

# Lumber and Other Construction Materials: 2002

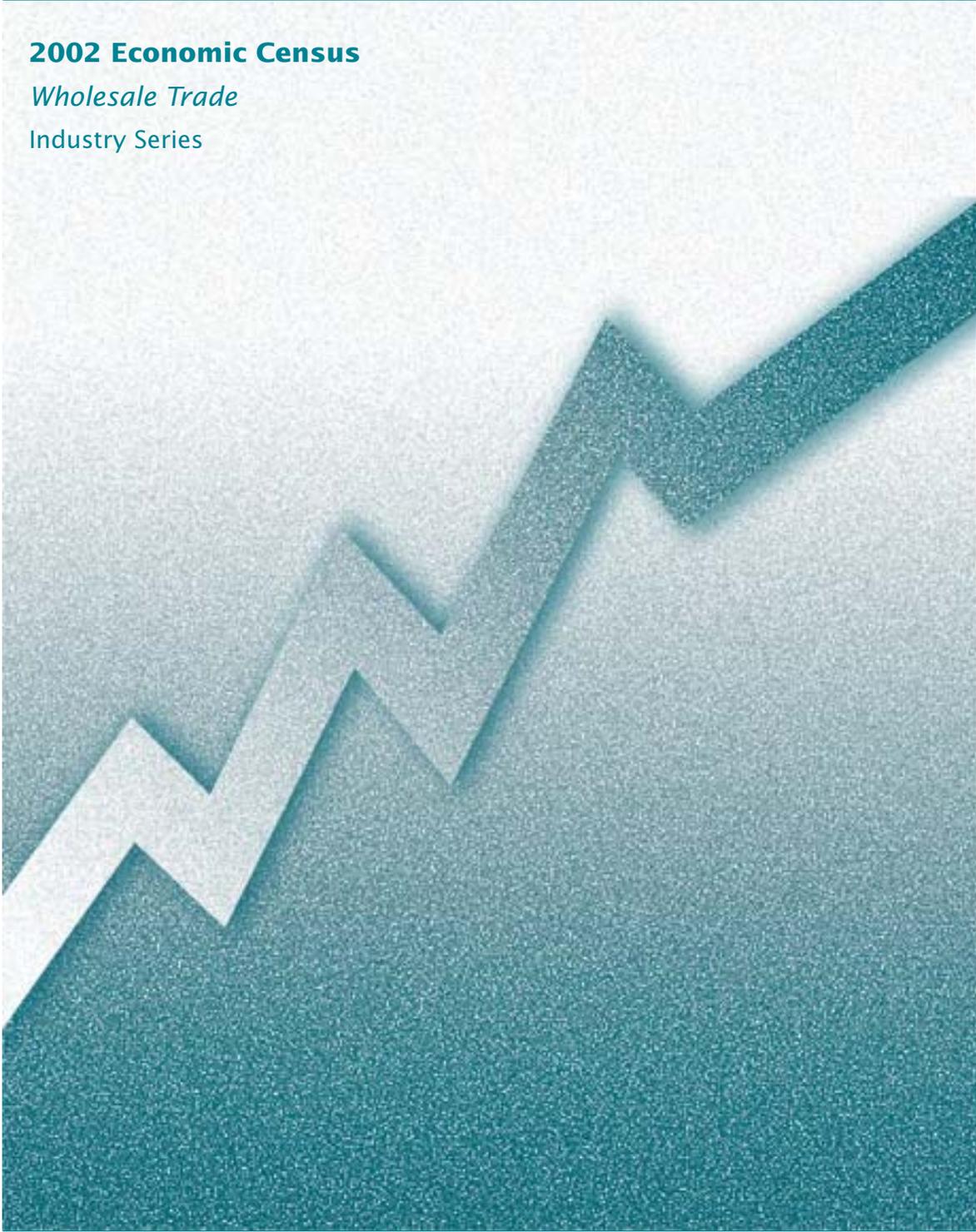
Issued December 2004

EC02-421-18

## 2002 Economic Census

*Wholesale Trade*

Industry Series



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## ACKNOWLEDGMENTS

This report was prepared in the Service Sector Statistics Division under the direction of **Bobby E. Russell**, Assistant Division Chief for Census Programs. Planning, management, and coordination of this report were under the supervision of **M. Yvonne Wade**, Chief, Wholesale Census Branch, assisted by **J. Robert Nusz**, **Susan K. Pozzanghera**, and **Darrell S. Dow**. Primary staff assistance was provided by **Kristie L. Brown**, **Ryan M. Christians**, **Jordan D. Hinds**, **Dennis R. Johnson**, **Kimberly D. Pressley**, **Tyvese C. Savoy**, **Jennifer A. Sekely**, **Gary E. Swenson**, and **John L. Vignali**.

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-- Not applicable for this report.	

# 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 digital versatile discs (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>								
4233	Lumber and other construction material merchant wholesalers . . . . .	17 834	113 652 532	9 156 128	2 188 283	228 149	5.5	8.5
42331	Lumber, plywood, millwork, and wood panel merchant wholesalers . . . . .	8 729	73 516 376	5 401 938	1 313 637	134 915	4.9	7.1
423310	Lumber, plywood, millwork, and wood panel merchant wholesalers . . . . .	8 729	73 516 376	5 401 938	1 313 637	134 915	4.9	7.1
42332	Brick, stone, and related construction material merchant wholesalers . . . . .	3 568	14 806 268	1 224 550	279 528	30 472	8.6	13.1
423320	Brick, stone, and related construction material merchant wholesalers . . . . .	3 568	14 806 268	1 224 550	279 528	30 472	8.6	13.1
42333	Roofing, siding, and insulation material merchant wholesalers . . . . .	2 487	15 421 926	1 349 571	312 164	31 293	3.9	6.4
423330	Roofing, siding, and insulation material merchant wholesalers . . . . .	2 487	15 421 926	1 349 571	312 164	31 293	3.9	6.4
42339	Other construction material merchant wholesalers . . . . .	3 050	9 907 962	1 180 069	282 954	31 469	8.0	15.7
423390	Other construction material merchant wholesalers . . . . .	3 050	9 907 962	1 180 069	282 954	31 469	8.0	15.7
42495	Paint, varnish, and supplies merchant wholesalers . . . . .	2 311	10 035 089	908 367	223 898	22 280	2.9	4.5
424950	Paint, varnish, and supplies merchant wholesalers . . . . .	2 311	10 035 089	908 367	223 898	22 280	2.9	4.5
<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES</b>								
4233	Lumber and other construction material merchant wholesalers . . . . .	16 636	94 154 225	8 151 043	1 938 122	205 591	6.6	7.7
42331	Lumber, plywood, millwork, and wood panel merchant wholesalers . . . . .	8 367	63 019 550	4 866 533	1 176 970	123 094	5.7	7.1
423310	Lumber, plywood, millwork, and wood panel merchant wholesalers . . . . .	8 367	63 019 550	4 866 533	1 176 970	123 094	5.7	7.1
42332	Brick, stone, and related construction material merchant wholesalers . . . . .	3 002	9 113 885	1 004 978	228 162	25 287	13.5	13.5
423320	Brick, stone, and related construction material merchant wholesalers . . . . .	3 002	9 113 885	1 004 978	228 162	25 287	13.5	13.5
42333	Roofing, siding, and insulation material merchant wholesalers . . . . .	2 354	13 889 864	1 243 380	286 633	29 081	4.2	5.9
423330	Roofing, siding, and insulation material merchant wholesalers . . . . .	2 354	13 889 864	1 243 380	286 633	29 081	4.2	5.9
42339	Other construction material merchant wholesalers . . . . .	2 913	8 130 926	1 036 152	246 357	28 129	9.7	9.3
423390	Other construction material merchant wholesalers . . . . .	2 913	8 130 926	1 036 152	246 357	28 129	9.7	9.3
42495	Paint, varnish, and supplies merchant wholesalers . . . . .	2 042	5 226 174	676 053	166 152	17 677	5.7	6.0
424950	Paint, varnish, and supplies merchant wholesalers . . . . .	2 042	5 226 174	676 053	166 152	17 677	5.7	6.0
<b>MANUFACTURERS' SALES BRANCHES AND OFFICES</b>								
4233	Lumber and other construction material merchant wholesalers . . . . .	1 198	19 498 307	1 005 085	250 161	22 558	—	12.3
42331	Lumber, plywood, millwork, and wood panel merchant wholesalers . . . . .	362	10 496 826	535 405	136 667	11 821	—	7.1
423310	Lumber, plywood, millwork, and wood panel merchant wholesalers . . . . .	362	10 496 826	535 405	136 667	11 821	—	7.1
42332	Brick, stone, and related construction material merchant wholesalers . . . . .	566	5 692 383	219 572	51 366	5 185	—	12.3
423320	Brick, stone, and related construction material merchant wholesalers . . . . .	566	5 692 383	219 572	51 366	5 185	—	12.3
42333	Roofing, siding, and insulation material merchant wholesalers . . . . .	133	1 532 062	106 191	25 531	2 212	—	10.1
423330	Roofing, siding, and insulation material merchant wholesalers . . . . .	133	1 532 062	106 191	25 531	2 212	—	10.1
42339	Other construction material merchant wholesalers . . . . .	137	1 777 036	143 917	36 597	3 340	—	44.7
423390	Other construction material merchant wholesalers . . . . .	137	1 777 036	143 917	36 597	3 340	—	44.7
42495	Paint, varnish, and supplies merchant wholesalers . . . . .	269	4 808 915	232 314	57 746	4 603	—	2.8
424950	Paint, varnish, and supplies merchant wholesalers . . . . .	269	4 808 915	232 314	57 746	4 603	—	2.8

<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>					
4213	Lumber and other construction material wholesalers . . . . . 2002..	18 965	122 326 599	9 359 008	232 157
	1997..	14 267	89 175 875	5 296 176	155 535
42131	Lumber, plywood, millwork, and wood panel wholesalers . . . . . 2002..	9 231	78 525 554	5 506 468	136 861
	1997..	6 767	60 455 924	3 126 436	88 905
421310	Lumber, plywood, millwork, and wood panel wholesalers . . . . . 2002..	9 231	78 525 554	5 506 468	136 861
	1997..	6 767	60 455 924	3 126 436	88 905
42132	Brick, stone, and related construction material wholesalers . . . . . 2002..	3 697	15 400 713	1 240 315	30 882
	1997..	3 026	10 711 750	761 681	23 753
421320	Brick, stone, and related construction material wholesalers . . . . . 2002..	3 697	15 400 713	1 240 315	30 882
	1997..	3 026	10 711 750	761 681	23 753
42133	Roofing, siding, and insulation material wholesalers . . . . . 2002..	2 669	16 894 817	1 383 355	31 927
	1997..	1 584	9 811 545	601 826	16 402
421330	Roofing, siding, and insulation material wholesalers . . . . . 2002..	2 669	16 894 817	1 383 355	31 927
	1997..	1 584	9 811 545	601 826	16 402
42139	Other construction material wholesalers . . . . . 2002..	3 368	11 505 515	1 228 870	32 487
	1997..	2 890	8 196 656	806 233	26 475
421390	Other construction material wholesalers . . . . . 2002..	3 368	11 505 515	1 228 870	32 487
	1997..	2 890	8 196 656	806 233	26 475
42295	Paint, varnish, and supplies wholesalers . . . . . 2002..	2 468	10 884 861	933 716	22 776
	1997..	2 192	7 510 467	676 404	19 917
422950	Paint, varnish, and supplies wholesalers . . . . . 2002..	2 468	10 884 861	933 716	22 776
	1997..	2 192	7 510 467	676 404	19 917
<b>MERCHANT WHOLESALERS</b>					
4213	Lumber and other construction material wholesalers . . . . . 2002..	16 636	94 154 225	8 151 043	205 591
	1997..	11 142	61 302 570	4 167 547	125 574
42131	Lumber, plywood, millwork, and wood panel wholesalers . . . . . 2002..	8 367	63 019 550	4 866 533	123 094
	1997..	5 636	46 426 349	2 598 366	75 730
421310	Lumber, plywood, millwork, and wood panel wholesalers . . . . . 2002..	8 367	63 019 550	4 866 533	123 094
	1997..	5 636	46 426 349	2 598 366	75 730
42132	Brick, stone, and related construction material wholesalers . . . . . 2002..	3 002	9 113 885	1 004 978	25 287
	1997..	2 094	4 444 476	502 387	15 737
421320	Brick, stone, and related construction material wholesalers . . . . . 2002..	3 002	9 113 885	1 004 978	25 287
	1997..	2 094	4 444 476	502 387	15 737
42133	Roofing, siding, and insulation material wholesalers . . . . . 2002..	2 354	13 889 864	1 243 380	29 081
	1997..	1 069	5 203 479	430 481	12 661
421330	Roofing, siding, and insulation material wholesalers . . . . . 2002..	2 354	13 889 864	1 243 380	29 081
	1997..	1 069	5 203 479	430 481	12 661
42139	Other construction material wholesalers . . . . . 2002..	2 913	8 130 926	1 036 152	28 129
	1997..	2 343	5 228 266	636 313	21 446
421390	Other construction material wholesalers . . . . . 2002..	2 913	8 130 926	1 036 152	28 129
	1997..	2 343	5 228 266	636 313	21 446
42295	Paint, varnish, and supplies wholesalers . . . . . 2002..	2 042	5 226 174	676 053	17 677
	1997..	1 630	3 370 442	454 352	14 611
422950	Paint, varnish, and supplies wholesalers . . . . . 2002..	2 042	5 226 174	676 053	17 677
	1997..	1 630	3 370 442	454 352	14 611

