores and retail bakeries.

Source: U.S. Dept. of Agriculture, Economic Research Service, *Food Marketing Review*, annual.

No. 1032. Food Sales by Nontraditional Retailers: 1997

[308,780,000 represents \$308,780,000,000]

Sales outlet	Retail food sales (\$1,000)	Share of total retail food sales (percent)	Sales outlet	Retail food sales (\$1,000)	Share of total retail food sales (percent)
Traditional foodstores, total	308,780,000	82.6	Other stores:		
Supermarkets	222,002,648	59.4	Drugstores	5,007,000	1.3
Convenience stores	14,216,118	3.8	Eating and drinking places	923,000	0.2
Other grocery stores	50,331,234	13.5	Furniture stores	133,280	0.2
Specialized food stores	22,230,000	5.9	Gasoline service stations	10,398,000	2.8
Nontraditional foodstores, total	64,867,269	17.4	Miscellaneous stores:		
General merchandise stores:			Gift, novelty, and souvenir shops	198,938	0.1
Department stores	244,000	0.1	Hobby, toy, and game shops	266,165	0.1
Discount/mass merchandise stores	26,336,000	7.0	Liquor stores	1,234,000	0.3
Variety stores	896,000	0.2	Nonstore retailers:		
Warehouse club stores	7,964,000	2.1	Catalog and mail order	1,008,000	0.3
Other general merchandise stores	795,000	0.2	Vending machine operators	4,133,700	1.1
			Direct sales (mobile, door to door)	5,052,300	1.4

Z Less than 0.05 percent.

Source: U.S. Dept. of Agriculture, Economic Research Service, *Food Marketing Review*, annual.

No. 1033. Percent of Supermarkets Offering Selected Services and Product Lines: 1990 to 2000

[In percent. Based on a sample survey of chain and independent supermarkets and subject to sampling variability; for details, see source]

Service or product line offered	1990	1992	1993	1996	1997	1998	1999	2000
Service delicatessen	73	78	79	80	81	81	81	81
Service bakery	60	60	62	69	69	69	69	71
Service meat	42	48	47	74	60	59	60	62
Service fish	33	41	37	46	43	43	45	45
Separate cheese department.	33	33	34	31	30	31	32	33
Salad bar	18	22	19	27	24	24	24	25
Automated teller machines (ATMs)	20	28	38	60	62	62	63	64
Banking in store	(NA)	(NA)	(NA)	14	22	21	22	21
Pharmacy	15	18	20	26	26	32	30	32
Warehouse aisle	(NA)	(NA)	(NA)	10	16	17	17	16

NA Not available.

Source: Progressive Grocer, New York, NY, *Progressive Grocer 66th Annual Report* (copyright). Used by permission of Progressive Grocer magazine.

No. 1034. Food and Alcoholic Beverage Sales by Sales Outlet: 1990 to 1999

[In billions of dollars (565.4 represents \$656,400,000,000)]

Sales outlet	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Food sales, total ¹	565.4	586.3	596.7	616.7	646.2	670.8	697.1	729.7	751.5	788.6
Food at home ²	316.8	330.0	331.5	335.7	351.1	363.8	376.5	390.5	398.9	413.9
Food stores	267.2	276.4	275.2	275.6	286.7	291.9	299.3	309.4	313.2	327.5
Other stores	30.2	33.9	36.0	39.2	41.9	48.3	52.5	56.1	60.9	61.0
Home-delivered, mail order	5.3	5.8	6.4	7.1	8.4	8.9	10.0	9.9	10.0	10.3
Farmers, manufacturers, wholesalers.	6.3	6.6	6.7	7.0	7.1	7.6	7.8	8.3	8.2	8.4
Food away from home ³	248.7	256.2	265.1	281.0	295.1	307.0	320.6	339.2	352.6	374.7
Alcoholic beverage sales, total	73.0	74.5	74.5	75.2	77.6	80.0	83.8	88.0	90.5	96.1
Packaged alcoholic beverages.	38.2	39.1	38.2	38.2	39.5	40.2	42.2	43.7	44.7	48.7
Liquor stores.	18.6	19.1	18.4	18.3	18.6	18.6	19.5	20.3	21.3	23.4
Food stores	12.9	13.0	12.8	12.6	13.2	13.5	14.0	14.3	13.9	14.4
All other	6.7	7.0	7.0	7.4	7.6	8.2	8.7	9.0	9.6	10.9
Alcoholic drinks.	34.8	35.4	36.3	37.0	38.1	39.7	41.6	44.3	45.8	47.4
Eating and drinking places ⁴	26.8	27.3	27.8	28.3	29.0	30.0	31.3	33.4	34.2	35.1
Hotels and motels	3.8	3.7	3.8	3.8	4.0	4.3	4.5	4.8	5.1	5.4
All other	4.2	4.4	4.7	4.9	5.1	5.5	5.8	6.1	6.5	6.9

¹ Includes taxes and tips. Excludes home food production. ² Includes home production and donations, not shown separately. ³ Includes food furnished and donations. ⁴ Includes tips.

