

Domestic Trade

This section presents statistics relating to the distributive trades, specifically wholesale trade and retail trade. 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 1034). Several notable research groups are also represented, such as Claritas (Table 1032), National Research Bureau and the International Council of Shopping Centers (Tables 1047 and 1048), Jupiter Media Matrix (Table 1042), and Forrester Research, Inc. (Table 1041).

Data on retail and wholesale trade appear in several other sections. For instance, labor force employment and earnings data appear in Section 12, Labor Force, Employment, and Earnings; gross domestic product of the industry (Table 660) 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; and *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. 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. 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, purchases, and accounts receivable, 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 four-digit NAICS industry groups. 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 has several tables on e-commerce sales, such as

Tables 1044 to 1046 in this section, 989 in Section 21, Manufactures, and 1268 in 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 Media Matrix, 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. Methodology for Census Bureau estimates can be found at <www.census.gov/estats>.

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. 1024. Wholesale and Retail Trade—Establishments, Employees, and Payroll by State: 2000 and 2001

[6,112 represents 6,112,000. Covers establishments with payroll. Employees are for the week including March 12. Excludes most government employees, railroad employees, and self-employed persons. Kind-of-business classification based on North American Industry Classification System (NAICS); see text, Section 15. For statement on methodology, see Appendix III]

State	Wholesale establishments (NAICS 42)						Retail establishments (NAICS 44,45)					
	Number of establishments		Number of employees (1,000)		Annual payroll (mil. dol.)		Number of establishments		Number of employees (1,000)		Annual payroll (mil. dol.)	
	2000	2001	2000	2001	2000	2001	2000	2001	2000	2001	2000	2001
U.S. . . .	446,237	438,924	6,112	6,142	270,122	275,899	1,113,573	1,119,950	14,841	14,890	302,553	314,757
AL	6,132	5,984	82	80	2,892	2,866	19,723	19,654	230	227	4,074	4,193
AK	752	716	7	7	281	292	2,733	2,696	33	33	790	825
AZ	6,731	6,620	86	88	3,627	3,824	16,911	17,182	255	266	5,694	6,080
CA	3,505	3,479	45	44	1,402	1,443	12,211	12,250	135	137	2,268	2,373
AR	58,326	57,975	808	830	40,011	41,903	107,987	109,405	1,491	1,532	36,073	37,999
CO	7,452	7,352	97	99	4,906	5,014	18,748	19,046	252	261	5,883	5,993
CT	5,076	4,979	77	79	4,481	4,493	14,111	14,053	191	187	4,540	4,775
DE	1,009	989	19	24	1,117	1,433	3,742	3,778	52	52	1,048	1,116
DC	372	345	5	6	282	289	1,945	1,903	19	18	431	417
FL	30,671	29,958	315	311	12,536	12,493	67,396	69,077	903	915	18,044	18,942
GA	13,892	13,629	199	202	9,064	9,447	33,788	34,179	464	465	9,365	9,583
HI	1,809	1,803	19	20	627	652	4,924	5,012	63	65	1,313	1,342
ID	2,012	1,958	24	25	845	854	5,871	5,897	70	72	1,347	1,399
IL	21,509	20,975	344	343	16,683	16,482	43,800	43,716	637	609	12,992	13,119
IN	8,642	8,573	120	120	4,607	4,605	24,261	24,274	354	351	6,332	6,468
IA	5,155	5,020	65	65	2,173	2,171	14,382	14,239	184	182	3,169	3,288
KS	4,876	4,811	62	59	2,333	2,283	12,261	12,206	153	152	2,747	2,813
KY	4,939	4,803	74	74	2,536	2,616	16,988	16,852	221	221	3,804	3,934
LA	6,192	6,035	79	78	2,723	2,839	17,755	17,862	232	229	4,032	4,162
ME	1,740	1,723	22	22	744	776	7,015	7,040	77	80	1,436	1,540
MD	6,098	5,967	95	95	4,526	4,543	19,539	19,659	285	285	6,062	6,397
MA	9,735	9,627	156	162	9,114	9,220	25,813	25,539	353	352	7,729	8,408
MI	13,576	13,226	191	189	8,887	8,888	38,862	39,097	545	544	10,667	11,094
MN	9,294	9,159	137	140	6,399	6,705	20,862	21,196	304	316	5,980	6,711
MS	3,116	3,054	40	37	1,222	1,145	12,794	12,649	141	140	2,384	2,467
MO	9,072	8,841	146	141	5,458	5,088	23,911	23,812	318	317	6,258	6,453
MT	1,537	1,523	15	15	433	453	5,101	5,179	52	53	920	969
NE	3,061	2,981	41	39	1,346	1,320	8,248	8,256	110	109	1,895	1,979
NH	2,556	2,512	31	32	1,238	1,311	6,940	7,065	108	112	2,533	2,660
NV	2,105	2,069	25	24	1,184	1,161	6,545	6,570	93	93	1,930	2,054
NJ	17,157	16,791	279	281	14,724	15,163	34,841	35,071	439	434	9,897	10,461
NM	2,162	2,088	22	22	753	750	7,249	7,256	91	89	1,745	1,789
NY	36,606	36,019	422	427	20,941	21,246	75,500	75,910	844	841	18,116	18,937
NC	12,364	12,187	173	172	7,153	7,235	35,785	35,889	450	441	8,739	8,768
ND	1,543	1,518	18	17	532	534	3,435	3,460	42	41	719	754
OH	16,646	16,502	261	263	10,437	10,707	42,708	42,868	644	638	11,903	12,299
OK	5,005	4,868	62	62	2,126	2,194	14,147	14,087	168	169	2,913	3,027
OR	5,836	5,840	79	81	3,266	3,535	14,256	14,246	193	194	4,126	4,165
PA	16,796	16,447	243	244	10,287	10,679	48,518	48,597	668	670	12,556	13,155
RI	1,530	1,504	21	19	768	727	4,342	4,288	53	54	1,149	1,226
SC	5,091	4,991	65	62	2,353	2,266	18,619	18,629	224	219	4,083	4,025
SD	1,390	1,324	16	16	472	478	4,181	4,231	50	50	879	924
TN	8,006	7,823	127	130	4,848	5,173	24,624	24,337	311	310	5,908	6,025
TX	32,631	32,174	458	457	20,176	20,538	74,758	75,834	1,021	1,049	21,846	22,758
UT	3,294	3,310	44	44	1,583	1,670	7,952	8,189	124	126	2,455	2,474
VT	889	876	11	11	401	414	3,974	3,989	38	39	750	801
VA	7,893	7,756	110	111	4,651	4,799	28,794	28,998	399	399	7,949	8,252
WA	9,869	9,771	125	125	5,412	5,518	22,700	22,711	313	317	7,181	7,246
WV	1,869	1,800	22	22	698	698	7,788	7,713	92	88	1,493	1,497
WI	7,928	7,832	119	120	4,636	4,707	21,354	21,465	322	316	5,891	6,078
WY	790	817	7	7	229	260	2,881	2,839	28	29	515	543

Source: U.S. Census Bureau, *County Business Patterns*, annual. See also <<http://www.census.gov/prod/2003pubs/01cbp/cbp01-1.pdf>> (issued April 2003).

No. 1025. Retail Trade—Establishments, Employees, and Payroll: 2000 and 2001

[1,113.6 represents 1,113,600 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	NAICS code ¹	Establishments (1,000)		Employees (1,000)		Payroll (bil. dol.)	
		2000	2001	2000	2001	2000	2001
Retail trade, total	44,45	1,113.6	1,120.0	14,841	14,890	302.6	314.8
Motor vehicle & parts dealers ²	441	124.5	125.7	1,866	1,850	63.9	66.6
Automobile dealers	4411	50.9	51.6	1,222	1,225	47.8	50.1
New car dealers	44111	26.2	26.4	1,112	1,112	44.8	46.9
Used car dealers	44112	24.7	25.1	110	113	3.1	3.2
Automotive parts, accessories & tire stores	4413	59.1	59.1	517	493	12.2	12.4
Furniture & home furnishing stores	442	64.8	65.7	549	567	13.4	13.6
Electronics & appliance stores	443	45.6	47.7	407	425	11.2	11.5
Appliance, TV & all other electronics stores	44311	29.6	31.6	279	295	6.6	7.2
Computer & software stores	44312	12.9	13.0	106	109	4.2	3.8
Camera & photographic supplies stores	44313	3.1	3.0	22	22	0.4	0.4
Bldg material & garden equip & supp dealers	444	91.9	94.1	1,235	1,249	32.5	34.7
Building material & supplies dealers	4441	70.9	71.8	1,055	1,062	28.4	30.3
Lawn & garden equip & supplies stores	4442	21.0	22.2	180	186	4.0	4.3
Food & beverage stores	445	154.5	156.2	3,004	2,963	48.4	49.3
Grocery stores	4451	98.3	99.3	2,717	2,665	44.0	44.6
Grocery (except convenience) stores	44511	68.8	68.7	2,544	2,487	41.8	42.3
Convenience stores	44512	29.5	30.5	173	178	2.2	2.3
Specialty food stores	4452	27.8	28.2	154	161	2.4	2.5
Meat markets	44521	6.5	6.6	41	42	0.6	0.7
Fish & seafood markets	44522	1.9	1.9	8	9	0.1	0.1
Fruit & vegetable markets	44523	3.2	3.3	18	21	0.3	0.4
Other specialty food stores	44529	16.2	16.2	86	90	1.3	1.3
Beer, wine & liquor stores ³	4453	28.5	28.6	134	136	2.1	2.1
Health & personal care stores	446	81.2	81.9	914	958	19.3	20.6
Pharmacies & drug stores	44611	40.6	40.0	680	699	14.5	15.4
Cosmetics, beauty supplies & perfume stores	44612	9.6	10.6	61	76	0.8	1.0
Optical goods stores	44613	14.3	14.0	74	75	1.7	1.7
Other health & personal care stores	44619	16.7	17.2	98	109	2.2	2.4
Food (health) supplement stores	446191	8.7	9.0	49	59	0.7	0.8
All other health & personal care stores	446199	8.0	8.2	49	50	1.5	1.6
Gasoline stations	447	119.6	118.8	937	927	13.3	13.4
Gasoline stations with convenience stores	44711	80.5	81.1	653	655	8.9	9.0
Other gasoline stations	44719	39.1	37.7	284	271	4.4	4.4
Clothing & clothing accessories stores	448	150.9	151.7	1,369	1,393	20.2	21.1
Clothing stores	4481	90.0	92.7	1,015	1,033	13.7	14.5
Men's clothing stores	44811	10.7	10.7	85	86	1.6	1.6
Women's clothing stores	44812	35.6	35.5	302	305	3.9	4.0
Children's & infants' clothing stores	44813	5.6	5.7	59	57	0.7	0.7
Family clothing stores	44814	20.6	21.8	453	470	5.9	6.4
Clothing accessories stores	44815	5.7	5.9	28	29	0.4	0.4
Other clothing stores	44819	11.8	12.0	88	87	1.2	1.3
Shoe stores	4482	29.7	28.2	185	188	2.6	2.7
Jewelry, luggage & leather goods stores	4483	31.3	31.8	168	172	3.9	3.9
Jewelry stores	44831	29.3	29.8	156	159	3.6	3.7
Luggage & leather goods stores	44832	2.0	2.0	12	12	0.2	0.2
Sporting goods, hobby, book & music stores	451	65.0	64.5	616	622	8.8	9.2
Sporting goods, hobby, musical instrument stores	4511	43.6	43.2	389	408	6.0	6.3
Book, periodical & music stores	4512	21.4	21.3	228	214	2.8	2.9
Prerecorded tape, CD & record stores	45122	7.7	7.7	76	70	0.9	0.9
General merchandise stores	452	39.6	41.2	2,526	2,526	39.8	42.2
Department stores	4521	10.4	10.4	1,766	1,727	27.2	28.6
Other general merchandise stores	4529	30.8	30.8	760	799	12.6	13.6
Warehouse clubs & superstores	45291	2.0	2.1	478	495	8.7	9.3
All other general merchandise stores	45299	27.2	28.7	283	303	3.8	4.3
Miscellaneous store retailers ²	453	131.0	129.3	850	842	13.8	13.9
Used merchandise stores	4533	17.5	17.4	114	116	1.6	1.7
Other miscellaneous store retailers	4539	46.4	45.5	264	262	5.4	5.3
Nonstore retailers	454	44.8	42.9	567	566	18.1	18.3
Electronic shopping & mail-order houses	4541	11.8	11.0	277	281	10.4	10.4
Vending machine operators	4542	6.2	6.0	67	64	1.5	1.5
Direct selling establishments	4543	26.8	26.0	223	221	6.1	6.4
Fuel dealers	45431	11.8	11.6	106	105	3.1	3.3
Other direct selling establishments	45439	15.0	14.2	117	116	3.0	3.1