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>	
4233		<b>WHOLESALE TRADE</b>						
		Lumber and other construction materials merchant wholesalers .....	17 834	X	113 652 532	X	100.0	77.3
10100		New and used automobiles, motorcycles, and trailers .....	16	64 097	23 830	37.2	Z	X
10200		New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	48	239 243	29 352	12.3	Z	X
10400		Household and lawn furniture .....	17	36 658	1 582	4.3	Z	X
10420		Office and business furniture .....	6	1 724	271	15.7	Z	X
10520		Linens, domestics, curtains, and draperies .....	21	73 361	5 921	8.1	Z	32.6
10523		Shades and blinds .....	11	48 008	1 847	3.8	Z	X
10524		Towels and washcloths .....	8	22 607	4 074	18.0	Z	X
10530		Flooring and floor coverings .....	563	7 871 379	298 180	3.8	.3	X
10540		Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	44	99 905	10 764	10.8	Z	X
10600		Rough, dressed, and finished dimensional lumber .....	5 110	55 629 639	29 168 116	52.4	25.7	72.9
10611		Untreated lumber .....	3 845	46 298 297	19 842 897	42.9	17.5	X
10612		Treated lumber .....	2 301	31 536 350	3 955 997	12.5	3.5	X
10613		Boards .....	2 223	29 402 049	5 369 222	18.3	4.7	X
10620		Plywood and millwork .....	8 384	72 816 372	38 122 155	52.4	33.5	73.3
10621		Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	2 615	39 992 695	6 986 290	17.5	6.1	X
10622		Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	2 604	31 277 595	6 295 843	20.1	5.5	X
10623		Gypsum, waterboard, and other specialty boards .....	1 933	25 516 843	3 683 816	14.4	3.2	X
10624		Wood millwork, including moldings, doors, windows, and cabinets .....	5 246	48 878 332	18 485 281	37.8	16.3	X
10625		Metal millwork .....	569	8 262 028	730 526	8.8	.6	X
10626		Trusses, wood siding, and wood shingles .....	1 204	18 931 015	1 931 574	10.2	1.7	X
10700		Concrete, cement, sand, gravel, stone, brick, block, and tile .....	4 388	27 548 563	14 930 128	54.2	13.1	61.0
10711		Ready-mixed or transit-mixed concrete .....	408	7 511 936	207 383	2.8	.2	X
10712		Cement and lime .....	1 115	12 361 674	5 430 822	43.9	4.8	X
10713		Sand, gravel, and crushed stone .....	1 534	4 547 759	3 031 905	66.7	2.7	X
10714		Brick, block, tile, and clay or cement sewer pipe .....	1 982	8 924 485	6 256 899	70.1	5.5	X
10720		Nonwood roofing, nonwood siding, and insulation materials .....	4 555	38 016 519	15 738 814	41.4	13.8	73.3
10721		Nonwood roofing .....	2 844	29 770 527	8 703 401	29.2	7.7	X
10722		Nonwood siding .....	2 527	24 355 991	3 678 505	15.1	3.2	X
10723		Insulation materials .....	2 947	28 231 368	3 356 908	11.9	3.0	X
10730		Flat glass and other construction glass .....	1 019	4 147 565	1 511 171	36.4	1.3	X
10740		Other construction products and materials .....	3 829	26 691 387	8 128 619	30.5	7.2	50.4
10741		Rain-carrying equipment, including gutters and down spouts .....	919	8 498 738	1 076 145	12.7	.9	X
10742		Prefabricated buildings and non-wood structural assemblies .....	565	2 096 684	1 235 914	58.9	1.1	X
10743		Manufactured mobile homes .....	318	735 554	574 309	78.1	.5	X
10744		Other construction materials, including house wraps, vapor barriers, and construction papers .....	2 480	22 208 864	5 242 251	23.6	4.6	X
10950		Packaged computer software, including game software and cartridges ..	9	20 382	277	1.4	Z	X
10960		Restaurant and hotel equipment and supplies .....	6	5 143	146	2.8	Z	X
10970		Store machines and equipment .....	23	53 388	9 958	18.7	Z	61.9
10972		Other store machines and equipment .....	23	53 388	9 958	18.7	Z	X
11000		Medical, hospital, and surgical supplies .....	6	8 619	2 483	28.8	Z	X
11100		Semi-finished iron and steel products .....	39	266 193	36 982	13.9	Z	37.6
11113		Rough castings and foundry products .....	12	47 451	14 461	30.5	Z	X
11116		Other semi-finished iron and steel products .....	19	111 839	4 109	3.7	Z	X
11120		Flat iron and steel products .....	347	4 559 445	244 027	5.4	.2	X
11140		Iron and steel wire and wire products .....	524	7 254 021	300 955	4.1	.3	X
11150		Iron and steel pipes and tubing .....	109	943 695	93 401	9.9	.1	X
11160		Other iron and steel products .....	479	9 505 910	480 380	5.1	.4	X
11170		Alloy steel .....	23	100 126	9 658	9.6	Z	X
11180		Stainless steel .....	33	215 020	4 632	2.2	Z	69.7
11183		Sheets .....	19	156 041	860	.6	Z	X
11185		Other stainless steel, including tubing .....	10	35 009	1 886	5.4	Z	X
11200		Copper and brass .....	46	235 879	8 281	3.5	Z	58.5
11212		Flat products, including sheets, strips, and plates .....	27	166 843	4 147	2.5	Z	X
11213		Tubular products .....	36	205 062	2 871	1.4	Z	X
11220		Aluminum shapes and forms, including pipes and tubing .....	291	1 655 563	119 359	7.2	.1	X
11400		Electrical apparatus and equipment .....	216	1 176 240	46 941	4.0	Z	X
11500		Electric household appliances, including gas clothes dryers .....	61	753 449	43 465	5.8	Z	X
11600		Electronic parts and equipment, excluding communications equipment ..	78	3 725 281	29 710	.8	Z	X
11650		Communications equipment and supplies .....	8	24 236	1 239	5.1	Z	X
11700		Hardware .....	1 751	15 780 708	1 116 456	7.1	1.0	X
11800		Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	317	5 921 416	159 431	2.7	.1	X
11900		Forced air heating and air-conditioning equipment and supplies .....	246	2 552 795	119 577	4.7	.1	X
12000		Refrigeration equipment and supplies, including commercial refrigerators .....	39	86 488	7 355	8.5	Z	X
12100		Construction and mining machinery and equipment, including parts and attachments .....	40	114 356	21 179	18.5	Z	X
12200		Farm machinery, equipment, and parts .....	31	65 821	5 852	8.9	Z	55.1
12211		New farm tractors .....	6	6 651	132	2.0	Z	X
12214		New dairy farm and barn equipment .....	9	16 732	509	3.0	Z	X
12216		Other new farm machinery and equipment .....	12	34 317	2 662	7.8	Z	X
12218		Used farm machinery and equipment .....	17	21 700	785	3.6	Z	X
12220		Lawn and garden machinery, equipment, and parts .....	33	117 894	3 344	2.8	Z	X
12320		General-purpose industrial machinery, equipment, and parts .....	71	300 954	41 761	13.9	Z	X
12330		Metalworking machinery, equipment, and parts .....	16	58 539	5 467	9.3	Z	X
12340		Materials handling machinery, equipment, and parts .....	17	47 432	6 011	12.7	Z	X
12360		Other industrial machinery, equipment, and parts .....	7	24 534	5 762	23.5	Z	X
12380		Industrial valves and fittings, excluding hydraulic valves and fittings .....	22	83 224	7 543	9.1	Z	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>	
		<b>WHOLESALE TRADE—Con.</b>						
4233		Lumber and other construction materials merchant wholesalers—Con.						
	12440	Welding supplies, excluding gases . . . . .	8	14 081	545	3.9	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods . . . . .	256	1 267 290	37 129	2.9	Z	X
	12520	Janitorial equipment and supplies . . . . .	6	5 579	387	6.9	Z	X
	12700	Sporting and recreational goods and supplies . . . . .	17	52 964	3 722	7.0	Z	X
	12800	Toys and hobby goods and supplies . . . . .	6	5 519	891	16.1	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties . . . . .	238	5 679 183	272 955	4.8	.2	X
	13150	Miscellaneous durable goods . . . . .	27	157 506	21 254	13.5	Z	X
	13300	Office paper, office supplies, greeting cards, and labels . . . . .	10	13 963	2 554	18.3	Z	X
	13400	Paper and plastic products . . . . .	9	12 173	4 012	33.0	Z	51.5
	13415	Other paper and plastic products . . . . .	7	11 829	3 943	33.3	Z	X
	15300	Plastics materials and basic shapes . . . . .	635	9 113 956	356 509	3.9	.3	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	985	11 825 080	247 057	2.1	.2	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP) . . . . .	15	13 212	383	2.9	Z	41.8
	15418	Lubricating oil and greases . . . . .	15	13 212	383	2.9	Z	X
	15800	Farm supplies . . . . .	59	685 100	80 481	11.7	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies . . . . .	552	7 834 366	125 018	1.6	.1	X
	16110	Flowers and florists' supplies . . . . .	8	15 334	5 233	34.1	Z	X
	16120	Art goods, including novelties and souvenirs . . . . .	6	5 371	622	11.6	Z	X
	16150	Wigs, yarns, and leather products . . . . .	18	261 820	26 381	10.1	Z	X
	19700	Service receipts and labor charges, including installed parts . . . . .	1 265	8 337 675	334 530	4.0	.3	72.4
	19701	Labor charges for repair work . . . . .	375	1 428 149	67 575	4.7	.1	X
	19702	Parts installed in repair work . . . . .	231	1 298 615	29 877	2.3	Z	X
	19703	Other service receipts and labor charges . . . . .	851	6 370 504	237 078	3.7	.2	X
	19720	Receipts for service contracts . . . . .	12	75 057	4 828	6.4	Z	X
	19740	Receipts for installing equipment . . . . .	70	272 472	17 343	6.4	Z	X
	19810	Miscellaneous commodities . . . . .	960	13 359 079	992 308	7.4	.9	X
	19940	Rental and operating lease receipts . . . . .	167	720 554	37 884	5.3	Z	X
	19950	Construction receipts . . . . .	255	979 094	144 701	14.8	.1	X
42331		Lumber, plywood, millwork, and wood panel merchant wholesalers . . . . .	8 729	X	73 516 376	X	100.0	79.7
	10100	New and used automobiles, motorcycles, and trailers . . . . .	7	21 030	5 915	28.1	Z	X
	10400	Household and lawn furniture . . . . .	7	10 843	329	3.0	Z	X
	10520	Linens, domestics, curtains, and draperies . . . . .	18	59 921	2 300	3.8	Z	28.0
	10523	Shades and blinds . . . . .	11	48 008	1 847	3.8	Z	X
	10530	Flooring and floor coverings . . . . .	403	6 993 413	225 202	3.2	.3	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils . . . . .	25	56 517	3 286	5.8	Z	X
	10600	Rough, dressed, and finished dimensional lumber . . . . .	4 727	52 061 610	28 890 390	55.5	39.3	75.7
	10611	Untreated lumber . . . . .	3 715	45 042 325	19 758 401	43.9	26.9	X
	10612	Treated lumber . . . . .	2 100	29 401 606	3 845 407	13.1	5.2	X
	10613	Boards . . . . .	2 115	28 365 440	5 286 582	18.6	7.2	X
	10620	Plywood and millwork . . . . .	6 827	63 310 259	36 674 156	57.9	49.9	76.4
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) . . . . .	2 266	37 455 852	6 897 906	18.4	9.4	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard . . . . .	2 390	29 725 420	6 217 531	20.9	8.5	X
	10623	Gypsum, waterboard, and other specialty boards . . . . .	1 662	23 100 243	3 492 199	15.1	4.8	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets . . . . .	4 163	42 120 418	17 524 520	41.6	23.8	X
	10625	Metal millwork . . . . .	492	7 544 438	663 435	8.8	.9	X
	10626	Trusses, wood siding, and wood shingles . . . . .	1 047	17 514 618	1 878 565	10.7	2.6	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	550	10 945 441	487 787	4.5	.7	67.7
	10711	Ready-mixed or transit-mixed concrete . . . . .	196	6 227 746	107 072	1.7	.1	X
	10712	Cement and lime . . . . .	218	6 214 319	325 791	5.2	.4	X
	10713	Sand, gravel, and crushed stone . . . . .	76	484 334	9 179	1.9	Z	X
	10714	Brick, block, tile, and clay or cement sewer pipe . . . . .	188	1 735 386	45 745	2.6	.1	X
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	1 603	20 977 909	2 546 646	12.1	3.5	77.1
	10721	Nonwood roofing . . . . .	976	16 762 373	1 133 413	6.8	1.5	X
	10722	Nonwood siding . . . . .	848	14 395 115	844 606	5.9	1.1	X
	10723	Insulation materials . . . . .	1 066	16 426 637	568 627	3.5	.8	X
	10730	Flat glass and other construction glass . . . . .	231	1 625 847	91 242	5.6	.1	X
	10740	Other construction products and materials . . . . .	765	14 421 327	927 119	6.4	1.3	68.2
	10741	Rain-carrying equipment, including gutters and down spouts . . . . .	143	4 784 475	49 309	1.0	.1	X
	10742	Prefabricated buildings and non-wood structural assemblies . . . . .	48	298 323	42 157	14.1	.1	X
	10743	Manufactured mobile homes . . . . .	7	83 075	117	.1	Z	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	695	14 041 018	835 536	6.0	1.1	X
	10970	Store machines and equipment . . . . .	21	50 634	9 132	18.0	Z	63.1
	10972	Other store machines and equipment . . . . .	21	50 634	9 132	18.0	Z	X
	11100	Semi-finished iron and steel products . . . . .	7	104 820	16 101	15.4	Z	X
	11120	Flat iron and steel products . . . . .	222	3 698 368	116 193	3.1	.2	X
	11140	Iron and steel wire and wire products . . . . .	251	5 181 449	121 083	2.3	.2	X
	11150	Iron and steel pipes and tubing . . . . .	54	721 603	56 303	7.8	.1	X
	11160	Other iron and steel products . . . . .	308	8 527 309	368 407	4.3	.5	X
	11170	Alloy steel . . . . .	11	45 698	4 333	9.5	Z	27.6
	11175	Other alloy steel . . . . .	9	42 059	3 943	9.4	Z	X
	11200	Copper and brass . . . . .	6	16 552	986	6.0	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing . . . . .	83	478 477	19 502	4.1	Z	X
	11400	Electrical apparatus and equipment . . . . .	96	736 879	30 382	4.1	Z	X
	11500	Electric household appliances, including gas clothes dryers . . . . .	44	679 405	41 892	6.2	.1	X
	11600	Electronic parts and equipment, excluding communications equipment . . . . .	32	3 450 747	16 401	.5	Z	X
	11700	Hardware . . . . .	961	11 502 682	784 929	6.8	1.1	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>	
		<b>WHOLESALE TRADE—Con.</b>						
42331		Lumber, plywood, millwork, and wood panel merchant wholesalers—Con.						
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	208	4 933 052	108 893	2.2	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies	133	2 015 762	47 335	2.3	.1	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	18	37 788	3 286	8.7	Z	X
	12220	Lawn and garden machinery, equipment, and parts	16	55 922	787	1.4	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	9	8 543	1 643	19.2	Z	X
	12340	Materials handling machinery, equipment, and parts	8	25 544	5 143	20.1	Z	X
	12360	Other industrial machinery, equipment, and parts	7	24 534	5 762	23.5	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	63	323 989	10 228	3.2	Z	X
	12700	Sporting and recreational goods and supplies	15	51 862	3 722	7.2	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties	218	5 548 136	269 695	4.9	.4	X
	13150	Miscellaneous durable goods	10	38 175	1 459	3.8	Z	X
	13400	Paper and plastic products	7	11 829	3 943	33.3	Z	52.3
	13415	Other paper and plastic products	7	11 829	3 943	33.3	Z	X
	15300	Plastics materials and basic shapes	393	7 681 789	263 124	3.4	.4	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	385	8 478 157	101 849	1.2	.1	X
	15800	Farm supplies	13	507 671	64 075	12.6	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	325	6 508 476	77 371	1.2	.1	X
	16150	Wigs, yarns, and leather products	14	249 565	24 866	10.0	Z	X
	19700	Service receipts and labor charges, including installed parts	575	5 718 242	159 128	2.8	.2	74.4
	19701	Labor charges for repair work	145	566 726	32 126	5.7	Z	X
	19702	Parts installed in repair work	124	878 504	14 094	1.6	Z	X
	19703	Other service receipts and labor charges	382	4 550 432	112 908	2.5	.2	X
	19740	Receipts for installing equipment	20	63 089	11 501	18.2	Z	X
	19810	Miscellaneous commodities	574	11 592 170	812 952	7.0	1.1	X
	19940	Rental and operating lease receipts	25	115 131	1 432	1.2	Z	X
	19950	Construction receipts	133	591 353	73 540	12.4	.1	X
423310		Lumber, plywood, millwork, and wood panel merchant wholesalers	8 729	X	73 516 376	X	100.0	79.7
	10100	New and used automobiles, motorcycles, and trailers	7	21 030	5 915	28.1	Z	X
	10400	Household and lawn furniture	7	10 843	329	3.0	Z	X
	10520	Linens, domestics, curtains, and draperies	18	59 921	2 300	3.8	Z	28.0
	10523	Shades and blinds	11	48 008	1 847	3.8	Z	X
	10530	Flooring and floor coverings	403	6 993 413	225 202	3.2	.3	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	25	56 517	3 286	5.8	Z	X
	10600	Rough, dressed, and finished dimensional lumber	4 727	52 061 610	28 890 390	55.5	39.3	75.7
	10611	Untreated lumber	3 715	45 042 325	19 758 401	43.9	26.9	X
	10612	Treated lumber	2 100	29 401 606	3 845 407	13.1	5.2	X
	10613	Boards	2 115	28 365 440	5 286 582	18.6	7.2	X
	10620	Plywood and millwork	6 827	63 310 259	36 674 156	57.9	49.9	76.4
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	2 266	37 455 852	6 897 906	18.4	9.4	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	2 390	29 725 420	6 217 531	20.9	8.5	X
	10623	Gypsum, waterboard, and other specialty boards	1 662	23 100 243	3 492 199	15.1	4.8	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	4 163	42 120 418	17 524 220	41.6	23.8	X
	10625	Metal millwork	492	7 544 438	663 435	8.8	.9	X
	10626	Trusses, wood siding, and wood shingles	1 047	17 514 618	1 878 565	10.7	2.6	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	550	10 945 441	487 787	4.5	.7	67.7
	10711	Ready-mixed or transit-mixed concrete	196	6 227 746	107 072	1.7	.1	X
	10712	Cement and lime	218	6 214 319	325 791	5.2	.4	X
	10713	Sand, gravel, and crushed stone	76	484 334	9 179	1.9	Z	X
	10714	Brick, block, tile, and clay or cement sewer pipe	188	1 735 386	45 745	2.6	.1	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	1 603	20 977 909	2 546 646	12.1	3.5	77.1
	10721	Nonwood roofing	976	16 762 373	1 133 413	6.8	1.5	X
	10722	Nonwood siding	848	14 395 115	844 606	5.9	1.1	X
	10723	Insulation materials	1 066	16 426 637	568 627	3.5	.8	X
	10730	Flat glass and other construction glass	231	1 625 847	91 242	5.6	.1	X
	10740	Other construction products and materials	765	14 421 327	927 119	6.4	1.3	68.2
	10741	Rain-carrying equipment, including gutters and down spouts	143	4 784 475	49 309	1.0	.1	X
	10742	Prefabricated buildings and non-wood structural assemblies	48	298 323	42 157	14.1	.1	X
	10743	Manufactured mobile homes	7	83 075	117	.1	Z	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers	695	14 041 018	835 536	6.0	1.1	X
	10970	Store machines and equipment	21	50 634	9 132	18.0	Z	63.1
	10972	Other store machines and equipment	21	50 634	9 132	18.0	Z	X
	11100	Semi-finished iron and steel products	7	104 820	16 101	15.4	Z	X
	11120	Flat iron and steel products	222	3 698 368	116 193	3.1	.2	X
	11140	Iron and steel wire and wire products	251	5 181 449	121 083	2.3	.2	X
	11150	Iron and steel pipes and tubing	54	721 603	56 303	7.8	.1	X
	11160	Other iron and steel products	308	8 527 309	368 407	4.3	.5	X
	11170	Alloy steel	11	45 698	4 333	9.5	Z	27.6
	11175	Other alloy steel	9	42 059	3 943	9.4	Z	X
	11200	Copper and brass	6	16 552	986	6.0	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing	83	478 477	19 502	4.1	Z	X
	11400	Electrical apparatus and equipment	96	736 879	30 382	4.1	Z	X
	11500	Electric household appliances, including gas clothes dryers	44	679 405	41 892	6.2	.1	X
	11600	Electronic parts and equipment, excluding communications equipment	32	3 450 747	16 401	.5	Z	X
	11700	Hardware	961	11 502 682	784 929	6.8	1.1	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>	
		<b>WHOLESALE TRADE—Con.</b>						
423310		Lumber, plywood, millwork, and wood panel merchant wholesalers—Con.						
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	208	4 933 052	108 893	2.2	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies	133	2 015 762	47 335	2.3	.1	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	18	37 788	3 286	8.7	Z	X
	12220	Lawn and garden machinery, equipment, and parts	16	55 922	787	1.4	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	9	8 543	1 643	19.2	Z	X
	12340	Materials handling machinery, equipment, and parts	8	25 544	5 143	20.1	Z	X
	12360	Other industrial machinery, equipment, and parts	7	24 534	5 762	23.5	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	63	323 989	10 228	3.2	Z	X
	12700	Sporting and recreational goods and supplies	15	51 862	3 722	7.2	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties	218	5 548 136	269 695	4.9	.4	X
	13150	Miscellaneous durable goods	10	38 175	1 459	3.8	Z	X
	13400	Paper and plastic products	7	11 829	3 943	33.3	Z	52.3
	13415	Other paper and plastic products	7	11 829	3 943	33.3	Z	X
	15300	Plastics materials and basic shapes	393	7 681 789	263 124	3.4	.4	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	385	8 478 157	101 849	1.2	.1	X
	15800	Farm supplies	13	507 671	64 075	12.6	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	325	6 508 476	77 371	1.2	.1	X
	16150	Wigs, yarns, and leather products	14	249 565	24 866	10.0	Z	X
	19700	Service receipts and labor charges, including installed parts	575	5 718 242	159 128	2.8	.2	74.4
	19701	Labor charges for repair work	145	566 726	32 126	5.7	Z	X
	19702	Parts installed in repair work	124	878 504	14 094	1.6	Z	X
	19703	Other service receipts and labor charges	382	4 550 432	112 908	2.5	.2	X
	19740	Receipts for installing equipment	20	63 089	11 501	18.2	Z	X
	19810	Miscellaneous commodities	574	11 592 170	812 952	7.0	1.1	X
	19940	Rental and operating lease receipts	25	115 131	1 432	1.2	Z	X
	19950	Construction receipts	133	591 353	73 540	12.4	.1	X
42332		Brick, stone, and related construction material merchant wholesalers	3 568	X	14 806 268	X	100.0	67.0
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	11	4 264	698	16.4	Z	43.9
	10223	Other automotive parts and supplies	8	4 045	674	16.7	Z	X
	10400	Household and lawn furniture	8	20 927	1 046	5.0	Z	X
	10530	Flooring and floor coverings	71	234 328	44 179	18.9	.3	X
	10600	Rough, dressed, and finished dimensional lumber	34	107 434	13 123	12.2	.1	67.0
	10611	Untreated lumber	19	47 208	7 686	16.3	.1	X
	10612	Treated lumber	21	76 794	5 055	6.6	Z	X
	10613	Boards	8	17 069	382	2.2	Z	X
	10620	Plywood and millwork	94	276 577	43 139	15.6	.3	55.4
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	16	33 211	1 218	3.7	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	12	18 174	1 486	8.2	Z	X
	10623	Gypsum, waterboard, and other specialty boards	72	225 350	34 742	15.4	.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	26	73 473	4 418	6.0	Z	X
	10626	Trusses, wood siding, and wood shingles	6	24 375	917	3.8	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	3 568	14 806 268	14 327 770	96.8	96.8	54.5
	10711	Ready-mixed or transit-mixed concrete	143	703 107	78 266	11.1	.5	X
	10712	Cement and lime	788	5 566 544	5 052 984	90.8	34.1	X
	10713	Sand, gravel, and crushed stone	1 385	3 628 489	3 016 978	83.1	20.4	X
	10714	Brick, block, tile, and clay or cement sewer pipe	1 734	6 664 160	6 179 542	92.7	41.7	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	82	314 203	47 097	15.0	.3	45.5
	10721	Nonwood roofing	40	186 703	34 205	18.3	.2	X
	10722	Nonwood siding	18	57 473	7 116	12.4	Z	X
	10723	Insulation materials	41	141 495	5 776	4.1	Z	X
	10730	Flat glass and other construction glass	10	25 154	327	1.3	Z	X
	10740	Other construction products and materials	78	295 109	58 468	19.8	.4	25.5
	10741	Rain-carrying equipment, including gutters and down spouts	12	38 033	2 612	6.9	Z	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers	73	286 749	55 856	19.5	.4	X
	11120	Flat iron and steel products	23	51 910	2 875	5.5	Z	X
	11140	Iron and steel wire and wire products	38	123 318	5 464	4.4	Z	X
	11150	Iron and steel pipes and tubing	9	34 714	2 480	7.1	Z	27.8
	11152	Tubing	9	34 714	2 480	7.1	Z	X
	11160	Other iron and steel products	33	102 919	12 565	12.2	.1	X
	11200	Copper and brass	6	24 447	891	3.6	Z	39.5
	11213	Tubular products	6	24 447	891	3.6	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing	18	75 249	12 281	16.3	.1	X
	11400	Electrical apparatus and equipment	9	12 092	2 411	19.9	Z	X
	11600	Electronic parts and equipment, excluding communications equipment	6	5 642	95	1.7	Z	X
	11700	Hardware	70	155 783	5 308	3.4	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	27	79 569	8 802	11.1	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies	14	34 337	3 970	11.6	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	8	12 151	3 641	30.0	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	8	52 438	10 011	19.1	.1	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	6	27 818	4 804	17.3	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	25	38 646	5 632	14.6	Z	X
	12520	Janitorial equipment and supplies	6	5 579	387	6.9	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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			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>						
42332		Brick, stone, and related construction material merchant wholesalers—Con.						
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties	9	21 873	204	.9	Z	X
	15300	Plastics materials and basic shapes	26	52 866	4 522	8.6	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	147	319 272	36 200	11.3	.2	X
	15800	Farm supplies	6	13 950	3 111	22.3	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	31	142 109	15 797	11.1	.1	45.3
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	27	97 030	12 967	13.4	.1	X
	16014	Paint supplies	9	64 807	1 490	2.3	Z	X
	19700	Service receipts and labor charges, including installed parts	154	482 915	46 871	9.7	.3	58.7
	19701	Labor charges for repair work	25	46 600	2 861	6.1	Z	X
	19702	Parts installed in repair work	16	31 865	1 170	3.7	Z	X
	19703	Other service receipts and labor charges	127	446 163	42 840	9.6	.3	X
	19810	Miscellaneous commodities	94	239 859	16 701	7.0	.1	X
	19940	Rental and operating lease receipts	52	181 774	10 238	5.6	.1	X
	19950	Construction receipts	42	82 098	24 416	29.7	.2	X
423320		Brick, stone, and related construction material merchant wholesalers	3 568	X	14 806 268	X	100.0	67.0
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	11	4 264	698	16.4	Z	43.9
	10223	Other automotive parts and supplies	8	4 045	674	16.7	Z	X
	10400	Household and lawn furniture	8	20 927	1 046	5.0	Z	X
	10530	Flooring and floor coverings	71	234 328	44 179	18.9	.3	X
	10600	Rough, dressed, and finished dimensional lumber	34	107 434	13 123	12.2	.1	67.0
	10611	Untreated lumber	19	47 208	7 686	16.3	.1	X
	10612	Treated lumber	21	76 794	5 055	6.6	Z	X
	10613	Boards	8	17 069	382	2.2	Z	X
	10620	Plywood and millwork	94	276 577	43 139	15.6	.3	55.4
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	16	33 211	1 218	3.7	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	12	18 174	1 486	8.2	Z	X
	10623	Gypsum, waterboard, and other specialty boards	72	225 350	34 742	15.4	.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	26	73 473	4 418	6.0	Z	X
	10626	Trusses, wood siding, and wood shingles	6	24 375	917	3.8	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	3 568	14 806 268	14 327 770	96.8	96.8	54.5
	10711	Ready-mixed or transit-mixed concrete	143	703 107	78 266	11.1	.5	X
	10712	Cement and lime	788	5 566 544	5 052 984	90.8	34.1	X
	10713	Sand, gravel, and crushed stone	1 385	3 628 489	3 016 978	83.1	20.4	X
	10714	Brick, block, tile, and clay or cement sewer pipe	1 734	6 664 160	6 179 542	92.7	41.7	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	82	314 203	47 097	15.0	.3	45.5
	10721	Nonwood roofing	40	186 703	34 205	18.3	.2	X
	10722	Nonwood siding	18	57 473	7 116	12.4	Z	X
	10723	Insulation materials	41	141 495	5 776	4.1	Z	X
	10730	Flat glass and other construction glass	10	25 154	327	1.3	Z	X
	10740	Other construction products and materials	78	295 109	58 468	19.8	.4	25.5
	10741	Rain-carrying equipment, including gutters and down spouts	12	38 033	2 612	6.9	Z	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers	73	286 749	55 856	19.5	.4	X
	11120	Flat iron and steel products	23	51 910	2 875	5.5	Z	X
	11140	Iron and steel wire and wire products	38	123 318	5 464	4.4	Z	X
	11150	Iron and steel pipes and tubing	9	34 714	2 480	7.1	Z	27.8
	11152	Tubing	9	34 714	2 480	7.1	Z	X
	11160	Other iron and steel products	33	102 919	12 565	12.2	.1	X
	11200	Copper and brass	6	24 447	891	3.6	Z	39.5
	11213	Tubular products	6	24 447	891	3.6	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing	18	75 249	12 281	16.3	.1	X
	11400	Electrical apparatus and equipment	9	12 092	2 411	19.9	Z	X
	11600	Electronic parts and equipment, excluding communications equipment	6	5 642	95	1.7	Z	X
	11700	Hardware	70	155 783	5 308	3.4	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	27	79 569	8 802	11.1	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies	14	34 337	3 970	11.6	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	8	12 151	3 641	30.0	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	8	52 438	10 011	19.1	.1	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	6	27 818	4 804	17.3	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	25	38 646	5 632	14.6	Z	X
	12520	Janitorial equipment and supplies	6	5 579	387	6.9	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties	9	21 873	204	.9	Z	X
	15300	Plastics materials and basic shapes	26	52 866	4 522	8.6	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	147	319 272	36 200	11.3	.2	X
	15800	Farm supplies	6	13 950	3 111	22.3	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	31	142 109	15 797	11.1	.1	45.3
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	27	97 030	12 967	13.4	.1	X
	16014	Paint supplies	9	64 807	1 490	2.3	Z	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—		
						Estab-lishments with the product line	All estab-lishments <sup>2</sup>	
		<b>WHOLESALE TRADE—Con.</b>						
423320		Brick, stone, and related construction material merchant wholesalers—Con.						
	19700	Service receipts and labor charges, including installed parts . . . . .	154	482 915	46 871	9.7	.3	58.7
	19701	Labor charges for repair work . . . . .	25	46 600	2 861	6.1	Z	X
	19702	Parts installed in repair work . . . . .	16	31 865	1 170	3.7	Z	X
	19703	Other service receipts and labor charges . . . . .	127	446 163	42 840	9.6	.3	X
	19810	Miscellaneous commodities . . . . .	94	239 859	16 701	7.0	.1	X
	19940	Rental and operating lease receipts . . . . .	52	181 774	10 238	5.6	.1	X
	19950	Construction receipts . . . . .	42	82 098	24 416	29.7	.2	X
42333		Roofing, siding, and insulation material merchant wholesalers . . . . .	2 487	X	15 421 926	X	100.0	82.4
	10530	Flooring and floor coverings . . . . .	54	521 703	18 334	3.5	.1	47.6
	10531	Rugs and carpeting . . . . .	12	66 095	8 947	13.5	.1	X
	10532	Hardwood flooring . . . . .	35	422 016	6 418	1.5	Z	X
	10533	Other hard-surface floor coverings and accessories, including tile and sheet goods . . . . .	6	33 592	2 969	8.8	Z	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils . . . . .	8	18 678	2 738	14.7	Z	X
	10600	Rough, dressed, and finished dimensional lumber . . . . .	304	3 241 014	246 952	7.6	1.6	69.2
	10611	Untreated lumber . . . . .	88	1 085 194	72 328	6.7	.5	X
	10612	Treated lumber . . . . .	153	1 934 255	97 567	5.0	.6	X
	10613	Boards . . . . .	92	966 757	77 057	8.0	.5	X
	10620	Plywood and millwork . . . . .	1 095	7 826 343	1 172 483	15.0	7.6	74.0
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) . . . . .	290	2 378 251	82 934	3.5	.5	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard . . . . .	100	1 045 917	32 990	3.2	.2	X
	10623	Gypsum, waterboard, and other specialty boards . . . . .	164	1 992 471	137 417	6.9	.9	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets . . . . .	833	5 839 691	838 148	14.4	5.4	X
	10625	Metal millwork . . . . .	42	510 976	21 085	4.1	.1	X
	10626	Trusses, wood siding, and wood shingles . . . . .	142	1 337 158	51 084	3.8	.3	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	150	1 408 802	65 182	4.6	.4	26.7
	10711	Ready-mixed or transit-mixed concrete . . . . .	40	552 735	13 841	2.5	.1	X
	10712	Cement and lime . . . . .	36	269 984	13 721	5.1	.1	X
	10713	Sand, gravel, and crushed stone . . . . .	44	325 493	3 051	.9	Z	X
	10714	Brick, block, tile, and clay or cement sewer pipe . . . . .	60	524 939	31 612	6.0	.2	X
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	2 487	15 421 926	12 889 196	83.6	83.6	76.9
	10721	Nonwood roofing . . . . .	1 727	12 394 688	7 471 580	60.3	48.4	X
	10722	Nonwood siding . . . . .	1 441	9 200 541	2 683 286	29.2	17.4	X
	10723	Insulation materials . . . . .	1 660	11 097 881	2 734 330	24.6	17.7	X
	10730	Flat glass and other construction glass . . . . .	95	706 496	51 015	7.2	.3	X
	10740	Other construction products and materials . . . . .	465	3 364 533	403 770	12.0	2.6	66.9
	10741	Rain-carrying equipment, including gutters and down spouts . . . . .	250	1 826 221	162 295	8.9	1.1	X
	10742	Prefabricated buildings and non-wood structural assemblies . . . . .	21	407 427	21 440	5.3	.1	X
	10743	Manufactured mobile homes . . . . .	6	17 140	1 346	7.9	Z	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	344	2 503 479	218 689	8.7	1.4	X
	11120	Flat iron and steel products . . . . .	22	273 630	16 806	6.1	.1	X
	11140	Iron and steel wire and wire products . . . . .	28	752 692	33 335	4.4	.2	X
	11160	Other iron and steel products . . . . .	27	182 096	7 223	4.0	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing . . . . .	77	627 822	43 752	7.0	.3	X
	11400	Electrical apparatus and equipment . . . . .	53	199 042	2 500	1.3	Z	X
	11500	Electric household appliances, including gas clothes dryers . . . . .	7	55 837	1 250	2.2	Z	X
	11700	Hardware . . . . .	256	2 006 459	93 752	4.7	.6	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters . . . . .	12	538 927	17 500	3.2	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies . . . . .	49	377 249	44 863	11.9	.3	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods . . . . .	69	418 085	7 223	1.7	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties . . . . .	11	109 174	3 056	2.8	Z	X
	15300	Plastics materials and basic shapes . . . . .	89	722 134	39 724	5.5	.3	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	288	2 205 233	64 178	2.9	.4	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies . . . . .	80	769 360	9 584	1.2	.1	X
	19700	Service receipts and labor charges, including installed parts . . . . .	136	804 786	20 260	2.5	.1	81.0
	19701	Labor charges for repair work . . . . .	22	117 142	2 856	2.4	Z	X
	19702	Parts installed in repair work . . . . .	7	91 998	3 631	3.9	Z	X
	19703	Other service receipts and labor charges . . . . .	121	726 444	13 773	1.9	.1	X
	19810	Miscellaneous commodities . . . . .	135	821 807	128 332	15.6	.8	X
	19940	Rental and operating lease receipts . . . . .	7	20 696	1 111	5.4	Z	X
	19950	Construction receipts . . . . .	23	76 811	7 778	10.1	.1	X
423330		Roofing, siding, and insulation material merchant wholesalers . . . . .	2 487	X	15 421 926	X	100.0	82.4
	10530	Flooring and floor coverings . . . . .	54	521 703	18 334	3.5	.1	47.6
	10531	Rugs and carpeting . . . . .	12	66 095	8 947	13.5	.1	X
	10532	Hardwood flooring . . . . .	35	422 016	6 418	1.5	Z	X
	10533	Other hard-surface floor coverings and accessories, including tile and sheet goods . . . . .	6	33 592	2 969	8.8	Z	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils . . . . .	8	18 678	2 738	14.7	Z	X
	10600	Rough, dressed, and finished dimensional lumber . . . . .	304	3 241 014	246 952	7.6	1.6	69.2
	10611	Untreated lumber . . . . .	88	1 085 194	72 328	6.7	.5	X
	10612	Treated lumber . . . . .	153	1 934 255	97 567	5.0	.6	X
	10613	Boards . . . . .	92	966 757	77 057	8.0	.5	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—		
						Estab-lishments with the product line	All estab-lishments <sup>2</sup>	
		<b>WHOLESALE TRADE—Con.</b>						
423330		Roofing, siding, and insulation material merchant wholesalers—Con.						
	10620	Plywood and millwork . . . . .	1 095	7 826 343	1 172 483	15.0	7.6	74.0
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) . . . . .	290	2 378 251	82 934	3.5	.5	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard . . . . .	100	1 045 917	32 990	3.2	.2	X
	10623	Gypsum, waterboard, and other specialty boards . . . . .	164	1 992 471	137 417	6.9	.9	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets . . . . .	833	5 839 691	838 148	14.4	5.4	X
	10625	Metal millwork . . . . .	42	510 976	21 085	4.1	.1	X
	10626	Trusses, wood siding, and wood shingles . . . . .	142	1 337 158	51 084	3.8	.3	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	150	1 408 802	65 182	4.6	.4	26.7
	10711	Ready-mixed or transit-mixed concrete . . . . .	40	552 735	13 841	2.5	.1	X
	10712	Cement and lime . . . . .	36	269 984	13 721	5.1	.1	X
	10713	Sand, gravel, and crushed stone . . . . .	44	325 493	3 051	.9	Z	X
	10714	Brick, block, tile, and clay or cement sewer pipe . . . . .	60	524 939	31 612	6.0	.2	X
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	2 487	15 421 926	12 889 196	83.6	83.6	76.9
	10721	Nonwood roofing . . . . .	1 727	12 394 688	7 471 580	60.3	48.4	X
	10722	Nonwood siding . . . . .	1 441	9 200 541	2 683 286	29.2	17.4	X
	10723	Insulation materials . . . . .	1 660	11 097 881	2 734 330	24.6	17.7	X
	10730	Flat glass and other construction glass . . . . .	95	706 496	51 015	7.2	.3	X
	10740	Other construction products and materials . . . . .	465	3 364 533	403 770	12.0	2.6	66.9
	10741	Rain-carrying equipment, including gutters and down spouts . . . . .	250	1 826 221	162 295	8.9	1.1	X
	10742	Prefabricated buildings and non-wood structural assemblies . . . . .	21	407 427	21 440	5.3	.1	X
	10743	Manufactured mobile homes . . . . .	6	17 140	1 346	7.9	Z	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	344	2 503 479	218 689	8.7	1.4	X
	11120	Flat iron and steel products . . . . .	22	273 630	16 806	6.1	.1	X
	11140	Iron and steel wire and wire products . . . . .	28	752 692	33 335	4.4	.2	X
	11160	Other iron and steel products . . . . .	27	182 096	7 223	4.0	Z	X
	12220	Aluminum shapes and forms, including pipes and tubing . . . . .	77	627 822	43 752	7.0	.3	X
	14000	Electrical apparatus and equipment . . . . .	53	199 042	2 500	1.3	Z	X
	15000	Electric household appliances, including gas clothes dryers . . . . .	7	55 837	1 250	2.2	Z	X
	17000	Hardware . . . . .	256	2 006 459	93 752	4.7	.6	X
	18000	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters . . . . .	12	538 927	17 500	3.2	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies . . . . .	49	377 249	44 863	11.9	.3	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods . . . . .	69	418 085	7 223	1.7	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties . . . . .	11	109 174	3 056	2.8	Z	X
	15300	Plastics materials and basic shapes . . . . .	89	722 134	39 724	5.5	.3	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	288	2 205 233	64 178	2.9	.4	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies . . . . .	80	769 360	9 584	1.2	.1	X
	19700	Service receipts and labor charges, including installed parts . . . . .	136	804 786	20 260	2.5	.1	81.0
	19701	Labor charges for repair work . . . . .	22	117 142	2 856	2.4	Z	X
	19702	Parts installed in repair work . . . . .	7	91 998	3 631	3.9	Z	X
	19703	Other service receipts and labor charges . . . . .	121	726 444	13 773	1.9	.1	X
	19810	Miscellaneous commodities . . . . .	135	821 807	128 332	15.6	.8	X
	19940	Rental and operating lease receipts . . . . .	7	20 696	1 111	5.4	Z	X
	19950	Construction receipts . . . . .	23	76 811	7 778	10.1	.1	X
42339		Other construction material merchant wholesalers . . . . .	3 050	X	9 907 962	X	100.0	67.1
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies . . . . .	33	223 478	26 025	11.6	.3	X
	10530	Flooring and floor coverings . . . . .	35	121 935	10 465	8.6	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils . . . . .	11	24 710	4 740	19.2	Z	X
	10600	Rough, dressed, and finished dimensional lumber . . . . .	45	219 581	17 651	8.0	.2	56.7
	10611	Untreated lumber . . . . .	23	123 570	4 482	3.6	Z	X
	10612	Treated lumber . . . . .	27	123 695	7 968	6.4	.1	X
	10613	Boards . . . . .	8	52 783	5 201	9.9	.1	X
	10620	Plywood and millwork . . . . .	368	1 403 193	232 377	16.6	2.3	53.5
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) . . . . .	43	125 381	4 232	3.4	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard . . . . .	102	488 084	43 836	9.0	.4	X
	10623	Gypsum, waterboard, and other specialty boards . . . . .	35	198 779	19 458	9.8	.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets . . . . .	224	844 750	118 195	14.0	1.2	X
	10625	Metal millwork . . . . .	31	188 834	45 648	24.2	.5	X
	10626	Trusses, wood siding, and wood shingles . . . . .	9	54 864	1 008	1.8	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	120	388 052	49 389	12.7	.5	X
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	383	1 302 481	255 875	19.6	2.6	57.2
	10721	Nonwood roofing . . . . .	101	426 763	64 203	15.0	.6	X
	10722	Nonwood siding . . . . .	220	702 862	143 497	20.4	1.4	X
	10723	Insulation materials . . . . .	180	565 355	48 175	8.5	.5	X
	10730	Flat glass and other construction glass . . . . .	683	1 790 068	1 368 587	76.5	13.8	X
	10740	Other construction products and materials . . . . .	2 521	8 610 418	6 739 262	78.3	68.0	X
	10950	Packaged computer software, including game software and cartridges . . . . .	6	17 970	138	.8	Z	X
	11100	Semi-finished iron and steel products . . . . .	29	151 541	19 967	13.2	.2	56.4
	11113	Rough castings and foundry products . . . . .	12	47 451	14 461	30.5	.1	X
	11116	Other semi-finished iron and steel products . . . . .	17	104 090	3 334	3.2	Z	X
	11120	Flat iron and steel products . . . . .	80	535 537	108 153	20.2	1.1	51.2
	11121	Plates . . . . .	9	15 279	2 029	13.3	Z	X
	11123	Cold-rolled sheets . . . . .	6	60 351	8 014	13.3	.1	X
	11124	Hot-rolled sheets . . . . .	6	70 052	1 690	2.4	Z	X
	11126	Galvanized and coated sheets . . . . .	50	269 129	62 992	23.4	.6	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>	
42339		<b>WHOLESALE TRADE—Con.</b>						
		Other construction material merchant wholesalers—Con.						
	11120	Flat iron and steel products—Con.						
	11128	Fabricated and structural plate products .....	22	251 129	32 747	13.0	.3	X
	11140	Iron and steel wire and wire products .....	207	1 196 562	141 073	11.8	1.4	61.5
	11141	Wire, including plain, coated, barbed, and twisted .....	47	606 197	16 534	2.7	.2	X
	11142	Nails .....	138	849 587	105 836	12.5	1.1	X
	11143	Wire rope, strand, strapping, reinforcement mesh, and bale ties .....	65	232 345	18 292	7.9	.2	X
	11150	Iron and steel pipes and tubing .....	45	182 933	34 479	18.8	.3	50.4
	11152	Tubing .....	6	19 605	878	4.5	Z	X
	11153	Standard steel pipes .....	26	113 320	25 453	22.5	.3	X
	11154	Other steel pipes .....	16	56 654	8 148	14.4	.1	X
	11160	Other iron and steel products .....	111	693 586	92 185	13.3	.9	54.4
	11164	Concrete reinforcement bars .....	79	525 688	59 330	11.3	.6	X
	11165	Structural shapes, excluding bar-size shapes .....	21	89 883	9 289	10.3	.1	X
	11167	Other finished products .....	14	85 585	13 085	15.3	.1	X
	11170	Alloy steel .....	10	18 551	3 388	18.3	Z	42.7
	11175	Other alloy steel .....	10	18 551	3 388	18.3	Z	X
	11180	Stainless steel .....	29	192 320	1 827	1.0	Z	67.1
	11183	Sheets .....	19	156 041	860	.6	Z	X
	11185	Other stainless steel, including tubing .....	8	31 367	724	2.3	Z	X
	11200	Copper and brass .....	33	183 213	6 265	3.4	.1	61.2
	11212	Flat products, including sheets, strips, and plates .....	27	166 843	4 147	2.5	Z	X
	11213	Tubular products .....	30	180 615	1 980	1.1	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing .....	113	474 015	43 824	9.2	.4	30.6
	11222	Sheets and coils - .006 to .249 inch .....	54	280 228	2 708	1.0	Z	X
	11223	Rolled or extruded rods, bars, and wires, including rounds, hexes, squares, and rectangles .....	36	121 603	26 612	21.9	.3	X
	11224	Pipes and tubing, including hollow bar, square, and rectangular tubing .....	39	103 581	14 504	14.0	.1	X
	11400	Electrical apparatus and equipment .....	58	228 227	11 648	5.1	.1	X
	11500	Electric household appliances, including gas clothes dryers .....	6	8 056	207	2.6	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	35	233 612	5 852	2.5	.1	X
	11650	Communications equipment and supplies .....	8	24 236	1 239	5.1	Z	X
	11700	Hardware .....	464	2 115 784	232 467	11.0	2.3	51.6
	11711	Hand tools, including power driven tools .....	381	1 901 070	127 575	6.7	1.3	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails .....	307	1 455 202	102 849	7.1	1.0	X
	11713	Cutlery .....	11	19 444	583	3.0	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	70	369 868	24 236	6.6	.2	X
	11900	Forced air heating and air-conditioning equipment and supplies .....	50	125 447	23 409	18.7	.2	27.3
	11911	Forced air furnaces .....	7	11 159	1 264	11.3	Z	X
	11912	Central air-conditioners .....	7	11 159	4 739	42.5	Z	X
	11914	Heat pumps .....	14	15 098	448	3.0	Z	X
	11916	Air cleaning and filtration systems .....	7	5 562	787	14.2	Z	X
	11917	Compressors for air-conditioners .....	7	5 562	787	14.2	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal .....	36	108 726	15 384	14.1	.2	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators .....	16	30 226	3 236	10.7	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments .....	25	77 320	13 357	17.3	.1	X
	12200	Farm machinery, equipment, and parts .....	29	58 592	5 852	10.0	.1	54.3
	12211	New farm tractors .....	6	6 651	132	2.0	Z	X
	12214	New dairy farm and barn equipment .....	9	16 732	509	3.0	Z	X
	12216	Other new farm machinery and equipment .....	12	34 317	2 662	7.8	Z	X
	12218	Used farm machinery and equipment .....	17	21 700	785	3.6	Z	X
	12220	Lawn and garden machinery, equipment, and parts .....	16	37 248	1 446	3.9	Z	X
	12320	General-purpose industrial machinery, equipment, and parts .....	49	223 861	29 690	13.3	.3	X
	12330	Metalworking machinery, equipment, and parts .....	6	10 810	1 239	11.5	Z	X
	12340	Materials handling machinery, equipment, and parts .....	6	15 010	551	3.7	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings ..	12	38 419	2 479	6.5	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	99	486 570	14 046	2.9	.1	X
	13150	Miscellaneous durable goods .....	14	93 087	10 741	11.5	.1	X
	13300	Office paper, office supplies, greeting cards, and labels .....	6	8 400	1 377	16.4	Z	X
	15300	Plastics materials and basic shapes .....	127	657 167	49 139	7.5	.5	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	165	822 418	44 830	5.5	.5	X
	15800	Farm supplies .....	37	160 423	12 462	7.8	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	116	414 421	22 266	5.4	.2	X
	19700	Service receipts and labor charges, including installed parts .....	400	1 331 732	108 271	8.1	1.1	62.8
	19701	Labor charges for repair work .....	183	697 681	29 732	4.3	.3	X
	19702	Parts installed in repair work .....	84	296 248	10 982	3.7	.1	X
	19703	Other service receipts and labor charges .....	221	647 465	67 557	10.4	.7	X
	19720	Receipts for service contracts .....	12	75 057	4 828	6.4	Z	X
	19740	Receipts for installing equipment .....	47	196 786	5 687	2.9	.1	X
	19810	Miscellaneous commodities .....	157	705 243	34 323	4.9	.3	X
	19940	Rental and operating lease receipts .....	83	402 953	25 103	6.2	.3	X
	19950	Construction receipts .....	57	228 832	38 967	17.0	.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>	
423390		<b>WHOLESALE TRADE—Con.</b>						
		Other construction material merchant wholesalers .....	3 050	X	9 907 962	X	100.0	67.1
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	33	223 478	26 025	11.6	.3	X
	10530	Flooring and floor coverings .....	35	121 935	10 465	8.6	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	11	24 710	4 740	19.2	Z	X
	10600	Rough, dressed, and finished dimensional lumber .....	45	219 581	17 651	8.0	.2	56.7
	10611	Untreated lumber .....	23	123 570	4 482	3.6	Z	X
	10612	Treated lumber .....	27	123 695	7 968	6.4	.1	X
	10613	Boards .....	8	52 783	5 201	9.9	.1	X
	10620	Plywood and millwork .....	368	1 403 193	232 377	16.6	2.3	53.5
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	43	125 381	4 232	3.4	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	102	488 084	43 836	9.0	.4	X
	10623	Gypsum, waterboard, and other specialty boards .....	35	198 779	19 458	9.8	.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	224	844 750	118 195	14.0	1.2	X
	10625	Metal millwork .....	31	188 834	45 648	24.2	.5	X
	10626	Trusses, wood siding, and wood shingles .....	9	54 864	1 008	1.8	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile .....	120	388 052	49 389	12.7	.5	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	383	1 302 481	255 875	19.6	2.6	57.2
	10721	Nonwood roofing .....	101	426 763	64 203	15.0	.6	X
	10722	Nonwood siding .....	220	702 862	143 497	20.4	1.4	X
	10723	Insulation materials .....	180	565 355	48 175	8.5	.5	X
	10730	Flat glass and other construction glass .....	683	1 790 068	1 368 587	76.5	13.8	X
	10740	Other construction products and materials .....	2 521	8 610 418	6 739 262	78.3	68.0	X
	10950	Packaged computer software, including game software and cartridges ..	6	17 970	138	.8	Z	X
	11100	Semi-finished iron and steel products .....	29	151 541	19 967	13.2	.2	56.4
	11113	Rough castings and foundry products .....	12	47 451	14 461	30.5	.1	X
	11116	Other semi-finished iron and steel products .....	17	104 090	3 334	3.2	Z	X
	11120	Flat iron and steel products .....	80	535 537	108 153	20.2	1.1	51.2
	11121	Plates .....	9	15 279	2 029	13.3	Z	X
	11123	Cold-rolled sheets .....	6	60 351	8 014	13.3	.1	X
	11124	Hot-rolled sheets .....	6	70 052	1 690	2.4	Z	X
	11126	Galvanized and coated sheets .....	50	269 129	62 992	23.4	.6	X
	11128	Fabricated and structural plate products .....	22	251 129	32 747	13.0	.3	X
	11140	Iron and steel wire and wire products .....	207	1 196 562	141 073	11.8	1.4	61.5
	11141	Wire, including plain, coated, barbed, and twisted .....	47	606 197	16 534	2.7	X	X
	11142	Nails .....	138	849 587	105 836	12.5	1.1	X
	11143	Wire rope, strand, strapping, reinforcement mesh, and bale ties .....	65	232 345	18 292	7.9	.2	X
	11150	Iron and steel pipes and tubing .....	45	182 933	34 479	18.8	.3	50.4
	11152	Tubing .....	6	19 605	878	4.5	Z	X
	11153	Standard steel pipes .....	26	113 320	25 453	22.5	.3	X
	11154	Other steel pipes .....	16	56 654	8 148	14.4	.1	X
	11160	Other iron and steel products .....	111	693 586	92 185	13.3	.9	54.4
	11164	Concrete reinforcement bars .....	79	525 688	59 330	11.3	.6	X
	11165	Structural shapes, excluding bar-size shapes .....	21	89 883	9 289	10.3	.1	X
	11167	Other finished products .....	14	85 585	13 085	15.3	.1	X
	11170	Alloy steel .....	10	18 551	3 388	18.3	Z	42.7
	11175	Other alloy steel .....	10	18 551	3 388	18.3	Z	X
	11180	Stainless steel .....	29	192 320	1 827	1.0	Z	67.1
	11183	Sheets .....	19	156 041	860	.6	Z	X
	11185	Other stainless steel, including tubing .....	8	31 367	724	2.3	Z	X
	11200	Copper and brass .....	33	183 213	6 265	3.4	.1	61.2
	11212	Flat products, including sheets, strips, and plates .....	27	166 843	4 147	2.5	Z	X
	11213	Tubular products .....	30	180 615	1 980	1.1	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing .....	113	474 015	43 824	9.2	.4	30.6
	11222	Sheets and coils - .006 to .249 inch .....	54	280 228	2 708	1.0	Z	X
	11223	Rolled or extruded rods, bars, and wires, including rounds, hexes, squares, and rectangles .....	36	121 603	26 612	21.9	.3	X
	11224	Pipes and tubing, including hollow bar, square, and rectangular tubing .....	39	103 581	14 504	14.0	.1	X
	11400	Electrical apparatus and equipment .....	58	228 227	11 648	5.1	.1	X
	11500	Electric household appliances, including gas clothes dryers .....	6	8 056	207	2.6	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	35	233 612	5 852	2.5	.1	X
	11650	Communications equipment and supplies .....	8	24 236	1 239	5.1	Z	X
	11700	Hardware .....	464	2 115 784	232 467	11.0	2.3	51.6
	11711	Hand tools, including power driven tools .....	381	1 901 070	127 575	6.7	1.3	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails .....	307	1 455 202	102 849	7.1	1.0	X
	11713	Cutlery .....	11	19 444	583	3.0	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	70	369 868	24 236	6.6	.2	X
	11900	Forced air heating and air-conditioning equipment and supplies .....	50	125 447	23 409	18.7	.2	27.3
	11911	Forced air furnaces .....	7	11 159	1 264	11.3	Z	X
	11912	Central air-conditioners .....	7	11 159	4 739	42.5	Z	X
	11914	Heat pumps .....	14	15 098	448	3.0	Z	X
	11916	Air cleaning and filtration systems .....	7	5 562	787	14.2	Z	X
	11917	Compressors for air-conditioners .....	7	5 562	787	14.2	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal .....	36	108 726	15 384	14.1	.2	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators .....	16	30 226	3 236	10.7	Z	X