Source: U.S. Department of Agriculture, Economic Research Service, *Food Consumption, Prices, and Expenditures, 1970-1999*; and *Agricultural Outlook*, monthly. <<http://www.ers.usda.gov>>.

No. 1035. Online Consumer Spending Forecast by Kind of Business: 1999 to 2001

[As of May 2001. (12.3 represents \$12,300,000,000). Note: Figures below reflect a partial revision of the Jupiter Internet Shopping Model]

Category	Online retail spending (bil. dol.)			Percentage of spending online			Number of online buyers (mil.)			Percentage of online buyers that purchase within category		
	1999	2000	2001	1999	2000	2001	1999	2000	2001	1999	2000	2001
Total	12.3	24.1	34.1	(X)	(X)	(X)	(X)	(X)	(X)	(X)	(X)	(X)
PCs	3.6	6.1	7.2	16.2	25.3	29.9	2.4	4.3	5.6	7	9	9
Peripherals	0.9	1.8	2.0	10.1	18.7	20.6	5.0	8.9	10.8	15	18	17
Software	0.7	1.4	2.1	12.7	17.4	26.2	9.8	15.9	20.1	30	32	31
Consumer electronics	0.5	1.1	1.4	1.3	2.4	3.3	2.6	3.8	5.4	8	8	8
Books	1.2	2.2	3.0	4.8	8.9	11.6	14.8	23.2	32.8	45	47	51
Music	0.4	0.7	1.0	2.7	4.6	7.0	12.5	20.7	29.9	38	42	46
Videos	0.3	0.5	0.7	3.0	3.9	5.9	7.8	10.1	13.7	24	21	21
Movie tickets	-	0.1	0.2	0.4	1.4	2.3	0.7	2.7	5.0	2	5	8
Event tickets	0.4	1.0	1.6	2.6	6.2	8.8	4.1	9.0	13.4	12	20	21
Over-the-counter drugs	-	0.1	0.1	0.1	0.3	0.6	0.5	3.2	5.6	2	6	9
Nutraceuticals	-	0.1	0.2	0.2	0.6	1.2	1.3	6.2	8.6	4	13	13
Medical supplies and contact lenses	-	0.1	0.2	0.4	0.9	1.6	1.3	2.7	4.4	4	6	7
Personal care	0.1	0.1	0.3	0.2	0.3	0.7	1.5	4.5	7.3	4	9	11
Apparel	1.1	2.3	3.5	0.6	1.2	1.8	10.6	17.5	25.9	32	36	40
Footwear	0.2	0.3	0.6	0.4	0.6	1.0	2.7	4.0	6.8	8	8	11
Jewelry	0.3	0.8	1.0	1.1	2.6	3.2	1.9	4.2	5.7	6	9	9
Grocery	0.2	0.6	1.0	-	0.1	0.2	0.5	1.1	1.6	2	2	2
Pets	-	0.1	0.1	0.2	0.3	0.6	1.0	1.6	2.3	3	3	4
Toys	0.4	0.8	1.1	1.4	2.9	3.6	9.2	14.1	18.0	28	29	28
Sporting goods	0.2	0.5	0.7	1.0	2.1	3.0	2.4	4.7	7.5	7	10	12
Flowers	0.2	0.4	0.6	1.6	2.9	3.9	4.7	7.6	10.4	14	16	16
Specialty gifts	0.2	0.4	0.7	0.6	1.2	2.0	4.1	7.8	10.6	13	16	16
Furniture	-	0.1	0.1	0.1	0.1	0.2	0.1	0.3	0.5	-	1	1
Large appliances	-	0.1	0.3	0.1	0.7	1.4	-	0.2	0.5	-	1	1
Housewares/small appliances	0.1	0.3	0.8	0.2	0.5	1.1	2.0	4.0	6.6	6	8	10
Art and collectibles	0.1	0.2	0.3	0.3	0.8	1.2	0.7	1.0	1.5	2	2	2
Home improvement	-	0.1	0.3	-	0.1	0.2	1.1	2.1	3.7	3	4	6
Garden supplies	-	0.1	0.1	0.1	0.2	0.4	0.7	1.7	2.6	2	3	4
Office products	0.1	0.3	0.8	0.4	1.1	2.4	2.6	5.4	8.5	8	11	13
Auto parts	-	-	0.1	-	0.2	-	0.1	0.1	0.5	-	-	1
Other	0.7	1.4	2.0	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)

- Represents or rounds to zero. NA Not available. X Not applicable.

Source: Jupiter Media Metrix, Inc., New York, NY *Online Consumer Spending Forecast Summary*, May 2001 (copyright).

