

# Alcoholic Beverages and Tobacco Products: 2002

Issued July 2004

EC02-42I-01 (RV)

## 2002 Economic Census

*Wholesale Trade*

Industry Series



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# Introduction to the Economic Census

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## **PURPOSES AND USES OF THE ECONOMIC CENSUS**

The economic census is the major source of facts about the structure and functioning of the nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in "2" and "7".

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

- Policymaking agencies of the federal government use the data to monitor economic activity and to assess the effectiveness of policies.
- State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.
- Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.
- Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

## **INDUSTRY CLASSIFICATIONS**

Data from the 2002 Economic Census are published primarily according to the 2002 North American Industry Classification System (NAICS). NAICS was first adopted in the United States, Canada, and Mexico in 1997. The 2002 Economic Census covers the following NAICS sectors:

21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information
52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Food Services
81	Other Services (except Public Administration)

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

The 20 NAICS sectors are subdivided into 100 subsectors (three-digit codes), 317 industry groups (four-digit codes), and, as implemented in the United States, 1,179 industries (six-digit codes).

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## **RELATIONSHIP TO HISTORICAL INDUSTRY CLASSIFICATIONS**

Prior to the 1997 Economic Census, data were published according to the Standard Industrial Classification (SIC) system. While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The 1997 Economic Census *Bridge Between NAICS and SIC* demonstrates the relationships between NAICS and SIC industries. Where changes are significant, it may not be possible to construct time series that include data for points both before and after 1997.

Most industry classifications remained unchanged between 1997 and 2002, but NAICS 2002 includes substantial revisions within the construction and wholesale trade sectors, and a number of revisions for the retail trade and information sectors. These changes are noted in industry definitions and will be demonstrated in the *Bridge Between NAICS 2002 and NAICS 1997*.

For 2002, data for enterprise support establishments (those functioning primarily to support the activities of their company's operating establishments, such as a warehouse or a research and development laboratory) are included in the industry that reflects their activities (such as warehousing). For 1997, such establishments were termed auxiliaries and were excluded from industry totals.

## **BASIS OF REPORTING**

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company. (For selected industries, only payroll, employment, and classification are collected for individual establishments, while other data are collected on a consolidated basis.)

## **GEOGRAPHIC AREA CODING**

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for states, metropolitan and micropolitan statistical areas, counties, and corporate municipalities (places) including cities, towns, townships, villages, and boroughs. Respondents were required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from administrative sources is used as a basis for coding.

## **AVAILABILITY OF ADDITIONAL DATA**

All results of the 2002 Economic Census are available on the Census Bureau Internet site ([www.census.gov](http://www.census.gov)) and on compact discs and digital versatile discs (CD-ROMs and DVD-ROMs) for sale by the Census Bureau. The American FactFinder system at the Internet site allows selective retrieval and downloading of the data. For more information, including a description of reports being issued, see the Internet site, write to the U.S. Census Bureau, Washington, DC 20233-6100, or call Customer Services at 301-763-4100.

## **HISTORICAL INFORMATION**

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

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart

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from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some service trades in 1933. Censuses of construction, manufacturing, and the other business censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated, providing comparable census data across economic sectors and using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census report forms.

The range of industries covered in the economic census expanded between 1967 and 2002. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity. New for 2002 is coverage of four industries classified in the agriculture, forestry, and fishing sector under the SIC system: landscape architectural services, landscaping services, veterinary services, and pet care services.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. Reports for 1997 were published primarily on the Internet and copies of 1992 reports are also available there. CD-ROMs issued from the 1987, 1992, and 1997 Economic Censuses contain databases that include all or nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

#### **SOURCES FOR MORE INFORMATION**

More information about the scope, coverage, classification system, data items, and publications for the 2002 Economic Census and related surveys is published in the *Guide to the 2002 Economic Census* at [www.census.gov/econ/census02/guide](http://www.census.gov/econ/census02/guide). More information on the methodology, procedures, and history of the census will be published in the *History of the 2002 Economic Census* at [www.census.gov/econ/www/history.html](http://www.census.gov/econ/www/history.html).

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# Wholesale Trade

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## SCOPE

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

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of —

1. goods for resale (i.e., goods sold to other wholesalers or retailers),
2. capital or durable nonconsumer goods, or
3. raw and intermediate materials and supplies used in production.

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

This sector comprises two main types of wholesalers: merchant wholesalers that sell goods on their own account and business to business electronic markets, and agents and brokers that arrange sales and purchases for others generally for a commission or fee.

1. Establishments that sell goods on their own account are known as wholesale merchants, distributors, jobbers, drop shippers, and import/export merchants. Also included as wholesale merchants are sales offices and sales branches (but not retail stores) maintained by manufacturing, refining, or mining enterprises apart from their plants or mines for the purpose of marketing their products. Merchant wholesale establishments typically maintain their own warehouse, where they receive and handle goods for their customers. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
2. Establishments arranging for the purchase or sale of goods owned by others or purchasing goods, generally on a commission basis, are known as business to business electronic markets, agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' representatives. These establishments operate from offices and generally do not own or handle the goods they sell.

Some wholesale establishments may be connected with a single manufacturer and promote and sell the particular manufacturer's products to a wide range of other wholesalers or retailers. Other wholesalers may be connected to a retail chain, or a limited number of retail chains, and provide a variety of products needed by the retail operation(s). These wholesalers may obtain the products from a wide range of manufacturers. Still other wholesalers may not take title to the goods, but act as agents and brokers for a commission.

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

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**Exclusions.** Excluded from this sector are governmental organizations classified in the covered industries except for liquor wholesalers operated by state and local governments.

The tabulations for this sector do not include central administrative offices or other establishments that serve wholesale establishments within the same organization. Data for such establishments are classified according to the nature of the service they provide. For example, separate headquarters establishments are reported in NAICS sector 55, Management of Companies and Enterprises.

The reports described below exclude establishments of firms with no paid employees. These “nonemployers,” typically self-employed individuals or partnerships operating businesses that they have not chosen to incorporate, are reported separately in Nonemployer Statistics. The contribution of nonemployers may be examined at [www.census.gov/nonemployerimpact](http://www.census.gov/nonemployerimpact).

**Definitions.** Industry categories are defined in Appendix B, NAICS Codes, Titles, and Descriptions. Other terms are defined in Appendix A, Explanation of Terms.

## REPORTS

The following reports provide statistics on this sector.

**Industry Series.** There are 19 reports, each covering a group of related industries. The reports present, by kind of business for the United States, general statistics for establishments of firms with payroll on number of establishments, sales, payroll, and employment; comparative statistics for 2002 and 1997; product lines; and concentration of business activity in the largest firms. The data in industry reports are preliminary and subject to change in the following reports.

**Geographic Area Series.** There is a separate report for each state, the District of Columbia, and the United States. Each state report presents, for establishments of firms with payroll, general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventory by kind of business for the state, metropolitan and micropolitan statistical areas, counties, and places with 2,500 inhabitants or more. Greater kind-of-business detail is shown for larger areas. The United States report presents data for the United States as a whole for detailed kind-of-business classifications.

### Subject Series:

- **Product Lines.** This report presents sources of sales data for establishments of firms with payroll by kind of business. Data are presented for the United States and states.
- **Establishment and Firm Size (Including Legal Form of Organization).** This report presents sales, payroll, and employment data for the United States by sales size, by employment size, and by legal form of organization for establishments of firms with payroll; and by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits) for firms with payroll.
- **Miscellaneous Subjects.** This report presents data for a variety of industry-specific questions for establishments of firms with payroll. Presentation of data varies by kind of business.

**Other reports.** Data for this sector are also included in reports with multisector coverage, including *Nonemployer Statistics*, *Comparative Statistics*, *Bridge Between 2002 NAICS and 1997 NAICS*, *Business Expenses*, and the Survey of Business Owners reports.

## GEOGRAPHIC AREAS COVERED

The level of geographic detail varies by report. Maps are available at [www.census.gov/econ2002maps](http://www.census.gov/econ2002maps). Notes specific to areas in the state are included in Appendix D, Geographic Notes. Data may be presented for —

1. The United States as a whole.
2. States and the District of Columbia.

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3. Metropolitan and micropolitan statistical areas. A core based statistical area (CBSA) contains a core area with a substantial population nucleus, together with adjacent communities having a high degree of social and economic integration with that core. CBSAs are differentiated into metropolitan and micropolitan statistical areas based on size criteria. Both metropolitan and micropolitan statistical areas are defined in terms of entire counties, and are listed in Appendix E, Metropolitan and Micropolitan Statistical Areas.
    - a. Metropolitan Statistical Areas (metro areas). Metro areas have at least one urbanized area of 50,000 or more population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties.
    - b. Micropolitan Statistical Areas (micro areas). Micro areas have at least one urban cluster of at least 10,000 but less than 50,000 population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties.
    - c. Metropolitan Divisions (metro divisions). If specified criteria are met, a metro area containing a single core with a population of 2.5 million or more may be subdivided to form smaller groupings of counties referred to as Metropolitan Divisions.
    - d. Combined Statistical Areas (combined areas). If specified criteria are met, adjacent metro and micro areas, in various combinations, may become the components of a new set of areas called Combined Statistical Areas. The areas that combine retain their own designations as metro or micro areas within the larger combined area.
  4. Counties and county equivalents defined as of January 1, 2002. Counties are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs, census areas, and city and boroughs. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their states. These places are treated as counties and as places.
  5. Economic places.
    - a. Municipalities of 2,500 inhabitants or more defined as of January 1, 2002. These are areas of significant population incorporated as cities, boroughs, villages, or towns according to the 2000 Census of Population. For the economic census, boroughs, census areas, and city and boroughs in Alaska and boroughs in New York are not included in this category.
    - b. Consolidated cities defined as of January 1, 2002. Consolidated cities are consolidated governments that consist of separately incorporated municipalities.
    - c. Townships in Michigan, New Jersey, and Pennsylvania, and towns in New York, Wisconsin, and the six New England states with 10,000 inhabitants or more (according to the 2000 Census of Population).
    - d. Balance of county. Areas outside the entities listed above, including incorporated municipalities with populations of fewer than 2,500, towns and townships not qualifying as noted above, and the remainders of counties outside places are categorized as "Balance of county".

## **DOLLAR VALUES**

All dollar values presented are expressed in current dollars; i.e., 2002 data are expressed in 2002 dollars, and 1997 data, in 1997 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

## **COMPARABILITY OF THE 1997 AND 2002 ECONOMIC CENSUSES**

Both the 2002 Economic Census and the 1997 Economic Census present data based on the North American Industry Classification System (NAICS). Under the 1997 NAICS, Wholesale Trade was comprised of two subsectors: 421, Wholesale Trade, Durable Goods, and 422, Wholesale Trade,

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Nondurable Goods. In addition, the U.S. Census Bureau presented data in the Wholesale Trade sector by three type-of-operation categories: 1) Merchant wholesalers, 2) Manufacturers' sales branches and offices, and 3) Agents, brokers, and commission merchants.

Under the 2002 NAICS, to recognize production differences in some types of operation, the Wholesale Trade sector was reorganized into three subsectors: 423, Merchant Wholesalers, Durable Goods; 424, Merchant Wholesalers, Nondurable Goods; and 425, Wholesale Electronic Markets and Agents and Brokers. The 2002 NAICS industry definitions for Merchant Wholesalers in subsectors 423 and 424 include type-of-operation categories for manufacturers' sales branches and offices, as well as the 1997 Census Bureau defined merchant wholesalers. Agents and brokers are defined as a separate NAICS industry in subsector 425 and are no longer included in the type-of-operation structure. For 2002, data are presented by two type-of-operation categories: 1) Merchant wholesalers, except manufacturers' sales branches and offices, and 2) Manufacturers' sales branches and offices. For more details, see Types of Operation in Appendix A.

### **RELIABILITY OF DATA**

All data compiled for this sector are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, processing, and estimation for missing or misreported data. Data presented in the Miscellaneous Subjects and Product Lines reports for this sector are subject to sampling errors, as well as nonsampling errors.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data, as by the percentages shown in the tables. Precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors. More information on the reliability of the data is included in Appendix C, Methodology.