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**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>						
		Other construction material merchant wholesalers—Con.						
423390	12100	Construction and mining machinery and equipment, including parts and attachments	25	77 320	13 357	17.3	.1	X
	12200	Farm machinery, equipment, and parts	29	58 592	5 852	10.0	.1	54.3
	12211	New farm tractors	6	6 651	132	2.0	Z	X
	12214	New dairy farm and barn equipment	9	16 732	509	3.0	Z	X
	12216	Other new farm machinery and equipment	12	34 317	2 662	7.8	Z	X
	12218	Used farm machinery and equipment	17	21 700	785	3.6	Z	X
	12220	Lawn and garden machinery, equipment, and parts	16	37 248	1 446	3.9	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	49	223 861	29 690	13.3	.3	X
	12330	Metalworking machinery, equipment, and parts	6	10 810	1 239	11.5	Z	X
	12340	Materials handling machinery, equipment, and parts	6	15 010	551	3.7	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	12	38 419	2 479	6.5	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	99	486 570	14 046	2.9	.1	X
	13150	Miscellaneous durable goods	14	93 087	10 741	11.5	.1	X
	13300	Office paper, office supplies, greeting cards, and labels	6	8 400	1 377	16.4	Z	X
	15300	Plastics materials and basic shapes	127	657 167	49 139	7.5	.5	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	165	822 418	44 830	5.5	.5	X
	15800	Farm supplies	37	160 423	12 462	7.8	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	116	414 421	22 266	5.4	.2	X
	19700	Service receipts and labor charges, including installed parts	400	1 331 732	108 271	8.1	1.1	62.8
	19701	Labor charges for repair work	183	697 681	29 732	4.3	.3	X
	19702	Parts installed in repair work	84	296 248	10 982	3.7	.1	X
	19703	Other service receipts and labor charges	221	647 465	67 557	10.4	.7	X
	19720	Receipts for service contracts	12	75 057	4 828	6.4	Z	X
	19740	Receipts for installing equipment	47	196 786	5 687	2.9	.1	X
	19810	Miscellaneous commodities	157	705 243	34 323	4.9	.3	X
	19940	Rental and operating lease receipts	83	402 953	25 103	6.2	.3	X
	19950	Construction receipts	57	228 832	38 967	17.0	.4	X
42495		Paint, varnish, and supplies merchant wholesalers	2 311	X	10 035 089	X	100.0	79.5
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	108	266 169	41 078	15.4	.4	36.6
	10213	Electrical engine parts, including ignition parts	7	3 740	43	1.2	Z	X
	10214	Brake parts, including fluid and all disk and drum parts	7	3 740	55	1.5	Z	X
	10215	Exhaust system parts	7	3 740	23	.6	Z	X
	10216	Automotive glass	12	17 511	3 870	22.1	Z	X
	10217	Hoses, belts, gaskets, and wiper blades	7	3 740	60	1.6	Z	X
	10218	Filters, including oil, air, gas, and transmission	7	3 740	48	1.3	Z	X
	10221	Body parts and repair materials	88	206 856	32 073	15.5	.3	X
	10223	Other automotive parts and supplies	20	53 758	4 814	9.0	Z	X
	10224	Automotive accessories, excluding car stereos and CD players	10	8 741	53	.6	Z	X
	10520	Linens, domestics, curtains, and draperies	7	7 839	1 359	17.3	Z	X
	10530	Flooring and floor coverings	51	126 351	6 437	5.1	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	11	213 960	12 543	5.9	.1	X
	10620	Plywood and millwork	11	7 212	575	8.0	Z	31.0
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	8	5 819	286	4.9	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	6	6 160	285	4.6	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	14	13 484	941	7.0	Z	29.7
	10711	Ready-mixed or transit-mixed concrete	11	13 011	861	6.6	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	21	48 806	4 599	9.4	Z	X
	10740	Other construction products and materials	20	135 201	4 233	3.1	Z	X
	11140	Iron and steel wire and wire products	13	215 266	6 794	3.2	.1	78.7
	11142	Nails	13	215 266	6 794	3.2	.1	X
	11400	Electrical apparatus and equipment	27	159 346	17 194	10.8	.2	X
	11500	Electric household appliances, including gas clothes dryers	16	117 119	2 665	2.3	Z	X
	11600	Electronic parts and equipment, excluding communications equipment	12	112 262	9 115	8.1	.1	X
	11700	Hardware	106	617 995	102 380	16.6	1.0	34.3
	11711	Hand tools, including power driven tools	88	610 771	81 953	13.4	.8	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	80	372 719	20 427	5.5	.2	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	20	221 328	30 312	13.7	.3	76.3
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	12	113 774	4 512	4.0	Z	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	12	113 774	2 256	2.0	Z	X
	11813	Plumbing fixtures	16	115 088	2 325	2.0	Z	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric	16	220 013	13 323	6.1	.1	X
	11818	Other plumbing and heating equipment and supplies	12	113 774	7 896	6.9	.1	X
	12200	Farm machinery, equipment, and parts	13	223 628	18 710	8.4	.2	X
	12220	Lawn and garden machinery, equipment, and parts	18	241 136	15 260	6.3	.2	X
	12320	General-purpose industrial machinery, equipment, and parts	88	300 958	52 190	17.3	.5	X
	12440	Welding supplies, excluding gases	9	12 072	470	3.9	Z	X
	12450	Industrial containers and supplies	9	24 981	3 449	13.8	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	299	771 226	108 965	14.1	1.1	X
	12520	Janitorial equipment and supplies	11	101 545	14 320	14.1	.1	38.6
	12523	Janitorial supplies	11	101 545	14 221	14.0	.1	X
	12700	Sporting and recreational goods and supplies	7	211 346	3 240	1.5	Z	X
	13400	Paper and plastic products	25	641 433	149 638	23.3	1.5	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	18	737 676	28 824	3.9	.3	X
	13600	Knit and woven piece goods	7	24 720	9 198	37.2	.1	X
	15300	Plastics materials and basic shapes	48	502 454	78 894	15.7	.8	38.1
	15312	High pressure laminates	16	260 374	5 102	2.0	.1	X
	15313	Plastics raw materials	37	401 857	65 119	16.2	.6	X
	15314	Other plastics materials and basic shapes	6	91 775	8 384	9.1	.1	X