No. 1036. U.S. Online Retail E-Commerce With Projections: 2000 to 2002

[In millions of dollars (44,784 represents \$44,784,000,000). Not all figures add up due to rounding]

Online product or service	Projected online sales			Percent change, 1999-2000	
	2000	2001	2002	2000- 2001	2001- 2002
U.S. ONLINE RETAIL PROJECTIONS (mil. dol.)					
Retail trade, total ¹	44,784	73,926	110,748	65.1	49.8
Media	6,670	9,807	13,019	47.0	32.8
Event tickets	350	933	1,986	166.6	112.9
Flowers	760	1,266	1,812	66.6	43.1
Recreation	2,626	4,148	5,916	58.0	42.6
Apparel	5,040	8,915	14,461	76.9	62.2
Electronics	6,096	11,856	18,306	94.5	54.4
Leisure travel	12,200	16,700	21,000	36.9	25.7
Automobiles	2,845	5,315	9,360	86.8	76.1
Home products	2,232	4,659	8,256	108.7	77.2
Pet supplies	624	1,523	2,519	144.1	65.4
Health and beauty	1,352	2,656	4,460	96.4	67.9
Food and beverage	1,131	2,455	5,063	117.1	106.2

NA Not available. ¹ Includes items sold to consumers in product categories not listed above.

Source: Forrester Research, Inc., Cambridge, MA *Online Retail Ripple Effect* (copyright).

No. 1037. Retail E-Commerce Sales, Number of Orders, and Average Purchase Amount in Key Categories: 1999 and 2000

[In billions of dollars (16.20 represents \$16,200,000,000). As of fourth quarter. Based on a point-of-sale-survey of online buyers covering approximately 1,000 merchants]

Category	Orders (mil.)			Sales (bil. dol.) ¹			Average purchase amount (dol.) ¹		
	1999	2000	Percent change in prior year	1999	2000	Percent change in prior year	1999	2000	Percent change in prior year
Total	176.19	280.34	59.1	16.20	32.50	100.7	92	116	26.0
Apparel	12.92	18.86	46.0	1.22	1.98	62.2	101	105	3.8
Computer goods	33.18	52.33	57.7	6.69	14.81	121.3	207	283	36.8
Consumer goods	16.47	21.33	29.5	1.82	3.30	81.4	134	155	15.6
Entertainment	59.27	80.89	36.5	3.06	5.02	64.0	55	62	12.8
Food/wine	10.87	21.49	97.6	0.78	1.45	86.9	71	67	-4.9
Gifts	31.81	59.11	85.8	1.77	3.59	103.0	58	61	4.6
Home & garden	5.12	14.42	181.9	0.44	1.51	245.4	89	105	18.1
Toys	6.54	11.91	82.1	0.42	0.84	99.0	64	70	9.7

¹ Includes shipping and handling charges.

Source: BizRate.Com, Los Angeles, CA, Consumer Online Report, Fourth Quarter, 2000 (copyright).

No. 1038. Retail Trade Sales—Total and E-Commerce by Kind of Business: 1999

[2,867,810 represents \$2,867,810,000,000 sales. Covers retailers with and without payroll. Detail may not add to total due to rounding]

Kind of business	NAICS code ¹	Value of sales		E-commerce as percent of total sales	Percent distribution of E-commerce sales
		Total (mil. dol.)	E-commerce (mil. dol.)		
Retail trade, total	44-45	2,867,810	15,354	0.5	100.0
Motor vehicle and parts dealers	441	783,156	1,876	0.2	12.2
Furniture and home furnishings stores	442	85,256	(S)	(S)	(S)
Electronics and appliance stores	443	81,802	250	0.3	1.6
Building material and garden equipment supplies stores	444	264,385	(S)	(S)	(S)
Food and beverage stores	445	442,185	(S)	(S)	(S)
Health and personal care stores	446	146,202	(S)	(S)	(S)
Gasoline stations	447	207,670	(Z)	(Z)	(Z)
Clothing and clothing acces. stores	448	160,007	120	0.1	0.8
Sporting goods, hobby book and music stores	451	72,555	(S)	(S)	(S)
General merchandise stores	452	379,336	(S)	(S)	(S)
Miscellaneous store retailers	453	106,653	(S)	(S)	(S)
Nonstore retailers	454	138,603	11,783	8.5	76.7
Electronic shopping and mail-order houses	454110	93,149	11,733	12.6	76.4

S Data do not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction should be used with caution and not be attributed to the U.S. Census Bureau. For more information on methodology visit www.census.gov/estats. Z Value of sales is less than \$500,000; percent is less than 0.05%.¹ North American Industry Classification System; see text, Section 15, Business Enterprise.

Source: U.S. Census Bureau, Internet site <<http://www.census.gov/eos/www/papers/estatstables.pdf>>.