### **DISCLOSURE**

In accordance with federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld. Techniques employed to limit disclosure are discussed at [www.census.gov/epcd/ec02/disclosure.htm](http://www.census.gov/epcd/ec02/disclosure.htm).

### **AVAILABILITY OF MORE FREQUENT ECONOMIC DATA**

The County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county, and Statistics of U.S. Businesses provides annual statistics classified by the employment size of the enterprise, further classified by industry for the United States, and by broader categories for states and metropolitan areas.

### **CONTACTS FOR DATA USERS**

Questions about these data may be directed to the U.S. Census Bureau, Services Sector Statistics Division, Wholesale Census Branch, 1-800-541-8345 or [wcb@census.gov](mailto:wcb@census.gov).

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## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with these data:

D	Withheld to avoid disclosing data of individual companies; data are included in higher level totals
N	Not available or not comparable
S	Withheld because estimates did not meet publication standards
X	Not applicable
Z	Less than half the unit shown
a	0 to 19 employees
b	20 to 99 employees
c	100 to 249 employees
e	250 to 499 employees
f	500 to 999 employees
g	1,000 to 2,499 employees
h	2,500 to 4,999 employees
i	5,000 to 9,999 employees
j	10,000 to 24,999 employees
k	25,000 to 49,999 employees
l	50,000 to 99,999 employees
m	100,000 employees or more
r	Revised
—	Represents zero (page image/print only)
(CC)	Consolidated city
(IC)	Independent city

**Table 1. Summary Statistics for the United States: 2002**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Type of operation and kind of business <sup>1</sup>	Estab-lishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of sales—	
							From administrative records <sup>2</sup>	Estimated <sup>3</sup>
<b>WHOLESALE TRADE</b>								
4248	Beer, wine, and distilled alcoholic beverage merchant wholesalers .....	4 404	85 955 418	7 264 304	1 745 913	161 887	3.5	2.3
42481	Beer and ale merchant wholesalers .....	2 566	43 359 389	4 072 346	950 607	100 629	4.8	1.5
424810	Beer and ale merchant wholesalers .....	2 566	43 359 389	4 072 346	950 607	100 629	4.8	1.5
42482	Wine and distilled alcoholic beverage merchant wholesalers .	1 838	42 596 029	3 191 958	795 306	61 258	2.1	3.1
424820	Wine and distilled alcoholic beverage merchant wholesalers .....	1 838	42 596 029	3 191 958	795 306	61 258	2.1	3.1
42494	Tobacco and tobacco product merchant wholesalers .....	1 636	88 209 752	1 982 161	490 853	58 609	3.1	5.3
424940	Tobacco and tobacco product merchant wholesalers .....	1 636	88 209 752	1 982 161	490 853	58 609	3.1	5.3
<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES</b>								
4248	Beer, wine, and distilled alcoholic beverage merchant wholesalers .....	4 338	78 044 661	6 946 663	1 669 882	156 765	3.7	2.2
42481	Beer and ale merchant wholesalers .....	2 548	D	D	D	l	D	D
424810	Beer and ale merchant wholesalers .....	2 548	D	D	D	l	D	D
42482	Wine and distilled alcoholic beverage merchant wholesalers .	1 790	D	D	D	l	D	D
424820	Wine and distilled alcoholic beverage merchant wholesalers .....	1 790	D	D	D	l	D	D
42494	Tobacco and tobacco product merchant wholesalers .....	1 571	55 502 130	1 578 942	381 423	49 833	4.9	2.5
424940	Tobacco and tobacco product merchant wholesalers .....	1 571	55 502 130	1 578 942	381 423	49 833	4.9	2.5
<b>MANUFACTURERS' SALES BRANCHES AND OFFICES</b>								
4248	Beer, wine, and distilled alcoholic beverage merchant wholesalers .....	66	7 910 757	317 641	76 031	5 122	—	3.7
42481	Beer and ale merchant wholesalers .....	18	D	D	D	h	D	D
424810	Beer and ale merchant wholesalers .....	18	D	D	D	h	D	D
42482	Wine and distilled alcoholic beverage merchant wholesalers .	48	D	D	D	g	D	D
424820	Wine and distilled alcoholic beverage merchant wholesalers .....	48	D	D	D	g	D	D
42494	Tobacco and tobacco product merchant wholesalers .....	65	32 707 622	403 219	109 430	8 776	—	10.0
424940	Tobacco and tobacco product merchant wholesalers .....	65	32 707 622	403 219	109 430	8 776	—	10.0

<sup>1</sup>For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

<sup>2</sup>Includes sales information obtained from administrative records of other federal agencies.

<sup>3</sup>Includes sales information that was imputed based on historic data, administrative data, industry averages, or other statistical methods.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

**Table 2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 and 1997 Economic Censuses. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

1997 NAICS code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)
<b>WHOLESALE TRADE</b>					
4228	Beer, wine, and distilled alcoholic beverage wholesalers . . . . .	4 544	87 965 147	7 324 445	163 029
	1997..	4 850	69 703 203	5 667 069	151 677
42281	Beer and ale wholesalers . . . . .	2 574	43 390 809	4 073 205	100 643
	1997..	3 013	34 997 239	3 308 583	96 284
422810	Beer and ale wholesalers . . . . .	2 574	43 390 809	4 073 205	100 643
	1997..	3 013	34 997 239	3 308 583	96 284
42282	Wine and distilled alcoholic beverage wholesalers . . . . .	1 970	44 574 338	3 251 240	62 386
	1997..	1 837	34 705 964	2 358 486	55 393
422820	Wine and distilled alcoholic beverage wholesalers . . . . .	1 970	44 574 338	3 251 240	62 386
	1997..	1 837	34 705 964	2 358 486	55 393
42294	Tobacco and tobacco product wholesalers . . . . .	1 657	88 406 722	1 991 124	58 782
	1997..	1 561	50 268 772	1 589 663	57 046
422940	Tobacco and tobacco product wholesalers . . . . .	1 657	88 406 722	1 991 124	58 782
	1997..	1 561	50 268 772	1 589 663	57 046
<b>MERCHANT WHOLESALERS</b>					
4228	Beer, wine, and distilled alcoholic beverage wholesalers . . . . .	4 338	78 044 661	6 946 663	156 765
	1997..	4 476	58 311 981	5 212 268	143 544
42281	Beer and ale wholesalers . . . . .	2 548	D	D	I
	1997..	2 945	33 616 795	3 190 276	93 133
422810	Beer and ale wholesalers . . . . .	2 548	D	D	I
	1997..	2 945	33 616 795	3 190 276	93 133
42282	Wine and distilled alcoholic beverage wholesalers . . . . .	1 790	D	D	I
	1997..	1 531	24 695 186	2 021 992	50 411
422820	Wine and distilled alcoholic beverage wholesalers . . . . .	1 790	D	D	I
	1997..	1 531	24 695 186	2 021 992	50 411
42294	Tobacco and tobacco product wholesalers . . . . .	1 571	55 502 130	1 578 942	49 833
	1997..	1 466	31 656 394	1 178 783	45 602
422940	Tobacco and tobacco product wholesalers . . . . .	1 571	55 502 130	1 578 942	49 833
	1997..	1 466	31 656 394	1 178 783	45 602

Note: The data in this table are based on the 2002 and 1997 Economic Censuses. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

**Table 3. Product Lines by Kind of Business for the United States: 2002**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table.]

2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—		
						Establishments with the product line	All establishments <sup>2</sup>	
		<b>WHOLESALE TRADE</b>						
4248		Beer, wine, and distilled alcoholic beverage merchant wholesalers . . . . .	4 404	X	85 955 418	X	100.0	80.7
	10960	Restaurant and hotel equipment and supplies . . . . .	58		829 842		.6	Z
	13400	Paper and plastic products . . . . .	137		1 536 228		.7	Z
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries . . . . .	24		18 024		1.9	Z
	13512	Nonprescription pharmaceuticals . . . . .	16		13 554		1.5	Z
	13516	Other toiletries and druggists' sundries, including health aids and first aid supplies . . . . .	12		7 325		.8	Z
	13800	Men's and boys' wear . . . . .	267		3 981 805		.5	Z
	14100	Packaged frozen food . . . . .	18		108 981		14 487	Z
	14112	Frozen fish and seafood products . . . . .	10		23 219		.8	Z
	14114	Frozen fruits and fruit juices . . . . .	10		23 219		.3	Z
	14115	Frozen meat products . . . . .	14		108 603		13 937	Z
	14116	Frozen baked goods . . . . .	14		23 597		.3	Z
	14117	Other frozen foods, excluding frozen dairy products . . . . .	14		23 597		.2	Z
	14118	Frozen poultry products . . . . .	10		23 219		.8	Z
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products . . . . .	30		40 994		1 606	Z
	14400	Confectioneries . . . . .	80		228 835		4 567	Z
	14600	Fresh meat and meat products . . . . .	22		33 358		8 021	Z
	14700	Fresh fruits and vegetables . . . . .	9		23 053		1 267	Z
	14820	Bread and baked goods . . . . .	31		44 979		1 861	Z
	14830	Canned food . . . . .	47		441 268		11 066	Z
	14850	Soft drinks and bottled water . . . . .	1 616		34 707 037		1 252 619	Z
	14851	Packaged soft drinks . . . . .	706		9 064 218		617 181	Z
	14852	Pre-mix and post-mix bulk soft drinks . . . . .	74		778 703		30 710	Z
	14853	Bottled water . . . . .	780		13 512 159		241 852	Z
	14854	Non-alcoholic beer and mixers . . . . .	934		24 332 747		362 876	Z
	14860	Grocery specialties . . . . .	50		321 595		4 315	Z
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	21		37 105		1 183	Z
	15335	Detergents and soaps . . . . .	21		37 105		1 183	Z
	15600	Beer and ale . . . . .	3 224		60 658 934		42 143 795	Z
	15700	Wine and distilled alcoholic beverages . . . . .	2 416		49 967 646		41 913 591	Z
	15711	Wine . . . . .	2 245		42 364 567		17 088 069	Z
	15712	Distilled liquor, including premixed alcoholic drinks . . . . .	1 286		40 766 770		24 825 522	Z
	15900	Tobacco and tobacco products . . . . .	172		763 559		47 978	Z
	16120	Art goods, including novelties and souvenirs . . . . .	52		604 976		7 270	Z
	19700	Service receipts and labor charges, including installed parts . . . . .	99		884 644		253 136	Z
	19810	Miscellaneous commodities . . . . .	165		2 206 615		35 097	Z
	19940	Rental and operating lease receipts . . . . .	68		1 191 232		189 203	Z
42481		Beer and ale merchant wholesalers . . . . .	2 566	X	43 359 389	X	100.0	85.0
	10960	Restaurant and hotel equipment and supplies . . . . .	42		684 759		2 955	Z
	13400	Paper and plastic products . . . . .	116		1 408 780		8 443	Z
	13800	Men's and boys' wear . . . . .	251		3 945 406		21 019	Z
	14100	Packaged frozen food . . . . .	10		23 219		1 267	Z
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products . . . . .	19		29 130		1 267	Z
	14400	Confectioneries . . . . .	52		108 498		2 533	Z
	14600	Fresh meat and meat products . . . . .	19		31 663		8 021	Z
	14700	Fresh fruits and vegetables . . . . .	7		22 375		1 267	Z
	14820	Bread and baked goods . . . . .	19		28 708		844	Z
	14830	Canned food . . . . .	35		367 710		9 710	Z
	14850	Soft drinks and bottled water . . . . .	1 178		19 596 401		885 441	Z
	14851	Packaged soft drinks . . . . .	628		8 019 645		525 379	Z
	14852	Pre-mix and post-mix bulk soft drinks . . . . .	53		491 389		25 148	Z
	14853	Bottled water . . . . .	591		8 822 176		168 157	Z
	14854	Non-alcoholic beer and mixers . . . . .	624		11 690 168		166 757	Z
	14860	Grocery specialties . . . . .	19		123 274		1 267	Z
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	13		26 597		844	Z
	15335	Detergents and soaps . . . . .	13		26 597		844	Z
	15600	Beer and ale . . . . .	2 566		43 359 389		40 998 709	Z
	15700	Wine and distilled alcoholic beverages . . . . .	578		7 371 617		1 159 537	Z
	15711	Wine . . . . .	551		7 119 163		991 749	Z
	15712	Distilled liquor, including premixed alcoholic drinks . . . . .	174		2 665 833		167 788	Z
	15900	Tobacco and tobacco products . . . . .	77		181 533		19 843	Z
	16120	Art goods, including novelties and souvenirs . . . . .	33		377 842		4 222	Z
	19700	Service receipts and labor charges, including installed parts . . . . .	49		715 155		207 713	Z
	19810	Miscellaneous commodities . . . . .	115		1 370 363		19 843	Z
	19940	Rental and operating lease receipts . . . . .	44		464 809		3 377	Z
424810		Beer and ale merchant wholesalers . . . . .	2 566	X	43 359 389	X	100.0	85.0
	10960	Restaurant and hotel equipment and supplies . . . . .	42		684 759		2 955	Z
	13400	Paper and plastic products . . . . .	116		1 408 780		8 443	Z
	13800	Men's and boys' wear . . . . .	251		3 945 406		21 019	Z
	14100	Packaged frozen food . . . . .	10		23 219		1 267	Z
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products . . . . .	19		29 130		1 267	Z
	14400	Confectioneries . . . . .	52		108 498		2 533	Z
	14600	Fresh meat and meat products . . . . .	19		31 663		8 021	Z
	14700	Fresh fruits and vegetables . . . . .	7		22 375		1 267	Z
	14820	Bread and baked goods . . . . .	19		28 708		844	Z
	14830	Canned food . . . . .	35		367 710		9 710	Z

See footnotes at end of table.