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

Source: U.S. Census Bureau, *County Business Patterns*, annual. See also <<http://www.census.gov/prod/2003pubs/01cbp/cbp01-1.pdf>> (issued April 2003).

No. 1026. Retail Trade—Establishments, Sales, Payroll, and Employees by Kind of Business: 1997

[2,460,886 represents \$2,460,886,000,000. Covers only establishments with payroll. See Appendix III]

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 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 ²	441	122,633	645,368	375,440	50,239	29,226	1,719.0
Automobile dealers	4411	49,237	553,652	486,088	37,400	32,836	1,139.0
New car dealers	44111	25,897	518,972	496,034	35,203	33,642	1,046.2
Used car dealers	44112	23,340	34,680	373,905	2,197	23,691	92.8
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
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
Lawn & garden equipment & supplies stores	4442	21,201	31,678	191,273	3,296	19,900	165.6
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 ²	44529	10,346	3,339	61,152	572	10,483	54.6
Baked goods stores	445291	2,790	890	60,115	191	12,899	14.8
Confectionery & nut stores	445292	3,684	1,228	56,907	191	8,842	21.6
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	102,669	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
Men's clothing stores	44811	12,143	9,865	118,025	1,325	15,855	83.6
Women's clothing stores	44812	39,672	27,258	89,169	3,366	11,011	305.7
Children's & infant's 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
Book, periodical, & music stores	4512	22,834	20,596	104,089	2,295	11,597	197.9
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) ³	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
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
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
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	25,550	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. ² Includes other kinds of business only shown separately. ³ Not included in broader kind-of-business totals.

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

No. 1027. Retail Trade and Food Services—Sales by Kind of Business: 1992 to 2002

[In billions of dollars (2,062.5 represents \$2,062,500,000,000)]

Kind of business	NAICS code ¹	1992	1995	1997	1998	1999	2000	2001	2002
Retail and food services sales, total.	44, 45, 72	2,062.5	2,502.0	2,778.4	2,917.6	3,164.3	3,378.0	3,471.6	3,580.0
Retail sales, total.	44, 45	1,859.1	2,268.3	2,520.3	2,645.0	2,878.4	3,071.3	3,153.3	3,245.4
GAFO, total ²		536.9	653.0	715.7	762.6	823.1	872.3	893.9	935.2
Motor vehicle and parts dealers	441	427.6	588.0	660.7	699.5	779.8	816.6	840.5	852.7
Automobile and other motor vehicle dealers.	4411, 4412	377.2	528.7	596.3	631.9	707.9	742.0	766.8	777.7
Automobile dealers.	4411	359.1	502.5	565.5	597.5	669.5	699.3	723.3	732.3
New car dealers.	44111	333.8	464.6	519.0	545.1	611.6	638.8	662.2	669.2
Used cars dealers.	44112	25.3	37.8	46.5	52.3	57.9	60.5	61.2	63.1
Auto parts, access., and tire stores.	4413	50.4	59.3	64.4	67.6	71.9	74.6	73.7	75.0
Furniture, home furnishings, electronics and appliance stores	442, 443	97.8	130.4	144.3	154.6	167.1	178.0	176.7	185.1
Furniture and home furnishings stores.	442	55.0	65.5	74.1	78.6	85.2	91.7	91.4	95.0
Furniture stores.	4421	31.6	37.0	41.9	44.1	47.0	50.5	50.5	52.6
Home furnishings stores.	4422	23.4	28.5	32.1	34.4	38.2	41.1	40.9	42.4
Electronics and appliance stores ³	443	42.8	64.9	70.2	76.0	81.9	86.4	85.2	90.1
Appl. TV, and other elect. stores.	44311	29.0	42.1	43.1	46.3	51.4	56.9	58.5	62.3
Computer and software stores.	44312	11.5	20.5	24.8	27.2	27.7	26.4	24.1	25.0
Building mat. garden equip. & supply stores.	444	160.2	199.1	229.5	243.5	263.0	276.2	287.4	300.9
Building mat. & supply dealers.	4441	135.5	172.3	197.4	210.0	229.3	241.1	251.1	264.8
Food and beverage stores ³	445	371.5	391.3	410.3	421.6	442.5	460.5	480.5	490.8
Grocery stores.	4451	337.9	356.9	373.1	382.4	401.9	416.7	434.4	443.0
Beer, wine and liquor stores.	4453	21.8	22.1	24.2	25.7	26.9	29.1	30.4	31.3
Health and personal care stores.	446	90.8	102.5	119.1	130.2	143.7	157.0	167.6	180.2
Pharmacies and drug stores.	44611	77.8	85.9	98.8	108.3	121.1	130.9	141.5	153.0
Gasoline stations.	447	156.6	181.3	199.9	191.7	211.3	246.8	245.4	240.9
Clothing and clothing access, stores ³	448	120.3	131.6	140.6	149.4	160.0	167.9	167.2	171.9
Clothing stores ³	4481	85.9	91.4	98.5	104.9	112.4	118.6	119.6	123.6
Men's clothing stores.	44811	10.2	9.3	10.1	10.6	10.5	10.8	10.3	9.9
Women's clothing stores.	44812	31.8	28.7	27.9	28.7	30.2	32.5	33.1	34.3
Family clothing stores.	44814	33.2	40.0	45.3	49.5	53.8	56.4	56.7	59.4
Shoe stores.	4482	18.1	19.8	20.8	21.5	22.0	22.1	22.0	21.8
Jewelry stores.	44831	15.2	19.2	19.8	21.5	24.1	25.3	24.2	25.1
Sporting goods, hobby, book & music stores ³	451	49.3	60.9	65.6	69.5	74.0	77.9	79.4	82.0
Sporting goods stores.	45111	15.7	20.0	21.3	22.6	24.2	26.0	26.7	28.0
Book stores.	451211	8.3	11.2	12.8	13.4	14.5	15.4	15.8	15.8
General merchandise stores.	452	248.0	300.6	331.5	351.9	381.5	406.2	430.4	455.7
Department stores (excl. L.D.) ⁴	4521	177.1	205.9	220.1	223.7	231.0	233.6	230.2	225.9
Department stores (incl. L.D.) ⁴	4521	181.3	210.9	225.1	228.5	236.1	238.7	234.3	230.0
Other general merchandise stores.	4529	70.9	94.7	111.3	128.2	150.5	172.6	200.2	229.8
Warehouse clubs and superstores.	45291	40.0	65.1	81.9	98.8	119.3	140.2	165.6	193.5
Miscellaneous stores retail.	453	55.8	77.2	91.7	99.8	105.8	108.5	105.0	104.5
Nonstore retailers.	454	81.3	105.4	127.4	133.3	149.7	176.2	173.3	180.8
Electronic shopping and mail order.	4541	35.3	52.7	70.1	79.5	92.6	110.3	109.5	116.7
Fuel dealers.	45431	19.3	21.6	22.9	19.7	20.7	27.8	27.2	25.7
Food services and drinking places³.	722	203.4	233.6	258.0	272.6	285.9	306.3	318.3	334.6
Full service restaurants.	7221	86.5	99.4	114.6	119.7	124.9	132.9	138.1	146.1
Limited service eating places.	7222	87.4	103.1	109.3	116.8	122.2	131.3	137.7	143.9
Drinking places.	7224	12.4	12.5	13.4	14.1	14.8	15.7	15.9	17.4

¹ North American Industry Classification System, 1997; see text, Section 15. ² GAFO represents store classified in the following NAICS codes: 442,443,448,451,452, and 4532. ³ Includes other kinds of business not shown separately. ⁴ L.D. represents leased departments.