No. 1039. U.S. Merchant Wholesale Trade Sales—Total and E-Commerce: 1999

[2,541,190 represents \$2,541,190,000,000 sales. Covers wholesalers with and without payroll. Detail may not add to total due to rounding]

Kind of business	NAICS code ¹	Value of sales		E-commerce as percent of total revenue	Percent distribution of E-commerce revenue
		Total (mil. dol.)	E-commerce (mil. dol.)		
Merchant wholesale trade, total²	42	2,541,190	134,432	5.3	100.0
Durable goods	421	1,354,326	71,104	5.3	52.9
Motor vehicles, parts and supplies	4211	197,092	33,018	16.8	24.6
Furniture and home furnishings	4212	42,473	(S)	(S)	(S)
Lumber and other construction materials	4213	71,635	1,402	2.0	1.0
Professional and commercial equipment and supplies	4214	271,783	22,007	8.1	16.4
Computer, peripheral equipment and software	42143	160,790	15,512	9.6	11.5
Metals and minerals, excluding petroleum	4215	94,099	281	0.3	0.2
Electrical goods	4216	206,767	4,499	2.2	3.3
Hardware, and plumbing and heating equipment and supplies	4217	63,559	4,856	7.6	3.6
Machinery, equipment and supplies	4218	245,404	(S)	(S)	(S)
Miscellaneous durable goods	4219	161,514	3,162	2.0	2.4
Nondurable goods³	422	1,186,864	63,328	5.3	47.1
Paper and paper products	4221	76,158	1,500	2.0	1.1
Drugs and druggists' sundries	4222	145,860	47,063	32.3	35.0

S Data do not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction should be used with caution and not be attributed to the U.S. Census Bureau. For more information on methodology visit www.census.gov/estats.¹ North American Industry Classification System; see text, Section 15, Business Enterprise.

² Includes data only for businesses with paid employees. Merchant wholesalers take title to the goods they sell, and include jobbers, industrial distributors, exporters and importers. Excludes manufacturers' sales branches and offices, agents, brokers, commission agents, and electronic marketplaces.³ Includes kinds of businesses not shown separately.

Source: U.S. Census Bureau, Internet site <<http://www.census.gov/eos/www/papers/estatstables.pdf>>.

No. 1040. Electronic Shopping and Mail-Order Houses—Total and E-Commerce Sales by Merchandise Line: 1999

[93,149 represents \$93,149,000,000. Represents NAICS code 454110. Covers establishments with payroll. Detail may not add to total due to rounding]

Merchandise line	Value of sales		E-commerce as percent of total sales	Percent distribution of e-commerce sales	Percent distribution of total sales
	Total (mil. dol.)	E-commerce (mil. dol.)			
Electronic shopping and mail-order houses, total¹	93,149	11,733	12.6	100.0	100.0
Books and magazines	3,611	1,631	45.2	13.9	3.9
Clothing and clothing accessories (includes footwear)	12,362	757	6.1	6.5	13.3
Computer hardware	25,098	4,336	17.3	37.0	26.9
Computer software	2,484	760	30.6	6.5	2.7
Drugs, health aids, beauty aids	10,362	258	2.5	2.2	11.1
Electronics and appliances	2,258	399	17.7	3.4	2.4
Food, beer and wine	1,540	230	14.9	2.0	1.7
Furniture and home furnishings	5,494	240	4.4	2.0	5.9
Music and videos	4,490	809	18.0	6.9	4.8
Office equipment and supplies	7,502	600	8.0	5.1	8.1
Toys, hobby goods, and games	2,052	391	19.1	3.3	2.2
Other merchandise ²	14,723	966	6.6	8.2	15.8
Nonmerchandise receipts ³	1,173	356	30.3	3.0	1.3

¹ This industry comprises businesses primarily engaged in retailing all types of merchandise through catalogs, television, and the internet. Data are preliminary and, therefore, subject to revision. ² Includes other merchandise such as jewelry, sporting foods, collectibles, souvenirs, auto parts and accessories, hardware, and lawn and garden equipment and supplies. ³ Includes nonmerchandise receipts such as auction commissions, shipping and handling, customer training, customer support, and online advertising.

Source: U.S. Census Bureau, Internet site <<http://www.census.gov/eos/www/papers/estatstables.pdf>>.

No. 1041. U.S. Mail Order Sales by Kind of Business: 1997 and 1998

[In millions of dollars (318,500 represents \$318,500,000,000). Mail order sales represent orders placed by mail, phone, or electronically without the person ordering coming to the point of sale to place the order, or the seller coming to the office or home of the orderer to take the order or using an agent to collect the order. Excludes orders placed at catalog desks or elsewhere in stores even in response to a catalog but does include products or services delivered in the store as long as the order was placed by mail, phone, or electronically. Statistics are generated independently each year and are not adjusted for any discontinuity of available data]