**Table 3. Product Lines by Kind of Business for the United States: 2002—Con.**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—		
						Establishments with the product line	All establishments <sup>2</sup>	
		<b>WHOLESALE TRADE—Con.</b>						
424810		Beer and ale merchant wholesalers—Con.						
	14850	Soft drinks and bottled water .....	1 178	19 596 401	885 441	4.5	2.0	83.8
	14851	Packaged soft drinks .....	628	8 019 645	525 379	6.6	1.2	X
	14852	Pre-mix and post-mix bulk soft drinks .....	53	491 389	25 148	5.1	.1	X
	14853	Bottled water .....	591	8 822 176	168 157	1.9	.4	X
	14854	Non-alcoholic beer and mixers .....	624	11 690 168	166 757	1.4	.4	X
	14860	Grocery specialties .....	19	123 274	1 267	1.0	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	13	26 597	844	3.2	Z	85.0
	15335	Detergents and soaps .....	13	26 597	844	3.2	Z	X
	15600	Beer and ale .....	2 566	43 359 389	40 998 709	94.6	94.6	X
	15700	Wine and distilled alcoholic beverages .....	578	7 371 617	1 159 537	15.7	2.7	78.4
	15711	Wine .....	551	7 119 163	991 749	13.9	2.3	X
	15712	Distilled liquor, including premixed alcoholic drinks .....	174	2 665 833	167 788	6.3	.4	X
	15900	Tobacco and tobacco products .....	77	181 533	19 843	10.9	Z	X
	16120	Art goods, including novelties and souvenirs .....	33	377 842	4 222	1.1	Z	X
	19700	Service receipts and labor charges, including installed parts .....	49	715 155	207 713	29.0	.5	X
	19810	Miscellaneous commodities .....	115	1 370 363	19 843	1.4	Z	X
	19940	Rental and operating lease receipts .....	44	464 809	3 377	.7	Z	X
42482		Wine and distilled alcoholic beverage merchant wholesalers .....	1 838	X	42 596 029	X	100.0	76.2
	10960	Restaurant and hotel equipment and supplies .....	16	145 083	1 695	1.2	Z	X
	13400	Paper and plastic products .....	21	127 448	2 712	2.1	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	11	10 847	339	3.1	Z	73.7
	13512	Nonprescription pharmaceuticals .....	6	7 993	202	2.5	Z	X
	13516	Other toiletries and druggists' sundries, including health aids and first aid supplies .....	6	4 116	57	1.4	Z	X
	13800	Men's and boys' wear .....	16	36 399	610	1.7	Z	X
	14100	Packaged frozen food .....	8	85 762	13 220	15.4	Z	X
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	11	11 864	339	2.9	Z	X
	14400	Confectioneries .....	28	120 337	2 034	1.7	Z	X
	14820	Bread and baked goods .....	12	16 271	1 017	6.3	Z	X
	14830	Canned food .....	12	73 558	1 356	1.8	Z	X
	14850	Soft drinks and bottled water .....	438	15 110 636	367 178	2.4	.9	51.5
	14851	Packaged soft drinks .....	78	1 044 573	91 802	8.8	.2	X
	14852	Pre-mix and post-mix bulk soft drinks .....	21	287 314	5 562	1.9	Z	X
	14853	Bottled water .....	189	4 689 983	73 695	1.6	.2	X
	14854	Non-alcoholic beer and mixers .....	310	12 642 579	196 119	1.6	.5	X
	14860	Grocery specialties .....	31	198 321	3 048	1.5	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	8	10 508	339	3.2	Z	76.2
	15335	Detergents and soaps .....	8	10 508	339	3.2	Z	X
	15600	Beer and ale .....	658	17 299 545	1 145 086	6.6	2.7	X
	15700	Wine and distilled alcoholic beverages .....	1 838	42 596 029	40 754 054	95.7	95.7	74.6
	15711	Wine .....	1 694	35 245 404	16 096 320	45.7	37.8	X
	15712	Distilled liquor, including premixed alcoholic drinks .....	1 112	38 100 937	24 657 734	64.7	57.9	X
	15900	Tobacco and tobacco products .....	95	582 026	28 135	4.8	.1	X
	16120	Art goods, including novelties and souvenirs .....	19	227 134	3 048	1.3	Z	X
	19700	Service receipts and labor charges, including installed parts .....	50	169 489	45 423	26.8	.1	X
	19810	Miscellaneous commodities .....	50	836 252	15 254	1.8	Z	X
	19940	Rental and operating lease receipts .....	24	726 423	185 826	25.6	.4	X
424820		Wine and distilled alcoholic beverage merchant wholesalers .....	1 838	X	42 596 029	X	100.0	76.2
	10960	Restaurant and hotel equipment and supplies .....	16	145 083	1 695	1.2	Z	X
	13400	Paper and plastic products .....	21	127 448	2 712	2.1	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	11	10 847	339	3.1	Z	73.7
	13512	Nonprescription pharmaceuticals .....	6	7 993	202	2.5	Z	X
	13516	Other toiletries and druggists' sundries, including health aids and first aid supplies .....	6	4 116	57	1.4	Z	X
	13800	Men's and boys' wear .....	16	36 399	610	1.7	Z	X
	14100	Packaged frozen food .....	8	85 762	13 220	15.4	Z	X
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	11	11 864	339	2.9	Z	X
	14400	Confectioneries .....	28	120 337	2 034	1.7	Z	X
	14820	Bread and baked goods .....	12	16 271	1 017	6.3	Z	X
	14830	Canned food .....	12	73 558	1 356	1.8	Z	X
	14850	Soft drinks and bottled water .....	438	15 110 636	367 178	2.4	.9	51.5
	14851	Packaged soft drinks .....	78	1 044 573	91 802	8.8	.2	X
	14852	Pre-mix and post-mix bulk soft drinks .....	21	287 314	5 562	1.9	Z	X
	14853	Bottled water .....	189	4 689 983	73 695	1.6	.2	X
	14854	Non-alcoholic beer and mixers .....	310	12 642 579	196 119	1.6	.5	X
	14860	Grocery specialties .....	31	198 321	3 048	1.5	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	8	10 508	339	3.2	Z	76.2
	15335	Detergents and soaps .....	8	10 508	339	3.2	Z	X
	15600	Beer and ale .....	658	17 299 545	1 145 086	6.6	2.7	X
	15700	Wine and distilled alcoholic beverages .....	1 838	42 596 029	40 754 054	95.7	95.7	74.6
	15711	Wine .....	1 694	35 245 404	16 096 320	45.7	37.8	X
	15712	Distilled liquor, including premixed alcoholic drinks .....	1 112	38 100 937	24 657 734	64.7	57.9	X
	15900	Tobacco and tobacco products .....	95	582 026	28 135	4.8	.1	X
	16120	Art goods, including novelties and souvenirs .....	19	227 134	3 048	1.3	Z	X
	19700	Service receipts and labor charges, including installed parts .....	50	169 489	45 423	26.8	.1	X
	19810	Miscellaneous commodities .....	50	836 252	15 254	1.8	Z	X
	19940	Rental and operating lease receipts .....	24	726 423	185 826	25.6	.4	X

See footnotes at end of table.

**Table 3. Product Lines by Kind of Business for the United States: 2002—Con.**

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2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)		
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—				
						Establishments with the product line	All establishments <sup>2</sup>			
		<b>WHOLESALE TRADE—Con.</b>								
42494		Tobacco and tobacco product merchant wholesalers .....	1 636	X	88 209 752	X	100.0	86.7		
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	146		14 796 868		.8	.1	X	
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	10		900 245		1.2	Z	X	
	10800	Photographic equipment and supplies .....	54		6 432 142		.5	Z	X	
	10960	Restaurant and hotel equipment and supplies .....	107		3 239 659		5.2	72.7	X	
	12520	Janitorial equipment and supplies .....	11		28 306		5.9	Z	X	
	12530	Laundry and dry-cleaning equipment and supplies .....	11		670 466		.5	Z	X	
	12800	Toys and hobby goods and supplies .....	15		23 866		11.6	Z	X	
	13300	Office paper, office supplies, greeting cards, and labels .....	96		10 154 115		.7	.1	X	
	13400	Paper and plastic products .....	596		32 486 893		1.4	.5	X	
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	514		33 548 939		1.7	.6	X	
	13700	Notions, including buttons, ribbons, lace, sewing accessories, zippers, and bindings .....	65		4 387 998		.5	Z	X	
	14100	Packaged frozen food .....	347		33 235 918		1.9	.7	X	
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	224		13 496 590		1.2	.2	X	
	14300	Poultry and poultry products, excluding canned and frozen poultry products .....	44		4 861 775		.8	Z	X	
	14400	Confectioneries .....	1 099		52 890 367		9.1	5.5	82.4	
	14411	Candy .....	1 081		52 038 794		7.0	4.2	X	
	14412	Chewing gum .....	733		27 072 835		1.4	.4	X	
	14413	Nuts .....	375		17 441 004		1.0	.2	X	
	14414	Chips and popcorn .....	422		20 543 049		1.3	.3	X	
	14415	Other confectioneries .....	389		18 836 768		1.8	.4	X	
	14600	Fresh meat and meat products .....	135		7 967 331		2.1	.2	X	
	14700	Fresh fruits and vegetables .....	20		827 537		3.0	Z	X	
	14800	Coffee, tea, and spices .....	359		25 374 323		1.1	.3	83.2	
	14811	Coffee .....	352		25 219 032		.9	.3	X	
	14812	Tea .....	129		6 843 462		.3	Z	X	
	14813	Spices .....	117		4 551 994		.5	Z	X	
	14820	Bread and baked goods .....	127		6 118 898		1.7	.1	40.9	
	14821	Bread and rolls .....	21		1 753 124		1.5	Z	X	
	14822	Cookies, cakes, and other baked goods .....	115		5 211 193		1.2	.1	X	
	14830	Canned food .....	510		29 706 265		3.5	1.2	82.3	
	14831	Canned and bottled fruits, vegetables, and juices .....	461		26 308 350		5.9	.6	X	
	14832	Canned and bottled baby food .....	140		7 019 493		.5	Z	X	
	14833	Canned meat .....	235		9 113 271		.6	.1	X	
	14834	Canned fish and seafood .....	139		5 403 122		.5	Z	X	
	14835	Canned milk .....	108		3 945 251		.4	Z	X	
	14836	Other canned food, including canned poultry products .....	219		11 670 801		2.6	.3	X	
	14840	Food and beverage basic materials, including flavoring extracts, fruit peel, sausage casings, hop extract, malt, and yeast .....	60		3 694 777		1.5	.1	X	
	14850	Soft drinks and bottled water .....	660		34 322 377		2.5	1.0	81.3	
	14851	Packaged soft drinks .....	470		23 189 149		1.8	.5	X	
	14852	Pre-mix and post-mix bulk soft drinks .....	110		11 418 032		1.0	.1	X	
	14853	Bottled water .....	508		26 492 519		1.2	.4	X	
	14860	Grocery specialties .....	500		37 215 148		5.2	2.2	81.7	
	14861	Pasta .....	153		6 953 529		.5	Z	X	
	14862	Breakfast cereals .....	216		11 324 393		.6	.1	X	
	14863	Cooking oils and margarine .....	190		8 810 703		.5	.1	X	
	14864	Flour .....	149		7 319 467		.4	Z	X	
	14865	Pickles, preserves, jellies, jams, and sauces .....	201		8 291 600		.6	.1	X	
	14866	Refined sugar .....	181		8 562 134		.5	.1	X	
	14867	Pet food .....	224		12 428 539		.7	.1	X	
	14868	Other grocery specialties .....	354		31 533 527		5.0	1.8	X	
	14900	Grain, beans, and seeds .....	8		836 972		.5	Z	X	
	15120	Leaf tobacco .....	286		12 048 027		2.2	.3	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	41		720 973		17 761	2.5	Z	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP) .....	20		31 081		555	1.8	Z	86.7
	15418	Lubricating oil and greases .....	18		12 490		224	1.8	Z	X
	15600	Beer and ale .....	65		1 550 730		53 282	3.4	.1	X
	15700	Wine and distilled alcoholic beverages .....	63		144 306		19 981	13.8	Z	X
	15900	Tobacco and tobacco products .....	1 636		88 209 752		75 768 480	85.9	85.9	77.4
	15911	Cigars .....	1 258		41 499 506		1 870 573	4.5	2.1	X
	15912	Cigarettes .....	1 470		85 050 126		69 797 594	82.1	79.1	X
	15913	Other tobacco products, excluding leaf tobacco .....	1 065		49 413 816		4 100 313	8.3	4.6	X
	16100	Books, periodicals, newspapers, and other printed materials .....	29		43 292		1 665	3.8	Z	31.0
	16102	Periodicals, newspapers, and other printed materials .....	29		43 292		1 665	3.8	Z	X
	16120	Art goods, including novelties and souvenirs .....	20		12 765		1 110	8.7	Z	81.5
	16122	Novelties and souvenirs .....	20		12 765		1 110	8.7	Z	X
	16150	Wigs, yarns, and leather products .....	24		57 167		555	1.0	Z	X
	19700	Service receipts and labor charges, including installed parts .....	15		53 837		555	1.0	Z	X
	19810	Miscellaneous commodities .....	285		21 589 774		626 619	2.9	.7	X
	19940	Rental and operating lease receipts .....	16		785 355		1 110	.1	Z	X
424940		Tobacco and tobacco product merchant wholesalers .....	1 636	X	88 209 752	X	100.0		86.7	
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	146		14 796 868		.8	.1	X	
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	10		900 245		1.2	Z	X	
	10800	Photographic equipment and supplies .....	54		6 432 142		.5	Z	X	
	10960	Restaurant and hotel equipment and supplies .....	107		3 239 659		5.2	72.7	X	
	12520	Janitorial equipment and supplies .....	11		28 306		5.9	Z	X	