Source: U.S. Census Bureau, Current Business Reports, *Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through March 2003*, Series BR/01-A.

No. 1028. Retail Trade Corporations—Sales, Net Profit, and Profit Per Dollar of Sales: 2002

[Represents North American Industry Classification System, 1997 (NAICS) groups 44 and 45. Profit rates are averages of quarterly figures at annual rates. Covers corporations with assets of \$50,000,000 or more]

Item	Unit	Food and beverage stores		Clothing and general merchandise stores	
		Total retail trade	NAICS 445	NAICS 448 and 452	All other retail stores
Sales.	Bil. dol.	1,415.5	311.9	586.1	517.5
Net profit:					
Before income taxes.	Bil. dol.	58.7	10.3	25.8	22.6
After income taxes.	Bil. dol.	37.0	6.6	16.2	14.3
Profits per dollar of sales:					
Before income taxes.	Cents	4.2	3.3	4.3	4.4
After income taxes.	Cents	2.6	2.1	2.7	2.8
Profits on stockholders' equity:					
Before income taxes.	Percent	22.5	26.4	20.2	23.8
After income taxes.	Percent	14.2	16.9	12.6	15.1

Source: U.S. Census Bureau, *Quarterly Financial Report for Manufacturing, Mining and Trade Corporations*, annual.

No. 1029. Retail Trade and Food Services—Estimated Per Capita Sales by Selected Kinds of Business: 1992 to 2002

[As of Dec. 31. In dollars. Based on estimated resident population estimates as of July 1. For statement on methodology, see Appendix III]

Kind of business	NAICS code	1992	1994	1995	1996	1997	1998	1999	2000	2001	2002
		Retail sales, total	44-45	7,290	8,283	8,631	9,097	9,412	9,787	10,556	11,264
<i>Total (Excluding motor vehicle and parts dealers)</i>	<i>44-45 ex 441</i>	<i>5,613</i>	<i>6,170</i>	<i>6,394</i>	<i>6,702</i>	<i>6,945</i>	<i>7,199</i>	<i>7,696</i>	<i>8,270</i>	<i>8,106</i>	<i>8,297</i>
Motor vehicle and parts dealers	441	1,677	2,113	2,237	2,395	2,467	2,588	2,860	2,995	2,946	2,957
Furniture, home furnishings	442	216	241	249	262	277	291	313	336	320	329
Electronics and appliance stores	443	168	221	247	258	262	281	300	317	299	312
Building material and garden equipment and supply stores	444	628	733	757	802	857	901	964	1,013	1,007	1,042
Food and beverage stores	445	1,456	1,480	1,489	1,516	1,532	1,560	1,623	1,689	1,684	1,702
Health and personal care stores	446	356	374	390	415	445	482	527	576	587	625
Gasoline stations	447	614	658	690	734	746	710	775	905	860	835
Clothing and clothing accessories stores	448	472	497	501	516	525	553	587	616	586	596
Sporting goods, hobby, book, and music stores	451	193	221	232	242	245	257	272	286	278	284
General merchandise stores	452	972	1,096	1,144	1,189	1,238	1,302	1,399	1,490	1,508	1,580
Miscellaneous store retailers	453	219	271	294	317	342	369	388	398	368	362
Nonstore retailers	454	319	378	401	451	476	493	549	646	607	627
Food services and drinking places	722	798	867	889	916	964	1,009	1,049	1,123	1,116	1,160

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

Source: U.S. Census Bureau, Current Business Reports, *Annual Benchmark Report for Retail Trade and Food Services: January 1992 Through March 2003*, *Drinking Places Series*, (BR/01-A) and Population Division, Population Estimates Program.

No. 1030. Retail Trade—Estimated Purchases by Kind of Business: 1992 to 2001

[In billions of dollars. (1,351.1 represents \$1,351,100,000,000)]

Kind of business	NAICS code ¹	1992	1995	1996	1997	1998	1999	2000	2001
		Total	44,45	1,351.1	1,650.0	1,754.6	1,834.9	1,923.3	2,101.9
<i>Total (excl. motor vehicle and parts dealers)</i>	<i>(X)</i>	<i>1,008.4</i>	<i>1,178.6</i>	<i>1,244.0</i>	<i>1,300.1</i>	<i>1,353.7</i>	<i>1,464.4</i>	<i>1,570.6</i>	<i>1,609.6</i>
Motor vehicle and parts dealers	441	342.6	471.4	510.5	534.8	569.6	637.5	671.2	690.3
Furniture and home furnishings stores	442	32.1	38.3	40.6	43.0	45.2	48.8	52.1	51.2
Electronics and appliance stores	443	30.8	49.0	51.5	52.1	56.6	61.0	63.3	62.2
Building material, garden equipment and supplies dealers	444	115.9	145.2	155.1	169.8	177.9	192.3	197.1	203.4
Food and beverage stores	445	279.2	290.3	298.2	303.6	310.0	323.4	334.2	345.6
Health and personal care stores	446	63.7	72.3	77.3	83.0	90.6	102.0	110.3	119.1
Gasoline stations	447	125.4	140.1	151.2	155.7	149.6	166.4	198.1	196.4
Clothing and clothing accessories stores	448	71.7	78.3	81.1	83.5	87.2	92.6	98.6	96.6
Sporting goods, hobby, book, and music stores	451	31.1	39.2	40.9	41.1	44.4	47.2	49.6	49.1
General merchandise stores	452	182.0	223.1	232.7	243.4	257.0	280.3	299.0	322.1
Miscellaneous store retailers	453	31.5	44.8	48.6	53.1	58.7	62.7	63.7	61.7
Nonstore retailers	454	45.1	58.0	66.9	71.8	76.4	87.7	104.6	102.2
Electronic shopping and mail order	4541	19.3	30.1	35.2	41.2	47.7	57.2	67.9	67.2

X Not applicable. ¹ North American Industry Classification System, 1997; see text, Section 15.

Source: U.S. Census Bureau, Current Business Reports, *Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through March 2003*, Series BR/01-A, and unpublished data.

No. 1031. Retail Trade—Merchandise Inventories and Inventory/Sales Ratio by Kind of Business: 1992 to 2002

[Inventories in billions of dollars (267.9 represents 267,900,000,000). As of Dec. 31. Estimates excludes food services. Includes warehouses. Adjusted for seasonal variations. Sales data also adjusted for holiday and trading-day differences]

Kind of business	NAICS code ¹	Inventories				Inventory/sales ratio			
		1992	2000	2001	2002	1992	2000	2001	2002
Total	44,45	267.9	417.8	405.6	436.3	1.68	1.62	1.53	1.57
<i>Excluding motor vehicle and parts dealers</i>	<i>44,45 ex 441</i>	<i>196.7</i>	<i>286.0</i>	<i>282.7</i>	<i>289.9</i>	<i>1.61</i>	<i>1.49</i>	<i>1.46</i>	<i>1.43</i>
Motor vehicle and parts dealers	441	71.3	131.8	122.9	146.5	1.92	1.99	1.71	1.95
Furniture, home furnishings, electronics, and appliance stores	442,443	16.5	25.6	24.3	26.5	1.98	1.80	1.58	1.71
Building material and garden equipment and supplies dealers	444	25.3	40.6	40.7	43.3	1.92	1.72	1.70	1.71
Food and beverage stores	445	27.3	32.9	34.2	34.3	0.88	0.84	0.84	0.84
Clothing and clothing accessories stores	448	27.4	36.4	35.2	36.1	2.64	2.58	2.48	2.48
General merchandise stores	452	49.8	65.3	65.2	66.3	2.28	1.87	1.74	1.73
Department stores	4521	38.3	42.9	40.7	37.6	2.50	2.17	2.11	2.06

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

Source: U.S. Census Bureau, Current Business Reports, *Annual Benchmark Report for Retail Trade and Food Services: January 1992 Through March 2003*, Series BR/01-A, and unpublished data.

No. 1032. Retail Trade and Food Services—Sales by Type of Store and State: 2001

[In millions of dollars, (3,324,957 represents \$3,324,957,000,000) except as indicated. Kind-of-business classification based on North American Industry Classification System (NAICS), 1997; see text, Section 15. Data are estimates]