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						Establishments with the product line	All establishments <sup>2</sup>	
		<b>WHOLESALE TRADE—Con.</b>						
42495		Paint, varnish, and supplies merchant wholesalers—Con.						
	15320	Industrial gases .....	7	9 198	1 307	14.2	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	124	549 333	97 440	17.7	1.0	52.4
	15335	Detergents and soaps .....	32	93 879	4 508	4.8	Z	X
	15336	Sanitation chemicals, polishes, and waxes .....	26	127 545	7 673	6.0	.1	X
	15338	Wood chemicals, naval stores, and gum .....	10	133 136	12 346	9.3	.1	X
	15342	Adhesives, sealants, and glues .....	66	413 296	30 111	7.3	.3	X
	15344	Other chemicals and allied products .....	55	322 022	41 537	12.9	.4	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP) .....	9	13 274	679	5.1	Z	35.9
	15418	Lubricating oil and greases .....	6	12 945	543	4.2	Z	X
	15800	Farm supplies .....	7	111 422	6 480	5.8	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	2 311	10 035 089	9 140 767	91.1	91.1	64.4
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers .....	938	5 765 261	2 308 046	40.0	23.0	X
	16012	Industrial/Original Equipment Manufacturer (OEM) coatings .....	477	4 966 233	2 001 348	40.3	19.9	X
	16013	Special purpose coatings, including automotive, refinish, marine, and traffic coatings .....	1 064	5 978 535	2 521 996	42.2	25.1	X
	16014	Paint supplies .....	1 295	3 754 392	1 116 550	29.7	11.1	X
	16015	Wallpaper and wallpaper supplies .....	403	1 817 204	1 192 827	65.6	11.9	X
	19700	Service receipts and labor charges, including installed parts .....	67	137 437	8 904	6.5	.1	29.7
	19701	Labor charges for repair work .....	27	19 131	2 824	14.8	Z	X
	19702	Parts installed in repair work .....	15	12 042	1 195	9.9	Z	X
	19703	Other service receipts and labor charges .....	31	77 815	4 500	5.8	Z	X
	19810	Miscellaneous commodities .....	114	353 707	31 357	8.9	.3	X
	19940	Rental and operating lease receipts .....	13	35 172	1 411	4.0	Z	X
424950		Paint, varnish, and supplies merchant wholesalers .....	2 311	X	10 035 089	X	100.0	79.5
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	108	266 169	41 078	15.4	.4	36.6
	10213	Electrical engine parts, including ignition parts .....	7	3 740	43	1.2	Z	X
	10214	Brake parts, including fluid and all disk and drum parts .....	7	3 740	55	1.5	Z	X
	10215	Exhaust system parts .....	7	3 740	23	.6	Z	X
	10216	Automotive glass .....	12	17 511	3 870	22.1	Z	X
	10217	Hoses, belts, gaskets, and wiper blades .....	7	3 740	60	1.6	Z	X
	10218	Filters, including oil, air, gas, and transmission .....	7	3 740	48	1.3	Z	X
	10221	Body parts and repair materials .....	88	206 856	32 073	15.5	.3	X
	10223	Other automotive parts and supplies .....	20	53 758	4 814	9.0	Z	X
	10224	Automotive accessories, excluding car stereos and CD players .....	10	8 741	53	.6	Z	X
	10520	Linens, domestics, curtains, and draperies .....	7	7 839	1 359	17.3	Z	X
	10530	Flooring and floor coverings .....	51	126 351	6 437	5.1	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	11	213 960	12 543	5.9	.1	X
	10620	Plywood and millwork .....	11	7 212	575	8.0	Z	31.0
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	8	5 819	286	4.9	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	6	6 160	285	4.6	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile .....	14	13 484	941	7.0	Z	29.7
	10711	Ready-mixed or transit-mixed concrete .....	11	13 011	861	6.6	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	21	48 806	4 599	9.4	Z	X
	10740	Other construction products and materials .....	20	135 201	4 233	3.1	Z	X
	11140	Iron and steel wire and wire products .....	13	215 266	6 794	3.2	.1	78.7
	11142	Nails .....	13	215 266	6 794	3.2	.1	X
	11400	Electrical apparatus and equipment .....	27	159 346	17 194	10.8	.2	X
	11500	Electric household appliances, including gas clothes dryers .....	16	117 119	2 665	2.3	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	12	112 262	9 115	8.1	.1	X
	11700	Hardware .....	106	617 995	102 380	16.6	1.0	34.3
	11711	Hand tools, including power driven tools .....	88	610 771	81 953	13.4	.8	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails .....	80	372 719	20 427	5.5	.2	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	20	221 328	30 312	13.7	.3	76.3
	11811	Plastic pipe fittings and valves, excluding pipes and tubing .....	12	113 774	4 512	4.0	Z	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing .....	12	113 774	2 256	2.0	Z	X
	11813	Plumbing fixtures .....	16	115 088	2 325	2.0	Z	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	16	220 013	13 323	6.1	.1	X
	11818	Other plumbing and heating equipment and supplies .....	12	113 774	7 896	6.9	.1	X
	12200	Farm machinery, equipment, and parts .....	13	223 628	18 710	8.4	.2	X
	12220	Lawn and garden machinery, equipment, and parts .....	18	241 136	15 260	6.3	.2	X
	12320	General-purpose industrial machinery, equipment, and parts .....	88	300 958	52 190	17.3	.5	X
	12440	Welding supplies, excluding gases .....	9	12 072	470	3.9	Z	X
	12450	Industrial containers and supplies .....	9	24 981	3 449	13.8	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	299	771 226	108 965	14.1	1.1	X
	12520	Janitorial equipment and supplies .....	11	101 545	14 320	14.1	.1	38.6
	12523	Janitorial supplies .....	11	101 545	14 221	14.0	.1	X
	12700	Sporting and recreational goods and supplies .....	7	211 346	3 240	1.5	Z	X
	13400	Paper and plastic products .....	25	641 433	149 638	23.3	1.5	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	18	737 676	28 824	3.9	.3	X
	13600	Knit and woven piece goods .....	7	24 720	9 198	37.2	.1	X
	15300	Plastics materials and basic shapes .....	48	502 454	78 894	15.7	.8	38.1
	15312	High pressure laminates .....	16	260 374	5 102	2.0	.1	X
	15313	Plastics raw materials .....	37	401 857	65 119	16.2	.6	X
	15314	Other plastics materials and basic shapes .....	6	91 775	8 384	9.1	.1	X
	15320	Industrial gases .....	7	9 198	1 307	14.2	Z	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>	
		<b>WHOLESALE TRADE—Con.</b>						
424950		Paint, varnish, and supplies merchant wholesalers—Con.						
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	124	549 333	97 440	17.7	1.0	52.4
	15335	Detergents and soaps .....	32	93 879	4 508	4.8	Z	X
	15336	Sanitation chemicals, polishes, and waxes .....	26	127 545	7 673	6.0	.1	X
	15338	Wood chemicals, naval stores, and gum .....	10	133 136	12 346	9.3	.1	X
	15342	Adhesives, sealants, and glues .....	66	413 296	30 111	7.3	.3	X
	15344	Other chemicals and allied products .....	55	322 022	41 537	12.9	.4	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP) .....	9	13 274	679	5.1	Z	35.9
	15418	Lubricating oil and greases .....	6	12 945	543	4.2	Z	X
	15800	Farm supplies .....	7	111 422	6 480	5.8	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	2 311	10 035 089	9 140 767	91.1	91.1	64.4
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers .....	938	5 765 261	2 308 046	40.0	23.0	X
	16012	Industrial/Original Equipment Manufacturer (OEM) coatings .....	477	4 966 233	2 001 348	40.3	19.9	X
	16013	Special purpose coatings, including automotive, refinish, marine, and traffic coatings .....	1 064	5 978 535	2 521 996	42.2	25.1	X
	16014	Paint supplies .....	1 295	3 754 392	1 116 550	29.7	11.1	X
	16015	Wallpaper and wallpaper supplies .....	403	1 817 204	1 192 827	65.6	11.9	X
	19700	Service receipts and labor charges, including installed parts .....	67	137 437	8 904	6.5	.1	29.7
	19701	Labor charges for repair work .....	27	19 131	2 824	14.8	Z	X
	19702	Parts installed in repair work .....	15	12 042	1 195	9.9	Z	X
	19703	Other service receipts and labor charges .....	31	77 815	4 500	5.8	Z	X
	19810	Miscellaneous commodities .....	114	353 707	31 357	8.9	.3	X
	19940	Rental and operating lease receipts .....	13	35 172	1 411	4.0	Z	X
		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES</b>						
4233		Lumber and other construction materials merchant wholesalers .....	16 636	X	94 154 225	X	100.0	77.0
	10100	New and used automobiles, motorcycles, and trailers .....	16	64 097	23 830	37.2	Z	X
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	48	239 243	29 352	12.3	Z	X
	10400	Household and lawn furniture .....	17	36 658	1 582	4.3	Z	X
	10420	Office and business furniture .....	6	1 724	271	15.7	Z	X
	10520	Linens, domestics, curtains, and draperies .....	21	73 361	5 921	8.1	Z	32.5
	10523	Shades and blinds .....	11	48 008	1 847	3.8	Z	X
	10524	Towels and washcloths .....	8	22 607	4 074	18.0	Z	X
	10530	Flooring and floor coverings .....	531	7 506 955	288 440	3.8	.3	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	36	75 673	6 932	9.2	Z	X
	10600	Rough, dressed, and finished dimensional lumber .....	4 914	49 629 372	26 333 637	53.1	28.0	72.5
	10611	Untreated lumber .....	3 680	40 631 401	17 860 906	44.0	19.0	X
	10612	Treated lumber .....	2 179	27 822 980	3 232 227	11.6	3.4	X
	10613	Boards .....	2 168	28 179 064	5 240 504	18.6	5.6	X
	10620	Plywood and millwork .....	8 037	62 795 640	30 677 873	48.9	32.6	72.6
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	2 485	34 928 856	6 021 597	17.2	6.4	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	2 450	26 923 826	5 530 395	20.5	5.9	X
	10623	Gypsum, waterboard, and other specialty boards .....	1 801	21 449 724	3 259 075	15.2	3.5	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	5 021	40 851 784	13 900 240	34.0	14.8	X
	10625	Metal millwork .....	513	7 944 500	496 083	6.2	.5	X
	10626	Trusses, wood siding, and wood shingles .....	1 104	15 581 773	1 470 483	9.4	1.6	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile .....	3 816	21 815 103	9 263 248	42.5	9.8	56.3
	10711	Ready-mixed or transit-mixed concrete .....	374	7 104 695	187 311	2.6	X	X
	10712	Cement and lime .....	980	9 896 166	3 069 677	31.0	3.3	X
	10713	Sand, gravel, and crushed stone .....	1 408	3 744 999	2 371 668	63.3	2.5	X
	10714	Brick, block, tile, and clay or cement sewer pipe .....	1 629	6 256 955	3 634 430	58.1	3.9	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	4 371	36 014 857	14 342 170	39.8	15.2	73.0
	10721	Nonwood roofing .....	2 769	28 754 029	8 210 735	28.6	8.7	X
	10722	Nonwood siding .....	2 433	23 700 025	3 409 265	14.4	3.6	X
	10723	Insulation materials .....	2 817	27 063 780	2 722 170	10.1	2.9	X
	10730	Flat glass and other construction glass .....	951	3 632 134	1 171 108	32.2	1.2	X
	10740	Other construction products and materials .....	3 674	24 662 250	6 684 724	27.1	7.1	51.7
	10741	Rain-carrying equipment, including gutters and down spouts .....	881	8 172 831	904 606	11.1	1.0	X
	10742	Prefabricated buildings and non-wood structural assemblies .....	534	1 714 280	866 435	50.5	.9	X
	10743	Manufactured mobile homes .....	318	735 554	574 309	78.1	.6	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers .....	2 389	20 824 802	4 339 374	20.8	4.6	X
	10950	Packaged computer software, including game software and cartridges ..	9	20 382	277	1.4	Z	X
	10960	Restaurant and hotel equipment and supplies .....	6	5 143	146	2.8	Z	X
	10970	Store machines and equipment .....	23	53 388	9 958	18.7	Z	61.7
	10972	Other store machines and equipment .....	23	53 388	9 958	18.7	Z	X
	11000	Medical, hospital, and surgical supplies .....	6	8 619	2 483	28.8	Z	X
	11100	Semi-finished iron and steel products .....	39	266 193	36 982	13.9	Z	37.4
	11113	Rough castings and foundry products .....	12	47 451	14 461	30.5	Z	X
	11116	Other semi-finished iron and steel products .....	19	111 839	4 109	3.7	Z	X
	11120	Flat iron and steel products .....	327	4 248 969	216 039	5.1	.2	X
	11140	Iron and steel wire and wire products .....	521	7 221 048	296 161	4.1	.3	X
	11150	Iron and steel pipes and tubing .....	106	927 270	90 837	9.8	.1	X
	11160	Other iron and steel products .....	469	9 378 187	466 275	5.0	.5	X
	11170	Alloy steel .....	21	96 791	9 644	10.0	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>	
4233		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Lumber and other construction materials merchant wholesalers—Con.						
	11180	Stainless steel .....	33	215 020	4 632	2.2	Z	69.5
	11183	Sheets .....	19	156 041	860	.6	Z	X
	11185	Other stainless steel, including tubing .....	10	35 009	1 886	5.4	Z	X
	11200	Copper and brass .....	46	235 879	8 281	3.5	Z	58.2
	11212	Flat products, including sheets, strips, and plates .....	27	166 843	4 147	2.5	Z	X
	11213	Tubular products .....	36	205 062	2 871	1.4	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing .....	280	1 545 066	107 771	7.0	.1	X
	11400	Electrical apparatus and equipment .....	213	1 168 016	45 222	3.9	Z	X
	11500	Electric household appliances, including gas clothes dryers .....	59	716 112	36 962	5.2	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	77	3 715 049	24 635	.7	Z	X
	11650	Communications equipment and supplies .....	8	24 236	1 239	5.1	Z	X
	11700	Hardware .....	1 667	15 050 498	1 080 413	7.2	1.1	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	310	5 841 579	153 488	2.6	.2	X
	11900	Forced air heating and air-conditioning equipment and supplies .....	244	2 548 009	119 545	4.7	.1	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators .....	39	86 488	7 355	8.5	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments .....	40	114 356	21 179	18.5	Z	X
	12200	Farm machinery, equipment, and parts .....	31	65 821	5 852	8.9	Z	54.8
	12211	New farm tractors .....	6	6 651	132	2.0	Z	X
	12214	New dairy farm and barn equipment .....	9	16 732	509	3.0	Z	X
	12216	Other new farm machinery and equipment .....	12	34 317	2 662	7.8	Z	X
	12218	Used farm machinery and equipment .....	17	21 700	785	3.6	Z	X
	12220	Lawn and garden machinery, equipment, and parts .....	33	117 894	3 344	2.8	Z	X
	12320	General-purpose industrial machinery, equipment, and parts .....	69	281 404	31 986	11.4	Z	X
	12330	Metalworking machinery, equipment, and parts .....	16	58 539	5 467	9.3	Z	X
	12340	Materials handling machinery, equipment, and parts .....	17	47 432	6 011	12.7	Z	X
	12360	Other industrial machinery, equipment, and parts .....	7	24 534	5 762	23.5	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings .....	22	83 224	7 543	9.1	Z	X
	12440	Welding supplies, excluding gases .....	8	14 081	545	3.9	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	245	1 182 900	35 246	3.0	Z	X
	12520	Janitorial equipment and supplies .....	6	5 579	387	6.9	Z	X
	12700	Sporting and recreational goods and supplies .....	17	52 964	3 722	7.0	Z	X
	12800	Toys and hobby goods and supplies .....	6	5 519	891	16.1	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties .....	230	5 620 451	272 168	4.8	.3	X
	13150	Miscellaneous durable goods .....	24	131 262	12 200	9.3	Z	X
	13300	Office paper, office supplies, greeting cards, and labels .....	10	13 963	2 554	18.3	Z	X
	13400	Paper and plastic products .....	9	12 173	4 012	33.0	Z	51.3
	13415	Other paper and plastic products .....	7	11 829	3 943	33.3	Z	X
	15300	Plastics materials and basic shapes .....	603	8 847 335	339 779	3.8	.4	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	928	11 352 677	237 995	2.1	.3	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP) .....	15	13 212	383	2.9	Z	41.6
15418	Lubricating oil and greases .....	15	13 212	383	2.9	Z	X	
15800	Farm supplies .....	59	685 100	80 481	11.7	.1	X	
16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	545	7 758 675	122 380	1.6	.1	X	
16110	Flowers and florists' supplies .....	8	15 334	5 233	34.1	Z	X	
16120	Art goods, including novelties and souvenirs .....	6	5 371	622	11.6	Z	X	
16150	Wigs, yarns, and leather products .....	18	261 820	26 381	10.1	Z	X	
19700	Service receipts and labor charges, including installed parts .....	1 220	7 908 011	274 878	3.5	.3	71.8	
19701	Labor charges for repair work .....	356	1 237 797	53 995	4.4	.1	X	
19702	Parts installed in repair work .....	212	1 110 913	23 421	2.1	Z	X	
19703	Other service receipts and labor charges .....	827	6 134 530	197 462	3.2	.2	X	
19720	Receipts for service contracts .....	10	23 478	620	2.6	Z	X	
19740	Receipts for installing equipment .....	68	220 893	16 613	7.5	Z	X	
19810	Miscellaneous commodities .....	879	12 249 822	879 873	7.2	.9	X	
19940	Rental and operating lease receipts .....	165	712 597	34 149	4.8	Z	X	
19950	Construction receipts .....	253	927 515	133 266	14.4	.1	X	
42331		Lumber, plywood, millwork, and wood panel merchant wholesalers .....	8 367	X	63 019 550	X	100.0	78.8
	10100	New and used automobiles, motorcycles, and trailers .....	7	21 030	5 915	28.1	Z	X
	10400	Household and lawn furniture .....	7	10 843	329	3.0	Z	X
	10520	Linens, domestics, curtains, and draperies .....	18	59 921	2 300	3.8	Z	27.7
	10523	Shades and blinds .....	11	48 008	1 847	3.8	Z	X
	10530	Flooring and floor coverings .....	372	6 672 555	216 337	3.2	.3	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	25	56 517	3 286	5.8	Z	X
	10600	Rough, dressed, and finished dimensional lumber .....	4 532	46 082 409	26 056 325	56.5	41.3	74.8
	10611	Untreated lumber .....	3 551	39 396 495	17 776 824	45.1	28.2	X
	10612	Treated lumber .....	1 978	25 688 236	3 121 637	12.2	5.0	X
	10613	Boards .....	2 060	27 142 455	5 157 864	19.0	8.2	X
	10620	Plywood and millwork .....	6 495	53 376 308	29 254 268	54.8	46.4	75.1
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	2 136	32 392 013	5 933 213	18.3	9.4	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	2 236	25 371 651	5 452 083	21.5	8.7	X
	10623	Gypsum, waterboard, and other specialty boards .....	1 532	19 038 280	3 067 857	16.1	4.9	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	3 938	34 093 870	12 939 479	38.0	20.5	X
10625	Metal millwork .....	445	7 263 155	444 162	6.1	.7	X	
10626	Trusses, wood siding, and wood shingles .....	947	14 165 376	1 417 474	10.0	2.2	X	