See footnotes at end of table.

**Table 3. Product Lines by Kind of Business for the United States: 2002—Con.**

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2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—		
						Establishments with the product line	All establishments <sup>2</sup>	
		<b>WHOLESALE TRADE—Con.</b>						
424940		Tobacco and tobacco product merchant wholesalers—Con.						
	12530	Laundry and dry-cleaning equipment and supplies .....	11	670 466	3 330	.5	Z	X
	12800	Toys and hobby goods and supplies .....	15	23 866	2 775	11.6	Z	X
	13300	Office paper, office supplies, greeting cards, and labels .....	96	10 154 115	72 153	.7	.1	X
	13400	Paper and plastic products .....	596	32 486 893	438 636	1.4	.5	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	514	33 548 939	564 556	1.7	.6	X
	13700	Notions, including buttons, ribbons, lace, sewing accessories, zippers, and bindings .....	65	4 387 998	20 536	.5	Z	X
	14100	Packaged frozen food .....	347	33 235 918	618 700	1.9	.7	X
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	224	13 496 590	163 018	1.2	.2	X
	14300	Poultry and poultry products, excluding canned and frozen poultry products .....	44	4 861 775	36 671	.8	Z	X
	14400	Confectioneries .....	1 099	52 890 367	4 829 033	9.1	5.5	82.4
	14411	Candy .....	1 081	52 038 794	3 665 590	7.0	4.2	X
	14412	Chewing gum .....	733	27 072 835	389 392	1.4	.4	X
	14413	Nuts .....	375	17 441 004	166 861	1.0	.2	X
	14414	Chips and popcorn .....	422	20 543 049	268 264	1.3	.3	X
	14415	Other confectioneries .....	389	18 836 768	338 926	1.8	.4	X
	14600	Fresh meat and meat products .....	135	7 967 331	168 726	2.1	.2	X
	14700	Fresh fruits and vegetables .....	20	827 537	24 976	3.0	Z	X
	14800	Coffee, tea, and spices .....	359	25 374 323	272 139	1.1	.3	83.2
	14811	Coffee .....	352	25 219 032	228 655	.9	.3	X
	14812	Tea .....	129	6 843 462	20 830	.3	Z	X
	14813	Spices .....	117	4 551 994	22 654	.5	Z	X
	14820	Bread and baked goods .....	127	6 118 898	102 243	1.7	.1	40.9
	14821	Bread and rolls .....	21	1 753 124	25 622	1.5	Z	X
	14822	Cookies, cakes, and other baked goods .....	115	5 211 193	64 846	1.2	.1	X
	14830	Canned food .....	510	29 706 265	1 033 708	3.5	1.2	82.3
	14831	Canned and bottled fruits, vegetables, and juices .....	461	26 308 350	594 664	2.3	.7	X
	14832	Canned and bottled baby food .....	140	7 019 493	38 117	.5	Z	X
	14833	Canned meat .....	235	9 113 271	57 327	.6	.1	X
	14834	Canned fish and seafood .....	139	5 403 122	25 401	.5	Z	X
	14835	Canned milk .....	108	3 945 251	16 583	.4	Z	X
	14836	Other canned food, including canned poultry products .....	219	11 670 801	301 616	2.6	.3	X
	14840	Food and beverage basic materials, including flavoring extracts, fruit peel, sausage casings, hop extract, malt, and yeast .....	60	3 694 777	54 392	1.5	.1	X
	14850	Soft drinks and bottled water .....	660	34 322 377	844 803	2.5	1.0	81.3
	14851	Packaged soft drinks .....	470	23 189 149	408 160	1.8	.5	X
	14852	Pre-mix and post-mix bulk soft drinks .....	110	11 418 032	118 050	1.0	.1	X
	14853	Bottled water .....	508	26 492 519	318 593	1.2	.4	X
	14860	Grocery specialties .....	500	37 215 148	1 938 680	5.2	2.2	81.7
	14861	Pasta .....	153	6 953 529	34 447	.5	Z	X
	14862	Breakfast cereals .....	216	11 324 393	72 313	.6	.1	X
	14863	Cooking oils and margarine .....	190	8 810 703	45 152	.5	.1	X
	14864	Flour .....	149	7 319 467	30 636	.4	Z	X
	14865	Pickles, preserves, jellies, jams, and sauces .....	201	8 291 600	45 688	.6	.1	X
	14866	Refined sugar .....	181	8 562 134	45 423	.5	.1	X
	14867	Pet food .....	224	12 428 539	90 599	.7	.1	X
	14868	Other grocery specialties .....	354	31 533 527	1 574 422	5.0	1.8	X
	14900	Grain, beans, and seeds .....	8	836 972	3 885	.5	Z	X
	15120	Leaf tobacco .....	286	12 048 027	266 480	2.2	.3	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	41	720 973	17 761	2.5	Z	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP) .....	20	31 081	555	1.8	Z	86.7
	15418	Lubricating oil and greases .....	18	12 490	224	1.8	Z	X
	15600	Beer and ale .....	65	1 550 730	53 282	3.4	.1	X
	15700	Wine and distilled alcoholic beverages .....	63	144 306	19 981	13.8	Z	X
	15900	Tobacco and tobacco products .....	1 636	88 209 752	75 768 480	85.9	85.9	77.4
	15911	Cigars .....	1 258	41 499 506	1 870 573	4.5	2.1	X
	15912	Cigarettes .....	1 470	85 050 126	69 797 594	82.1	79.1	X
	15913	Other tobacco products, excluding leaf tobacco .....	1 065	49 413 816	4 100 313	8.3	4.6	X
	16100	Books, periodicals, newspapers, and other printed materials .....	29	43 292	1 665	3.8	Z	31.0
	16102	Periodicals, newspapers, and other printed materials .....	29	43 292	1 665	3.8	Z	X
	16120	Art goods, including novelties and souvenirs .....	20	12 765	1 110	8.7	Z	81.5
	16122	Novelties and souvenirs .....	20	12 765	1 110	8.7	Z	X
	16150	Wigs, yarns, and leather products .....	24	57 167	555	1.0	Z	X
	19700	Service receipts and labor charges, including installed parts .....	15	53 837	555	1.0	Z	X
	19810	Miscellaneous commodities .....	285	21 589 774	626 619	2.9	.7	X
	19940	Rental and operating lease receipts .....	16	785 355	1 110	.1	Z	X
		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES</b>						
4248		Beer, wine, and distilled alcoholic beverage merchant wholesalers .....	4 338	X	78 044 661	X	100.0	82.0
	10960	Restaurant and hotel equipment and supplies .....	58	829 842	4 650	.6	Z	X
	13400	Paper and plastic products .....	135	1 531 490	11 155	.7	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	24	18 024	339	1.9	Z	80.4
	13512	Nonprescription pharmaceuticals .....	16	13 554	202	1.5	Z	X
	13516	Other toiletries and druggists' sundries, including health aids and first aid supplies .....	12	7 325	57	.8	Z	X
	13800	Men's and boys' wear .....	264	3 902 232	20 604	.5	Z	X

See footnotes at end of table.