State	All retail stores (NAICS 44, 45)	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 material & garden equip. & supp. dealers (NAICS 444)	Food and beverage stores (NAICS 445)	Health and personal care (NAICS 446)
U.S. . . .	3,324,957	3,658,749	961,940	97,673	95,700	285,912	493,963	163,680
AL	45,174	49,494	13,638	1,129	736	4,124	6,215	2,012
AK	7,549	8,427	1,805	117	160	881	1,468	117
AZ	64,152	70,071	19,317	2,055	1,862	4,952	9,399	2,912
AR	27,368	29,653	8,568	568	476	2,507	3,156	944
CA	392,114	436,531	112,317	12,468	18,029	31,932	62,429	19,088
CO	58,342	64,382	16,769	2,206	2,008	5,752	9,160	1,701
CT	46,624	50,728	12,780	1,428	1,420	4,052	7,651	2,657
DE	11,180	12,271	3,171	478	424	1,111	1,562	658
DC	2,540	3,994	138	114	84	198	568	337
FL	195,869	213,757	63,565	6,002	5,428	13,999	31,793	10,390
GA	99,789	110,074	30,825	3,386	2,535	10,608	14,638	3,656
HI	12,308	14,505	2,289	199	201	580	2,337	884
ID	15,563	16,754	4,639	420	393	1,805	2,304	360
IL	138,373	154,272	39,602	4,044	3,960	11,768	20,524	8,153
IN	73,717	80,757	22,327	1,773	1,671	6,908	8,951	3,706
IA	34,875	37,645	10,763	883	830	4,170	4,840	1,381
KS	34,662	37,358	9,971	972	1,014	2,860	5,029	1,251
KY	41,201	46,131	11,374	844	667	4,090	5,967	2,083
LA	45,044	49,918	13,612	957	747	3,915	6,519	2,141
ME	17,793	19,096	4,536	322	222	1,606	3,624	609
MD	60,240	66,360	16,483	1,906	2,054	4,741	11,253	3,268
MA	81,369	91,407	21,653	2,182	1,757	5,849	13,666	5,182
MI	124,085	135,390	38,446	3,407	3,085	9,791	14,390	7,937
MN	73,837	79,832	19,802	2,531	2,615	7,708	8,934	3,181
MS	28,351	30,639	8,559	745	444	2,818	4,185	1,152
MO	67,548	73,955	21,229	1,607	1,490	5,486	8,601	2,684
MT	9,133	10,144	2,485	218	195	1,131	1,672	254
NE	20,214	22,084	5,351	902	422	2,246	2,833	775
NV	26,257	29,439	6,899	766	834	2,264	4,002	1,067
NH	22,720	24,308	7,137	613	754	1,656	3,338	812
NJ	104,969	113,988	28,746	3,494	3,444	6,719	17,105	7,655
NM	20,125	22,006	5,342	603	409	1,568	2,736	907
NY	185,761	206,352	43,783	5,689	5,470	13,945	30,224	13,986
NC	93,780	103,573	28,291	3,586	2,190	10,302	13,170	4,060
ND	7,844	8,487	2,100	188	169	1,374	823	358
OH	135,446	148,948	39,924	4,101	4,028	11,788	18,386	8,019
OK	35,455	38,976	11,558	944	961	2,599	4,405	1,459
OR	45,834	50,235	13,243	1,192	1,134	4,734	6,315	1,245
PA	134,331	147,088	39,501	3,127	2,695	10,892	21,354	8,215
RI	10,136	11,546	2,654	274	212	610	1,926	917
SC	45,266	49,994	12,825	1,267	787	5,609	6,813	1,889
SD	14,448	15,247	2,758	194	175	1,204	1,314	339
TN	70,106	76,919	20,694	1,910	1,242	5,892	12,115	3,039
TX	262,791	288,536	83,426	7,643	8,247	19,580	34,349	8,904
UT	26,877	28,959	7,551	1,043	856	2,808	4,979	401
VT	7,466	8,091	2,235	157	172	816	1,269	341
VA	81,954	89,613	22,511	2,900	2,895	7,365	11,929	3,466
WA	72,294	80,954	18,276	2,044	2,029	7,203	10,545	3,124
WV	17,415	18,960	4,908	318	224	1,499	2,633	1,218
WI	68,292	73,982	19,753	1,641	1,752	7,341	9,579	2,670
WY	6,376	6,917	1,809	116	94	557	988	116

See footnotes at end of table.

No. 1032. Retail Trade and Food Services—Sales by Type of Store and State: 2001—Con.

[See headnote, page 664]

State	Gasoline stations (NAICS 447)	Clothing and clothing 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 places (NAICS 722)
U.S. . . .	261,964	178,525	85,849	441,892	108,738	149,120	333,792
AL	4,541	2,232	769	7,532	1,419	829	4,320
AK	545	335	197	1,441	217	268	878
AZ	5,685	2,221	1,757	8,240	2,727	3,026	5,919
AR	2,811	1,028	486	5,440	869	516	2,285
CA	28,144	23,766	11,890	49,221	12,523	10,307	44,417
CO	4,353	2,519	2,177	7,430	2,235	2,031	6,040
CT	2,959	3,125	1,378	3,624	1,495	4,056	4,104
DE	626	621	371	1,379	388	393	1,091
DC	212	392	181	108	160	47	1,454
FL	13,476	10,788	4,416	23,134	6,120	6,758	17,888
GA	9,350	5,029	1,844	12,938	3,015	1,966	10,284
HI	915	1,509	399	2,336	563	95	2,198
ID	1,288	456	435	2,061	564	840	1,191
IL	9,734	8,832	3,384	16,551	3,990	7,830	15,899
IN	6,690	2,693	1,386	11,281	2,136	4,194	7,040
IA	3,854	1,150	641	4,603	800	962	2,770
KS	3,219	1,601	785	6,212	1,058	689	2,696
KY	4,414	1,532	746	7,231	1,513	739	4,930
LA	4,745	2,070	760	7,626	1,235	717	4,874
ME	1,475	899	384	1,826	513	1,776	1,303
MD	4,056	4,030	1,963	6,828	1,888	1,770	6,121
MA	5,394	6,151	2,724	8,716	2,797	5,298	10,038
MI	8,540	5,221	4,101	20,820	5,172	3,176	11,305
MN	6,108	2,823	2,569	9,076	2,490	6,001	5,994
MS	3,070	1,021	363	4,721	828	443	2,289
MO	7,244	2,457	1,361	9,916	2,058	3,415	6,407
MT	792	268	280	1,381	275	182	1,011
NE	1,793	820	424	2,751	464	1,432	1,870
NV	1,919	2,067	671	2,714	1,294	1,758	3,182
NH	1,461	1,026	657	2,856	646	1,763	1,588
NJ	5,856	7,136	3,578	10,563	3,687	6,984	9,019
NM	1,975	781	505	3,103	1,169	1,026	1,882
NY	10,704	18,848	6,520	19,884	7,894	8,814	20,591
NC	7,887	4,317	1,751	11,785	3,754	2,688	9,794
ND	703	220	216	1,196	215	281	642
OH	10,558	6,099	2,981	19,912	3,677	5,972	13,502
OK	3,869	1,031	713	6,110	1,097	708	3,522
OR	3,072	1,890	1,318	7,897	1,758	2,035	4,401
PA	9,654	7,557	3,093	15,008	3,492	9,740	12,757
RI	771	573	290	916	319	675	1,411
SC	4,354	2,290	737	6,110	1,869	716	4,728
SD	976	302	204	1,228	327	5,427	800
TN	6,240	3,584	1,309	10,678	2,173	1,230	6,813
TX	22,156	12,865	5,783	36,286	7,775	15,777	25,744
UT	2,094	1,081	812	3,738	547	967	2,082
VT	669	299	204	485	221	599	625
VA	7,394	4,615	1,927	11,424	2,179	3,349	7,659
WA	4,763	3,372	2,524	12,028	2,791	3,596	8,660
WV	1,935	688	279	2,926	504	283	1,544
WI	5,912	2,126	1,471	9,650	1,628	4,768	5,690
WY	1,009	168	132	967	208	210	542

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. 1033. Retail Trade—Nonemployer Establishments and Receipts by Kind of Business: 1998 to 2000

[1,762 represents 1,762,000. Includes only firms subject to federal income tax. Nonemployers are businesses with no paid employees. Based on the North American Industry Classification System (NAICS), 1997. See text, Section 15]

Kind of business	NAICS code	Establishments (1,000)			Receipts (mil. dol.)		
		1998	1999	2000	1998	1999	2000
Retail trade, total	44-45	1,762	1,761	1,743	70,971	73,314	73,810
Motor vehicle & parts dealers	441	119	121	122	16,180	17,184	17,355
Used car dealers	44112	73	74	74	12,525	13,212	13,255
Motorcycle & boat & other MV dealers	44122	20	20	21	1,713	1,874	1,969
Automotive parts, accessories, & tire stores	4413	24	24	25	1,694	1,839	1,872
Furniture & home furnishings stores	442	38	37	37	2,534	2,542	2,574
Furniture stores	4421	14	14	14	1,025	1,026	1,034
Home furnishings stores	4422	24	23	23	1,510	1,516	1,540
Electronics & appliance stores	443	29	30	29	1,716	1,741	1,688
Bldg material & garden equip & supp dealers	444	28	28	28	2,032	2,165	2,182
Building material & supplies dealers	4441	20	20	20	1,578	1,685	1,673
Food & beverage stores	445	87	84	82	8,503	8,465	8,493
Grocery stores	4451	42	40	39	4,706	4,597	4,609
Specialty food stores	4452	35	34	33	2,151	2,141	2,135
Beer, wine, & liquor stores	4453	10	10	10	1,646	1,727	1,749
Health & personal care stores	446	80	89	92	1,607	1,813	1,915
Gasoline stations	447	11	10	10	1,739	1,713	1,721
Clothing & clothing accessories stores	448	89	88	89	4,250	4,389	4,464
Clothing stores	4481	60	60	60	2,580	2,647	2,718
Jewelry stores	44831	23	23	23	1,348	1,406	1,416
Sporting goods, hobby, book, & music stores	451	97	98	96	3,655	3,775	3,761
Sporting goods stores	45111	25	24	23	1,301	1,330	1,340
Book, periodical, & music stores	4512	32	33	32	1,024	1,025	1,007
General merchandise stores	452	24	26	28	1,170	1,250	1,291
Miscellaneous store retailers	453	367	350	339	13,324	13,169	12,963
Gift, novelty, & souvenir stores	45322	71	72	73	2,072	2,130	2,104
Used merchandise stores	4533	84	80	76	2,286	2,243	2,115
Nonstore retailers	454	793	799	792	14,261	15,109	15,401
Electronic shopping & mail-order houses	4541	42	45	49	1,100	1,260	1,391
Direct selling establishments	4543	713	717	708	12,203	12,860	13,047

¹ Includes other kinds of business not shown separately.

Source: U.S. Census Bureau, "Nonemployer Statistics"; published 28 March 2003; <<http://www.census.gov/epcd/nonemployer/>>.

No. 1034. Franchised New Car Dealerships—Summary: 1980 to 2002

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

Item	Unit	1980	1985	1990	1995	1997	1998	1999	2000	2001	2002
Dealerships ¹	Number	27,900	24,725	24,825	22,800	22,700	22,600	22,400	22,250	21,800	21,725
Sales	Bil. dol.	130.5	251.6	316.0	456.2	507.5	546.3	606.5	650.3	690.4	679.5
New cars sold ²	1,000	8,979	11,042	9,300	8,635	8,272	8,137	8,699	8,847	8,423	8,103
Used vehicles sold	Millions	9.72	13.30	14.18	18.48	19.19	19.33	20.07	20.45	21.39	19.42
Employment	1,000	745	856	924	996	1,046	1,048	1,081	1,114	1,130	1,130
Annual payroll	Bil. dol.	11.0	20.1	24.0	33.1	37.4	39.8	42.5	46.1	48.0	48.8
Advertising expenses	Bil. dol.	1.2	2.8	3.7	4.6	5.1	5.3	5.6	6.4	6.6	7.5
Dealer pretax profits as a percentage of sales	Percent	0.6	2.2	1.0	1.4	1.4	1.7	1.8	1.6	2.0	1.9
Inventory: ³											
Domestic: ⁴											
Total	1,000	2,112	2,339	2,537	2,974	2,813	2,732	2,901	3,183	2,824	2,727
Days supply	Days	57	60	73	71	66	63	62	68	63	63
Imported: ⁴											
Total	1,000	269	345	707	445	338	350	378	468	508	521
Days supply	Days	31	30	72	72	54	54	47	50	51	49

¹ At beginning of year. ² Data provided by "Ward's Automotive Reports." ³ Annual average. Includes light trucks.