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**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>		
42331		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>							
		Lumber, plywood, millwork, and wood panel merchant wholesalers—Con.							
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	545	10 925 430	487 013	4.5	.8	67.0	
	10711	Ready-mixed or transit-mixed concrete . . . . .	193	6 212 521	106 844	1.7	.2	X	
	10712	Cement and lime . . . . .	214	6 204 775	325 413	5.2	.5	X	
	10713	Sand, gravel, and crushed stone . . . . .	74	479 576	9 155	1.9	Z	X	
	10714	Brick, block, tile, and clay or cement sewer pipe . . . . .	184	1 725 842	45 601	2.6	.1	X	
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	1 560	20 563 605	2 519 152	12.3	4.0	76.2	
	10721	Nonwood roofing . . . . .	950	16 516 553	1 127 334	6.8	1.8	X	
	10722	Nonwood siding . . . . .	826	14 196 526	829 011	5.8	1.3	X	
	10723	Insulation materials . . . . .	1 046	16 269 377	562 807	3.5	.9	X	
	10730	Flat glass and other construction glass . . . . .	219	1 528 307	87 964	5.8	.1	X	
	10740	Other construction products and materials . . . . .	735	14 075 280	871 703	6.2	1.4	67.5	
	10741	Rain-carrying equipment, including gutters and down spouts . . . . .	140	4 753 899	49 027	1.0	.1	X	
	10742	Prefabricated buildings and non-wood structural assemblies . . . . .	48	298 323	42 157	14.1	.1	X	
	10743	Manufactured mobile homes . . . . .	7	83 075	117	.1	Z	X	
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	665	13 694 971	780 402	5.7	1.2	X	
	10970	Store machines and equipment . . . . .	21	50 634	9 132	18.0	Z	62.4	
	10972	Other store machines and equipment . . . . .	21	50 634	9 132	18.0	Z	X	
	11100	Semi-finished iron and steel products . . . . .	7	104 820	16 101	15.4	Z	X	
	11120	Flat iron and steel products . . . . .	204	3 445 052	114 495	3.3	.2	X	
	11140	Iron and steel wire and wire products . . . . .	250	5 161 068	116 417	2.3	.2	X	
	11150	Iron and steel pipes and tubing . . . . .	53	717 085	55 170	7.7	.1	X	
	11160	Other iron and steel products . . . . .	302	8 471 846	360 726	4.3	.6	X	
	11170	Alloy steel . . . . .	11	45 698	4 333	9.5	Z	27.3	
	11175	Other alloy steel . . . . .	9	42 059	3 943	9.4	Z	X	
	11200	Copper and brass . . . . .	6	16 552	986	6.0	Z	X	
	11220	Aluminum shapes and forms, including pipes and tubing . . . . .	77	431 537	17 932	4.2	Z	X	
	11400	Electrical apparatus and equipment . . . . .	93	728 655	28 663	3.9	Z	X	
	11500	Electric household appliances, including gas clothes dryers . . . . .	42	642 068	35 389	5.5	.1	X	
	11600	Electronic parts and equipment, excluding communications equipment . . . . .	31	3 440 515	11 326	.3	Z	X	
	11700	Hardware . . . . .	893	10 817 050	751 074	6.9	1.2	X	
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters . . . . .	202	4 891 596	108 718	2.2	.2	X	
	11900	Forced air heating and air-conditioning equipment and supplies . . . . .	131	2 010 976	47 303	2.4	.1	X	
	12000	Refrigeration equipment and supplies, including commercial refrigerators . . . . .	18	37 788	3 286	8.7	Z	X	
	12220	Lawn and garden machinery, equipment, and parts . . . . .	16	55 922	787	1.4	Z	X	
	12320	General-purpose industrial machinery, equipment, and parts . . . . .	9	8 543	1 643	19.2	Z	X	
	12340	Materials handling machinery, equipment, and parts . . . . .	8	25 544	5 143	20.1	Z	X	
	12360	Other industrial machinery, equipment, and parts . . . . .	7	24 534	5 762	23.5	Z	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods . . . . .	52	239 599	8 345	3.5	Z	X	
	12700	Sporting and recreational goods and supplies . . . . .	15	51 862	3 722	7.2	Z	X	
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties . . . . .	210	5 489 404	268 908	4.9	.4	X	
	13150	Miscellaneous durable goods . . . . .	10	38 175	1 459	3.8	Z	X	
	13400	Paper and plastic products . . . . .	7	11 829	3 943	33.3	Z	51.7	
	13415	Other paper and plastic products . . . . .	7	11 829	3 943	33.3	Z	X	
	15300	Plastics materials and basic shapes . . . . .	366	7 433 454	249 138	3.4	.4	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	343	8 067 514	94 273	1.2	.2	X	
	15800	Farm supplies . . . . .	13	507 671	64 075	12.6	.1	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies . . . . .	319	6 476 351	76 908	1.2	.1	X	
	16150	Wigs, yarns, and leather products . . . . .	14	249 565	24 866	10.0	Z	X	
	19700	Service receipts and labor charges, including installed parts . . . . .	551	5 449 650	122 546	2.2	.2	73.3	
	19701	Labor charges for repair work . . . . .	131	454 855	28 587	6.3	Z	X	
	19702	Parts installed in repair work . . . . .	110	766 633	11 923	1.6	Z	X	
	19703	Other service receipts and labor charges . . . . .	372	4 393 711	82 036	1.9	.1	X	
	19740	Receipts for installing equipment . . . . .	20	63 089	11 501	18.2	Z	X	
	19810	Miscellaneous commodities . . . . .	551	10 821 731	791 290	7.3	1.3	X	
	19940	Rental and operating lease receipts . . . . .	25	115 131	1 432	1.2	Z	X	
	19950	Construction receipts . . . . .	133	591 353	73 540	12.4	.1	X	
	423310		Lumber, plywood, millwork, and wood panel merchant wholesalers . . . . .	8 367	X	63 019 550	X	100.0	78.8
		10100	New and used automobiles, motorcycles, and trailers . . . . .	7	21 030	5 915	28.1	Z	X
		10400	Household and lawn furniture . . . . .	7	10 843	329	3.0	Z	X
		10520	Linens, domestics, curtains, and draperies . . . . .	18	59 921	2 300	3.8	Z	27.7
		10523	Shades and blinds . . . . .	11	48 008	1 847	3.8	Z	X
		10530	Flooring and floor coverings . . . . .	372	6 672 555	216 337	3.2	.3	X
		10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils . . . . .	25	56 517	3 286	5.8	Z	X
		10600	Rough, dressed, and finished dimensional lumber . . . . .	4 532	46 082 409	26 056 325	56.5	41.3	74.8
		10611	Untreated lumber . . . . .	3 551	39 396 495	17 776 824	45.1	28.2	X
		10612	Treated lumber . . . . .	1 978	25 688 236	3 121 637	12.2	5.0	X
		10613	Boards . . . . .	2 060	27 142 455	5 157 864	19.0	8.2	X
		10620	Plywood and millwork . . . . .	6 495	53 376 308	29 254 268	54.8	46.4	75.1
		10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) . . . . .	2 136	32 392 013	5 933 213	18.3	9.4	X
		10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard . . . . .	2 236	25 371 651	5 452 083	21.5	8.7	X
		10623	Gypsum, waterboard, and other specialty boards . . . . .	1 532	19 038 280	3 067 857	16.1	4.9	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets . . . . .	3 938	34 093 870	12 939 479	38.0	20.5	X	
	10625	Metal millwork . . . . .	445	7 263 155	444 162	6.1	.7	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>	
423310		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Lumber, plywood, millwork, and wood panel merchant wholesalers—Con.						
	10620	Plywood and millwork—Con.						
	10626	Trusses, wood siding, and wood shingles . . . . .	947	14 165 376	1 417 474	10.0	2.2	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	545	10 925 430	487 013	4.5	.8	67.0
	10711	Ready-mixed or transit-mixed concrete . . . . .	193	6 212 521	106 844	1.7	.2	X
	10712	Cement and lime . . . . .	214	6 204 775	325 413	5.2	.5	X
	10713	Sand, gravel, and crushed stone . . . . .	74	4 979 576	9 155	1.9	Z	X
	10714	Brick, block, tile, and clay or cement sewer pipe . . . . .	184	1 725 842	45 601	2.6	.1	X
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	1 560	20 563 605	2 519 152	12.3	4.0	76.2
	10721	Nonwood roofing . . . . .	950	16 516 553	1 127 334	6.8	1.8	X
	10722	Nonwood siding . . . . .	826	14 196 526	829 011	5.8	1.3	X
	10723	Insulation materials . . . . .	1 046	16 269 377	562 807	3.5	.9	X
	10730	Flat glass and other construction glass . . . . .	219	1 528 307	87 964	5.8	.1	X
	10740	Other construction products and materials . . . . .	735	14 075 280	871 703	6.2	1.4	67.5
	10741	Rain-carrying equipment, including gutters and down spouts . . . . .	140	4 753 899	49 027	1.0	.1	X
	10742	Prefabricated buildings and non-wood structural assemblies . . . . .	48	298 323	42 157	14.1	.1	X
	10743	Manufactured mobile homes . . . . .	7	83 075	117	.1	Z	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	665	13 694 971	780 402	5.7	1.2	X
	10970	Store machines and equipment . . . . .	21	50 634	9 132	18.0	Z	62.4
	10972	Other store machines and equipment . . . . .	21	50 634	9 132	18.0	Z	X
	11100	Semi-finished iron and steel products . . . . .	7	104 820	16 101	15.4	Z	X
	11120	Flat iron and steel products . . . . .	204	3 445 052	114 495	3.3	.2	X
	11140	Iron and steel wire and wire products . . . . .	250	5 161 068	116 417	2.3	.2	X
	11150	Iron and steel pipes and tubing . . . . .	53	717 085	55 170	7.7	.1	X
	11160	Other iron and steel products . . . . .	302	8 471 846	360 726	4.3	.6	X
	11170	Alloy steel . . . . .	11	45 698	4 333	9.5	Z	27.3
	11175	Other alloy steel . . . . .	9	42 059	3 943	9.4	Z	X
	11200	Copper and brass . . . . .	6	16 552	986	6.0	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing . . . . .	77	431 537	17 932	4.2	Z	X
	11400	Electrical apparatus and equipment . . . . .	93	728 655	28 663	3.9	Z	X
	11500	Electric household appliances, including gas clothes dryers . . . . .	42	642 068	35 389	5.5	.1	X
	11600	Electronic parts and equipment, excluding communications equipment . . . . .	31	3 440 515	11 326	.3	Z	X
	11700	Hardware . . . . .	893	10 817 050	751 074	6.9	1.2	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters . . . . .	202	4 891 596	108 718	2.2	.2	X
	11900	Forced air heating and air-conditioning equipment and supplies . . . . .	131	2 010 976	47 303	2.4	.1	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators . . . . .	18	37 788	3 286	8.7	Z	X
	12220	Lawn and garden machinery, equipment, and parts . . . . .	16	55 922	787	1.4	Z	X
	12320	General-purpose industrial machinery, equipment, and parts . . . . .	9	8 543	1 643	19.2	Z	X
	12340	Materials handling machinery, equipment, and parts . . . . .	8	25 544	5 143	20.1	Z	X
	12360	Other industrial machinery, equipment, and parts . . . . .	7	24 534	5 762	23.5	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods . . . . .	52	239 599	8 345	3.5	Z	X
12700	Sporting and recreational goods and supplies . . . . .	15	51 862	3 722	7.2	Z	X	
13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties . . . . .	210	5 489 404	268 908	4.9	.4	X	
13150	Miscellaneous durable goods . . . . .	10	38 175	1 459	3.8	Z	X	
13400	Paper and plastic products . . . . .	7	11 829	3 943	33.3	Z	51.7	
13415	Other paper and plastic products . . . . .	7	11 829	3 943	33.3	Z	X	
15300	Plastics materials and basic shapes . . . . .	366	7 433 454	249 138	3.4	.4	X	
15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	343	8 067 514	94 273	1.2	.2	X	
15800	Farm supplies . . . . .	13	507 671	64 075	12.6	.1	X	
16000	Paint, paint supplies, wallpaper, and wallpaper supplies . . . . .	319	6 476 351	76 908	1.2	.1	X	
16150	Wigs, yarns, and leather products . . . . .	14	249 565	24 866	10.0	Z	X	
19700	Service receipts and labor charges, including installed parts . . . . .	551	5 449 650	122 546	2.2	.2	73.3	
19701	Labor charges for repair work . . . . .	131	454 855	28 587	6.3	Z	X	
19702	Parts installed in repair work . . . . .	110	766 633	11 923	1.6	Z	X	
19703	Other service receipts and labor charges . . . . .	372	4 393 711	82 036	1.9	.1	X	
19740	Receipts for installing equipment . . . . .	20	63 089	11 501	18.2	Z	X	
19810	Miscellaneous commodities . . . . .	551	10 821 731	791 290	7.3	1.3	X	
19940	Rental and operating lease receipts . . . . .	25	115 131	1 432	1.2	Z	X	
19950	Construction receipts . . . . .	133	591 353	73 540	12.4	.1	X	
42332		<b>Brick, stone, and related construction material merchant wholesalers . . . . .</b>	<b>3 002</b>	<b>X</b>	<b>9 113 885</b>	<b>X</b>	<b>100.0</b>	<b>58.7</b>
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies . . . . .	11	4 264	698	16.4	Z	38.5
	10223	Other automotive parts and supplies . . . . .	8	4 045	674	16.7	Z	X
	10400	Household and lawn furniture . . . . .	8	20 927	1 046	5.0	Z	X
	10530	Flooring and floor coverings . . . . .	70	190 762	43 304	22.7	.5	X
	10600	Rough, dressed, and finished dimensional lumber . . . . .	34	107 434	13 123	12.2	.1	58.7
	10611	Untreated lumber . . . . .	19	47 208	7 686	16.3	.1	X
	10612	Treated lumber . . . . .	21	76 794	5 055	6.6	.1	X
	10613	Boards . . . . .	8	17 069	382	2.2	Z	X
	10620	Plywood and millwork . . . . .	92	271 421	42 740	15.7	.5	48.3
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) . . . . .	16	33 211	1 218	3.7	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard . . . . .	12	18 174	1 486	8.2	Z	X
	10623	Gypsum, waterboard, and other specialty boards . . . . .	70	220 194	34 343	15.6	.4	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets . . . . .	26	73 473	4 418	6.0	Z	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>	
42332		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Brick, stone, and related construction material merchant wholesalers—Con.						
	10620	Plywood and millwork—Con.						
	10626	Trusses, wood siding, and wood shingles . . . . .	6	24 375	917	3.8	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	3 002	9 113 885	8 664 621	95.1	95.1	39.0
	10711	Ready-mixed or transit-mixed concrete . . . . .	112	311 091	58 422	18.8	.6	X
	10712	Cement and lime . . . . .	657	3 110 580	2 692 217	86.6	29.5	X
	10713	Sand, gravel, and crushed stone . . . . .	1 261	2 830 487	2 356 765	83.3	25.9	X
	10714	Brick, block, tile, and clay or cement sewer pipe . . . . .	1 385	4 006 174	3 557 217	88.8	39.0	X
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	78	271 358	36 764	13.5	.4	40.7
	10721	Nonwood roofing . . . . .	37	146 144	23 899	16.4	.3	X
	10722	Nonwood siding . . . . .	18	57 473	7 116	12.4	.1	X
	10723	Insulation materials . . . . .	40	139 209	5 749	4.1	.1	X
	10730	Flat glass and other construction glass . . . . .	10	25 154	327	1.3	Z	X
	10740	Other construction products and materials . . . . .	68	262 761	54 003	20.6	.6	X
	11120	Flat iron and steel products . . . . .	23	51 910	2 875	5.5	Z	X
	11140	Iron and steel wire and wire products . . . . .	36	110 726	5 336	4.8	.1	X
	11150	Iron and steel pipes and tubing . . . . .	9	34 714	2 480	7.1	Z	X
	11160	Other iron and steel products . . . . .	31	82 080	11 794	14.4	.1	X
	11200	Copper and brass . . . . .	6	24 447	891	3.6	Z	34.6
	11213	Tubular products . . . . .	6	24 447	891	3.6	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing . . . . .	18	75 249	12 281	16.3	.1	X
	11400	Electrical apparatus and equipment . . . . .	9	12 092	2 411	19.9	Z	X
	11600	Electronic parts and equipment, excluding communications equipment . .	6	5 642	95	1.7	Z	X
	11700	Hardware . . . . .	59	126 465	4 856	3.8	.1	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters . . . . .	26	41 188	3 034	7.4	Z	X
	11900	Forced air heating and air-conditioning equipment and supplies . . . . .	14	34 337	3 970	11.6	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments . . . . .	8	12 151	3 641	30.0	Z	X
	12320	General-purpose industrial machinery, equipment, and parts . . . . .	8	52 438	10 011	19.1	.1	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings . . . .	6	27 818	4 804	17.3	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods . . . . .	25	38 646	5 632	14.6	.1	X
	12520	Janitorial equipment and supplies . . . . .	6	5 579	387	6.9	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties . . . . .	9	21 873	204	.9	Z	X
	15300	Plastics materials and basic shapes . . . . .	23	46 487	4 283	9.2	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	135	282 592	35 695	12.6	.4	X
	15800	Farm supplies . . . . .	6	13 950	3 111	22.3	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies . . . . .	30	98 543	13 622	13.8	.1	30.5
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers . . . . .	27	97 030	12 967	13.4	.1	X
	16014	Paint supplies . . . . .	8	21 241	185	.9	Z	X
	19700	Service receipts and labor charges, including installed parts . . . . .	153	480 032	45 429	9.5	.5	51.4
	19701	Labor charges for repair work . . . . .	25	46 600	2 861	6.1	Z	X
	19702	Parts installed in repair work . . . . .	16	31 865	1 170	3.7	Z	X
	19703	Other service receipts and labor charges . . . . .	126	443 280	41 398	9.3	.5	X
	19810	Miscellaneous commodities . . . . .	87	211 696	15 019	7.1	.2	X
	19940	Rental and operating lease receipts . . . . .	52	181 774	10 238	5.6	.1	X
	19950	Construction receipts . . . . .	42	82 098	24 416	29.7	.3	X
	423320		Brick, stone, and related construction material merchant wholesalers . . . .	3 002	X	9 113 885	X	100.0
10200		New and rebuilt automotive parts and supplies, and trailer parts and supplies . . . . .	11	4 264	698	16.4	Z	38.5
10223		Other automotive parts and supplies . . . . .	8	4 045	674	16.7	Z	X
10400		Household and lawn furniture . . . . .	8	20 927	1 046	5.0	Z	X
10530		Flooring and floor coverings . . . . .	70	190 762	43 304	22.7	.5	X
10600		Rough, dressed, and finished dimensional lumber . . . . .	34	107 434	13 123	12.2	.1	58.7
10611		Untreated lumber . . . . .	19	47 208	7 686	16.3	.1	X
10612		Treated lumber . . . . .	21	76 794	5 055	6.6	.1	X
10613		Boards . . . . .	8	17 069	382	2.2	Z	X
10620		Plywood and millwork . . . . .	92	271 421	42 740	15.7	.5	48.3
10621		Softwood plywood, softwood veneer, and oriented strand board (OSB) . . . . .	16	33 211	1 218	3.7	Z	X
10622		Other panels products, including hardwood plywood, hardwood veneer, and particleboard . . . . .	12	18 174	1 486	8.2	Z	X
10623		Gypsum, waterboard, and other specialty boards . . . . .	70	220 194	34 343	15.6	.4	X
10624		Wood millwork, including moldings, doors, windows, and cabinets . . . .	26	73 473	4 418	6.0	Z	X
10626		Trusses, wood siding, and wood shingles . . . . .	6	24 375	917	3.8	Z	X
10700		Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	3 002	9 113 885	8 664 621	95.1	95.1	39.0
10711		Ready-mixed or transit-mixed concrete . . . . .	112	311 091	58 422	18.8	.6	X
10712		Cement and lime . . . . .	657	3 110 580	2 692 217	86.6	29.5	X
10713		Sand, gravel, and crushed stone . . . . .	1 261	2 830 487	2 356 765	83.3	25.9	X
10714		Brick, block, tile, and clay or cement sewer pipe . . . . .	1 385	4 006 174	3 557 217	88.8	39.0	X
10720		Nonwood roofing, nonwood siding, and insulation materials . . . . .	78	271 358	36 764	13.5	.4	40.7
10721		Nonwood roofing . . . . .	37	146 144	23 899	16.4	.3	X
10722		Nonwood siding . . . . .	18	57 473	7 116	12.4	.1	X
10723	Insulation materials . . . . .	40	139 209	5 749	4.1	.1	X	
10730	Flat glass and other construction glass . . . . .	10	25 154	327	1.3	Z	X	
10740	Other construction products and materials . . . . .	68	262 761	54 003	20.6	.6	X	
11120	Flat iron and steel products . . . . .	23	51 910	2 875	5.5	Z	X	
11140	Iron and steel wire and wire products . . . . .	36	110 726	5 336	4.8	.1	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>	
423320		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Brick, stone, and related construction material merchant wholesalers—Con.						
	11150	Iron and steel pipes and tubing .....	9	34 714	2 480	7.1	Z	X
	11160	Other iron and steel products .....	31	82 080	11 794	14.4	.1	X
	11200	Copper and brass .....	6	24 447	891	3.6	Z	34.6
	11213	Tubular products .....	6	24 447	891	3.6	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing .....	18	75 249	12 281	16.3	.1	X
	11400	Electrical apparatus and equipment .....	9	12 092	2 411	19.9	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	6	5 642	95	1.7	Z	X
	11700	Hardware .....	59	126 465	4 856	3.8	.1	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	26	41 188	3 074	7.4	Z	X
	11900	Forced air heating and air-conditioning equipment and supplies .....	14	34 337	3 930	11.6	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments .....	8	12 151	3 641	30.0	Z	X
	12320	General-purpose industrial machinery, equipment, and parts .....	8	52 438	10 011	19.1	.1	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings .....	6	27 818	4 804	17.3	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	25	38 646	5 632	14.6	.1	X
	12520	Janitorial equipment and supplies .....	6	5 579	387	6.9	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties .....	9	21 873	204	.9	Z	X
	15300	Plastics materials and basic shapes .....	23	46 487	4 283	9.2	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	135	282 592	35 695	12.6	.4	X
	15800	Farm supplies .....	6	13 950	3 111	22.3	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	30	98 543	13 622	13.8	.1	30.5
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers .....	27	97 030	12 967	13.4	.1	X
	16014	Paint supplies .....	8	21 241	185	.9	Z	X
	19700	Service receipts and labor charges, including installed parts .....	153	480 032	45 429	9.5	.5	51.4
	19701	Labor charges for repair work .....	25	46 600	2 861	6.1	Z	X
	19702	Parts installed in repair work .....	16	31 865	1 170	3.7	Z	X
	19703	Other service receipts and labor charges .....	126	443 280	41 398	9.3	.5	X
	19810	Miscellaneous commodities .....	87	211 696	15 019	7.1	.2	X
	19940	Rental and operating lease receipts .....	52	181 774	10 238	5.6	.1	X
	19950	Construction receipts .....	42	82 098	24 416	29.7	.3	X
42333		Roofing, siding, and insulation material merchant wholesalers .....	2 354	X	13 889 864	X	100.0	84.4
	10530	Flooring and floor coverings .....	54	521 703	18 334	3.5	.1	48.8
	10531	Rugs and carpeting .....	12	66 095	8 947	13.5	.1	X
	10532	Hardwood flooring .....	35	422 016	6 418	1.5	Z	X
	10533	Other hard-surface floor coverings and accessories, including tile and sheet goods .....	6	33 592	2 969	8.8	Z	X
	10600	Rough, dressed, and finished dimensional lumber .....	303	3 219 948	246 538	7.7	1.8	70.9
	10611	Untreated lumber .....	87	1 064 128	71 914	6.8	.5	X
	10612	Treated lumber .....	153	1 934 255	97 567	5.0	.7	X
	10613	Boards .....	92	966 757	77 057	8.0	.6	X
	10620	Plywood and millwork .....	1 091	7 780 963	1 163 658	15.0	8.4	76.1
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	290	2 378 251	82 934	3.5	.6	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	100	1 045 917	32 990	3.2	.2	X
	10623	Gypsum, waterboard, and other specialty boards .....	164	1 992 471	137 417	6.9	1.0	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	833	5 839 691	838 148	14.4	6.0	X
	10625	Metal millwork .....	42	510 976	21 085	4.1	.2	X
	10626	Trusses, wood siding, and wood shingles .....	142	1 337 158	51 084	3.8	.4	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile .....	149	1 387 736	62 225	4.5	.4	27.7
	10711	Ready-mixed or transit-mixed concrete .....	40	552 735	13 841	2.5	.1	X
	10712	Cement and lime .....	36	269 984	13 721	5.1	.1	X
	10713	Sand, gravel, and crushed stone .....	44	325 493	3 051	.9	Z	X
	10714	Brick, block, tile, and clay or cement sewer pipe .....	60	524 939	31 612	6.0	.2	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	2 354	13 899 864	11 534 071	83.0	83.0	78.7
	10721	Nonwood roofing .....	1 681	11 664 569	6 995 299	60.0	50.4	X
	10722	Nonwood siding .....	1 373	8 755 615	2 433 227	27.8	17.5	X
	10723	Insulation materials .....	1 553	10 098 348	2 105 545	20.9	15.2	X
	10730	Flat glass and other construction glass .....	84	634 489	41 807	6.6	.3	X
	10740	Other construction products and materials .....	442	3 144 943	349 597	11.1	2.5	70.1
	10741	Rain-carrying equipment, including gutters and down spouts .....	231	1 663 612	132 741	8.0	1.0	X
	10742	Prefabricated buildings and non-wood structural assemblies .....	21	407 427	21 440	5.3	.2	X
	10743	Manufactured mobile homes .....	6	17 140	1 346	7.9	Z	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers .....	338	2 413 838	194 070	8.0	1.4	X
	11120	Flat iron and steel products .....	22	273 630	16 806	6.1	.1	X
	11140	Iron and steel wire and wire products .....	28	752 692	33 335	4.4	.2	X
	11160	Other iron and steel products .....	27	182 096	7 223	4.0	.1	X
	11220	Aluminum shapes and forms, including pipes and tubing .....	77	627 822	43 752	7.0	.3	X
	11400	Electrical apparatus and equipment .....	53	199 042	2 500	1.3	Z	X
	11500	Electric household appliances, including gas clothes dryers .....	7	55 837	1 250	2.2	Z	X
	11700	Hardware .....	255	2 000 974	93 476	4.7	.7	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	12	538 927	17 500	3.2	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies .....	49	377 249	44 863	11.9	.3	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	69	418 085	7 223	1.7	.1	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>		
42333		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>							
		Roofing, siding, and insulation material merchant wholesalers—Con.							
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties .....	11	109 174	3 056	2.8	Z	X	
	15300	Plastics materials and basic shapes .....	89	722 134	39 724	5.5	.3	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	285	2 180 153	63 197	2.9	.5	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	80	769 360	9 584	1.2	.1	X	
	19700	Service receipts and labor charges, including installed parts .....	128	740 608	13 473	1.8	.1	82.9	
	19701	Labor charges for repair work .....	22	117 142	2 856	2.4	Z	X	
	19702	Parts installed in repair work .....	7	91 998	3 631	3.9	Z	X	
	19703	Other service receipts and labor charges .....	113	662 266	6 986	1.1	.1	X	
	19810	Miscellaneous commodities .....	89	574 624	45 280	7.9	.3	X	
	19940	Rental and operating lease receipts .....	7	20 696	1 111	5.4	Z	X	
	19950	Construction receipts .....	23	76 811	7 778	10.1	.1	X	
	423330		Roofing, siding, and insulation material merchant wholesalers .....	2 354	X	13 889 864	X	100.0	84.4
		10530	Flooring and floor coverings .....	54	521 703	18 334	3.5	.1	48.8
10531		Rugs and carpeting .....	12	66 095	8 947	13.5	.1	X	
10532		Hardwood flooring .....	35	422 016	6 418	1.5	Z	X	
10533		Other hard-surface floor coverings and accessories, including tile and sheet goods .....	6	33 592	2 969	8.8	Z	X	
10600		Rough, dressed, and finished dimensional lumber .....	303	3 219 948	246 538	7.7	1.8	70.9	
10611		Untreated lumber .....	87	1 064 128	71 914	6.8	.5	X	
10612		Treated lumber .....	153	1 934 255	97 567	5.0	.7	X	
10613		Boards .....	92	966 757	77 057	8.0	.6	X	
10620		Plywood and millwork .....	1 091	7 780 963	1 163 658	15.0	8.4	76.1	
10621		Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	290	2 378 251	82 934	3.5	.6	X	
10622		Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	100	1 045 917	32 990	3.2	.2	X	
10623		Gypsum, waterboard, and other specialty boards .....	164	1 992 471	137 417	6.9	1.0	X	
10624		Wood millwork, including moldings, doors, windows, and cabinets .....	833	5 839 691	838 148	14.4	6.0	X	
10625		Metal millwork .....	42	510 976	21 085	4.1	.2	X	
10626		Trusses, wood siding, and wood shingles .....	142	1 337 158	51 084	3.8	.4	X	
10700		Concrete, cement, sand, gravel, stone, brick, block, and tile .....	149	1 387 736	62 225	4.5	.4	27.7	
10711		Ready-mixed or transit-mixed concrete .....	40	552 735	13 841	2.5	.1	X	
10712		Cement and lime .....	36	269 984	13 721	5.1	.1	X	
10713		Sand, gravel, and crushed stone .....	44	325 493	3 051	.9	Z	X	
10714		Brick, block, tile, and clay or cement sewer pipe .....	60	524 939	31 612	6.0	.2	X	
10720		Nonwood roofing, nonwood siding, and insulation materials .....	2 354	13 889 864	11 534 071	83.0	83.0	78.7	
10721		Nonwood roofing .....	1 681	11 664 569	6 995 299	60.0	50.4	X	
10722		Nonwood siding .....	1 373	8 755 615	2 433 227	27.8	17.5	X	
10723		Insulation materials .....	1 553	10 098 348	2 105 545	20.9	15.2	X	
10730		Flat glass and other construction glass .....	84	634 489	41 807	6.6	.3	X	
10740		Other construction products and materials .....	442	3 144 943	349 597	11.1	2.5	70.1	
10741		Rain-carrying equipment, including gutters and down spouts .....	231	1 663 612	132 741	8.0	1.0	X	
10742		Prefabricated buildings and non-wood structural assemblies .....	21	407 427	21 440	5.3	.2	X	
10743		Manufactured mobile homes .....	6	17 140	1 346	7.9	Z	X	
10744		Other construction materials, including house wraps, vapor barriers, and construction papers .....	338	2 413 838	194 070	8.0	1.4	X	
11120		Flat iron and steel products .....	22	273 630	16 806	6.1	.1	X	
11140		Iron and steel wire and wire products .....	28	752 692	33 335	4.4	.2	X	
11160		Other iron and steel products .....	27	182 096	7 223	4.0	.1	X	
11220		Aluminum shapes and forms, including pipes and tubing .....	77	627 822	43 752	7.0	.3	X	
11400	Electrical apparatus and equipment .....	53	199 042	2 500	1.3	Z	X		
11500	Electric household appliances, including gas clothes dryers .....	7	55 837	1 250	2.2	Z	X		
11700	Hardware .....	255	2 000 974	93 476	4.7	.7	X		
11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	12	538 927	17 500	3.2	.1	X		
11900	Forced air heating and air-conditioning equipment and supplies .....	49	377 249	44 863	11.9	.3	X		
12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	69	418 085	7 223	1.7	.1	X		
13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties .....	11	109 174	3 056	2.8	Z	X		
15300	Plastics materials and basic shapes .....	89	722 134	39 724	5.5	.3	X		
15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	285	2 180 153	63 197	2.9	.5	X		
16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	80	769 360	9 584	1.2	.1	X		
19700	Service receipts and labor charges, including installed parts .....	128	740 608	13 473	1.8	.1	82.9		
19701	Labor charges for repair work .....	22	117 142	2 856	2.4	Z	X		
19702	Parts installed in repair work .....	7	91 998	3 631	3.9	Z	X		
19703	Other service receipts and labor charges .....	113	662 266	6 986	1.1	.1	X		
19810	Miscellaneous commodities .....	89	574 624	45 280	7.9	.3	X		
19940	Rental and operating lease receipts .....	7	20 696	1 111	5.4	Z	X		
19950	Construction receipts .....	23	76 811	7 778	10.1	.1	X		
42339		Other construction material merchant wholesalers .....	2 913	X	8 130 926	X	100.0	70.6	
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	33	223 478	26 025	11.6	.3	X	
	10530	Flooring and floor coverings .....	35	121 935	10 465	8.6	.1	X	
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	6	8 322	2 118	25.5	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>	
42339		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Other construction material merchant wholesalers—Con.						
	10600	Rough, dressed, and finished dimensional lumber .....	45	219 581	17 651	8.0	.2	59.7
	10611	Untreated lumber .....	23	123 570	4 482	3.6	.1	X
	10612	Treated lumber .....	27	123 695	7 968	6.4	.1	X
	10613	Boards .....	8	52 783	5 201	9.9	.1	X
	10620	Plywood and millwork .....	359	1 366 948	217 207	15.9	2.7	56.7
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	43	125 381	4 232	3.4	.1	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	102	488 084	43 836	9.0	.5	X
	10623	Gypsum, waterboard, and other specialty boards .....	35	198 779	19 458	9.8	.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	224	844 750	118 195	14.0	1.5	X
	10625	Metal millwork .....	22	152 589	30 478	20.0	.4	X
	10626	Trusses, wood siding, and wood shingles .....	9	54 864	1 008	1.8	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile .....	120	388 052	49 389	12.7	.6	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	379	1 290 030	252 183	19.5	3.1	60.2
	10721	Nonwood roofing .....	101	426 763	64 203	15.0	.8	X
	10722	Nonwood siding .....	216	690 411	139 911	20.3	1.7	X
	10723	Insulation materials .....	178	556 846	48 069	8.6	.6	X
	10730	Flat glass and other construction glass .....	638	1 444 184	1 041 010	72.1	12.8	X
	10740	Other construction products and materials .....	2 429	7 179 266	5 409 421	75.3	66.5	X
	10950	Packaged computer software, including game software and cartridges ..	6	17 970	138	.8	Z	X
	11100	Semi-finished iron and steel products .....	29	151 541	19 967	13.2	.2	59.4
	11113	Rough castings and foundry products .....	12	47 451	14 461	30.5	.2	X
	11116	Other semi-finished iron and steel products .....	17	104 090	3 334	3.2	Z	X
	11120	Flat iron and steel products .....	78	478 377	81 863	17.1	1.0	52.5
	11121	Plates .....	9	15 279	2 029	13.3	Z	X
	11126	Galvanized and coated sheets .....	48	211 969	46 418	21.9	.6	X