**Table 3. Product Lines by Kind of Business for the United States: 2002—Con.**

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2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—		
						Establishments with the product line	All establishments <sup>2</sup>	
4248		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b> Beer, wine, and distilled alcoholic beverage merchant wholesalers—Con.						
	14100	Packaged frozen food .....	18	108 981	14 487	13.3	Z	61.6
	14112	Frozen fish and seafood products .....	10	23 219	181	.8	Z	X
	14114	Frozen fruits and fruit juices .....	10	23 219	72	.3	Z	X
	14115	Frozen meat products .....	14	108 603	13 937	12.8	Z	X
	14116	Frozen baked goods .....	14	23 597	76	.3	Z	X
	14117	Other frozen foods, excluding frozen dairy products .....	14	23 597	40	.2	Z	X
	14118	Frozen poultry products .....	10	23 219	181	.8	Z	X
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	30	40 994	1 606	3.9	Z	X
	14400	Confectioneries .....	80	228 835	4 567	2.0	Z	X
	14600	Fresh meat and meat products .....	22	33 358	8 021	24.0	Z	X
	14700	Fresh fruits and vegetables .....	9	23 053	1 267	5.5	Z	X
	14820	Bread and baked goods .....	31	44 979	1 861	4.1	Z	X
	14830	Canned food .....	47	441 268	11 066	2.5	Z	X
	14850	Soft drinks and bottled water .....	1 602	33 976 459	1 225 407	3.6	1.6	69.7
	14851	Packaged soft drinks .....	701	8 887 178	596 043	6.7	.8	X
	14852	Pre-mix and post-mix bulk soft drinks .....	74	778 703	30 710	3.9	Z	X
	14853	Bottled water .....	778	13 507 421	241 784	1.8	.3	X
	14854	Non-alcoholic beer and mixers .....	927	23 783 947	356 870	1.5	.5	X
	14860	Grocery specialties .....	47	169 714	2 623	1.5	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	21	37 105	1 183	3.2	Z	82.0
	15335	Detergents and soaps .....	21	37 105	1 183	3.2	Z	X
	15600	Beer and ale .....	3 203	59 470 755	41 034 100	69.0	52.6	X
	15700	Wine and distilled alcoholic beverages .....	2 367	43 117 722	35 167 839	81.6	45.1	79.4
	15711	Wine .....	2 232	41 371 348	16 447 204	39.8	21.1	X
	15712	Distilled liquor, including premixed alcoholic drinks .....	1 246	34 508 601	18 720 635	54.2	24.0	X
	15900	Tobacco and tobacco products .....	172	763 559	47 978	6.3	.1	X
	16120	Art goods, including novelties and souvenirs .....	49	453 095	5 578	1.2	Z	X
	19700	Service receipts and labor charges, including installed parts .....	99	884 644	253 136	28.6	.3	X
	19810	Miscellaneous commodities .....	163	2 201 877	35 097	1.6	Z	X
	19940	Rental and operating lease receipts .....	66	1 186 494	189 135	15.9	.2	X
42481		Beer and ale merchant wholesalers .....	2 548	X	D	X	D	D
	10960	Restaurant and hotel equipment and supplies .....	42	D	D	D	D	X
	13400	Paper and plastic products .....	116	D	D	D	D	X
	13800	Men's and boys' wear .....	250	D	D	D	D	X
	14100	Packaged frozen food .....	10	D	D	D	D	X
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	19	D	D	D	D	X
	14400	Confectioneries .....	52	D	D	D	D	X
	14600	Fresh meat and meat products .....	19	D	D	D	D	X
	14700	Fresh fruits and vegetables .....	7	D	D	D	D	X
	14820	Bread and baked goods .....	19	D	D	D	D	X
	14830	Canned food .....	35	D	D	D	D	X
	14850	Soft drinks and bottled water .....	1 166	D	D	D	D	D
	14851	Packaged soft drinks .....	623	D	D	D	D	X
	14852	Pre-mix and post-mix bulk soft drinks .....	53	D	D	D	D	X
	14853	Bottled water .....	591	D	D	D	D	X
	14854	Non-alcoholic beer and mixers .....	617	D	D	D	D	X
	14860	Grocery specialties .....	19	D	D	D	D	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	13	D	D	D	D	D
	15335	Detergents and soaps .....	13	D	D	D	D	X
	15600	Beer and ale .....	2 548	D	D	D	D	X
	15700	Wine and distilled alcoholic beverages .....	577	D	D	D	D	D
	15711	Wine .....	550	D	D	D	D	X
	15712	Distilled liquor, including premixed alcoholic drinks .....	173	D	D	D	D	X
	15900	Tobacco and tobacco products .....	77	D	D	D	D	X
	16120	Art goods, including novelties and souvenirs .....	33	D	D	D	D	X
	19700	Service receipts and labor charges, including installed parts .....	49	D	D	D	D	X
	19810	Miscellaneous commodities .....	115	D	D	D	D	X
	19940	Rental and operating lease receipts .....	44	D	D	D	D	X
424810		Beer and ale merchant wholesalers .....	2 548	X	D	X	D	D
	10960	Restaurant and hotel equipment and supplies .....	42	D	D	D	D	X
	13400	Paper and plastic products .....	116	D	D	D	D	X
	13800	Men's and boys' wear .....	250	D	D	D	D	X
	14100	Packaged frozen food .....	10	D	D	D	D	X
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	19	D	D	D	D	X
	14400	Confectioneries .....	52	D	D	D	D	X
	14600	Fresh meat and meat products .....	19	D	D	D	D	X
	14700	Fresh fruits and vegetables .....	7	D	D	D	D	X
	14820	Bread and baked goods .....	19	D	D	D	D	X
	14830	Canned food .....	35	D	D	D	D	X
	14850	Soft drinks and bottled water .....	1 166	D	D	D	D	D
	14851	Packaged soft drinks .....	623	D	D	D	D	X
	14852	Pre-mix and post-mix bulk soft drinks .....	53	D	D	D	D	X
	14853	Bottled water .....	591	D	D	D	D	X
	14854	Non-alcoholic beer and mixers .....	617	D	D	D	D	X
	14860	Grocery specialties .....	19	D	D	D	D	X

See footnotes at end of table.

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2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)	
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—			
						Establishments with the product line	All establishments <sup>2</sup>		
424810		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>							
		Beer and ale merchant wholesalers—Con.							
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	13	D	D	D	D	D	
	15335	Detergents and soaps .....	13	D	D	D	D	X	
	15600	Beer and ale .....	2 548	D	D	D	D	X	
	15700	Wine and distilled alcoholic beverages .....	577	D	D	D	D	D	
	15711	Wine .....	550	D	D	D	D	X	
	15712	Distilled liquor, including premixed alcoholic drinks .....	173	D	D	D	D	X	
	15900	Tobacco and tobacco products .....	77	D	D	D	D	X	
	16120	Art goods, including novelties and souvenirs .....	33	D	D	D	D	X	
	19700	Service receipts and labor charges, including installed parts .....	49	D	D	D	D	X	
	19810	Miscellaneous commodities .....	115	D	D	D	D	X	
	19940	Rental and operating lease receipts .....	44	D	D	D	D	X	
	42482		Wine and distilled alcoholic beverage merchant wholesalers .....	1 790	X	D	X	D	D
		10960	Restaurant and hotel equipment and supplies .....	16	D	D	D	D	X
13400		Paper and plastic products .....	19	D	D	D	D	X	
13500		Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries ..	11	D	D	D	D	D	
13512		Nonprescription pharmaceuticals .....	6	D	D	D	D	X	
13516		Other toiletries and druggists' sundries, including health aids and first aid supplies .....	6	D	D	D	D	X	
13800		Men's and boys' wear .....	14	D	D	D	D	X	
14100		Packaged frozen food .....	8	D	D	D	D	X	
14200		Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	11	D	D	D	D	X	
14400		Confectioneries .....	28	D	D	D	D	X	
14820		Bread and baked goods .....	12	D	D	D	D	X	
14830		Canned food .....	12	D	D	D	D	X	
14850		Soft drinks and bottled water .....	436	D	D	D	D	D	
14851		Packaged soft drinks .....	78	D	D	D	D	X	
14852		Pre-mix and post-mix bulk soft drinks .....	21	D	D	D	D	X	
14853		Bottled water .....	187	D	D	D	D	X	
14854		Non-alcoholic beer and mixers .....	310	D	D	D	D	X	
14860		Grocery specialties .....	28	D	D	D	D	X	
15330		Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	8	D	D	D	D	D	
15335		Detergents and soaps .....	8	D	D	D	D	X	
15600		Beer and ale .....	655	D	D	D	D	X	
15700		Wine and distilled alcoholic beverages .....	1 790	D	D	D	D	D	
15711		Wine .....	1 682	D	D	D	D	X	
15712		Distilled liquor, including premixed alcoholic drinks .....	1 073	D	D	D	D	X	
15900		Tobacco and tobacco products .....	95	D	D	D	D	X	
16120		Art goods, including novelties and souvenirs .....	16	D	D	D	D	X	
19700		Service receipts and labor charges, including installed parts .....	50	D	D	D	D	X	
19810		Miscellaneous commodities .....	48	D	D	D	D	X	
19940		Rental and operating lease receipts .....	22	D	D	D	D	X	
424820			Wine and distilled alcoholic beverage merchant wholesalers .....	1 790	X	D	X	D	D
		10960	Restaurant and hotel equipment and supplies .....	16	D	D	D	D	X
		13400	Paper and plastic products .....	19	D	D	D	D	X
		13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries ..	11	D	D	D	D	D
		13512	Nonprescription pharmaceuticals .....	6	D	D	D	D	X
		13516	Other toiletries and druggists' sundries, including health aids and first aid supplies .....	6	D	D	D	D	X
	13800	Men's and boys' wear .....	14	D	D	D	D	X	
	14100	Packaged frozen food .....	8	D	D	D	D	X	
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	11	D	D	D	D	X	
	14400	Confectioneries .....	28	D	D	D	D	X	
	14820	Bread and baked goods .....	12	D	D	D	D	X	
	14830	Canned food .....	12	D	D	D	D	X	
	14850	Soft drinks and bottled water .....	436	D	D	D	D	D	
	14851	Packaged soft drinks .....	78	D	D	D	D	X	
	14852	Pre-mix and post-mix bulk soft drinks .....	21	D	D	D	D	X	
	14853	Bottled water .....	187	D	D	D	D	X	
	14854	Non-alcoholic beer and mixers .....	310	D	D	D	D	X	
	14860	Grocery specialties .....	28	D	D	D	D	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	8	D	D	D	D	D	
	15335	Detergents and soaps .....	8	D	D	D	D	X	
	15600	Beer and ale .....	655	D	D	D	D	X	
	15700	Wine and distilled alcoholic beverages .....	1 790	D	D	D	D	D	
	15711	Wine .....	1 682	D	D	D	D	X	
	15712	Distilled liquor, including premixed alcoholic drinks .....	1 073	D	D	D	D	X	
	15900	Tobacco and tobacco products .....	95	D	D	D	D	X	
	16120	Art goods, including novelties and souvenirs .....	16	D	D	D	D	X	
	19700	Service receipts and labor charges, including installed parts .....	50	D	D	D	D	X	
	19810	Miscellaneous commodities .....	48	D	D	D	D	X	
	19940	Rental and operating lease receipts .....	22	D	D	D	D	X	

See footnotes at end of table.