⁴ Classification based on where automobiles are produced (i.e., automobiles manufactured by foreign companies but produced in the U.S. are classified as domestic).

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

No. 1035. New Motor Vehicle Sales and Expenditures by Model Year: 1990 to 2002

[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	1995	1997	1998	1999	2000	2001	2002
New motor vehicle sales	14,169	15,204	15,498	15,963	17,414	17,817	17,472	17,118
New-car sales	9,436	8,687	8,273	8,142	8,697	8,852	8,422	8,082
Domestic	6,790	7,178	6,906	6,764	6,982	6,833	6,323	5,854
Import	2,645	1,510	1,366	1,378	1,715	2,019	2,100	2,228
New-truck sales	4,733	6,517	7,226	7,821	8,717	8,965	9,050	9,036
Light	4,428	6,089	6,797	7,297	8,072	8,387	8,607	8,633
Domestic	3,996	5,694	6,226	6,651	7,310	7,546	7,629	7,572
Import	432	395	571	646	763	841	978	1,061
Other	306	429	429	524	645	578	443	402
Domestic-car production	6,231	6,351	5,927	5,547	5,637	5,540	4,879	5,016
Avg. expenditure per new car ¹ (dollar)	14,371	17,959	19,531	20,370	20,673	20,909	21,258	21,440
Domestic (dollar)	13,936	16,864	17,907	18,485	18,639	18,884	19,039	19,126
Import (dollar)	15,510	23,202	27,722	29,615	28,951	27,766	27,941	27,524

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

Source: U.S. Bureau of Economic Analysis, *Survey of Current Business*, February 2002 and unpublished data. Data on unit sales and production are mainly from "Ward's Automotive Reports" published by Ward's Communications, Southfield, MI.

No. 1036. New and Used Car Sales and Leases: 1990 to 2001

[In thousands (46,830 represents 46,830,000, except as indicated)]

Item	1990	1994	1995	1996	1997	1998	1999	2000	2001
Total car sales	46,830	49,131	50,393	49,327	49,512	48,982	49,438	50,466	(NA)
New passenger car sales ¹	9,300	8,990	8,635	8,526	8,272	8,142	8,698	8,846	(NA)
Used passenger car sales ²	37,530	40,141	41,758	40,801	41,237	40,841	40,739	41,620	42,624
Value of transactions (bil. dol.)	220	291	319	329	336	335	350	357	376
Average price (dol.)	5,857	7,245	7,644	8,073	8,139	8,211	8,587	8,578	8,832
New passenger car leases³	534	1,715	1,795	1,806	2,062	2,174	2,271	2,272	(NA)

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: U.S. Bureau of Transportation Statistics, *National Transportation Statistics 2000*. Data supplied by following sources: New passenger car sales: 1994-98, American Automobile Manufacturers Association, *Motor Vehicle Facts & Figures, 1999*, Southfield, MI; *Ward's Motor Vehicle Facts & Figures, 2002*, Southfield, MI; 2001; Used passenger car sales: ADT Automotive, *2001 Used Car Market Report* Nashville, TN; Leased passenger cars: CNW Marketing/Research, Bandon, OR, personal communication, May 31, 2000, August 13, 2001, and August 26, 2002.

No. 1037. Toy Industry—Retail Sales by Type of Product: 2001 and 2002

[In millions of dollars (34,388 represents \$34,388,000,000), except as indicated. Minus sign (-) indicates decrease]

Product	Sales		Percent change, 2001-2002	Product	Sales		Percent change, 2001-2002
	2001	2002			2001	2002	
Total	34,388	30,606	-11	Games/puzzles	2,237	2,094	-6
Video games	9,409	10,326	10	Building/construction	882	751	-15
Traditional toy industry	24,979	20,280	-19	Arts & crafts	2,630	2,183	-17
Infant/preschool	3,154	2,807	-11	Models/accessories	281	253	-10
Dolls	3,061	2,429	-21	Learning/exploration	464	371	-20
Plush	2,031	1,555	-23	Pretend play	479	554	16
Action figure toys	1,618	1,258	-22	Trading cards/accessories	318	285	-10
Vehicles	2,821	2,101	-26	Sports	1,528	987	-35
Ride-ons	773	566	-27	All other toys	2,703	2,086	-23

Source: NPD Group, Inc., Port Washington, NY and Toy Industry Association, Inc., New York, NY, *Toy Industry Fact Book*, annual (copyright).

No. 1038. Retail Foodstores—Number and Sales by Type: 1990 to 2001

[282.6 represents 282,600. Beginning with 2001 data based on North American Industry Classification System (NAICS), 1997. All other years based on Standard Industrial Classification (SIC) codes]

Type of foodstore	Number ¹ (1,000)					Sales ² (bil. dol.)					Percent distribution			
	1990		1995		1999		2000		2001		Number		Sales	
	1990	1995	1999	2000	2001	1990	1995	1999	2000	2001	1990	2001	1990	2001
Total	282.6	264.4	247.8	243.8	219.5	368.3	402.5	458.3	483.7	442.0	100.0	100.0	100.0	100.0
Grocery stores	190.3	176.9	165.8	163.2	145.4	348.2	382.2	434.7	458.3	425.4	67.3	66.3	94.5	96.2
Supermarkets ³	24.5	25.3	24.4	24.6	23.9	261.7	300.4	325.7	337.3	354.5	8.7	10.9	71.1	80.2
Conventional	13.2	12.3	10.3	9.9	8.9	92.3	76.4	63.6	63.4	65.8	4.7	4.0	25.1	14.9
Superstore ⁴	5.8	6.8	7.6	7.9	7.9	87.6	116.7	138.9	142.4	152.1	2.1	3.6	23.8	34.4
Warehouse ⁵	3.4	2.7	2.4	2.4	2.7	33.1	20.7	20.9	22.0	24.2	1.2	1.2	9.0	5.5
Combination food and drug ⁶	1.6	2.7	3.4	3.7	3.9	29.3	59.3	75.5	81.8	83.8	0.6	1.8	8.0	19.0
Superwarehouse ⁷	0.3	0.6	0.5	0.5	0.5	12.6	17.8	17.1	17.4	17.7	0.1	0.2	3.4	4.0
Hypermarket ⁸	0.1	0.2	0.2	0.2	0.2	6.8	9.5	9.7	10.3	11.0	(Z)	0.1	1.8	2.5
Convenience stores ⁹	93.0	86.9	82.9	81.9	56.2	37.0	42.4	47.6	48.5	19.5	32.9	25.6	10.0	4.4
Superette ¹⁰	72.8	64.7	58.5	56.7	65.2	49.5	39.4	61.4	72.5	51.4	25.8	29.7	13.4	11.6
Specialized food stores ¹¹	92.3	87.5	82.0	80.6	74.1	20.1	20.3	23.6	25.4	16.6	32.7	33.7	5.5	3.8

Z Less than 0.05 percent. 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. 1039. Percent of Supermarkets Offering Selected Services and Product Lines: 1990 to 2002

[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	1993	1996	1997	1998	1999	2000	2001	2002
Service delicatessen	73	79	80	81	81	81	81	80	80
Service bakery	60	62	69	69	69	69	71	72	72
Service meat	42	47	74	60	59	60	62	66	66
Service seafood	33	37	46	43	43	45	45	51	43
Specialty cheese department	33	34	31	30	31	32	33	42	36
Salad bar	18	19	27	24	24	24	25	22	22
Automated teller machines (ATMs)	20	38	60	62	62	63	64	65	68
Banking in store	(NA)	(NA)	14	22	21	22	21	20	22
Pharmacy	15	20	26	26	32	30	32	36	34
Warehouse aisle	(NA)	(NA)	10	16	17	17	16	14	14

NA Not available.

Source: Progressive Grocer, New York, NY, *Progressive Grocer 70th Annual Report* (copyright). Used by permission of Progressive Grocer magazine (A VNU company).

No. 1040. Food and Alcoholic Beverage Sales by Sales Outlet: 1990 to 2002

[In billions of dollars (\$556.6 represents \$556,600,000,000)]

Sales outlet	1990	1994	1995	1996	1997	1998	1999	2000	2001	2002
Food sales, total ¹	556.6	635.3	654.7	679.9	705.3	737.2	779.7	825.5	861.7	900.1
Food at home. ²	308.1	344.1	352.7	367.8	377.3	391.6	417.6	439.8	463.6	485.2
Food stores ³	256.4	274.0	276.1	285.6	289.6	296.1	309.3	326.8	347.1	356.3
Other stores ⁴	32.3	47.8	53.1	57.3	61.8	69.7	80.7	84.2	87.7	99.4
Home-delivered, mail order	5.3	8.0	8.6	10.0	10.6	10.6	11.4	12.2	11.8	12.4
Farmers, manufacturers, wholesalers	6.3	7.2	7.8	8.1	8.8	8.6	9.0	9.4	9.6	9.8
Home production and donations	7.7	7.1	7.0	6.8	6.4	6.6	7.2	7.2	7.3	7.3
Food away from home ⁵	248.5	291.2	302.0	312.1	328.0	345.6	362.0	385.7	398.1	415.0
Alcoholic beverage sales, total	72.6	78.3	80.5	83.9	86.9	92.5	98.1	102.8	105.9	112.3
Packaged alcoholic beverages	38.0	40.4	41.6	43.7	44.9	48.6	52.1	54.1	55.6	59.2
Liquor stores	18.6	19.0	19.0	20.1	20.9	22.3	23.4	25.3	26.4	27.2
Food stores	10.8	11.8	12.3	13.0	12.8	13.8	14.5	14.9	15.3	16.2
All other	8.6	9.7	10.3	10.6	11.2	12.5	14.2	13.9	13.9	15.8
Alcoholic drinks	34.5	37.9	38.9	40.2	42.0	43.9	46.0	48.8	50.3	53.2
Eating and drinking places ⁵	26.6	29.4	30.3	31.6	33.7	35.2	36.8	39.2	40.4	43.2
Hotels and motels	3.8	3.9	3.9	3.9	4.1	4.1	4.4	4.6	4.7	4.7
All other	4.1	4.7	4.7	4.7	4.3	4.5	4.8	5.0	5.2	5.3

¹ Includes taxes and tips. ² Excludes sales to restaurants and institutions. ³ Includes eating and drinking establishments, trailer parks, commissary stores, and military exchanges. ⁴ Includes food furnished and donations. ⁵ Includes tips.