Category	1997		1998						
	Amount (mil. dol.)	Per capita (dol.)	Percent of—			Percent of —			
			Amount (mil. dol.)	Total consumers	Mail order total	Per capita (dol.)	Retail sales	General merchandise sales ¹	Consumer services
Total mail-order sales	318,500	(X)	357,240	(X)	100	(X)	(X)	(X)	(X)
Total products & services:									
Products	101,690	378	108,910	59	30	403	4.0	11.5	(X)
Specialty	85,350	317	90,810	49	25	336	3.3	9.6	(X)
General merchandise	16,340	61	18,100	10	5	67	0.6	1.9	(X)
Services	67,800	252	76,080	41	21	282	(X)	(X)	2.2
Nonfinancial	37,840	141	39,840	22	11	148	(X)	(X)	1.1
Financial	29,960	111	36,240	20	10	134	(X)	(X)	1.0
Business products & services	85,250	(X)	104,020	(X)	29	(X)	(X)	(X)	(X)
Charitable contributions	63,700	(X)	68,230	(X)	19	(X)	(X)	(X)	(X)

X Not applicable. ¹ Includes apparel, drug, liquor, building materials, hardware, garden supply, mobile home, furniture, home furnishings, and equipment.

Source: National Mail Order Association, LLC, Minneapolis, MN *Guide to Mail Order Sales*, annual (copyright).

No. 1042. Catalog Sales—Method Used and Characteristic of Purchaser: 2000

[The complete publication including this copyright table is available from the U.S. Government Printing Office and the National Technical Information Service]

No. 1043. Merchandise or Services Ordered by Mail or Phone by Characteristic of Purchaser: 2000

[The complete publication including this copyright table is available from the U.S. Government Printing Office and the National Technical Information Service]

No. 1044. Population Ordering by Catalog by Type of Product and Characteristic of Purchaser: 2000

[The complete publication including this copyright table is available from the U.S. Government Printing Office and the National Technical Information Service]

No. 1045. Shopping Centers—Number, Gross Leasable Area, and Retail Sales by Gross Leasable Area: 1990 to 2000

[As of December 31. A shopping center is a group of architecturally unified commercial establishments built on a site that is planned, developed, owned, and managed as an operating unit related in its location, size, and type of shops to the trade area that the unit serves. The unit provides on-site parking in definite relationship to the types and total size of the stores. The data base attempts to include all centers with three or more stores. Estimates are based on a sample of data available on shopping center properties; for details, contact source]

Year	Gross leasable area (sq. ft.)						
	Total	Less than 100,001	100,001-200,000	200,001-400,000	400,001-800,000	800,001-1,000,000	More than 1 million
NUMBER							
1990	36,515	23,231	8,756	2,781	1,102	288	357
1995	41,235	26,001	9,974	3,345	1,234	301	380
1998	43,661	27,317	10,581	3,696	1,354	319	395
1999	44,426	27,696	10,770	3,834	1,398	324	404
2000	45,115	28,062	10,958	3,935	1,424	326	410
Percent distribution	100.0	62.2	24.3	8.7	3.2	0.7	0.9
Percent change, 1999-2000	1.6	1.3	1.7	2.6	1.9	0.6	1.5
GROSS LEASABLE AREA							
1990 (mil. sq. ft.)	4,390	1,125	1,197	734	618	259	457
1995 (mil. sq. ft.)	4,967	1,267	1,368	886	689	271	486
1998 (mil. sq. ft.)	5,333	1,340	1,458	988	752	287	507
1999 (mil. sq. ft.)	5,463	1,362	1,486	1,030	776	292	519
2000 (mil. sq. ft.)	5,566	1,383	1,514	1,059	790	294	526
Percent distribution	100.0	25.1	27.3	18.5	14.1	5.4	9.5
Percent change, 1999-2000	1.9	1.6	1.9	2.9	1.8	0.7	1.4
RETAIL SALES							
1990 (bil. dol.)	706.4	205.1	179.5	108.0	91.7	45.1	77.0
1995 (bil. dol.)	893.8	259.6	227.1	136.4	115.8	57.0	97.8
1998 (bil. dol.)	1,032.4	299.7	262.2	157.7	133.7	65.8	113.2
1999 (bil. dol.)	1,105.3	320.8	280.7	168.9	143.0	70.4	121.4
2000 (bil. dol.)	1,181.1	342.8	300.0	180.5	152.8	75.2	129.8
Percent distribution	100.0	29.0	25.4	15.3	12.9	6.4	11.0
Percent change, 1999-2000	6.9	6.8	6.9	6.9	6.8	6.8	7.0

No. 1046. Shopping Centers—Number, Gross Leasable Area, and Retail Sales by State: 2000

[See headnote, Table 1045]