**Table 3. Product Lines by Kind of Business for the United States: 2002—Con.**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—		
						Establishments with the product line	All establishments <sup>2</sup>	
42494		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Tobacco and tobacco product merchant wholesalers .....	1 571	X	55 502 130	X	100.0	89.2
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	146	14 796 868	124 880	.8	.2	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	10	900 245	11 100	1.2	Z	X
	10800	Photographic equipment and supplies .....	54	6 432 142	30 526	.5	.1	X
	10960	Restaurant and hotel equipment and supplies .....	107	3 239 659	52 727	1.6	.1	X
	12520	Janitorial equipment and supplies .....	11	28 306	1 665	5.9	Z	X
	12530	Laundry and dry-cleaning equipment and supplies .....	11	670 466	3 330	.5	Z	X
	12800	Toys and hobby goods and supplies .....	15	23 866	2 775	11.6	Z	X
	13300	Office paper, office supplies, greeting cards, and labels .....	96	10 154 115	72 153	.7	.1	X
	13400	Paper and plastic products .....	592	32 184 020	435 692	1.4	.8	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	512	33 482 215	563 902	1.7	1.0	X
	13700	Notions, including buttons, ribbons, lace, sewing accessories, zippers, and bindings .....	65	4 387 998	20 536	.5	Z	X
	14100	Packaged frozen food .....	342	32 802 869	610 523	1.9	1.1	X
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	220	13 222 827	160 401	1.2	.3	X
	14300	Poultry and poultry products, excluding canned and frozen poultry products .....	42	4 654 409	32 746	.7	.1	X
	14400	Confectioneries .....	1 088	52 275 791	4 780 953	9.1	8.6	84.8
	14411	Candy .....	1 070	51 424 218	3 642 812	7.1	6.6	X
	14412	Chewing gum .....	724	26 466 187	381 420	1.4	.7	X
	14413	Nuts .....	368	16 985 450	160 399	.9	.3	X
	14414	Chips and popcorn .....	415	20 087 495	263 858	1.3	.5	X
	14415	Other confectioneries .....	382	18 381 214	332 464	1.8	.6	X
	14600	Fresh meat and meat products .....	135	7 967 331	168 726	2.1	.3	X
	14700	Fresh fruits and vegetables .....	20	827 537	24 976	3.0	Z	X
	14800	Coffee, tea, and spices .....	350	24 767 270	263 635	1.1	.5	85.6
	14811	Coffee .....	343	24 611 979	221 601	.9	.4	X
	14812	Tea .....	127	6 773 353	20 105	.3	Z	X
	14813	Spices .....	115	4 481 885	21 929	.5	Z	X
	14820	Bread and baked goods .....	125	5 911 532	90 468	1.5	.2	43.5
	14821	Bread and rolls .....	21	1 753 124	25 622	1.5	Z	X
	14822	Cookies, cakes, and other baked goods .....	115	5 211 193	64 846	1.2	.1	X
	14830	Canned food .....	501	29 099 212	1 017 354	3.5	1.8	84.6
	14831	Canned and bottled fruits, vegetables, and juices .....	452	25 701 297	584 751	2.3	1.1	X
	14832	Canned and bottled baby food .....	135	6 781 862	35 170	.5	.1	X
	14833	Canned meat .....	233	9 043 162	56 454	.6	.1	X
	14834	Canned fish and seafood .....	137	5 333 013	24 528	.5	Z	X
	14835	Canned milk .....	106	3 875 142	15 708	.4	Z	X
	14836	Other canned food, including canned poultry products .....	217	11 600 692	300 743	2.6	.5	X
	14840	Food and beverage basic materials, including flavoring extracts, fruit peel, sausage casings, hop extract, malt, and yeast .....	60	3 694 777	54 392	1.5	.1	X
	14850	Soft drinks and bottled water .....	651	33 715 324	829 757	2.5	1.5	83.6
	14851	Packaged soft drinks .....	463	22 800 325	400 083	1.8	.7	X
	14852	Pre-mix and post-mix bulk soft drinks .....	110	11 418 032	118 050	1.0	.2	X
	14853	Bottled water .....	501	26 036 659	311 624	1.2	.6	X
	14860	Grocery specialties .....	491	36 608 095	1 907 608	5.2	3.4	84.1
	14861	Pasta .....	151	6 883 420	33 765	.5	.1	X
	14862	Breakfast cereals .....	211	11 086 762	69 265	.6	.1	X
	14863	Cooking oils and margarine .....	185	8 522 365	41 719	.5	.1	X
	14864	Flour .....	144	7 081 836	28 271	.4	.1	X
	14865	Pickles, preserves, jellies, jams, and sauces .....	196	8 003 262	42 254	.5	.1	X
	14866	Refined sugar .....	176	8 273 796	42 673	.5	.1	X
	14867	Pet food .....	215	11 821 486	82 962	.7	.1	X
	14868	Other grocery specialties .....	349	31 164 105	1 566 699	5.0	2.8	X
	14900	Grain, beans, and seeds .....	8	836 972	3 885	.5	Z	X
	15120	Leaf tobacco .....	281	11 678 758	245 874	2.1	.4	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	41	720 973	17 761	2.5	Z	X
15400	Refined petroleum products, excluding liquefied petroleum (LP) .....	20	31 081	555	1.8	Z	89.2	
15418	Lubricating oil and greases .....	18	12 490	224	1.8	Z	X	
15600	Beer and ale .....	65	1 550 730	53 282	3.4	.1	X	
15700	Wine and distilled alcoholic beverages .....	63	144 306	19 981	13.8	Z	X	
15900	Tobacco and tobacco products .....	1 571	55 502 130	43 230 612	77.9	77.9	74.5	
15911	Cigars .....	1 249	40 594 813	1 477 190	3.6	2.7	X	
15912	Cigarettes .....	1 409	54 550 268	39 488 570	72.4	71.1	X	
15913	Other tobacco products, excluding leaf tobacco .....	1 054	46 780 525	2 264 852	4.8	4.1	X	
16100	Books, periodicals, newspapers, and other printed materials .....	29	43 292	1 665	3.8	Z	31.9	
16102	Periodicals, newspapers, and other printed materials .....	29	43 292	1 665	3.8	Z	X	
16120	Art goods, including novelties and souvenirs .....	20	12 765	1 110	8.7	Z	83.8	
16122	Novelties and souvenirs .....	20	12 765	1 110	8.7	Z	X	
16150	Wigs, yarns, and leather products .....	24	57 167	555	1.0	Z	X	
19700	Service receipts and labor charges, including installed parts .....	15	53 837	555	1.0	Z	X	
19810	Miscellaneous commodities .....	285	21 589 774	626 619	2.9	1.1	X	
19940	Rental and operating lease receipts .....	16	785 355	1 110	.1	Z	X	
424940		Tobacco and tobacco product merchant wholesalers .....	1 571	X	55 502 130	X	100.0	89.2
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	146	14 796 868	124 880	.8	.2	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	10	900 245	11 100	1.2	Z	X

See footnotes at end of table.

**Table 3. Product Lines by Kind of Business for the United States: 2002—Con.**

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2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—		
						Establishments with the product line	All establishments <sup>2</sup>	
424940		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Tobacco and tobacco product merchant wholesalers—Con.						
	10800	Photographic equipment and supplies .....	54	6 432 142	30 526	.5	.1	X
	10960	Restaurant and hotel equipment and supplies .....	107	3 239 659	52 727	1.6	.1	X
	12520	Janitorial equipment and supplies .....	11	28 306	1 665	5.9	Z	X
	12530	Laundry and dry-cleaning equipment and supplies .....	11	670 466	3 330	.5	Z	X
	12800	Toys and hobby goods and supplies .....	15	23 866	2 775	11.6	Z	X
	13300	Office paper, office supplies, greeting cards, and labels .....	96	10 154 115	72 153	.7	.1	X
	13400	Paper and plastic products .....	592	32 184 020	435 692	1.4	.8	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	512	33 482 215	563 902	1.7	1.0	X
	13700	Notions, including buttons, ribbons, lace, sewing accessories, zippers, and bindings .....	65	4 387 998	20 536	.5	Z	X
	14100	Packaged frozen food .....	342	32 802 869	610 523	1.9	1.1	X
	14200	Dairy products, excluding dried, canned, condensed, and evaporated dairy products .....	220	13 222 827	160 401	1.2	.3	X
	14300	Poultry and poultry products, excluding canned and frozen poultry products .....	42	4 654 409	32 746	.7	.1	X
	14400	Confectioneries .....	1 088	52 275 791	4 780 953	9.1	8.6	84.8
	14411	Candy .....	1 070	51 424 218	3 642 812	7.1	6.6	X
	14412	Chewing gum .....	724	26 466 187	381 420	1.4	.7	X
	14413	Nuts .....	368	16 985 450	160 399	.9	.3	X
	14414	Chips and popcorn .....	415	20 087 495	263 858	1.3	.5	X
	14415	Other confectioneries .....	382	18 381 214	332 464	1.8	.6	X
	14600	Fresh meat and meat products .....	135	7 967 331	168 726	2.1	.3	X
	14700	Fresh fruits and vegetables .....	20	827 537	24 976	3.0	Z	X
	14800	Coffee, tea, and spices .....	350	24 767 270	263 635	1.1	.5	85.6
	14811	Coffee .....	343	24 611 979	221 601	.9	.4	X
	14812	Tea .....	127	6 773 353	20 105	.3	Z	X
	14813	Spices .....	115	4 481 885	21 929	.5	Z	X
	14820	Bread and baked goods .....	125	5 911 532	90 468	1.5	.2	43.5
	14821	Bread and rolls .....	21	1 753 124	25 622	1.5	Z	X
	14822	Cookies, cakes, and other baked goods .....	115	5 211 193	64 846	1.2	.1	X
	14830	Canned food .....	501	29 099 212	1 017 354	3.5	1.8	84.6
	14831	Canned and bottled fruits, vegetables, and juices .....	452	25 701 297	584 751	2.3	1.1	X
	14832	Canned and bottled baby food .....	135	6 781 862	35 170	.5	.1	X
	14833	Canned meat .....	233	9 043 162	56 454	.6	.1	X
	14834	Canned fish and seafood .....	137	5 333 013	24 528	.5	Z	X
	14835	Canned milk .....	106	3 875 142	15 708	.4	Z	X
	14836	Other canned food, including canned poultry products .....	217	11 600 692	300 743	2.6	.5	X
	14840	Food and beverage basic materials, including flavoring extracts, fruit peel, sausage casings, hop extract, malt, and yeast .....	60	3 694 777	54 392	1.5	.1	X
	14850	Soft drinks and bottled water .....	651	33 715 324	829 757	2.5	1.5	83.6
	14851	Packaged soft drinks .....	463	22 800 325	400 083	1.8	.7	X
	14852	Pre-mix and post-mix bulk soft drinks .....	110	11 418 032	118 050	1.0	.2	X
	14853	Bottled water .....	501	26 036 659	311 624	1.2	.6	X
	14860	Grocery specialties .....	491	36 608 095	1 907 608	5.2	3.4	84.1
	14861	Pasta .....	151	6 883 420	33 765	.5	.1	X
	14862	Breakfast cereals .....	211	11 086 762	69 265	.6	.1	X
	14863	Cooking oils and margarine .....	185	8 522 365	41 719	.5	.1	X
	14864	Flour .....	144	7 081 836	28 271	.4	.1	X
	14865	Pickles, preserves, jellies, jams, and sauces .....	196	8 003 262	42 254	.5	.1	X
	14866	Refined sugar .....	176	8 273 796	42 673	.5	.1	X
	14867	Pet food .....	215	11 821 486	82 962	.7	.1	X
	14868	Other grocery specialties .....	349	31 164 105	1 566 699	5.0	2.8	X
	14900	Grain, beans, and seeds .....	8	836 972	3 885	.5	Z	X
	15120	Leaf tobacco .....	281	11 678 758	245 874	2.1	.4	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	41	720 973	17 761	2.5	Z	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP) .....	20	31 081	555	1.8	Z	89.2
	15418	Lubricating oil and greases .....	18	12 490	224	1.8	Z	X
15600	Beer and ale .....	65	1 550 730	53 282	3.4	.1	X	
15700	Wine and distilled alcoholic beverages .....	63	144 306	19 981	13.8	Z	X	
15900	Tobacco and tobacco products .....	1 571	55 502 130	43 230 612	77.9	77.9	74.5	
15911	Cigars .....	1 249	40 594 813	1 477 190	3.6	2.7	X	
15912	Cigarettes .....	1 409	54 550 268	39 488 570	72.4	71.1	X	
15913	Other tobacco products, excluding leaf tobacco .....	1 054	46 780 525	2 264 852	4.8	4.1	X	
16100	Books, periodicals, newspapers, and other printed materials .....	29	43 292	1 665	3.8	Z	31.9	
16102	Periodicals, newspapers, and other printed materials .....	29	43 292	1 665	3.8	Z	X	
16120	Art goods, including novelties and souvenirs .....	20	12 765	1 110	8.7	Z	83.8	
16122	Novelties and souvenirs .....	20	12 765	1 110	8.7	Z	X	
16150	Wigs, yarns, and leather products .....	24	57 167	555	1.0	Z	X	
19700	Service receipts and labor charges, including installed parts .....	15	53 837	555	1.0	Z	X	
19810	Miscellaneous commodities .....	285	21 589 774	626 619	2.9	1.1	X	
19940	Rental and operating lease receipts .....	16	785 355	1 110	.1	Z	X	
		<b>MANUFACTURERS' SALES BRANCHES AND OFFICES</b>						
4248		Beer, wine, and distilled alcoholic beverage merchant wholesalers .....	66	X	7 910 757	X	100.0	67.5
	14850	Soft drinks and bottled water .....	14	730 578	27 212	3.7	.3	67.5
	14854	Non-alcoholic beer and mixers .....	7	548 800	6 006	1.1	.1	X
15600	Beer and ale .....	21	1 188 179	1 109 695	93.4	14.0	X	

See footnotes at end of table.