Source: U.S. Department of Agriculture, Economic Research Service, "food cpi, prices, and expenditures: food expenditure tables"; published 2 June 2003; <<http://www.ers.usda.gov/briefing/CPIFoodAndExpenditures/Data/>>.

No. 1041. U.S. Online Retail E-Commerce Projections: 2001 to 2003

[In millions of dollars (73,926 represents \$73,926,000,000), except as indicated]

Online product or service	Projected online sales			Percent change	
	2001	2002	2003	2001-2002	2002-2003
Retail trade, total ¹	73,926	110,748	155,833	49.8	40.7
Media	9,807	13,019	16,513	32.8	26.8
Event tickets	933	1,986	3,289	112.9	65.6
Flowers	1,266	1,812	2,384	43.1	31.6
Recreation	4,148	5,916	8,227	42.6	39.1
Apparel	8,915	14,461	22,251	62.2	53.9
Electronics	11,856	18,306	24,119	54.4	31.8
Leisure travel	16,700	21,000	25,200	25.7	20.0
Automobiles	5,315	9,360	15,626	76.1	66.9
Home products	4,659	8,256	12,515	77.2	51.6
Pet supplies	1,523	2,519	2,996	65.4	18.9
Health and beauty	2,656	4,460	6,572	67.9	47.4
Food and beverage	2,455	5,063	10,441	106.2	106.2

¹ Includes items sold to consumers in product categories not shown separately.

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

No. 1042. Online Consumer Spending Forecast by Kind of Business: 2001 to 2003

[Forecast data: October 2002. (31.0 represents \$31,000,000,000). 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	
	2001	2002	2003	2001	2002	2003	2001	2002	2003	2001	2002
Total	31.0	40.4	51.7	(X)	(X)	(X)	(X)	(X)	(X)	(X)	(X)
PCs	6.9	7.5	8.8	29.6	31.6	35.8	5.4	6.8	8.6	8	8
Peripherals	2.1	2.3	2.5	20.2	21.5	22.8	11.0	13.4	15.9	17	16
Software	2.0	2.6	2.9	25.2	32.3	35.9	21.1	25.3	29.0	31	30
Consumer electronics	1.5	2.0	2.5	3.3	4.3	5.2	5.6	7.8	10.2	8	9
Books	2.3	2.8	3.1	10.2	11.9	13.0	32.1	41.3	50.0	49	51
Music	0.8	0.9	1.3	5.6	6.9	9.5	28.1	35.0	41.0	46	50
Videos	0.6	0.9	1.1	4.7	6.0	7.1	14.1	18.5	23.2	22	23
Movie tickets	0.2	0.3	0.4	2.4	3.3	4.3	5.9	9.0	13.2	8	11
Event tickets	1.6	2.1	2.7	9.1	11.9	14.3	15.0	18.6	22.0	21	21
Over-the-counter drugs	0.1	0.1	0.2	0.3	0.5	1.0	4.6	6.2	9.2	9	11
Nutraceuticals	0.1	0.1	0.3	0.5	0.6	1.4	8.7	11.1	13.5	13	14
Medical supplies and contact lenses	0.1	0.2	0.3	1.0	1.2	2.0	4.5	6.5	8.7	7	8
Personal care	0.1	0.2	0.5	0.3	0.5	1.1	8.4	12.2	15.2	11	13
Apparel	3.3	4.7	6.1	1.7	2.3	2.9	26.9	36.2	45.6	40	43
Footwear	0.5	0.8	1.0	0.9	1.4	1.7	6.9	10.4	14.6	11	13
Jewelry	0.9	1.1	1.3	2.9	3.5	3.9	5.2	6.8	8.9	8	9
Grocery	0.7	1.0	1.6	0.1	0.2	0.3	1.1	1.5	2.3	2	2
Pets	0.1	0.2	0.3	0.7	1.1	1.6	2.7	3.8	5.2	4	4
Toys	1.0	1.2	1.3	3.2	3.7	3.9	18.5	22.8	26.4	28	27
Sporting goods	0.7	0.9	1.2	2.9	3.9	5.1	8.0	11.2	15.2	12	14
Flowers	0.6	0.8	1.0	3.7	4.9	6.0	12.1	16.6	21.1	18	20
Specialty gifts	0.6	0.8	1.0	1.6	2.2	2.8	11.0	14.1	17.3	17	17
Furniture	0.1	0.3	0.4	0.2	0.4	0.6	0.6	1.2	2.5	1	1
Large appliances	0.3	0.5	0.7	1.5	2.3	3.0	0.6	0.9	1.2	1	1
Housewares/small appliances	0.6	1.1	1.9	0.9	1.5	2.6	6.0	8.5	13.9	9	10
Art and collectibles	0.3	0.5	0.6	1.1	1.6	2.2	1.5	2.1	3.0	2	3
Home improvement	0.3	0.6	1.0	0.2	0.4	0.6	3.9	6.3	9.3	6	7
Garden supplies	0.1	0.2	0.3	0.3	0.5	0.7	2.4	3.4	5.6	4	4
Office products	0.6	1.1	1.7	2.0	3.5	5.0	8.9	13.0	17.7	13	16
Auto parts	-	0.1	0.3	0.1	0.3	0.8	0.3	1.0	2.6	-	1
Other	1.8	2.6	3.3	(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 Unpublished data.

No. 1043. Electronic Shopping and Mail-Order Houses—Total and E-Commerce Sales by Merchandise Line: 2001

[109,463 represents \$109,463,000,000 in sales. Represents NAICS code 454110. Covers establishments with payroll. Based on 2001 Annual Retail Trade Survey]

Merchandise line	Value of sales		E-commerce as percent of total sales	Percent distribution of total sales	Percent distribution of E-commerce sales
	Total (mil. dol.)	E-commerce (mil. dol.)			
Electronic shopping and mail-order houses, total¹	109,463	25,690	23.5	100.0	100.0
Books and magazines	3,872	1,739	44.9	3.5	6.8
Clothing and clothing accessories (includes footwear)	15,351	3,250	21.2	14.0	12.7
Computer hardware	21,968	5,655	25.7	20.1	22.0
Computer software	3,955	1,203	30.4	3.6	4.7
Drugs, health aids, beauty aids	16,203	950	5.9	14.8	3.7
Electronics and appliances	3,739	1,470	39.3	3.4	5.7
Food, beer and wine	1,832	444	24.2	1.7	1.7
Furniture and home furnishings	6,530	1,658	25.4	6.0	6.5
Music and videos	3,971	1,306	32.9	3.6	5.1
Office equipment and supplies	6,605	1,981	30.0	6.0	7.7
Sporting goods	1,640	464	28.3	1.5	1.8
Toys, hobby goods, and games	3,008	931	31.0	2.7	3.6
Other merchandise ²	16,710	3,082	18.4	15.3	12.0
Nonmerchandise receipts ³	4,079	1,557	38.2	3.7	6.1

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, 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, *2002 Annual Retail Trade Survey*, "2002 E-Commerce Multi-Sector Report"; published April 2003 <<http://www.census.gov/eos/www/ebusiness614.htm>>.

No. 1044. Retail E-Commerce Sales, Number of Orders, and Average Purchase Amount in Key Categories: 2001 and 2002

[261.7 represents 261,700,000. As of fourth quarter. Based on a point-of-sale-survey of online buyers covering approximately 1,000 merchants. Minus sign (-) indicates decrease]

Category	Orders (mil.)			Sales (mil. dol.) ¹			Average purchase amount (dol.) ¹		
	2001	2002	Percent change, 2001-2002	2001	2002	Percent change, 2001-2002	2001	2002	Percent change, 2001-2002
Total	261.7	350.6	34.0	35,872	46,890	30.7	137	134	-2.2
Apparel	38.3	48.4	26.5	4,014	4,815	20.0	105	99	-5.7
Computer goods	70.5	91.6	29.9	19,212	25,384	32.1	273	277	1.5
Consumer goods	32.2	49.0	52.0	3,904	5,149	31.9	121	105	-13.2
Entertainment	61.1	83.1	36.1	3,511	4,772	35.9	57	57	-
Food/wine	6.5	8.3	28.8	456	546	19.7	71	66	-7.0
Gifts	23.7	29.9	26.3	1,609	2,103	30.7	68	70	2.9
Home & garden	13.3	15.9	19.1	1,576	1,924	22.1	118	121	2.5
Toys	16.2	24.5	51.5	1,590	2,196	38.1	98	90	-8.2

- Represents zero. ¹ Includes shipping and handling charges.

Source: BizRate.Com, Los Angeles, CA, *Consumer Online Report, Fourth Quarter, 2001* (copyright).