State	Gross leasable area (mil. sq. ft.)	Retail sales (bil. dol.)	Percent change, 1999-2000			State	Gross leasable area (mil. sq. ft.)	Retail sales (bil. dol.)	Percent change, 1999-2000				
			Number	Gross leasable area	Retail sales				Number	Gross leasable area	Retail sales		
U.S. . . .	45,115	5,566	1,181.1	1.55	1.87	4.90	MO	903	116	25.8	0.87	1.34	5.09
AL	651	77	17.4	2.77	4.00	1.75	MT	97	10	2.3	3.19	1.42	5.33
AK	68	8	2.4	-	8.59	-	NE	277	36	6.5	3.01	2.90	3.35
AZ	1,062	127	28.2	2.02	1.96	5.01	NV	382	49	7.7	4.23	4.53	2.79
AR	381	37	8.3	1.60	0.72	4.68	NH	229	25	5.2	1.63	1.68	8.14
CA	6,044	705	141.8	1.22	1.53	5.13	NJ	1,279	176	32.8	1.96	2.37	5.25
CO	777	104	26.5	2.96	3.98	3.51	NM	311	30	7.2	1.36	1.36	4.67
CT	800	96	21.8	1.16	0.75	7.52	NY	1,800	251	50.8	1.59	1.64	4.91
DE	149	23	5.1	2.05	0.69	7.49	NC	1,649	179	32.9	1.29	1.72	4.70
DC	87	9	2.0	-	6.77	-	ND	87	9	2.4	-	-	6.73
FL	3,452	440	108.3	2.59	2.91	4.63	OH	1,741	251	47.1	1.49	1.04	5.26
GA	1,644	183	35.7	1.51	1.48	4.86	OK	577	61	14.6	0.87	0.68	4.44
HI	190	20	5.1	3.17	3.24	6.73	OR	525	59	10.8	1.78	1.05	6.30
ID	168	20	3.7	1.82	1.24	4.43	PA	1,704	248	46.1	1.77	2.50	4.33
IL	2,175	264	48.2	1.34	1.55	5.63	RI	211	20	4.3	2.27	1.86	5.02
IN	926	122	24.2	0.82	0.51	5.71	SC	845	84	17.7	2.16	3.12	3.01
IA	326	44	8.5	2.74	2.82	3.51	SD	58	7	1.5	-	-	6.36
KS	493	58	13.2	1.34	1.10	5.21	TN	1,214	137	26.1	0.87	2.18	4.33
KY	625	68	15.7	0.89	0.56	5.58	TX	3,045	376	99.3	0.90	1.97	4.47
LA	710	85	21.2	0.95	0.69	5.67	UT	248	36	7.3	2.56	4.17	1.47
ME	203	17	4.9	1.25	0.79	7.81	VT	116	8	2.1	2.21	1.41	6.76
MD	940	130	28.5	1.57	2.86	3.85	VA	1,318	174	36.4	1.62	1.72	5.44
MA	1,008	116	26.9	1.01	1.93	5.45	WA	785	102	20.4	1.26	1.28	5.82
MI	1,056	142	28.8	1.63	2.11	4.44	WV	164	23	4.2	-	-	5.21
MN	483	70	15.9	2.39	2.66	4.12	WI	637	78	16.7	1.18	0.90	6.02
MS	444	44	9.1	1.29	2.27	2.63	WY	53	6	1.5	-	-	5.88

- Represents zero.

Source of Tables 1045 and 1046: National Research Bureau, Chicago, Data for 1993-2000 published by International Council of Shopping Centers in *Shopping Centers Today*, April issues (copyright—Interactive Market Systems, Inc.).

No. 1047. Merchant Wholesalers—Summary: 1992 to 2000

[In billions of dollars (1,731.6 represents \$1,731,600,000,000) except ratios. Inventories and stock/sales ratios, as of December, seasonally adjusted. Inventories and stock/sales ratios, as of December, seasonally adjusted. Data reflect latest revision. Based on Current Business Survey; see Appendix III]