	11128	Fabricated and structural plate products .....	22	251 129	32 747	13.0	.4	X
	11140	Iron and steel wire and wire products .....	207	1 196 562	141 073	11.8	1.7	64.8
	11141	Wire, including plain, coated, barbed, and twisted .....	47	606 197	16 534	2.7	.2	X
	11142	Nails .....	138	849 587	105 836	12.5	1.3	X
	11143	Wire rope, strand, strapping, reinforcement mesh, and bale ties .....	65	232 345	18 292	7.9	.2	X
	11150	Iron and steel pipes and tubing .....	43	171 026	33 048	19.3	.4	52.2
	11152	Tubing .....	6	19 605	878	4.5	Z	X
	11153	Standard steel pipes .....	26	113 320	25 453	22.5	.3	X
	11154	Other steel pipes .....	14	44 747	6 717	15.0	.1	X
	11160	Other iron and steel products .....	109	642 165	86 532	13.5	1.1	60.6
	11164	Concrete reinforcement bars .....	79	525 688	59 330	11.3	.7	X
	11165	Structural shapes, excluding bar-size shapes .....	21	89 883	9 289	10.3	.1	X
	11167	Other finished products .....	14	85 585	13 085	15.3	.2	X
	11170	Alloy steel .....	8	15 216	3 374	22.2	Z	40.9
	11175	Other alloy steel .....	8	15 216	3 374	22.2	Z	X
11180	Stainless steel .....	29	192 320	1 827	1.0	Z	70.6	
11183	Sheets .....	19	156 041	860	.6	Z	X	
11185	Other stainless steel, including tubing .....	8	31 367	724	2.3	Z	X	
11200	Copper and brass .....	33	183 213	6 265	3.4	.1	64.4	
11212	Flat products, including sheets, strips, and plates .....	27	166 843	4 147	2.5	.1	X	
11213	Tubular products .....	30	180 615	1 980	1.1	Z	X	
11220	Aluminum shapes and forms, including pipes and tubing .....	108	410 458	33 806	8.2	.4	35.1	
11222	Sheets and coils - .006 to .249 inch .....	54	280 228	2 708	1.0	Z	X	
11223	Rolled or extruded rods, bars, and wires, including rounds, hexes, squares, and rectangles .....	31	58 046	16 594	28.6	.2	X	
11224	Pipes and tubing, including hollow bar, square, and rectangular tubing .....	39	103 581	14 504	14.0	.2	X	
11400	Electrical apparatus and equipment .....	58	228 227	11 648	5.1	.1	X	
11500	Electric household appliances, including gas clothes dryers .....	6	8 056	207	2.6	Z	X	
11600	Electronic parts and equipment, excluding communications equipment ..	35	233 612	5 852	2.5	.1	X	
11650	Communications equipment and supplies .....	8	24 236	1 239	5.1	Z	X	
11700	Hardware .....	460	2 106 009	231 007	11.0	2.8	54.5	
11711	Hand tools, including power driven tools .....	381	1 901 070	127 575	6.7	1.6	X	
11712	Bolts, nuts, rivets, and other fasteners, excluding nails .....	307	1 455 202	102 849	7.1	1.3	X	
11713	Cutlery .....	11	19 444	583	3.0	Z	X	
11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	70	369 868	24 236	6.6	.3	X	
11900	Forced air heating and air-conditioning equipment and supplies .....	50	125 447	23 409	18.7	.3	28.7	
11911	Forced air furnaces .....	7	11 159	1 264	11.3	Z	X	
11912	Central air-conditioners .....	7	11 159	4 739	42.5	.1	X	
11914	Heat pumps .....	14	15 098	448	3.0	Z	X	
11916	Air cleaning and filtration systems .....	7	5 562	787	14.2	Z	X	
11917	Compressors for air-conditioners .....	7	5 562	787	14.2	Z	X	
11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal .....	36	108 726	15 384	14.1	.2	X	
12000	Refrigeration equipment and supplies, including commercial refrigerators .....	16	30 226	3 236	10.7	Z	X	
12100	Construction and mining machinery and equipment, including parts and attachments .....	25	77 320	13 357	17.3	.2	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>	
42339		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Other construction material merchant wholesalers—Con.						
	12200	Farm machinery, equipment, and parts .....	29	58 592	5 852	10.0	.1	57.2
	12211	New farm tractors .....	6	6 651	132	2.0	Z	X
	12214	New dairy farm and barn equipment .....	9	16 732	509	3.0	Z	X
	12216	Other new farm machinery and equipment .....	12	34 317	2 662	7.8	Z	X
	12218	Used farm machinery and equipment .....	17	21 700	785	3.6	Z	X
	12220	Lawn and garden machinery, equipment, and parts .....	16	37 248	1 446	3.9	Z	X
	12320	General-purpose industrial machinery, equipment, and parts .....	47	204 311	19 915	9.7	.2	X
	12330	Metalworking machinery, equipment, and parts .....	6	10 810	1 239	11.5	Z	X
	12340	Materials handling machinery, equipment, and parts .....	6	15 010	551	3.7	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings .....	12	38 419	2 479	6.5	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	99	486 570	14 046	2.9	.2	X
	13150	Miscellaneous durable goods .....	14	93 087	10 741	11.5	.1	X
	13300	Office paper, office supplies, greeting cards, and labels .....	6	8 400	1 377	16.4	Z	X
	15300	Plastics materials and basic shapes .....	125	645 260	46 634	7.2	.6	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	165	822 418	44 830	5.5	.6	X
	15800	Farm supplies .....	37	160 423	12 462	7.8	.2	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	116	414 421	22 266	5.4	.3	26.2
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers .....	74	302 558	13 161	4.4	.2	X
	16014	Paint supplies .....	54	212 109	7 215	3.4	.1	X
	16015	Wallpaper and wallpaper supplies .....	16	89 308	1 890	2.1	Z	X
	19700	Service receipts and labor charges, including installed parts .....	388	1 237 721	93 430	7.5	1.1	65.8
	19701	Labor charges for repair work .....	178	619 200	19 691	3.2	.2	X
	19702	Parts installed in repair work .....	79	220 417	6 697	3.0	.1	X
	19703	Other service receipts and labor charges .....	216	635 273	67 042	10.6	.8	X
	19720	Receipts for service contracts .....	10	23 478	620	2.6	Z	X
	19740	Receipts for installing equipment .....	45	145 207	4 957	3.4	.1	X
	19810	Miscellaneous commodities .....	152	641 771	28 284	4.4	.3	X
	19940	Rental and operating lease receipts .....	81	394 996	21 368	5.4	.3	X
	19950	Construction receipts .....	55	177 253	27 532	15.5	.3	X
423390		Other construction material merchant wholesalers .....	2 913	X	8 130 926	X	100.0	70.6
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	33	223 478	26 025	11.6	.3	X
	10530	Flooring and floor coverings .....	35	121 935	10 465	8.6	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	6	8 322	2 118	25.5	Z	X
	10600	Rough, dressed, and finished dimensional lumber .....	45	219 581	17 651	8.0	.2	59.7
	10611	Untreated lumber .....	23	123 570	4 482	3.6	.1	X
	10612	Treated lumber .....	27	123 695	7 968	6.4	.1	X
	10613	Boards .....	8	52 783	5 201	9.9	.1	X
	10620	Plywood and millwork .....	359	1 366 948	217 207	15.9	2.7	56.7
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	43	125 381	4 232	3.4	.1	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	102	488 084	43 836	9.0	.5	X
	10623	Gypsum, waterboard, and other specialty boards .....	35	198 779	19 458	9.8	.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	224	844 750	118 195	14.0	1.5	X
	10625	Metal millwork .....	22	152 589	30 478	20.0	.4	X
	10626	Trusses, wood siding, and wood shingles .....	9	54 864	1 008	1.8	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile .....	120	388 052	49 389	12.7	.6	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	379	1 290 030	252 183	19.5	3.1	60.2
	10721	Nonwood roofing .....	101	426 763	64 203	15.0	.8	X
	10722	Nonwood siding .....	216	690 411	139 911	20.3	1.7	X
	10723	Insulation materials .....	178	556 846	48 069	8.6	.6	X
	10730	Flat glass and other construction glass .....	638	1 444 184	1 041 010	72.1	12.8	X
	10740	Other construction products and materials .....	2 429	7 179 266	5 409 421	75.3	66.5	X
	10950	Packaged computer software, including game software and cartridges ..	6	17 970	138	.8	Z	X
	11100	Semi-finished iron and steel products .....	29	151 541	19 967	13.2	.2	59.4
	11113	Rough castings and foundry products .....	12	47 451	14 461	30.5	.2	X
	11116	Other semi-finished iron and steel products .....	17	104 090	3 334	3.2	Z	X
	11120	Flat iron and steel products .....	78	478 377	81 863	17.1	1.0	52.5
	11121	Plates .....	9	15 279	2 029	13.3	Z	X
	11126	Galvanized and coated sheets .....	48	211 969	46 418	21.9	.6	X
	11128	Fabricated and structural plate products .....	22	251 129	32 747	13.0	.4	X
	11140	Iron and steel wire and wire products .....	207	1 196 562	141 073	11.8	1.7	64.8
	11141	Wire, including plain, coated, barbed, and twisted .....	47	606 197	16 534	2.7	.2	X
	11142	Nails .....	138	849 587	105 836	12.5	1.3	X
	11143	Wire rope, strand, strapping, reinforcement mesh, and bale ties .....	65	232 345	18 292	7.9	.2	X
	11150	Iron and steel pipes and tubing .....	43	171 026	33 048	19.3	.4	52.2
	11152	Tubing .....	6	19 605	878	4.5	Z	X
	11153	Standard steel pipes .....	26	113 320	25 453	22.5	.3	X
	11154	Other steel pipes .....	14	44 747	6 717	15.0	.1	X
	11160	Other iron and steel products .....	109	642 165	86 532	13.5	1.1	60.6
	11164	Concrete reinforcement bars .....	79	525 688	59 330	11.3	.7	X
	11165	Structural shapes, excluding bar-size shapes .....	21	89 883	9 289	10.3	.1	X
	11167	Other finished products .....	14	85 585	13 085	15.3	.2	X
	11170	Alloy steel .....	8	15 216	3 374	22.2	Z	40.9
	11175	Other alloy steel .....	8	15 216	3 374	22.2	Z	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>	
423390		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Other construction material merchant wholesalers—Con.						
	11180	Stainless steel .....	29	192 320	1 827	1.0	Z	70.6
	11183	Sheets .....	19	156 041	860	.6	Z	X
	11185	Other stainless steel, including tubing .....	8	31 367	724	2.3	Z	X
	11200	Copper and brass .....	33	183 213	6 265	3.4	.1	64.4
	11212	Flat products, including sheets, strips, and plates .....	27	166 843	4 147	2.5	.1	X
	11213	Tubular products .....	30	180 615	1 980	1.1	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing .....	108	410 458	33 806	8.2	.4	35.1
	11222	Sheets and coils - .006 to .249 inch .....	54	280 228	2 708	1.0	Z	X
	11223	Rolled or extruded rods, bars, and wires, including rounds, hexes, squares, and rectangles .....	31	58 046	16 594	28.6	.2	X
	11224	Pipes and tubing, including hollow bar, square, and rectangular tubing .....	39	103 581	14 504	14.0	.2	X
	11400	Electrical apparatus and equipment .....	58	228 227	11 648	5.1	.1	X
	11500	Electric household appliances, including gas clothes dryers .....	6	8 056	207	2.6	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	35	233 612	5 852	2.5	.1	X
	11650	Communications equipment and supplies .....	8	24 236	1 239	5.1	Z	X
	11700	Hardware .....	460	2 106 009	231 007	11.0	2.8	54.5
	11711	Hand tools, including power driven tools .....	381	1 901 070	127 575	6.7	1.6	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails .....	307	1 455 202	102 849	7.1	1.3	X
	11713	Cutlery .....	11	19 444	583	3.0	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	70	369 868	24 236	6.6	.3	X
	11900	Forced air heating and air-conditioning equipment and supplies .....	50	125 447	23 409	18.7	.3	28.7
	11911	Forced air furnaces .....	7	11 159	1 264	11.3	Z	X
	11912	Central air-conditioners .....	7	11 159	4 739	42.5	.1	X
	11914	Heat pumps .....	14	15 098	448	3.0	Z	X
	11916	Air cleaning and filtration systems .....	7	5 562	787	14.2	Z	X
	11917	Compressors for air-conditioners .....	7	5 562	787	14.2	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal .....	36	108 726	15 384	14.1	.2	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators .....	16	30 226	3 236	10.7	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments .....	25	77 320	13 357	17.3	.2	X
	12200	Farm machinery, equipment, and parts .....	29	58 592	5 852	10.0	.1	57.2
	12211	New farm tractors .....	6	6 651	132	2.0	Z	X
	12214	New dairy farm and barn equipment .....	9	16 732	509	3.0	Z	X
	12216	Other new farm machinery and equipment .....	12	34 317	2 662	7.8	Z	X
	12218	Used farm machinery and equipment .....	17	21 700	785	3.6	Z	X
	12220	Lawn and garden machinery, equipment, and parts .....	16	37 248	1 446	3.9	Z	X
	12320	General-purpose industrial machinery, equipment, and parts .....	47	204 311	19 915	9.7	.2	X
	12330	Metalworking machinery, equipment, and parts .....	6	10 810	1 239	11.5	Z	X
	12340	Materials handling machinery, equipment, and parts .....	6	15 010	551	3.7	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings .....	12	38 419	2 479	6.5	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	99	486 570	14 046	2.9	.2	X
	13150	Miscellaneous durable goods .....	14	93 087	10 741	11.5	.1	X
	13300	Office paper, office supplies, greeting cards, and labels .....	6	8 400	1 377	16.4	Z	X
	15300	Plastics materials and basic shapes .....	125	645 260	46 634	7.2	.6	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	165	822 418	44 830	5.5	.6	X
	15800	Farm supplies .....	37	160 423	12 462	7.8	.2	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	116	414 421	22 266	5.4	.3	26.2
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers .....	74	302 558	13 161	4.4	.2	X
	16014	Paint supplies .....	54	212 109	7 215	3.4	.1	X
	16015	Wallpaper and wallpaper supplies .....	16	89 308	1 890	2.1	Z	X
19700	Service receipts and labor charges, including installed parts .....	388	1 237 721	93 430	7.5	1.1	65.8	
19701	Labor charges for repair work .....	178	619 200	19 691	3.2	.2	X	
19702	Parts installed in repair work .....	79	220 417	6 697	3.0	.1	X	
19703	Other service receipts and labor charges .....	216	635 273	67 042	10.6	.8	X	
19720	Receipts for service contracts .....	10	23 478	620	2.6	Z	X	
19740	Receipts for installing equipment .....	45	145 207	4 957	3.4	.1	X	
19810	Miscellaneous commodities .....	152	641 771	28 284	4.4	.3	X	
19940	Rental and operating lease receipts .....	81	394 996	21 368	5.4	.3	X	
19950	Construction receipts .....	55	177 253	27 532	15.5	.3	X	
42495	Paint, varnish, and supplies merchant wholesalers .....	2 042	X	5 226 174	X	100.0	75.3	
10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	108	266 169	41 078	15.4	.8	34.7	
10213	Electrical engine parts, including ignition parts .....	7	3 740	43	1.2	Z	X	
10214	Brake parts, including fluid and all disk and drum parts .....	7	3 740	55	1.5	Z	X	
10215	Exhaust system parts .....	7	3 740	23	.6	Z	X	
10216	Automotive glass .....	12	17 511	3 870	22.1	.1	X	
10217	Hoses, belts, gaskets, and wiper blades .....	7	3 740	60	1.6	Z	X	
10218	Filters, including oil, air, gas, and transmission .....	7	3 740	48	1.3	Z	X	
10221	Body parts and repair materials .....	88	206 856	32 073	15.5	.6	X	
10223	Other automotive parts and supplies .....	20	53 758	4 814	9.0	.1	X	
10224	Automotive accessories, excluding car stereos and CD players .....	10	8 741	53	.6	Z	X	
10520	Linens, domestics, curtains, and draperies .....	7	7 839	1 359	17.3	Z	X	
10530	Flooring and floor coverings .....	27	48 447	5 331	11.0	.1	35.5	
10531	Rugs and carpeting .....	11	5 897	1 392	23.6	Z	X	
10533	Other hard-surface floor coverings and accessories, including tile and sheet goods .....	16	42 550	3 939	9.3	.1	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>	
42495		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Paint, varnish, and supplies merchant wholesalers—Con.						
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils .....	11	213 960	12 543	5.9	.2	X
	10620	Plywood and millwork .....	11	7 212	575	8.0	Z	29.4
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	8	5 819	286	4.9	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	6	6 160	285	4.6	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile .....	14	13 484	941	7.0	Z	28.1
	10711	Ready-mixed or transit-mixed concrete .....	11	13 011	861	6.6	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	20	48 133	4 599	9.6	.1	X
	10740	Other construction products and materials .....	20	135 201	4 233	3.1	.1	X
	11140	Iron and steel wire and wire products .....	13	215 266	6 794	3.2	.1	74.6
	11142	Nails .....	13	215 266	6 794	3.2	.1	X
	11400	Electrical apparatus and equipment .....	27	159 346	17 194	10.8	.3	X
	11500	Electric household appliances, including gas clothes dryers .....	16	117 119	2 665	2.3	.1	X
	11600	Electronic parts and equipment, excluding communications equipment ..	11	109 906	8 153	7.4	.2	X
	11700	Hardware .....	106	617 995	102 380	16.6	2.0	32.5
	11711	Hand tools, including power driven tools .....	88	610 771	81 953	13.4	1.6	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails .....	80	372 719	20 427	5.5	.4	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	20	221 328	30 312	13.7	.6	72.3
	11811	Plastic pipe fittings and valves, excluding pipes and tubing .....	12	113 774	4 512	4.0	.1	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing .....	12	113 774	2 256	2.0	Z	X
	11813	Plumbing fixtures .....	16	115 088	2 325	2.0	Z	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	16	220 013	13 323	6.1	.3	X
	11818	Other plumbing and heating equipment and supplies .....	12	113 774	7 896	6.9	.2	X
	12200	Farm machinery, equipment, and parts .....	13	223 628	18 710	8.4	.4	X
	12220	Lawn and garden machinery, equipment, and parts .....	18	241 136	15 260	6.3	.3	X
	12320	General-purpose industrial machinery, equipment, and parts .....	87	268 834	43 534	16.2	.8	X
	12440	Welding supplies, excluding gases .....	9	12 072	3 470	3.9	Z	X
	12450	Industrial containers and supplies .....	9	24 981	3 449	13.8	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	299	771 226	108 965	14.1	2.1	X
	12520	Janitorial equipment and supplies .....	11	101 545	14 320	14.1	.3	36.5
	12523	Janitorial supplies .....	11	101 545	14 221	14.0	.3	X
	12700	Sporting and recreational goods and supplies .....	7	211 346	3 240	1.5	.1	X
	13400	Paper and plastic products .....	22	91 197	2 822	3.1	.1	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries .....	16	200 424	15 888	7.9	.3	X
	13600	Knit and woven piece goods .....	7	24 720	9 198	37.2	.2	X
	15300	Plastics materials and basic shapes .....	47	495 337	77 451	15.6	1.5	35.4
	15312	High pressure laminates .....	16	260 374	5 102	2.0	.1	X
	15313	Plastics raw materials .....	37	401 857	65 119	16.2	1.2	X
	15320	Industrial gases .....	7	9 198	1 307	14.2	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	123	542 216	95 324	17.6	1.8	49.3
	15335	Detergents and soaps .....	32	93 879	4 508	4.8	.1	X
15336	Sanitation chemicals, polishes, and waxes .....	26	127 545	7 673	6.0	.1	X	
15338	Wood chemicals, naval stores, and gum .....	10	133 136	12 346	9.3	.2	X	
15342	Adhesives, sealants, and glues .....	65	406 179	27 995	6.9	.5	X	
15344	Other chemicals and allied products .....	55	322 022	41 537	12.9	.8	X	
15400	Refined petroleum products, excluding liquefied petroleum (LP) .....	9	13 274	679	5.1	Z	34.0	
15418	Lubricating oil and greases .....	6	12 945	543	4.2	Z	X	
15800	Farm supplies .....	7	111 422	6 480	5.8	.1	X	
16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	2 042	5 226 174	4 506 272	86.2	86.2	55.6	
16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers .....	707	1 723 801	1 060 011	61.5	20.3	X	
16012	Industrial/Original Equipment Manufacturer (OEM) coatings .....	266	481 487	222 610	46.2	4.3	X	
16013	Special purpose coatings, including automotive, refinish, marine, and traffic coatings .....	876	1 864 124	1 158 607	62.2	22.2	X	
16014	Paint supplies .....	1 064	2 499 313	907 022	36.3	17.4	X	
16015	Wallpaper and wallpaper supplies .....	310	1 512 559	1 158 022	76.6	22.2	X	
19700	Service receipts and labor charges, including installed parts .....	58	96 946	8 519	8.8	.2	41.2	
19701	Labor charges for repair work .....	27	19 131	2 824	14.8	.1	X	
19702	Parts installed in repair work .....	15	12 042	1 195	9.9	Z	X	
19703	Other service receipts and labor charges .....	31	77 815	4 500	5.8	.1	X	
19810	Miscellaneous commodities .....	114	353 707	31 357	8.9	.6	X	
19940	Rental and operating lease receipts .....	13	35 172	1 411	4.0	Z	X	
424950	Paint, varnish, and supplies merchant wholesalers .....	2 042	X	5 226 174	X	100.0	75.3	
10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies .....	108	266 169	41 078	15.4	.8	34.7	
10213	Electrical engine parts, including ignition parts .....	7	3 740	43	1.2	Z	X	
10214	Brake parts, including fluid and all disk and drum parts .....	7	3 740	55	1.5	Z	X	
10215	Exhaust system parts .....	7	3 740	23	.6	Z	X	
10216	Automotive glass .....	12	17 511	3 870	22.1	.1	X	
10217	Hoses, belts, gaskets, and wiper blades .....	7	3 740	60	1.6	Z	X	
10218	Filters, including oil, air, gas, and transmission .....	7	3 740	48	1.3	Z	X	
10221	Body parts and repair materials .....	88	206 856	32 073	15.5	.6	X	
10223	Other automotive parts and supplies .....	20	53 758	4 814	9.0	.1	X	
10224	Automotive accessories, excluding car stereos and CD players .....	10	8 741	53	.6	Z	X	
10520	Linens, domestics, curtains, and draperies .....	7	7 839	1 359	17.3	Z	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>	
424950		<b>MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Paint, varnish, and supplies merchant wholesalers—Con.						
	10530	Flooring and floor coverings.....	27	48 447	5 331	11.0	.1	35.5
	10531	Rugs and carpeting.....	11	5 897	1 392	23.6	Z	X
	10533	Other hard-surface floor coverings and accessories, including tile and sheet goods.....	16	42 550	3 939	9.3	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils.....	11	213 960	12 543	5.9	.2	X
	10620	Plywood and millwork.....	11	7 212	575	8.0	Z	29.4
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard.....	8	5 819	286	4.9	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets.....	6	6 160	285	4.6	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile.....	14	13 484	941	7.0	Z	28.1
	10711	Ready-mixed or transit-mixed concrete.....	11	13 011	861	6.6	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials.....	20	48 133	4 599	9.6	.1	X
	10740	Other construction products and materials.....	20	135 201	4 233	3.1	.1	X
	11140	Iron and steel wire and wire products.....	13	215 266	6 794	3.2	.1	74.6
	11142	Nails.....	13	215 266	6 794	3.2	.1	X
	11400	Electrical apparatus and equipment.....	27	159 346	17 194	10.8	.3	X
	11500	Electric household appliances, including gas clothes dryers.....	16	117 119	2 665	2.3	.1	X
	11600	Electronic parts and equipment, excluding communications equipment.....	11	109 906	8 153	7.4	.2	X
	11700	Hardware.....	106	617 995	102 380	16.6	2.0	32.5
	11711	Hand tools, including power driven tools.....	88	610 771	81 953	13.4	1.6	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails.....	80	372 719	20 427	5.5	.4	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters.....	20	221 328	30 312	13.7	.6	72.3
	11811	Plastic pipe fittings and valves, excluding pipes and tubing.....	12	113 774	4 512	4.0	.1	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing.....	12	113 774	2 256	2.0	Z	X
	11813	Plumbing fixtures.....	16	115 088	2 325	2.0	Z	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric.....	16	220 013	13 323	6.1	.3	X
	11818	Other plumbing and heating equipment and supplies.....	12	113 774	7 896	6.9	.2	X
	12200	Farm machinery, equipment, and parts.....	13	223 628	18 710	8.4	.4	X
	12220	Lawn and garden machinery, equipment, and parts.....	18	241 136	15 260	6.3	.3	X
	12320	General-purpose industrial machinery, equipment, and parts.....	87	268 834	43 534	16.2	.8	X
	12440	Welding supplies, excluding gases.....	9	12 072	470	3.9	Z	X
	12450	Industrial containers and supplies.....	9	24 981	3 449	13.8	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods.....	299	771 226	108 965	14.1	2.1	X
	12520	Janitorial equipment and supplies.....	11	101 545	14 320	14.1	.3	36.5
	12523	Janitorial supplies.....	11	101 545	14 221	14.0	.3	X
	12700	Sporting and recreational goods and supplies.....	7	211 346	3 240	1.5	.1	X
	13400	Paper and plastic products.....	22	91 197	2 822	3.1	.1	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries.....	16	200 424	15 888	7.9	.3	X
	13600	Knit and woven piece goods.....	7	24 720	9 198	37.2	.2	X
	15300	Plastics materials and basic shapes.....	47	495 337	77 451	15.6	1.5	35.4
	15312	High pressure laminates.....	16	260 374	5 102	2.0	.1	X
	15313	Plastics raw materials.....	37	401 857	65 119	16.2	1.2	X
	15320	Industrial gases.....	7	9 198	1 307	14.2	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum.....	123	542 216	95 324	17.6	1.8	49.3
	15335	Detergents and soaps.....	32	93 879	4 508	4.8	.1	X
	15336	Sanitation chemicals, polishes, and waxes.....	26	127 545	7 673	6.0	.1	X
	15338	Wood chemicals, naval stores, and gum.....	10	133 136	12 346	9.3	.2	X
	15342	Adhesives, sealants, and glues.....	65	406 179	27 995	6.9	.5	X
	15344	Other chemicals and allied products.....	55	322 022	41 537	12.9	.8	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP).....	9	13 274	679	5.1	Z	34.0
15418	Lubricating oil and greases.....	6	12 945	543	4.2	Z	X	
15800	Farm supplies.....	7	111 422	6 480	5.8	.1	X	
16000	Paint, paint supplies, wallpaper, and wallpaper supplies.....	2 042	5 226 174	4 506 272	86.2	86.2	55.6	
16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers.....	707	1 723 801	1 060 011	61.5	20.3	X	
16012	Industrial/Original Equipment Manufacturer (OEM) coatings.....	266	481 487	222 610	46.2	4.3	X	
16013	Special purpose coatings, including automotive, refinish, marine, and traffic coatings.....	876	1 864 124	1 158 607	62.2	22.2	X	
16014	Paint supplies.....	1 064	2 499 313	907 022	36.3	17.4	X	
16015	Wallpaper and wallpaper supplies.....	310	1 512 559	1 158 022	76.6	22.2	X	
19700	Service receipts and labor charges, including installed parts.....	58	96 946	8 519	8.8	.2	41.2	
19701	Labor charges for repair work.....	27	19 131	2 824	14.8	.1	X	
19702	Parts installed in repair work.....	15	12 042	1 195	9.9	Z	X	
19703	Other service receipts and labor charges.....	31	77 815	4 500	5.8	.1	X	
19810	Miscellaneous commodities.....	114	353 707	31 357	8.9	.6	X	
19940	Rental and operating lease receipts.....	13	35 172	1 411	4.0	Z	X	
		<b>MANUFACTURERS' SALES BRANCHES AND OFFICES</b>						
4233		Lumber and other construction materials merchant wholesalers.....	1 198	X	19 498 307	X	100.0	78.8
	10530	Flooring and floor coverings.....	32	364 424	9 740	2.7	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils.....	8	24 232	3 832	15.8	Z	X
	10600	Rough, dressed, and finished dimensional lumber.....	196	6 000 267	2 834 479	47.2	14.5	75.7
	10611	Untreated lumber.....	165	5 666 896	1 981 991	35.0	10.2	X
	10612	Treated lumber.....	122	3 713 370	723 770	19.5	3.7	X
	10613	Boards.....	55	1 222 985	128 718	10.5	.7	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>	
		<b>MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
		Lumber and other construction materials merchant wholesalers—Con.						
4233	10620	Plywood and millwork .....	347	10 020 732	7 444 282	74.3	38.2	77.4
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	130	5 063 839	964 693	19.1	4.9	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	154	4 353 769	765 448	17.6	3.9	X
	10623	Gypsum, waterboard, and other specialty boards .....	132	4 067 119	424 741	10.4	2.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	225	8 026 548	4 585 041	57.1	23.5	X
	10625	Metal millwork .....	56	317 528	234 443	73.8	1.2	X
	10626	Trusses, wood siding, and wood shingles .....	100	3 349 242	461 091	13.8	2.4	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile .....	572	5 733 460	5 666 880	98.8	29.1	77.6
	10711	Ready-mixed or transit-mixed concrete .....	34	407 241	20 072	4.9	.1	X
	10712	Cement and lime .....	135	2 465 508	2 361 145	95.8	12.1	X
	10713	Sand, gravel, and crushed stone .....	126	802 760	660 237	82.2	3.4	X
	10714	Brick, block, tile, and clay or cement sewer pipe .....	353	2 667 530	2 622 469	98.3	13.5	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	184	2 001 662	1 396 644	69.8	7.2	75.2
	10721	Nonwood roofing .....	75	1 016 498	492 666	48.5	2.5	X
	10722	Nonwood siding .....	94	655 966	269 240	41.0	1.4	X
	10723	Insulation materials .....	130	1 167 588	634 738	54.4	3.3	X
	10730	Flat glass and other construction glass .....	68	515 431	340 063	66.0	1.7	X
	10740	Other construction products and materials .....	155	2 029 137	1 443 895	71.2	7.4	26.3
	10741	Rain-carrying equipment, including gutters and down spouts .....	38	325 907	171 539	52.6	.9	X
	10742	Prefabricated buildings and non-wood structural assemblies .....	31	382 404	369 479	96.6	1.9	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers .....	91	1 384 062	902 877	65.2	4.6	X
	11120	Flat iron and steel products .....	20	310 476	27 988	9.0	.1	X
	11160	Other iron and steel products .....	10	127 723	14 105	11.0	.1	X
	11220	Aluminum shapes and forms, including pipes and tubing .....	11	110 497	11 588	10.5	.1	X
	11700	Hardware .....	84	730 210	36 043	4.9	.2	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	7	79 837	5 943	7.4	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	11	84 390	1 883	2.2	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties .....	8	58 732	787	1.3	Z	X
	15300	Plastics materials and basic shapes .....	32	266 621	16 730	6.3	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	57	472 403	9 062	1.9	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	7	75 691	2 638	3.5	Z	X
	19700	Service receipts and labor charges, including installed parts .....	45	429 664	59 652	13.9	.3	78.8
	19701	Labor charges for repair work .....	19	190 352	13 580	7.1	.1	X
	19702	Parts installed in repair work .....	19	187 702	6 456	3.4	Z	X
	19703	Other service receipts and labor charges .....	24	235 974	39 616	16.8	.2	X
	19810	Miscellaneous commodities .....	81	1 109 257	112 435	10.1	.6	X
42331		Lumber, plywood, millwork, and wood panel merchant wholesalers .....	362	X	10 496 826	X	100.0	85.0
	10530	Flooring and floor coverings .....	31	320 858	8 865	2.8	.1	X
	10600	Rough, dressed, and finished dimensional lumber .....	195	5 979 201	2 834 065	47.4	27.0	81.6
	10611	Untreated lumber .....	164	5 645 830	1 981 577	35.1	18.9	X
	10612	Treated lumber .....	122	3 713 370	723 770	19.5	6.9	X
	10613	Boards .....	55	1 222 985	128 718	10.5	1.2	X
	10620	Plywood and millwork .....	332	9 933 951	7 419 888	74.7	70.7	83.8
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) .....	130	5 063 839	964 693	19.1	9.2	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard .....	154	4 353 769	765 448	17.6	7.3	X
	10623	Gypsum, waterboard, and other specialty boards .....	130	4 061 963	424 342	10.4	4.0	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets .....	225	8 026 548	4 585 041	57.1	43.7	X
	10625	Metal millwork .....	47	281 283	219 273	78.0	2.1	X
	10626	Trusses, wood siding, and wood shingles .....	100	3 349 242	461 091	13.8	4.4	X
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	43	414 304	27 494	6.6	.3	85.0
	10721	Nonwood roofing .....	26	245 820	6 079	2.5	.1	X
	10722	Nonwood siding .....	22	198 589	15 595	7.9	.1	X
	10723	Insulation materials .....	20	157 260	5 820	3.7	.1	X
	10730	Flat glass and other construction glass .....	12	97 540	3 278	3.4	Z	X
	10740	Other construction products and materials .....	30	346 047	55 416	16.0	.5	67.9
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers .....	30	346 047	55 134	15.9	.5	X
	11120	Flat iron and steel products .....	18	253 316	1 698	.7	Z	X
	11160	Other iron and steel products .....	6	55 463	7 681	13.8	.1	X
	11220	Aluminum shapes and forms, including pipes and tubing .....	6	46 940	1 570	3.3	Z	X
	11700	Hardware .....	68	685 632	33 855	4.9	.3	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters .....	6	41 456	175	.4	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods .....	11	84 390	1 883	2.2	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties .....	8	58 732	787	1.3	Z	X
	15300	Plastics materials and basic shapes .....	27	248 335	13 986	5.6	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	42	410 643	7 576	1.8	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	6	32 125	463	1.4	Z	X
	19700	Service receipts and labor charges, including installed parts .....	24	268 592	36 582	13.6	.3	85.0
	19701	Labor charges for repair work .....	14	111 871	3 539	3.2	Z	X
	19702	Parts installed in repair work .....	14	111 871	2 171	1.9	Z	X
	19703	Other service receipts and labor charges .....	10	156 721	30 872	19.7	.3	X
	19810	Miscellaneous commodities .....	23	770 439	21 662	2.8	.2	X