No. 1045. Retail Trade Sales—Total and E-Commerce by Kind of Business: 2001

[3,153,315 represents \$3,153,315,000,000. Covers retailers with and without payroll. Based on 2001 Annual Retail Trade Survey, See Appendix III]

Kind of business	NAICS code ¹	Value of sales (mil. dol.)		E-commerce as percent of total sales	Percent distribution of E-commerce sales
		Total	E-commerce		
Retail trade, total	44,45	3,153,315	34,595	1.1	100.0
Motor vehicle and parts dealers	441	840,510	5,393	0.6	15.6
Furniture and home furnishings stores	442	91,428	(S)	(S)	(S)
Electronics and appliance stores	443	85,239	605	0.7	1.7
Building material and garden equipment supplies stores	444	287,360	547	0.2	1.6
Food and beverage stores	445	480,530	(S)	(S)	(S)
Health and personal care stores	446	167,567	(S)	(S)	(S)
Gasoline stations	447	245,404	(Z)	(Z)	(Z)
Clothing and clothing acces. stores	448	167,241	354	0.2	1.0
Sporting goods, hobby, book and music stores	451	79,382	506	0.6	1.5
General merchandise stores	452	430,363	(S)	(S)	(S)
Miscellaneous store retailers	453	104,975	517	0.5	1.5
Nonstore retailers	454	173,316	26,065	15.0	75.3
Electronic shopping and mail-order houses	454110	109,463	25,690	23.5	74.3

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 Less than \$500,000 or 0.05 percent. ¹ North American Industry Classification System, 1997; see text, Section 15.

Source: U.S. Census Bureau, "E-Stats"; published April 2003; <<http://www.census.gov/eos/www/ebusiness614.htm>>.

No. 1046. Merchant Wholesale Trade Sales—Total and E-Commerce: 2001

[2,708,666 represents \$2,708,666,000,000. Covers only businesses with paid employees. Based on 2001 Annual Trade Survey, see Appendix III]

Kind of business	NAICS code ¹	Value of sales (mil. dol.)		E-commerce as percent of total sales	Percent distribution of E-commerce sales
		Total	E-commerce		
Merchant wholesale trade, total	42	2,708,666	272,183	10.0	100.0
Durable goods ²	421	1,350,272	125,207	9.3	46.0
Motor vehicles, parts and supplies	4211	205,577	46,771	22.8	17.2
Furniture and home furnishings	4212	44,390	3,727	8.4	1.4
Professional & commercial equipment & supplies	4214	249,981	30,904	12.4	11.4
Computer, peripheral equipment and software	42143	122,458	15,776	12.9	5.8
Electrical goods	4216	214,312	12,111	5.7	4.4
Hardware, and plumbing and heating equipment and supplies	4217	64,864	6,497	10.0	2.4
Machinery, equipment and supplies	4218	243,312	7,947	3.3	2.9
Miscellaneous durable goods	4219	161,549	14,099	8.7	5.2
Nondurable goods ²	422	1,358,394	146,976	10.8	54.0
Drugs and druggists' sundries	4222	201,114	96,363	47.9	35.4
Apparel, piece goods and notions	4223	87,362	11,828	13.5	4.3
Groceries and related products	4224	395,590	12,101	3.1	4.4
Farm product raw materials	4225	107,286	3,353	3.1	1.2

¹ North American Industry Classification System, 1997; see text, Section 15. ² Includes kinds of business not shown separately.

Source: U.S. Census Bureau, 2000 E-Commerce Multi-Sector Report; published April 2003; <<http://www.census.gov/eos/www/ebusiness614.htm>>.

No. 1047. Shopping Centers—Number, Gross Leasable Area, and Retail Sales by Gross Leasable Area: 1990 to 2002

[4,390 represents 4,390,000,000. 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
2000	45,115	28,062	10,958	3,935	1,424	326	410
2001	45,827	28,474	11,100	4,038	1,466	329	420
2002	46,438	28,819	11,220	4,137	1,507	332	424
Percent distribution	100.0	62.1	24.2	8.8	3.2	0.7	0.9
Percent change, 2001-2002	1.3	1.2	1.1	2.5	2.8	0.9	1.0
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
2000 (mil. sq. ft.)	5,566	1,383	1,514	1,059	790	294	526
2001 (mil. sq. ft.)	5,679	1,406	1,534	1,091	812	296	539
2002 (mil. sq. ft.)	5,774	1,424	1,552	1,119	836	299	544
Percent distribution	100.0	24.8	27.0	19.2	14.3	5.2	9.5
Percent change, 2001-2002	1.7	1.3	1.1	2.6	2.9	0.9	0.9
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
2000 (bil. dol.)	1,181.1	342.8	300.0	180.5	152.8	75.2	129.8
2001 (bil. dol.)	1,221.7	354.5	310.3	186.8	158.0	77.8	134.4
2002 (bil. dol.)	1,277.2	370.6	324.4	195.3	165.1	81.3	140.6
Percent distribution	100.0	29.0	25.4	15.3	12.9	6.4	11.0
Percent change, 2001-02	4.5	4.5	4.5	4.6	4.5	4.5	4.6

No. 1048. Shopping Centers—Gross Leasable Area and Retail Sales by State: 2002

[5,774 represents 5,774,000,000. See headnote, Table 1047.]

State	Gross leasable area, (mil. sq. ft.)	Retail sales, (bil. dol.)	Retail sales per sq. ft. (dol.)	Percent change, 2001-2002		State	Gross leasable area, (mil. sq. ft.)	Retail sales, (bil. dol.)	Retail sales per sq. ft. (dol.)	Percent change, 2001-2002	
				Gross leasable area	Retail sales					Gross leasable area	Retail sales
U.S.	5,774	277.2	221	1.7	4.5	MO	122	27.8	228	3.2	4.3
AL	81	18.6	230	2.3	3.9	MT	10	2.5	245	2.6	4.5
AK	8	2.6	344	-	5.7	NE	37	7.0	186	-	4.2
AZ	139	30.5	219	3.7	4.7	NV	57	8.4	148	6.6	4.9
AR	37	8.9	238	-	3.6	NH	25	5.9	231	-	6.6
CA	725	153.1	211	1.7	4.5	NJ	181	35.8	198	1.6	5.1
CO	112	28.9	258	4.3	5.0	NM	32	7.7	243	0.5	4.0
CT	99	24.0	243	1.0	5.5	NY	257	54.7	213	1.3	4.4
DE	23	5.6	245	-	5.5	NC	189	35.4	188	2.8	4.3
DC	10	2.1	212	4.2	4.5	ND	10	2.6	262	-	4.5
FL	461	118.2	257	1.8	5.1	OH	259	50.7	195	0.8	4.2
GA	195	38.4	197	3.0	4.2	OK	61	15.5	253	0.1	3.4
HI	20	5.7	279	0.8	6.7	OR	61	11.7	194	-	4.9
ID	20	4.0	198	-	3.8	PA	259	49.9	193	1.6	4.6
IL	271	52.4	194	1.3	4.8	RI	21	4.7	227	3.1	4.6
IN	127	26.0	205	2.0	4.1	SC	90	19.0	212	2.2	4.1
IA	47	9.2	197	3.8	4.3	SD	7	1.6	225	-	4.2
KS	60	14.2	236	0.4	4.2	TN	138	28.2	204	0.4	4.4
KY	69	16.8	242	0.9	4.1	TX	390	107.0	274	1.4	4.3
LA	88	22.8	258	2.4	4.2	UT	39	7.8	201	-	3.8
ME	19	5.4	290	4.2	5.7	VT	9	2.3	256	6.4	5.5
MD	132	30.8	232	0.5	4.5	VA	180	39.6	220	1.4	4.8
MA	118	29.3	248	1.6	5.0	WA	104	22.1	213	1.8	4.7
MI	150	31.0	207	1.8	4.4	WV	23	4.4	194	-	3.5
MN	72	17.2	238	1.5	4.6	WI	79	18.1	229	0.4	4.6
MS	45	9.6	213	0.8	3.3	WY	6	1.6	264	-	3.9

- Represents zero.

Source of Tables 1047 and 1048: National Research Bureau, Chicago, IL. Data for 1995-2002 published by International Council of Shopping Centers in *Shopping Centers Today*, April issues (copyright—Trade Dimensions International, Inc.).

No. 1049. Merchant Wholesalers—Summary: 1992 to 2002

[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. Data reflect latest revision. Based on Annual Trade Survey; see Appendix III]