**Table 3. Product Lines by Kind of Business for the United States: 2002—Con.**

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2002 NAICS code	2002 Product line code	Kind of business and product line <sup>1</sup>	Establishments with the product line		Product line sales			Response coverage <sup>3</sup> (percent)
			Number	Total sales (\$1,000)	Amount <sup>2</sup> (\$1,000)	As percent of total sales of—		
						Establishments with the product line	All establishments <sup>2</sup>	
		<b>MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
4248		Beer, wine, and distilled alcoholic beverage merchant wholesalers—Con.						
	15700	Wine and distilled alcoholic beverages .....	49	6 849 924	6 745 752	98.5	85.3	66.3
	15711	Wine .....	13	993 219	640 865	64.5	8.1	X
	15712	Distilled liquor, including premixed alcoholic drinks .....	40	6 258 169	6 104 887	97.6	77.2	X
42481		Beer and ale merchant wholesalers .....	18	X	D	X	D	D
	14850	Soft drinks and bottled water .....	12	D	D	D	D	D
	14854	Non-alcoholic beer and mixers .....	7	D	D	D	D	X
	15600	Beer and ale .....	18	D	D	D	D	X
424810		Beer and ale merchant wholesalers .....	18	X	D	X	D	D
	14850	Soft drinks and bottled water .....	12	D	D	D	D	D
	14854	Non-alcoholic beer and mixers .....	7	D	D	D	D	X
	15600	Beer and ale .....	18	D	D	D	D	X
42482		Wine and distilled alcoholic beverage merchant wholesalers .....	48	X	D	X	D	D
	15700	Wine and distilled alcoholic beverages .....	48	D	D	D	D	D
	15711	Wine .....	12	D	D	D	D	X
	15712	Distilled liquor, including premixed alcoholic drinks .....	39	D	D	D	D	X
424820		Wine and distilled alcoholic beverage merchant wholesalers .....	48	X	D	X	D	D
	15700	Wine and distilled alcoholic beverages .....	48	D	D	D	D	D
	15711	Wine .....	12	D	D	D	D	X
	15712	Distilled liquor, including premixed alcoholic drinks .....	39	D	D	D	D	X
42494		Tobacco and tobacco product merchant wholesalers .....	65	X	32 707 622	X	100.0	82.5
	14400	Confectioneries .....	11	614 576	48 080	7.8	.1	78.4
	14411	Candy .....	11	614 576	22 778	3.7	.1	X
	14412	Chewing gum .....	9	606 648	7 972	1.3	Z	X
	14413	Nuts .....	7	455 554	6 462	1.4	Z	X
	14414	Chips and popcorn .....	7	455 554	4 406	1.0	Z	X
	14415	Other confectioneries .....	7	455 554	6 462	1.4	Z	X
	14800	Coffee, tea, and spices .....	9	607 053	8 504	1.4	Z	78.4
	14811	Coffee .....	9	607 053	7 054	1.2	Z	X
	14830	Canned food .....	9	607 053	16 354	2.7	.1	78.4
	14831	Canned and bottled fruits, vegetables, and juices .....	9	607 053	9 913	1.6	Z	X
	14850	Soft drinks and bottled water .....	9	607 053	15 046	2.5	Z	78.4
	14851	Packaged soft drinks .....	7	388 824	8 077	2.1	Z	X
	14853	Bottled water .....	7	455 860	6 969	1.5	Z	X
	14860	Grocery specialties .....	9	607 053	31 072	5.1	.1	78.4
	14867	Pet food .....	9	607 053	7 637	1.3	Z	X
	15900	Tobacco and tobacco products .....	65	32 707 622	32 537 868	99.5	99.5	82.4
	15911	Cigars .....	9	904 693	393 383	43.5	1.2	X
	15912	Cigarettes .....	61	30 499 858	30 309 024	99.4	92.7	X
	15913	Other tobacco products, excluding leaf tobacco .....	11	2 633 291	1 835 461	69.7	5.6	X
424940		Tobacco and tobacco product merchant wholesalers .....	65	X	32 707 622	X	100.0	82.5
	14400	Confectioneries .....	11	614 576	48 080	7.8	.1	78.4
	14411	Candy .....	11	614 576	22 778	3.7	.1	X
	14412	Chewing gum .....	9	606 648	7 972	1.3	Z	X
	14413	Nuts .....	7	455 554	6 462	1.4	Z	X
	14414	Chips and popcorn .....	7	455 554	4 406	1.0	Z	X
	14415	Other confectioneries .....	7	455 554	6 462	1.4	Z	X
	14800	Coffee, tea, and spices .....	9	607 053	8 504	1.4	Z	78.4
	14811	Coffee .....	9	607 053	7 054	1.2	Z	X
	14830	Canned food .....	9	607 053	16 354	2.7	.1	78.4
	14831	Canned and bottled fruits, vegetables, and juices .....	9	607 053	9 913	1.6	Z	X
	14850	Soft drinks and bottled water .....	9	607 053	15 046	2.5	Z	78.4
	14851	Packaged soft drinks .....	7	388 824	8 077	2.1	Z	X
	14853	Bottled water .....	7	455 860	6 969	1.5	Z	X
	14860	Grocery specialties .....	9	607 053	31 072	5.1	.1	78.4
	14867	Pet food .....	9	607 053	7 637	1.3	Z	X
	15900	Tobacco and tobacco products .....	65	32 707 622	32 537 868	99.5	99.5	82.4
	15911	Cigars .....	9	904 693	393 383	43.5	1.2	X
	15912	Cigarettes .....	61	30 499 858	30 309 024	99.4	92.7	X
	15913	Other tobacco products, excluding leaf tobacco .....	11	2 633 291	1 835 461	69.7	5.6	X

<sup>1</sup>For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

<sup>2</sup>Product line sales and/or product line percents may not sum to totals due to exclusion of selected lines to avoid disclosing data for individual companies, due to rounding, and/or due to exclusion of lines that did not meet publication criteria.

<sup>3</sup>Sales of establishments reporting product line sales as percent of total sales.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

**Table 4. Concentration by Largest Firms for the United States: 2002**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Largest firms based on sales by type of operation and kind of business <sup>1</sup>	Establishments (number)	Sales		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
<b>WHOLESALE TRADE</b>							
4248	Beer, wine, and distilled alcoholic beverage merchant wholesalers						
	All firms .....	4 404	85 955 418	100.0	7 264 304	1 745 913	161 887
	4 largest firms .....	59	11 237 836	13.1	644 854	180 366	10 450
	8 largest firms .....	133	16 179 287	18.8	999 211	264 554	17 667
	20 largest firms .....	209	25 780 865	30.0	1 465 272	373 076	25 474
	50 largest firms .....	406	37 060 875	43.1	2 363 047	594 909	42 587
42481	Beer and ale merchant wholesalers						
	All firms .....	2 566	43 359 389	100.0	4 072 346	950 607	100 629
	4 largest firms .....	32	3 829 550	8.8	149 776	36 779	3 140
	8 largest firms .....	46	6 476 236	14.9	319 137	77 740	5 800
	20 largest firms .....	98	9 806 325	22.6	594 714	145 310	12 266
	50 largest firms .....	171	13 987 131	32.3	973 839	234 877	21 914
424810	Beer and ale merchant wholesalers						
	All firms .....	2 566	43 359 389	100.0	4 072 346	950 607	100 629
	4 largest firms .....	32	3 829 550	8.8	149 776	36 779	3 140
	8 largest firms .....	46	6 476 236	14.9	319 137	77 740	5 800
	20 largest firms .....	98	9 806 325	22.6	594 714	145 310	12 266
	50 largest firms .....	171	13 987 131	32.3	973 839	234 877	21 914
42482	Wine and distilled alcoholic beverage merchant wholesalers						
	All firms .....	1 838	42 596 029	100.0	3 191 958	795 306	61 258
	4 largest firms .....	56	10 464 105	24.6	629 188	177 124	10 270
	8 largest firms .....	118	15 305 794	35.9	931 098	241 973	15 148
	20 largest firms .....	192	22 816 759	53.6	1 428 036	366 547	24 386
	50 largest firms .....	362	30 839 658	72.4	2 052 964	517 502	36 157
424820	Wine and distilled alcoholic beverage merchant wholesalers						
	All firms .....	1 838	42 596 029	100.0	3 191 958	795 306	61 258
	4 largest firms .....	56	10 464 105	24.6	629 188	177 124	10 270
	8 largest firms .....	118	15 305 794	35.9	931 098	241 973	15 148
	20 largest firms .....	192	22 816 759	53.6	1 428 036	366 547	24 386
	50 largest firms .....	362	30 839 658	72.4	2 052 964	517 502	36 157
42494	Tobacco and tobacco product merchant wholesalers						
	All firms .....	1 636	88 209 752	100.0	1 982 161	490 853	58 609
	4 largest firms .....	78	44 507 777	50.5	681 799	171 764	18 183
	8 largest firms .....	126	53 626 037	60.8	946 149	246 691	25 152
	20 largest firms .....	183	61 721 254	70.0	1 153 305	294 761	30 980
	50 largest firms .....	234	68 965 148	78.2	1 366 185	344 942	37 009
424940	Tobacco and tobacco product merchant wholesalers						
	All firms .....	1 636	88 209 752	100.0	1 982 161	490 853	58 609
	4 largest firms .....	78	44 507 777	50.5	681 799	171 764	18 183
	8 largest firms .....	126	53 626 037	60.8	946 149	246 691	25 152
	20 largest firms .....	183	61 721 254	70.0	1 153 305	294 761	30 980
	50 largest firms .....	234	68 965 148	78.2	1 366 185	344 942	37 009
<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES</b>							
4248	Beer, wine, and distilled alcoholic beverage merchant wholesalers						
	All firms .....	4 338	78 044 661	100.0	6 946 663	1 669 882	156 765
	4 largest firms .....	95	8 687 524	11.1	751 223	210 151	13 856
	8 largest firms .....	116	12 772 357	16.4	870 330	231 974	14 822
	20 largest firms .....	188	20 681 189	26.5	1 409 703	363 071	25 184
	50 largest firms .....	365	30 623 895	39.2	2 164 124	546 520	39 827
42481	Beer and ale merchant wholesalers						
	All firms .....	2 548	D	D	D	D	i
	4 largest firms .....	15	D	D	D	D	f
	8 largest firms .....	32	D	D	D	D	h
	20 largest firms .....	80	D	D	D	D	i
	50 largest firms .....	156	D	D	D	D	j
424810	Beer and ale merchant wholesalers						
	All firms .....	2 548	D	D	D	D	i
	4 largest firms .....	15	D	D	D	D	f
	8 largest firms .....	32	D	D	D	D	h
	20 largest firms .....	80	D	D	D	D	i
	50 largest firms .....	156	D	D	D	D	j
42482	Wine and distilled alcoholic beverage merchant wholesalers						
	All firms .....	1 790	D	D	D	D	i
	4 largest firms .....	91	D	D	D	D	j
	8 largest firms .....	111	D	D	D	D	j
	20 largest firms .....	168	D	D	D	D	j
	50 largest firms .....	340	D	D	D	D	k
424820	Wine and distilled alcoholic beverage merchant wholesalers						
	All firms .....	1 790	D	D	D	D	i
	4 largest firms .....	91	D	D	D	D	j
	8 largest firms .....	111	D	D	D	D	j
	20 largest firms .....	168	D	D	D	D	j
	50 largest firms .....	340	D	D	D	D	k

See footnotes at end of table.