See footnotes at end of table.

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			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>						
423310		Lumber, plywood, millwork, and wood panel merchant wholesalers . . . .	362	X	10 496 826	X	100.0	85.0
	10530	Flooring and floor coverings . . . . .	31	320 858	8 865	2.8	.1	X
	10600	Rough, dressed, and finished dimensional lumber . . . . .	195	5 979 201	2 834 065	47.4	27.0	81.6
	10611	Untreated lumber . . . . .	164	5 645 830	1 981 577	35.1	18.9	X
	10612	Treated lumber . . . . .	122	3 713 370	723 770	19.5	6.9	X
	10613	Boards . . . . .	55	1 222 985	128 718	10.5	1.2	X
	10620	Plywood and millwork . . . . .	332	9 933 951	7 419 888	74.7	70.7	83.8
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB) . . . . .	130	5 063 839	964 693	19.1	9.2	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard . . . . .	154	4 353 769	765 448	17.6	7.3	X
	10623	Gypsum, waterboard, and other specialty boards . . . . .	130	4 061 963	424 342	10.4	4.0	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets . . . . .	225	8 026 548	4 585 041	57.1	43.7	X
	10625	Metal millwork . . . . .	47	281 283	219 273	78.0	2.1	X
	10626	Trusses, wood siding, and wood shingles . . . . .	100	3 349 242	461 091	13.8	4.4	X
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	43	414 304	27 494	6.6	.3	85.0
	10721	Nonwood roofing . . . . .	26	245 820	6 079	2.5	.1	X
	10722	Nonwood siding . . . . .	22	198 589	15 595	7.9	.1	X
	10723	Insulation materials . . . . .	20	157 260	5 820	3.7	.1	X
	10730	Flat glass and other construction glass . . . . .	12	97 540	3 278	3.4	Z	X
	10740	Other construction products and materials . . . . .	30	346 047	55 416	16.0	.5	67.9
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	30	346 047	55 134	15.9	.5	X
	11120	Flat iron and steel products . . . . .	18	253 316	1 698	.7	Z	X
	11160	Other iron and steel products . . . . .	6	55 463	7 681	13.8	.1	X
	11220	Aluminum shapes and forms, including pipes and tubing . . . . .	6	46 940	1 570	3.3	Z	X
	11700	Hardware . . . . .	68	685 632	33 855	4.9	.3	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters . . . . .	6	41 456	1 175	.4	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods . . . . .	11	84 390	1 883	2.2	Z	X
	13120	Non-lumber forest products, including cordwood, hewn posts, poles, and railroad ties . . . . .	8	58 732	787	1.3	Z	X
	15300	Plastics materials and basic shapes . . . . .	27	248 335	13 986	5.6	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	42	410 643	7 576	1.8	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies . . . . .	6	32 125	463	1.4	Z	X
	19700	Service receipts and labor charges, including installed parts . . . . .	24	268 592	36 582	13.6	.3	85.0
	19701	Labor charges for repair work . . . . .	14	111 871	3 539	3.2	Z	X
	19702	Parts installed in repair work . . . . .	14	111 871	2 171	1.9	Z	X
	19703	Other service receipts and labor charges . . . . .	10	156 721	30 872	19.7	.3	X
	19810	Miscellaneous commodities . . . . .	23	770 439	21 662	2.8	.2	X
42332		Brick, stone, and related construction material merchant wholesalers . . . .	566	X	5 692 383	X	100.0	80.3
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	566	5 692 383	5 663 149	99.5	99.5	79.2
	10711	Ready-mixed or transit-mixed concrete . . . . .	31	392 016	19 844	5.1	.3	X
	10712	Cement and lime . . . . .	131	2 455 964	2 360 767	96.1	41.5	X
	10713	Sand, gravel, and crushed stone . . . . .	124	798 002	660 213	82.7	11.6	X
	10714	Brick, block, tile, and clay or cement sewer pipe . . . . .	349	2 657 986	2 622 325	98.7	46.1	X
	10740	Other construction products and materials . . . . .	10	32 348	4 465	13.8	.1	80.3
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	9	30 061	4 442	14.8	.1	X
	11700	Hardware . . . . .	11	29 318	452	1.5	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	12	36 680	505	1.4	Z	X
	19810	Miscellaneous commodities . . . . .	7	28 163	1 682	6.0	Z	X
423320		Brick, stone, and related construction material merchant wholesalers . . . .	566	X	5 692 383	X	100.0	80.3
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile . . . . .	566	5 692 383	5 663 149	99.5	99.5	79.2
	10711	Ready-mixed or transit-mixed concrete . . . . .	31	392 016	19 844	5.1	.3	X
	10712	Cement and lime . . . . .	131	2 455 964	2 360 767	96.1	41.5	X
	10713	Sand, gravel, and crushed stone . . . . .	124	798 002	660 213	82.7	11.6	X
	10714	Brick, block, tile, and clay or cement sewer pipe . . . . .	349	2 657 986	2 622 325	98.7	46.1	X
	10740	Other construction products and materials . . . . .	10	32 348	4 465	13.8	.1	80.3
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	9	30 061	4 442	14.8	.1	X
	11700	Hardware . . . . .	11	29 318	452	1.5	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . . . . .	12	36 680	505	1.4	Z	X
	19810	Miscellaneous commodities . . . . .	7	28 163	1 682	6.0	Z	X
42333		Roofing, siding, and insulation material merchant wholesalers . . . . .	133	X	1 532 062	X	100.0	64.1
	10720	Nonwood roofing, nonwood siding, and insulation materials . . . . .	133	1 532 062	1 355 125	88.5	88.5	60.7
	10721	Nonwood roofing . . . . .	46	730 119	476 281	65.2	31.1	X
	10722	Nonwood siding . . . . .	68	444 926	250 059	56.2	16.3	X
	10723	Insulation materials . . . . .	107	999 533	628 785	62.9	41.0	X
	10730	Flat glass and other construction glass . . . . .	11	72 007	9 208	12.8	.6	X
	10740	Other construction products and materials . . . . .	23	219 590	54 173	24.7	3.5	30.6
	10741	Rain-carrying equipment, including gutters and down spouts . . . . .	19	162 609	29 554	18.2	1.9	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers . . . . .	6	89 641	24 619	27.5	1.6	X
	19700	Service receipts and labor charges, including installed parts . . . . .	8	64 178	6 787	10.6	.4	64.1
	19703	Other service receipts and labor charges . . . . .	8	64 178	6 787	10.6	.4	X
	19810	Miscellaneous commodities . . . . .	46	247 183	83 052	33.6	5.4	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>	
		<b>MANUFACTURERS' SALES BRANCHES AND OFFICES—Con.</b>						
423330		Roofing, siding, and insulation material merchant wholesalers .....	133	X	1 532 062	X	100.0	64.1
	10720	Nonwood roofing, nonwood siding, and insulation materials .....	133	1 532 062	1 355 125	88.5	88.5	60.7
	10721	Nonwood roofing .....	46	730 119	476 281	65.2	31.1	X
	10722	Nonwood siding .....	68	444 926	250 059	56.2	16.3	X
	10723	Insulation materials .....	107	999 533	628 785	62.9	41.0	X
	10730	Flat glass and other construction glass .....	11	72 007	9 208	12.8	.6	X
	10740	Other construction products and materials .....	23	219 590	54 173	24.7	3.5	30.6
	10741	Rain-carrying equipment, including gutters and down spouts .....	19	162 609	29 554	18.2	1.9	X
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers .....	6	89 641	24 619	27.5	1.6	X
	19700	Service receipts and labor charges, including installed parts .....	8	64 178	6 787	10.6	.4	64.1
	19703	Other service receipts and labor charges .....	8	64 178	6 787	10.6	.4	X
	19810	Miscellaneous commodities .....	46	247 183	83 052	33.6	5.4	X
42339		Other construction material merchant wholesalers .....	137	X	1 777 036	X	100.0	50.8
	10620	Plywood and millwork .....	9	36 245	15 170	41.9	.9	27.8
	10625	Metal millwork .....	9	36 245	15 170	41.9	.9	X
	10730	Flat glass and other construction glass .....	45	345 884	327 577	94.7	18.4	X
	10740	Other construction products and materials .....	92	1 431 152	1 329 841	92.9	74.8	X
	19700	Service receipts and labor charges, including installed parts .....	12	94 011	14 841	15.8	.8	X
423390		Other construction material merchant wholesalers .....	137	X	1 777 036	X	100.0	50.8
	10620	Plywood and millwork .....	9	36 245	15 170	41.9	.9	27.8
	10625	Metal millwork .....	9	36 245	15 170	41.9	.9	X
	10730	Flat glass and other construction glass .....	45	345 884	327 577	94.7	18.4	X
	10740	Other construction products and materials .....	92	1 431 152	1 329 841	92.9	74.8	X
	19700	Service receipts and labor charges, including installed parts .....	12	94 011	14 841	15.8	.8	X
42495		Paint, varnish, and supplies merchant wholesalers .....	269	X	4 808 915	X	100.0	84.0
	10530	Flooring and floor coverings .....	24	77 904	1 106	1.4	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	269	4 808 915	4 634 495	96.4	96.4	73.9
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers .....	231	4 041 460	1 248 035	30.9	26.0	X
	16012	Industrial/Original Equipment Manufacturer (OEM) coatings .....	211	4 484 746	1 778 738	39.7	37.0	X
	16013	Special purpose coatings, including automotive, refinish, marine, and traffic coatings .....	188	4 114 411	1 363 389	33.1	28.4	X
	16014	Paint supplies .....	231	1 255 079	209 528	16.7	4.4	X
	16015	Wallpaper and wallpaper supplies .....	93	304 645	34 805	11.4	.7	X
	19700	Service receipts and labor charges, including installed parts .....	9	40 491	385	1.0	Z	X
424950		Paint, varnish, and supplies merchant wholesalers .....	269	X	4 808 915	X	100.0	84.0
	10530	Flooring and floor coverings .....	24	77 904	1 106	1.4	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies .....	269	4 808 915	4 634 495	96.4	96.4	73.9
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers .....	231	4 041 460	1 248 035	30.9	26.0	X
	16012	Industrial/Original Equipment Manufacturer (OEM) coatings .....	211	4 484 746	1 778 738	39.7	37.0	X
	16013	Special purpose coatings, including automotive, refinish, marine, and traffic coatings .....	188	4 114 411	1 363 389	33.1	28.4	X
	16014	Paint supplies .....	231	1 255 079	209 528	16.7	4.4	X
	16015	Wallpaper and wallpaper supplies .....	93	304 645	34 805	11.4	.7	X
	19700	Service receipts and labor charges, including installed parts .....	9	40 491	385	1.0	Z	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>							
4233	Lumber and other construction material merchant wholesalers						
	All firms .....	17 834	113 652 532	100.0	9 156 128	2 188 283	228 149
	4 largest firms .....	174	10 892 051	9.6	334 494	88 557	6 297
	8 largest firms .....	549	18 356 349	16.2	600 498	149 776	12 241
	20 largest firms .....	1 471	29 637 833	26.1	1 251 575	313 564	28 122
	50 largest firms .....	2 221	41 177 123	36.2	2 097 591	522 639	48 562
42331	Lumber, plywood, millwork, and wood panel merchant wholesalers						
	All firms .....	8 729	73 516 376	100.0	5 401 938	1 313 637	134 915
	4 largest firms .....	170	10 881 033	14.8	331 795	88 220	6 268
	8 largest firms .....	424	17 471 355	23.8	549 934	140 553	12 349
	20 largest firms .....	643	24 045 083	32.7	1 014 640	267 692	22 967
	50 largest firms .....	1 089	31 162 917	42.4	1 563 857	403 166	37 200
423310	Lumber, plywood, millwork, and wood panel merchant wholesalers						
	All firms .....	8 729	73 516 376	100.0	5 401 938	1 313 637	134 915
	4 largest firms .....	170	10 881 033	14.8	331 795	88 220	6 268
	8 largest firms .....	424	17 471 355	23.8	549 934	140 553	12 349
	20 largest firms .....	643	24 045 083	32.7	1 014 640	267 692	22 967
	50 largest firms .....	1 089	31 162 917	42.4	1 563 857	403 166	37 200
42332	Brick, stone, and related construction material merchant wholesalers						
	All firms .....	3 568	14 806 268	100.0	1 224 550	279 528	30 472
	4 largest firms .....	334	3 477 101	23.5	96 655	22 456	2 405
	8 largest firms .....	440	5 113 683	34.5	151 792	35 136	3 484
	20 largest firms .....	627	6 905 592	46.6	251 275	59 649	5 610
	50 largest firms .....	799	8 472 015	57.2	374 571	88 275	8 399
423320	Brick, stone, and related construction material merchant wholesalers						
	All firms .....	3 568	14 806 268	100.0	1 224 550	279 528	30 472
	4 largest firms .....	334	3 477 101	23.5	96 655	22 456	2 405
	8 largest firms .....	440	5 113 683	34.5	151 792	35 136	3 484
	20 largest firms .....	627	6 905 592	46.6	251 275	59 649	5 610
	50 largest firms .....	799	8 472 015	57.2	374 571	88 275	8 399
42333	Roofing, siding, and insulation material merchant wholesalers						
	All firms .....	2 487	15 421 926	100.0	1 349 571	312 164	31 293
	4 largest firms .....	458	3 809 036	24.7	313 663	69 780	6 929
	8 largest firms .....	633	5 447 585	35.3	416 264	94 598	9 178
	20 largest firms .....	827	7 597 144	49.3	591 533	136 083	13 391
	50 largest firms .....	1 014	9 900 082	64.2	781 955	181 366	17 856
423330	Roofing, siding, and insulation material merchant wholesalers						
	All firms .....	2 487	15 421 926	100.0	1 349 571	312 164	31 293
	4 largest firms .....	458	3 809 036	24.7	313 663	69 780	6 929
	8 largest firms .....	633	5 447 585	35.3	416 264	94 598	9 178
	20 largest firms .....	827	7 597 144	49.3	591 533	136 083	13 391
	50 largest firms .....	1 014	9 900 082	64.2	781 955	181 366	17 856
42339	Other construction material merchant wholesalers						
	All firms .....	3 050	9 907 962	100.0	1 180 069	282 954	31 469
	4 largest firms .....	121	1 348 701	13.6	118 983	29 244	2 940
	8 largest firms .....	153	1 843 338	18.6	146 022	35 627	3 553
	20 largest firms .....	267	2 840 062	28.7	247 107	62 967	6 232
	50 largest firms .....	407	4 011 700	40.5	338 622	83 858	8 535
423390	Other construction material merchant wholesalers						
	All firms .....	3 050	9 907 962	100.0	1 180 069	282 954	31 469
	4 largest firms .....	121	1 348 701	13.6	118 983	29 244	2 940
	8 largest firms .....	153	1 843 338	18.6	146 022	35 627	3 553
	20 largest firms .....	267	2 840 062	28.7	247 107	62 967	6 232
	50 largest firms .....	407	4 011 700	40.5	338 622	83 858	8 535
42495	Paint, varnish, and supplies merchant wholesalers						
	All firms .....	2 311	10 035 089	100.0	908 367	223 898	22 280
	4 largest firms .....	323	4 260 400	42.5	219 919	54 373	4 552
	8 largest firms .....	444	5 259 447	52.4	268 087	67 056	6 043
	20 largest firms .....	513	6 214 046	61.9	376 945	94 755	8 322
	50 largest firms .....	644	7 205 835	71.8	490 395	123 692	10 609
424950	Paint, varnish, and supplies merchant wholesalers						
	All firms .....	2 311	10 035 089	100.0	908 367	223 898	22 280
	4 largest firms .....	323	4 260 400	42.5	219 919	54 373	4 552
	8 largest firms .....	444	5 259 447	52.4	268 087	67 056	6 043
	20 largest firms .....	513	6 214 046	61.9	376 945	94 755	8 322
	50 largest firms .....	644	7 205 835	71.8	490 395	123 692	10 609