Kind of business	NAICS code	1992	1994	1996	1998	2000	2001	2002
SALES								
Merchant wholesalers	(X)	1,731.6	1,933.6	2,239.8	2,379.8	2,742.6	2,708.7	2,751.0
Durable goods	(X)	832.8	1,004.2	1,156.6	1,265.8	1,422.6	1,350.3	1,338.8
Motor vehicles, parts, and supplies	4211	149.6	163.4	165.7	173.2	199.5	205.6	212.6
Furniture and home furnishings	4212	28.5	31.3	36.5	40.4	46.7	44.4	42.9
Lumber and construction materials	4213	45.8	56.0	59.1	63.7	70.8	73.6	80.0
Professional and commercial equipment	4214	133.5	165.4	220.2	254.1	269.1	250.0	247.1
Computer, peripheral equipment, and software	42143	(NA)	(NA)	(NA)	150.8	150.4	122.5	115.4
Metals and minerals, except petroleum	4215	76.7	89.1	94.5	97.1	102.6	92.7	89.3
Electrical goods	4216	98.2	141.3	171.5	186.7	240.4	214.3	209.5
Hardware, plumbing and heating equipment	4217	41.3	49.2	54.3	60.4	67.1	64.9	66.0
Machinery, equipment and supplies	4218	147.5	174.4	206.6	242.5	252.3	243.3	224.5
Miscellaneous durable goods	4219	111.5	134.0	148.2	147.7	174.0	161.5	166.8
Nondurable goods	(X)	898.8	929.4	1,083.2	1,114.1	1,320.0	1,358.4	1,412.2
Paper and paper products	4221	48.1	55.4	64.8	69.9	80.0	75.5	73.6
Drugs, proprietaries, and sundries	4222	67.1	76.4	94.3	124.6	168.5	201.1	233.5
Apparel, piece goods, and notions	4223	62.7	68.5	73.1	84.2	88.9	87.4	89.9
Groceries and related products	4224	274.8	289.9	317.8	344.4	382.0	395.6	411.8
Farm-product raw materials	4225	106.2	99.1	137.5	108.0	107.0	107.3	113.3
Chemicals and allied products	4226	39.2	43.3	53.6	55.1	60.5	60.4	61.5
Petroleum and petroleum products	4227	137.5	125.4	143.5	116.4	185.9	180.5	183.7
Beer, wine, and distilled beverages	4228	50.4	52.0	55.9	61.8	71.6	75.3	81.6
Miscellaneous nondurable goods	4229	112.8	119.4	142.5	149.7	175.6	175.4	163.4
INVENTORIES								
Merchant wholesalers	(X)	194.5	219.8	238.8	269.4	302.5	287.6	288.8
Durable goods	(X)	119.8	138.4	153.2	174.6	194.0	175.7	173.8
Motor vehicles, parts, and supplies	4211	21.4	21.5	21.6	22.8	26.0	23.8	25.1
Furniture and home furnishings	4212	4.2	4.4	4.8	5.1	5.9	5.3	5.2
Lumber and construction materials	4213	4.8	5.4	5.7	5.9	7.1	7.1	7.2
Professional and commercial equipment	4214	16.9	21.0	24.6	26.5	27.4	23.7	23.5
Computer, peripheral equipment, and software	42143	(NA)	(NA)	(NA)	12.4	10.6	7.8	7.5
Metals and minerals, except petroleum	4215	10.3	12.6	12.7	14.3	14.5	12.9	13.6
Electrical goods	4216	14.9	18.5	21.3	23.3	29.1	23.9	23.6
Hardware, plumbing and heating equipment	4217	6.4	7.8	8.6	9.6	10.9	10.4	10.3
Machinery, equipment and supplies	4218	28.0	31.6	37.7	48.2	51.3	48.8	45.7
Miscellaneous durable goods	4219	12.9	15.5	16.3	18.9	21.8	19.8	19.7
Nondurable goods	(X)	74.6	81.4	85.6	94.8	108.5	111.9	115.0
Paper and paper products	4221	4.5	4.9	5.3	6.0	7.0	6.4	6.1
Drugs, proprietaries, and sundries	4222	9.3	10.8	11.9	15.4	22.4	28.1	28.6
Apparel, piece goods, and notions	4223	10.5	12.0	12.0	13.6	12.6	12.4	12.4
Groceries and related products	4224	18.0	17.9	18.2	19.3	21.8	21.4	22.6
Farm-product raw materials	4225	8.1	9.9	9.5	10.1	10.9	10.3	9.7
Chemicals and allied products	4226	3.8	4.6	5.3	5.8	5.9	6.0	6.0
Petroleum and petroleum products	4227	3.9	4.2	4.5	3.4	4.3	4.2	5.0
Beer, wine, and distilled beverages	4228	4.3	4.6	5.1	5.8	6.9	6.7	7.5
Miscellaneous nondurable goods	4229	12.2	12.5	13.9	15.4	16.6	16.2	17.2
STOCK/SALES RATIO								
Merchant wholesalers	(X)	1.34	1.29	1.26	1.34	1.29	1.30	1.24
Durable goods	(X)	1.68	1.55	1.57	1.65	1.66	1.61	1.57
Motor vehicles, parts, and supplies	4211	1.72	1.57	1.56	1.54	1.55	1.39	1.39
Furniture and home furnishings	4212	1.70	1.55	1.50	1.51	1.52	1.48	1.51
Lumber and construction materials	4213	1.28	1.10	1.13	1.06	1.20	1.09	1.10
Professional and commercial equipment	4214	1.44	1.37	1.33	1.24	1.30	1.17	1.13
Computer, peripheral equipment and software	42143	(NA)	(NA)	(NA)	1.02	0.97	0.82	0.79
Metals and minerals, except petroleum	4215	1.58	1.58	1.59	1.85	1.72	1.84	1.95
Electrical goods	4216	1.72	1.44	1.57	1.50	1.44	1.39	1.38
Hardware, plumbing and heating equipment	4217	1.84	1.76	1.84	1.85	1.93	1.85	1.93
Machinery, equipment and supplies	4218	2.23	2.04	2.09	2.39	2.47	2.54	2.46
Miscellaneous durable goods	4219	1.32	1.30	1.25	1.57	1.51	1.51	1.42
Nondurable goods	(X)	1.01	1.01	0.94	1.00	0.93	1.00	0.93
Paper and paper products	4221	1.11	0.94	0.98	1.00	1.05	1.04	0.98
Drugs, proprietaries, and sundries	4222	1.63	1.66	1.43	1.37	1.47	1.54	1.42
Apparel, piece goods, and notions	4223	1.94	2.16	1.79	2.02	1.63	1.67	1.68
Groceries and related products	4224	0.78	0.71	0.70	0.66	0.66	0.64	0.65
Farm-product raw materials	4225	0.94	1.12	0.86	1.10	1.14	1.26	0.87
Chemicals and allied products	4226	1.13	1.16	1.20	1.28	1.11	1.21	1.18
Petroleum and petroleum products	4227	0.36	0.40	0.35	0.37	0.25	0.33	0.28
Beer, wine, and distilled beverages	4228	1.04	1.03	1.09	1.08	1.14	1.02	1.05
Miscellaneous nondurable goods	4229	1.39	1.19	1.19	1.14	1.09	1.17	1.28

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

Source: U.S. Census Bureau, Current Business Reports, *Annual Benchmark Report for Wholesale Trade, January 1992 through January 2003*, Series BW/01-A.

No. 1050. Wholesale Trade—Establishments, Sales, Payroll, and Employees by Kind of Business: 1997

[4,059,658 represents \$4,059,658,000,000. Covers only establishments with payroll]

Kind of business	NAICS code ¹	Sales			Annual payroll		Paid employees for pay period including March 12 (1,000)
		Establishments (number)	Total (mil. dol.)	Per paid employee (dol.)	Total (mil. dol.)	Per paid employee (dol.)	
Wholesale trade	42	453,470	4,059,658	700,357	214,915	37,076	5,796.6
Wholesale trade, nondurable goods	422	162,841	1,879,940	783,865	81,678	34,057	2,398.3
Paper & paper product wholesalers	4221	15,848	117,062	546,128	7,730	36,064	214.4
Drugs & druggists' sundries wholesalers	4222	8,053	203,148	1,068,485	8,395	44,154	190.1
Apparel, piece goods & notions wholesalers	4223	20,707	124,104	597,880	7,760	37,382	207.6
Grocery & related products wholesalers	4224	41,760	588,970	688,919	26,778	31,322	854.9
Farm-product raw material wholesalers	4225	10,343	166,786	1,710,260	2,306	23,646	97.5
Chemical & allied products wholesalers	4226	15,920	128,923	777,735	7,241	43,683	165.8
Petroleum & petroleum products wholesalers	4227	11,297	267,624	1,941,710	4,480	32,503	137.8
Beer, wine & distilled alcoholic bev., wholesalers	4228	4,850	69,703	459,550	5,667	37,363	151.7
Misc. nondurable goods wholesale	4229	34,063	213,619	564,336	11,321	29,909	378.5
Merchant wholesalers	(X)	376,330	2,333,131	508,187	158,373	34,496	4,591.1
Manufacturers' sales branches & sales offices	(X)	29,305	1,258,875	1,365,066	45,912	49,785	922.2
Agents, brokers and commission merchants	(X)	47,835	467,652	1,650,981	10,630	37,529	283.3

X Not applicable. ¹ North American Industry Classification System, 1997; see text, Section 15.

Source: U.S. Census Bureau, 1997 *Economic Census, Wholesale Trade*, Series EC97W42A-US(RV), issued March 2000.

No. 1051. Wholesale Trade—Establishments, Employees, and Payroll: 2000 and 2001

[446.2 represents 446,200. Covers establishments with payroll. Employees are for the week including March 12. Excludes most government employees, railroad employees, and self-employed persons. Kind-of-business classification based on North American Industry Classification System (NAICS); see text, Section 15. For statement on methodology, see Appendix III]

Kind of business	NAICS code	Establishments (1,000)		Employees (1,000)		Payroll (bil. dol.)	
		2000	2001	2000	2001	2000	2001
Wholesale trade	42	446.2	438.9	6,112	6,142	270.1	275.9
Wholesale trade, durable goods	421	288.6	283.4	3,625	3,633	171.8	173.2
Motor vehicle/motor vehicle pt & supply whsle	4211	28.4	27.6	402	387	14.1	14.1
Furniture & home furnishing whsle	4212	14.9	14.5	167	166	6.6	6.6
Lumber & other construction materials whsle	4213	15.1	15.5	184	185	7.2	7.5
Professional & commercial equip & supp whsle	4214	44.4	43.1	763	777	44.9	45.1
Metal & mineral (except petroleum) whsle	4215	12.1	11.9	173	166	7.6	7.2
Electrical goods whsle	4216	38.3	37.8	535	559	33.9	34.8
Hardware, & plumbing & heating equip. & sup. whsle	4217	21.4	21.3	249	248	10.4	10.7
Machinery, equipment, & supplies whsle	4218	73.7	72.1	796	797	34.2	34.3
Miscellaneous durable goods whsle	4219	40.2	39.6	355	347	12.9	12.9
Wholesale trade, nondurable goods	422	157.7	155.5	2,487	2,509	98.4	10.3
Paper & paper product whsle	4221	14.9	14.4	232	226	8.9	8.9
Drugs & druggists' sundries whsle	4222	7.4	7.2	210	235	12.0	13.7
Apparel, piece goods & notions whsle	4223	20.0	19.5	214	212	8.9	9.0
Grocery & related product whsle	4224	39.7	39.2	875	871	31.6	33.0
Farm product raw material whsle	4225	9.5	9.3	92	91	2.5	2.6
Chemical & allied products whsle	4226	15.3	15.8	166	164	8.3	8.3
Petroleum & petroleum products whsle	4227	10.7	10.4	132	129	5.2	5.6
Beer/wine/distilled alcoholic beverage whsle	4228	4.6	4.6	157	161	6.8	7.1
Miscellaneous nondurable goods whsle	4229	35.4	35.1	409	420	14.3	14.6

Source: U.S. Census Bureau, *County Business Patterns*, annual. See also <<http://www.census.gov/prod/2003pubs/01cbp/cbp01-1.pdf>> (issued April 2002).