**Table 4. Concentration by Largest Firms for the United States: 2002—Con.**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Largest firms based on sales by type of operation and kind of business <sup>1</sup>	Establishments (number)	Sales		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
	<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
42494	Tobacco and tobacco product merchant wholesalers						
	All firms .....	1 571	55 502 130	100.0	1 578 942	381 423	49 833
	4 largest firms .....	64	21 366 708	38.5	556 897	140 916	16 690
	8 largest firms .....	94	25 095 373	45.2	632 349	159 629	18 827
	20 largest firms .....	125	31 063 152	56.0	815 887	200 952	23 887
	50 largest firms .....	178	37 042 759	66.7	985 208	240 520	28 978
424940	Tobacco and tobacco product merchant wholesalers						
	All firms .....	1 571	55 502 130	100.0	1 578 942	381 423	49 833
	4 largest firms .....	64	21 366 708	38.5	556 897	140 916	16 690
	8 largest firms .....	94	25 095 373	45.2	632 349	159 629	18 827
	20 largest firms .....	125	31 063 152	56.0	815 887	200 952	23 887
	50 largest firms .....	178	37 042 759	66.7	985 208	240 520	28 978
	<b>MANUFACTURERS' SALES BRANCHES AND OFFICES</b>						
4248	Beer, wine, and distilled alcoholic beverage merchant wholesalers						
	All firms .....	66	7 910 757	100.0	317 641	76 031	5 122
	4 largest firms .....	42	6 462 208	81.7	219 810	51 870	3 443
	8 largest firms .....	51	7 539 732	95.3	282 781	67 141	4 378
	20 largest firms .....	66	7 910 757	100.0	317 641	76 031	5 122
	50 largest firms .....	66	7 910 757	100.0	317 641	76 031	5 122
42481	Beer and ale merchant wholesalers						
	All firms .....	18	D	D	D	D	h
	4 largest firms .....	17	D	D	D	D	h
	8 largest firms .....	18	D	D	D	D	h
	20 largest firms .....	18	D	D	D	D	h
	50 largest firms .....	18	D	D	D	D	h
424810	Beer and ale merchant wholesalers						
	All firms .....	18	D	D	D	D	h
	4 largest firms .....	17	D	D	D	D	h
	8 largest firms .....	18	D	D	D	D	h
	20 largest firms .....	18	D	D	D	D	h
	50 largest firms .....	18	D	D	D	D	h
42482	Wine and distilled alcoholic beverage merchant wholesalers						
	All firms .....	48	D	D	D	D	g
	4 largest firms .....	36	D	D	D	D	g
	8 largest firms .....	43	D	D	D	D	g
	20 largest firms .....	48	D	D	D	D	g
	50 largest firms .....	48	D	D	D	D	g
424820	Wine and distilled alcoholic beverage merchant wholesalers						
	All firms .....	48	D	D	D	D	g
	4 largest firms .....	36	D	D	D	D	g
	8 largest firms .....	43	D	D	D	D	g
	20 largest firms .....	48	D	D	D	D	g
	50 largest firms .....	48	D	D	D	D	g
42494	Tobacco and tobacco product merchant wholesalers						
	All firms .....	65	32 707 622	100.0	403 219	109 430	8 776
	4 largest firms .....	55	31 745 830	97.1	377 738	102 934	8 027
	8 largest firms .....	63	D	D	D	D	i
	20 largest firms .....	65	32 707 622	100.0	403 219	109 430	8 776
	50 largest firms .....	65	32 707 622	100.0	403 219	109 430	8 776
424940	Tobacco and tobacco product merchant wholesalers						
	All firms .....	65	32 707 622	100.0	403 219	109 430	8 776
	4 largest firms .....	55	31 745 830	97.1	377 738	102 934	8 027
	8 largest firms .....	63	D	D	D	D	i
	20 largest firms .....	65	32 707 622	100.0	403 219	109 430	8 776
	50 largest firms .....	65	32 707 622	100.0	403 219	109 430	8 776

<sup>1</sup>For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

# Appendix A.

## Explanation of Terms

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### **ANNUAL PAYROLL**

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans paid during the year to all employees and reported on Internal Revenue Service (IRS) Form 941 as taxable Medicare Wages and tips (even if not subject to income or FICA tax). Includes tips and gratuities received by employees from patrons and reported to employers. Excludes payrolls of departments or concessions operated by other companies at the establishment. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on Form 941.

### **ESTABLISHMENTS**

An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other federal agencies were used instead of a census report, no information was available on the number of locations operated. Each wholesale trade establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 2002.

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

### **FIRMS**

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

### **FIRST-QUARTER PAYROLL**

Represents payroll paid to persons employed at any time during the quarter January to March 2002.

### **PAID EMPLOYEES FOR PAY PERIOD INCLUDING MARCH 12**

Paid employees consist of full- and part-time employees, including salaried officers and executives of corporations, who were on the payroll during the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses; full- and part-time leased employees whose payroll was

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filed under an employee leasing company's Employer Identification Number (EIN); and temporary staffing obtained from a staffing service. The definition of paid employees is the same as that used by the Internal Revenue Service (IRS) on Form 941.

## **SALES**

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

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

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

## **TYPES OF OPERATION**

In addition to being classified by kind of business, merchant wholesale establishments are also classified by type of operation according to the ownership of the business and character of the transactions. Merchant wholesale establishments are grouped into the following two major types of operation and related subgroups:

**Merchant wholesalers, except manufacturers' sales branches and offices.** Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale distributors and jobbers, importers, exporters, own-brand importers/marketers, terminal and country grain elevators, and farm products assemblers.

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

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

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

*Own-brand importers/marketers.* Companies or establishments that deal primarily or exclusively in the parent company's own branded products manufactured outside the United States. The products are either imported into the United States and then sold or they are sold and then drop-shipped directly from a foreign location to the United States customer.

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

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

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

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**Manufacturers' sales branches and offices.** Establishments primarily maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Sales branches and offices located at plants or administrative offices are classified as manufacturers' sales branches or offices, if separate records are available.

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

*Manufacturers' sales offices.* Offices without a stock of merchandise for sale.

# Appendix B.

## NAICS Codes, Titles, and Descriptions

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### **PART 1. 2002 NAICS**

#### **4248 BEER, WINE, AND DISTILLED ALCOHOLIC BEVERAGE MERCHANT WHOLESALERS**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42481, Beer and Ale Merchant Wholesalers; and 42482, Wine and Distilled Alcoholic Beverage Merchant Wholesalers.

#### **42481 BEER AND ALE MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of beer, ale, porter, and other fermented malt beverages.

#### **424810 BEER AND ALE MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of beer, ale, porter, and other fermented malt beverages.

#### **42482 WINE AND DISTILLED ALCOHOLIC BEVERAGE MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

#### **424820 WINE AND DISTILLED ALCOHOLIC BEVERAGE MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

#### **42494 TOBACCO AND TOBACCO PRODUCT MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

#### **424940 TOBACCO AND TOBACCO PRODUCT MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

### **PART 2. 1997 NAICS**

#### **4228 BEER, WINE, AND DISTILLED ALCOHOLIC BEVERAGE WHOLESALERS**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42281, Beer and Ale Wholesalers; and 42282, Wine and Distilled Alcoholic Beverage Wholesalers.

#### **42281 BEER AND ALE WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

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**422810 BEER AND ALE WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

**42282 WINE AND DISTILLED ALCOHOLIC BEVERAGE WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

**422820 WINE AND DISTILLED ALCOHOLIC BEVERAGE WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

**42294 TOBACCO AND TOBACCO PRODUCT WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

**422940 TOBACCO AND TOBACCO PRODUCT WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

# Appendix C.

## Methodology

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### SOURCES OF THE DATA

For this sector, essentially all firms were sent report forms to be completed for each of their establishments and returned to the Census Bureau. For some very small firms, data from existing administrative records of other federal agencies were used instead. These records provide basic information on location, kind of business, sales, payroll, number of employees, and legal form of organization.

Firms in the 2002 Economic Census are divided into those sent report forms and those not sent report forms. The coverage of and the method of obtaining census information from each are described below:

1. Establishments sent a report form:
  - a. Large employers, i.e., all multiestablishment firms, and all employer firms with payroll above a specified cutoff. (The term "employers" refers to firms with one or more paid employees at any time during 2002 as shown in the active administrative records of other federal agencies.)
  - b. A sample of small employers, i.e., single-establishment firms with payroll below a specified cutoff in classifications for which specialized data precludes reliance solely on administrative records sources. The sample was stratified by industry and geography.
2. Establishments not sent a report form:
  - a. Small employers, i.e., single-establishment firms with payroll below a specified cutoff, not selected into the small employer sample. Although the payroll cutoff varies by kind of business, small employers not sent a report form generally include firms with less than 10 employees and represent about 10 percent of total sales of establishments covered in the census. Data on sales, payroll, and employment for these small employers were derived or estimated from administrative records of other federal agencies.
  - b. All nonemployers, i.e., all firms subject to federal income tax with no paid employees during 2002. Sales or receipts information for these firms was obtained from administrative records of other federal agencies. Although consisting of many firms, nonemployers account for less than 10 percent of total sales or receipts of all establishments covered in the census. Data for nonemployers are not included in this report, but are released in the annual *Nonemployer Statistics* series.

The report forms used to collect information for establishments in this sector are available at [help.econ.census.gov/econhelp/resources/](http://help.econ.census.gov/econhelp/resources/).

A more detailed examination of census methodology is presented in the *History of the Economic Census* at [www.census.gov/econ/www/history.html](http://www.census.gov/econ/www/history.html).

### INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

The classifications for all establishments are based on the *North American Industry Classification System, United States, 2002* manual. Changes between 1997 and 2002 affecting this sector are discussed in the text at the beginning of this report. Tables at [www.census.gov/epcd/naics02/](http://www.census.gov/epcd/naics02/) identify those industries that changed between the 1997 North American Industry Classification System (NAICS) and 2002 NAICS.

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The method of assigning classifications and the level of detail at which establishments were classified depends on whether a report form was obtained for the establishment.

1. Establishments that returned a report form were classified on the basis of their self-designation, sales of product lines, and responses to other industry-specific inquiries.
2. Establishments without a report form:
  - a. Small employers not sent a form were, where possible, classified on the basis of the most current kind-of-business classification available from one of the Census Bureau's current sample surveys or the 1997 Economic Census. Otherwise, the classification was obtained from administrative records of other federal agencies. If the census or administrative record classifications proved inadequate (none corresponded to a 2002 Economic Census classification in the detail required for employers), the firm was sent a brief inquiry requesting information necessary to assign a kind-of-business code.
  - b. Nonemployers were classified on the basis of information obtained from administrative records of other federal agencies.

### **RELIABILITY OF DATA**

All data compiled in the economic census are subject to nonsampling errors. Nonsampling errors can be attributed to many sources during the development or execution of the census:

- inability to identify all cases in the actual universe;
- definition and classification difficulties;
- differences in the interpretation of questions;
- errors in recording or coding the data obtained; and
- other errors of collection, response, coverage, processing, and estimation for missing or misreported data.

Data presented in the Miscellaneous Subjects and the Product Lines reports for this sector are subject to sampling errors, as well as nonsampling errors. Specifically, these data are estimated based on information obtained from census report forms mailed to all large employers and to a sample of small employers in the universe. Sampling errors affect these estimates, insofar, as they may differ from results that would be obtained from a complete enumeration.

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

The Census Bureau obtains limited information extracted from administrative records of other federal agencies, such as gross receipts from federal income tax records and employment and payroll from payroll tax records. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

Key tables in this report include a column for "Percent of sales from administrative records." This includes sales information obtained from administrative records of other federal agencies. The "Percent of sales estimated" includes sales information that was imputed based on historic company ratios or administrative records, or on industry averages.

The Census Bureau recommends that data users incorporate this information into their analyses, as nonsampling error and sampling error could impact the conclusions drawn from economic census data.

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## **TREATMENT OF NONRESPONSE**

Census report forms included two different types of inquiries, “basic” and “industry-specific.” Data for the basic inquiries, which include location, kind of business or operation, sales, payroll, and number of employees, were available from a combination of sources for all establishments. Data for industry-specific inquiries, tailored to the particular kinds of business or operation covered by the report, were available only from those establishments sent a report form that completed the appropriate inquiries.

Data for industry-specific inquiries in this sector were expanded in most cases to account for establishments that did not respond to the particular inquiry for which data are presented. Unless otherwise noted in specific reports, data for industry-specific inquiries were expanded in direct relationship to total sales of all establishments included in the category. In a few cases, expansion on the basis of the sales item was not appropriate, and another basic data item was used as the basis for expansion of reported data to account for nonrespondents.

All reports in which industry-specific data were expanded include a coverage indicator for each publication category, which shows the sales of establishments responding to the industry-specific inquiry as a percent of total sales for all establishments for which data are shown. For some inquiries, coverage is determined by the ratio of total payroll or employment of establishments responding to the inquiry to total payroll or employment of all establishments in the category.

## **CONCENTRATION CATEGORIES**

Concentration categories are based on aggregate sales of all establishments operated by the same firm in a given kind-of-business classification or group for which data are presented. For example, a firm operating three wholesale establishments – a hardware merchant wholesaler (NAICS 42371), a plumbing equipment merchant wholesaler (NAICS 42372), and an electrical appliance merchant wholesaler (NAICS 42362) – would be treated as three one-establishment firms at the most detailed NAICS level, as a two-establishment firm in NAICS 4237 and a one-establishment firm in NAICS 4236, and as a single three-establishment firm in wholesale trade totals.

## **DISCLOSURE**

In accordance with federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld. Techniques employed to limit disclosure are discussed at [www.census.gov/epcd/ec02/disclosure.htm](http://www.census.gov/epcd/ec02/disclosure.htm).

# Appendix D. Geographic Notes

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Not applicable for this report.

# Appendix E. Metropolitan and Micropolitan Statistical Areas

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Not applicable for this report.