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</b>						
4233	Lumber and other construction material merchant wholesalers						
	All firms .....	16 636	94 154 225	100.0	8 151 043	1 938 122	205 591
	4 largest firms .....	153	9 067 476	9.6	206 529	54 980	4 296
	8 largest firms .....	701	15 060 626	16.0	596 175	152 519	14 098
	20 largest firms .....	1 196	21 684 821	23.0	1 022 961	258 632	23 485
	50 largest firms .....	1 835	29 431 994	31.3	1 633 640	407 204	39 245
42331	Lumber, plywood, millwork, and wood panel merchant wholesalers						
	All firms .....	8 367	63 019 550	100.0	4 866 533	1 176 970	123 094
	4 largest firms .....	111	8 919 084	14.2	204 306	52 384	3 991
	8 largest firms .....	417	13 491 595	21.4	479 073	127 648	11 333
	20 largest firms .....	656	17 688 740	28.1	794 280	209 131	19 180
	50 largest firms .....	981	23 605 879	37.5	1 215 571	311 732	29 961
423310	Lumber, plywood, millwork, and wood panel merchant wholesalers						
	All firms .....	8 367	63 019 550	100.0	4 866 533	1 176 970	123 094
	4 largest firms .....	111	8 919 084	14.2	204 306	52 384	3 991
	8 largest firms .....	417	13 491 595	21.4	479 073	127 648	11 333
	20 largest firms .....	656	17 688 740	28.1	794 280	209 131	19 180
	50 largest firms .....	981	23 605 879	37.5	1 215 571	311 732	29 961
42332	Brick, stone, and related construction material merchant wholesalers						
	All firms .....	3 002	9 113 885	100.0	1 004 978	228 162	25 287
	4 largest firms .....	81	1 554 375	17.1	52 750	12 925	1 076
	8 largest firms .....	126	2 043 602	22.4	86 150	21 433	1 697
	20 largest firms .....	226	2 725 432	29.9	143 049	34 771	3 078
	50 largest firms .....	338	3 664 729	40.2	231 108	55 055	4 994
423320	Brick, stone, and related construction material merchant wholesalers						
	All firms .....	3 002	9 113 885	100.0	1 004 978	228 162	25 287
	4 largest firms .....	81	1 554 375	17.1	52 750	12 925	1 076
	8 largest firms .....	126	2 043 602	22.4	86 150	21 433	1 697
	20 largest firms .....	226	2 725 432	29.9	143 049	34 771	3 078
	50 largest firms .....	338	3 664 729	40.2	231 108	55 055	4 994
42333	Roofing, siding, and insulation material merchant wholesalers						
	All firms .....	2 354	13 889 864	100.0	1 243 380	286 633	29 081
	4 largest firms .....	499	3 671 422	26.4	307 878	69 648	6 888
	8 largest firms .....	558	4 813 493	34.7	368 147	84 075	8 172
	20 largest firms .....	733	6 646 265	47.8	531 425	121 919	12 159
	50 largest firms .....	944	8 776 596	63.2	701 121	162 361	16 252
423330	Roofing, siding, and insulation material merchant wholesalers						
	All firms .....	2 354	13 889 864	100.0	1 243 380	286 633	29 081
	4 largest firms .....	499	3 671 422	26.4	307 878	69 648	6 888
	8 largest firms .....	558	4 813 493	34.7	368 147	84 075	8 172
	20 largest firms .....	733	6 646 265	47.8	531 425	121 919	12 159
	50 largest firms .....	944	8 776 596	63.2	701 121	162 361	16 252
42339	Other construction material merchant wholesalers						
	All firms .....	2 913	8 130 926	100.0	1 036 152	246 357	28 129
	4 largest firms .....	84	697 815	8.6	56 703	13 346	1 389
	8 largest firms .....	131	1 129 298	13.9	94 428	22 884	2 467
	20 largest firms .....	240	1 980 711	24.4	178 025	44 947	4 699
	50 largest firms .....	360	2 955 654	36.4	274 017	66 924	7 168
423390	Other construction material merchant wholesalers						
	All firms .....	2 913	8 130 926	100.0	1 036 152	246 357	28 129
	4 largest firms .....	84	697 815	8.6	56 703	13 346	1 389
	8 largest firms .....	131	1 129 298	13.9	94 428	22 884	2 467
	20 largest firms .....	240	1 980 711	24.4	178 025	44 947	4 699
	50 largest firms .....	360	2 955 654	36.4	274 017	66 924	7 168
42495	Paint, varnish, and supplies merchant wholesalers						
	All firms .....	2 042	5 226 174	100.0	676 053	166 152	17 677
	4 largest firms .....	256	792 274	15.2	69 029	18 456	2 193
	8 largest firms .....	276	1 183 505	22.6	108 341	28 759	3 141
	20 largest firms .....	338	1 872 803	35.8	176 415	45 888	4 652
	50 largest firms .....	457	2 715 680	52.0	296 813	76 225	6 910
424950	Paint, varnish, and supplies merchant wholesalers						
	All firms .....	2 042	5 226 174	100.0	676 053	166 152	17 677
	4 largest firms .....	256	792 274	15.2	69 029	18 456	2 193
	8 largest firms .....	276	1 183 505	22.6	108 341	28 759	3 141
	20 largest firms .....	338	1 872 803	35.8	176 415	45 888	4 652
	50 largest firms .....	457	2 715 680	52.0	296 813	76 225	6 910

See footnotes at end of table.

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

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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>MANUFACTURERS' SALES BRANCHES AND OFFICES</b>						
4233	Lumber and other construction material merchant wholesalers						
	All firms .....	1 198	19 498 307	100.0	1 005 085	250 161	22 558
	4 largest firms .....	336	7 186 973	36.9	240 082	60 882	5 131
	8 largest firms .....	379	9 540 031	48.9	431 166	107 767	9 603
	20 largest firms .....	576	13 333 734	68.4	580 305	143 948	12 512
	50 largest firms .....	754	16 258 325	83.4	734 240	182 807	16 144
42331	Lumber, plywood, millwork, and wood panel merchant wholesalers						
	All firms .....	362	10 496 826	100.0	535 405	136 667	11 821
	4 largest firms .....	80	6 272 529	59.8	302 571	77 739	6 311
	8 largest firms .....	90	7 595 816	72.4	329 228	85 341	6 736
	20 largest firms .....	156	8 921 087	85.0	412 812	105 849	8 813
	50 largest firms .....	242	9 940 444	94.7	482 489	123 648	10 528
423310	Lumber, plywood, millwork, and wood panel merchant wholesalers						
	All firms .....	362	10 496 826	100.0	535 405	136 667	11 821
	4 largest firms .....	80	6 272 529	59.8	302 571	77 739	6 311
	8 largest firms .....	90	7 595 816	72.4	329 228	85 341	6 736
	20 largest firms .....	156	8 921 087	85.0	412 812	105 849	8 813
	50 largest firms .....	242	9 940 444	94.7	482 489	123 648	10 528
42332	Brick, stone, and related construction material merchant wholesalers						
	All firms .....	566	5 692 383	100.0	219 572	51 366	5 185
	4 largest firms .....	310	2 801 710	49.2	79 767	17 823	2 231
	8 largest firms .....	386	3 851 941	67.7	119 031	26 786	2 935
	20 largest firms .....	455	4 896 334	86.0	150 894	34 671	3 602
	50 largest firms .....	514	5 543 288	97.4	204 266	47 372	4 758
423320	Brick, stone, and related construction material merchant wholesalers						
	All firms .....	566	5 692 383	100.0	219 572	51 366	5 185
	4 largest firms .....	310	2 801 710	49.2	79 767	17 823	2 231
	8 largest firms .....	386	3 851 941	67.7	119 031	26 786	2 935
	20 largest firms .....	455	4 896 334	86.0	150 894	34 671	3 602
	50 largest firms .....	514	5 543 288	97.4	204 266	47 372	4 758
42333	Roofing, siding, and insulation material merchant wholesalers						
	All firms .....	133	1 532 062	100.0	106 191	25 531	2 212
	4 largest firms .....	88	1 092 073	71.3	73 452	17 235	1 525
	8 largest firms .....	100	1 278 656	83.5	91 169	21 609	1 892
	20 largest firms .....	121	1 483 808	96.9	103 110	24 731	2 130
	50 largest firms .....	133	1 532 062	100.0	106 191	25 531	2 212
423330	Roofing, siding, and insulation material merchant wholesalers						
	All firms .....	133	1 532 062	100.0	106 191	25 531	2 212
	4 largest firms .....	88	1 092 073	71.3	73 452	17 235	1 525
	8 largest firms .....	100	1 278 656	83.5	91 169	21 609	1 892
	20 largest firms .....	121	1 483 808	96.9	103 110	24 731	2 130
	50 largest firms .....	133	1 532 062	100.0	106 191	25 531	2 212
42339	Other construction material merchant wholesalers						
	All firms .....	137	1 777 036	100.0	143 917	36 597	3 340
	4 largest firms .....	30	954 698	53.7	76 036	19 728	1 655
	8 largest firms .....	46	1 132 949	63.8	83 206	21 503	1 841
	20 largest firms .....	75	1 466 528	82.5	113 077	28 935	2 451
	50 largest firms .....	121	1 750 254	98.5	140 830	35 799	3 265
423390	Other construction material merchant wholesalers						
	All firms .....	137	1 777 036	100.0	143 917	36 597	3 340
	4 largest firms .....	30	954 698	53.7	76 036	19 728	1 655
	8 largest firms .....	46	1 132 949	63.8	83 206	21 503	1 841
	20 largest firms .....	75	1 466 528	82.5	113 077	28 935	2 451
	50 largest firms .....	121	1 750 254	98.5	140 830	35 799	3 265
42495	Paint, varnish, and supplies merchant wholesalers						
	All firms .....	269	4 808 915	100.0	232 314	57 746	4 603
	4 largest firms .....	169	3 924 640	81.6	165 482	40 740	3 253
	8 largest firms .....	200	4 515 052	93.9	198 905	48 783	3 861
	20 largest firms .....	229	4 706 852	97.9	221 621	55 283	4 369
	50 largest firms .....	269	4 808 915	100.0	232 314	57 746	4 603
424950	Paint, varnish, and supplies merchant wholesalers						
	All firms .....	269	4 808 915	100.0	232 314	57 746	4 603
	4 largest firms .....	169	3 924 640	81.6	165 482	40 740	3 253
	8 largest firms .....	200	4 515 052	93.9	198 905	48 783	3 861
	20 largest firms .....	229	4 706 852	97.9	221 621	55 283	4 369
	50 largest firms .....	269	4 808 915	100.0	232 314	57 746	4 603

<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**

#### **4233 LUMBER AND OTHER CONSTRUCTION MATERIALS MERCHANT WHOLESALERS**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42331, Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers; 42332, Brick, Stone, and Related Construction Material Merchant Wholesalers; 42333, Roofing, Siding, and Insulation Material Merchant Wholesalers; and 42339, Other Construction Material Merchant Wholesalers.

#### **42331 LUMBER, PLYWOOD, MILLWORK, AND WOOD PANEL MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

#### **423310 LUMBER, PLYWOOD, MILLWORK, AND WOOD PANEL MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

#### **42332 BRICK, STONE, AND RELATED CONSTRUCTION MATERIAL MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

#### **423320 BRICK, STONE, AND RELATED CONSTRUCTION MATERIAL MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

#### **42333 ROOFING, SIDING, AND INSULATION MATERIAL MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of nonwood roofing and nonwood siding and insulation materials.

#### **423330 ROOFING, SIDING, AND INSULATION MATERIAL MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of nonwood roofing and nonwood siding and insulation materials.

#### **42339 OTHER CONSTRUCTION MATERIAL MERCHANT WHOLESALERS**

This industry comprises (1) establishments primarily engaged in the merchant wholesale distribution of manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in the merchant wholesale distribution of construction materials (except lumber, plywood, millwork, wood panels, brick, stone, roofing, siding, electrical and wiring supplies, and insulation materials).

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### **423390 OTHER CONSTRUCTION MATERIAL MERCHANT WHOLESALERS**

This industry comprises (1) establishments primarily engaged in the merchant wholesale distribution of manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in the merchant wholesale distribution of construction materials (except lumber, plywood, millwork, wood panels, brick, stone, roofing, siding, electrical and wiring supplies, and insulation materials).

### **42495 PAINT, VARNISH, AND SUPPLIES MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

### **424950 PAINT, VARNISH, AND SUPPLIES MERCHANT WHOLESALERS**

This industry comprises establishments primarily engaged in the merchant wholesale distribution of paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

## **PART 2. 1997 NAICS**

### **4213 LUMBER AND OTHER CONSTRUCTION MATERIALS WHOLESALERS**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42131, Lumber, Plywood, Millwork, and Wood Panel Wholesalers; 42132, Brick, Stone, and Related Construction Material Wholesalers; 42133, Roofing, Siding, and Insulation Material Wholesalers; and 42139, Other Construction Material Wholesalers.

### **42131 LUMBER, PLYWOOD, MILLWORK, AND WOOD PANEL WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

### **421310 LUMBER, PLYWOOD, MILLWORK, AND WOOD PANEL WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

### **42132 BRICK, STONE, AND RELATED CONSTRUCTION MATERIAL WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

### **421320 BRICK, STONE, AND RELATED CONSTRUCTION MATERIAL WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

### **42133 ROOFING, SIDING, AND INSULATION MATERIAL WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

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**421330 ROOFING, SIDING, AND INSULATION MATERIAL WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

**42139 OTHER CONSTRUCTION MATERIAL WHOLESALERS**

This industry comprises (1) establishments primarily engaged in wholesaling manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in wholesaling construction materials (except lumber, plywood, millwood, wood panel, brick, stone, roofing, siding, and insulation material).

**421390 OTHER CONSTRUCTION MATERIAL WHOLESALERS**

This industry comprises (1) establishments primarily engaged in wholesaling manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in wholesaling construction materials (except lumber, plywood, millwood, wood panel, brick, stone, roofing, siding, and insulation material).

**42295 PAINT, VARNISH, AND SUPPLIES WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

**422950 PAINT, VARNISH, AND SUPPLIES WHOLESALERS**

This industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

# 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.