Kind of business	NAICS code	1992	1994	1995	1996	1998	1999	2000
SALES (bil. dol.)								
Merchant wholesalers	(X)	1,731.6	1,933.6	2,114.7	2,239.8	2,379.8	2,539.3	2,755.5
Durable goods	(X)	832.8	1,004.2	1,106.8	1,156.6	1,265.8	1,351.8	1,435.1
Motor vehicles, parts, and supplies	4211	149.6	163.4	162.8	165.7	173.2	195.5	195.7
Furniture and home furnishings.	4212	28.5	31.3	34.7	36.5	40.4	42.6	46.5
Lumber and construction materials	4213	45.8	56.0	55.2	59.1	63.7	71.3	71.5
Professional and commercial equipment.	4214	133.5	165.4	197.9	220.2	254.1	272.3	279.3
Computer, peripheral equipment and software	42143	(NA)	(NA)	(NA)	(NA)	150.8	161.3	164.7
Metals and minerals, except petroleum.	4215	76.7	89.1	95.2	94.5	97.1	95.0	103.3
Electrical goods	4216	98.2	141.3	167.9	171.5	186.7	207.7	239.5
Hardware, plumbing, and heating equipment	4217	41.3	49.2	52.0	54.3	60.4	63.4	65.5
Machinery, equipment, and supplies	4218	147.5	174.4	191.3	206.6	242.5	244.7	257.9
Miscellaneous durable goods	4219	111.5	134.0	149.9	148.2	147.7	159.4	175.9
Nondurable goods	(X)	898.8	929.4	1,007.9	1,083.2	1,114.1	1,187.4	1,320.5
Paper and paper products	4221	48.1	55.4	66.1	64.8	69.9	75.0	79.0
Drugs, proprietaries, and sundries	4222	67.1	76.4	83.7	94.3	124.6	146.2	165.3
Apparel, piece goods, and notions.	4223	62.7	68.5	67.6	73.1	84.2	85.6	94.2
Groceries and related products	4224	274.8	289.9	309.0	317.8	344.4	361.5	387.9
Farm-product raw materials	4225	106.2	99.1	119.6	137.5	108.0	101.6	106.2
Chemicals and allied products	4226	39.2	43.3	50.3	53.6	55.1	55.4	60.0
Petroleum and petroleum products	4227	137.5	125.4	126.5	143.5	116.4	133.7	171.9
Beer, wine, and distilled beverages	4228	50.4	52.0	52.5	55.9	61.8	67.4	71.7
Miscellaneous nondurable goods	4229	112.8	119.4	132.7	142.5	149.7	161.0	184.3
INVENTORIES (bil. dol.)								
Merchant wholesalers	(X)	193.7	218.9	235.2	237.9	268.1	284.3	303.1
Durable goods	(X)	119.4	137.9	149.7	152.6	173.8	183.8	192.8
Motor vehicles, parts, and supplies	4211	21.6	21.6	22.2	21.7	23.0	25.8	26.7
Furniture and home furnishings.	4212	4.2	4.4	4.7	4.7	5.1	5.4	5.9
Lumber and construction materials	4213	4.8	5.4	5.3	5.6	5.9	6.6	6.7
Professional and commercial equipment.	4214	16.5	20.5	23.3	24.1	25.9	26.7	26.4
Computer, peripheral equipment and software	42143	0.0	0.0	0.0	0.0	12.1	12.2	11.0
Metals and minerals, except petroleum.	4215	10.6	12.8	12.4	13.0	14.6	14.1	14.2
Electrical goods	4216	15.0	18.7	22.3	21.6	23.6	26.5	29.9
Hardware, plumbing, and heating equipment	4217	6.5	8.0	8.2	8.8	9.8	10.0	10.9
Machinery, equipment, and supplies	4218	27.7	31.3	35.4	37.2	47.5	48.5	48.9
Miscellaneous durable goods	4219	12.6	15.2	15.8	15.9	18.5	20.2	23.2
Nondurable goods	(X)	74.3	81.0	85.5	85.2	94.2	100.6	110.2
Paper and paper products	4221	4.4	4.7	5.2	5.1	5.8	6.0	6.9
Drugs, proprietaries, and sundries	4222	9.3	10.7	10.4	11.8	15.4	18.7	22.8
Apparel, piece goods, and notions.	4223	10.3	11.8	11.4	11.8	13.3	12.3	12.2
Groceries and related products	4224	18.0	17.9	18.3	18.2	19.2	21.5	22.0
Farm-product raw materials	4225	8.1	10.0	12.0	9.5	10.1	9.9	11.0
Chemicals and allied products	4226	3.7	4.5	5.0	5.3	5.7	5.8	5.7
Petroleum and petroleum products	4227	4.1	4.4	4.2	4.7	3.6	3.9	4.6
Beer, wine, and distilled beverages	4228	4.3	4.5	4.6	5.0	5.7	6.1	6.7
Miscellaneous nondurable goods	4229	12.1	12.4	14.2	13.8	15.3	16.4	18.3
STOCK/SALES RATIO								
Merchant wholesalers	(X)	1.33	1.29	1.28	1.26	1.34	1.28	1.30
Durable goods	4211	1.73	1.58	1.60	1.56	1.56	1.50	1.63
Motor vehicles, parts, and supplies	4212	1.68	1.54	1.60	1.49	1.51	1.46	1.56
Furniture and home furnishings.	4213	1.27	1.09	1.17	1.14	1.06	1.07	1.15
Lumber and construction materials	4214	1.41	1.35	1.32	1.30	1.21	1.12	1.19
Professional and commercial equipment.	42143	(NA)	(NA)	(NA)	(NA)	0.99	0.85	0.86
Metals and minerals, except petroleum.	4215	1.61	1.61	1.58	1.62	1.88	1.68	1.72
Electrical goods	4216	1.74	1.46	1.51	1.59	1.52	1.39	1.48
Hardware, plumbing, and heating equipment	4217	1.89	1.81	1.80	1.88	1.88	1.88	2.01
Machinery, equipment, and supplies	4218	2.21	2.02	2.02	2.07	2.36	2.32	2.24
Miscellaneous durable goods	4219	1.29	1.27	1.23	1.23	1.54	1.40	1.63
Nondurable goods	(X)	1.00	1.00	0.99	0.93	0.99	0.97	0.95
Paper and paper products	4221	1.08	0.91	0.94	0.95	0.95	0.94	1.02
Drugs, proprietaries, and sundries	4222	1.62	1.65	1.40	1.43	1.38	1.42	1.54
Apparel, piece goods, and notions.	4223	1.91	2.12	1.97	1.77	1.99	1.65	1.55
Groceries and related products	4224	0.78	0.71	0.69	0.70	0.66	0.69	0.65
Farm-product raw materials	4225	0.95	1.13	1.19	0.87	1.10	1.23	1.17
Chemicals and allied products	4226	1.11	1.14	1.14	1.18	1.27	1.20	1.11
Petroleum and petroleum products	4227	0.37	0.41	0.40	0.36	0.39	0.32	0.30
Beer, wine, and distilled beverages	4228	1.02	1.02	1.03	1.07	1.07	1.06	1.09
Miscellaneous nondurable goods	4229	1.38	1.18	1.22	1.18	1.12	1.13	1.15

NA Not available. X Not applicable. ¹ North American Industrial Classification System, 1997; see text, Section 15, Business Enterprise.

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Wholesale Trade*,

No. 1048. Wholesale Trade—Establishments, Sales, Payroll, and Employees by Kind of Business: 1997

Kind of business	NAICS code ¹	Sales			Annual payroll		Paid employee for pay period including March 12 (1,000)
		Estab-lish-ments (number)	Total (mil. dol.)	Per paid em-ployee (dol.)	Total (mil. dol.)	Per paid em-ployee (dol.)	
Wholesale trade	42	453,470	4,059,658	700,357	214,915	37,076	5,796.6
Wholesaler distributors and jobbers	(X)	338,872	1,810,730	441,715	139,227	33,963	4,099.3
Importers	(X)	14,417	167,711	849,339	7,825	39,628	197.5
Exporters	(X)	12,236	142,473	1,466,219	3,813	39,243	97.2
Own brand importer-marketers	(X)	3,609	136,820	1,297,697	5,042	47,823	105.4
Terminal grain elevators	(X)	237	8,470	2,833,588	88	29,387	3.0
Country grain elevators	(X)	4,387	39,131	1,078,686	971	26,760	36.3
Assemblers of farm products, except country grain elevators	(X)	2,572	27,797	530,005	1,408	26,839	52.4
Sales branches (with stock)	(X)	16,847	493,597	888,953	25,273	45,516	555.3
Sales offices (without stock)	(X)	12,458	765,278	2,085,499	20,639	56,243	367.0
Auction companies	(X)	1,304	70,174	1,180,068	713	11,997	59.5
Brokers	(X)	8,607	115,265	1,978,349	2,153	36,948	58.3
Commission merchants	(X)	6,784	57,742	1,454,133	1,477	37,199	39.7
Import agents	(X)	609	8,958	2,798,648	189	59,153	3.2
Export agents	(X)	1,282	18,818	3,888,815	171	35,420	4.8
Manufacturers agents	(X)	29,249	196,695	1,670,033	5,926	50,318	117.8
Wholesale trade, durable goods	421	290,629	2,179,717	641,421	133,237	39,207	3,398.3
Motor vehicle & motor vehicle parts & supplies wholesale	4211	29,328	533,352	1,419,505	11,459	30,497	375.7
Furniture & home furnishings wholesale	4212	15,246	75,006	476,337	5,317	33,766	157.5
Lumber & other construction materials wholesale	4213	14,267	89,176	573,349	5,296	34,051	155.5
Professional & commercial equipment & supplies wholesale	4214	45,351	367,384	513,025	33,292	46,490	716.1
Metal & mineral (except petroleum) wholesale	4215	12,583	150,494	864,762	6,898	39,637	174.0
Electrical goods wholesale	4216	38,234	357,692	751,823	22,525	47,344	475.8
Hardware & plumbing & heating equip. & supplies wholesale	4217	21,194	92,190	420,510	7,978	36,390	219.2
Machinery, equipment, & supplies, wholesale	4218	76,643	328,968	425,821	29,402	38,058	772.6
Wholesale trade, nondurable goods	422	162,841	1,879,940	783,865	81,678	34,057	2,398.3
Paper & paper product wholesale	4221	15,848	117,062	546,128	7,730	36,064	214.4
Drugs & druggists' sundries wholesale	4222	8,053	203,148	1,068,485	8,395	44,154	190.1
Apparel, piece goods & notions wholesale	4223	20,707	124,104	597,880	7,760	37,382	207.6
Grocery & related products wholesale	4224	41,760	588,970	688,919	26,778	31,322	854.9
Farm-product raw material wholesale	4225	10,343	166,786	1,710,260	2,306	23,646	97.5
Chemical & allied products wholesale	4226	15,920	128,923	777,735	7,241	43,683	165.8
Petroleum & petroleum products wholesale	4227	11,297	267,624	1,941,710	4,480	32,503	137.8
Beer, wine & distilled alcoholic bev., wholesale	4228	4,850	69,703	459,550	5,667	37,363	151.7
Merchant wholesalers	(X)	376,330	2,333,131	508,187	158,373	34,496	4,591.1
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