

No. 288.—INDEXES OF VALUE OF WHOLESALE SALES

[NOTE.—Monthly average 1919=100. Sales in this and the two following tables are much affected by changes in price levels. For certain branches they are also highly seasonal]

Period	Total, 6 branches	Groceries	Meats	Dry goods	Shoes	Hardware	Drugs	General wholesale price index
1920	112	113	-----	115	88	116	112	226
1921	73	77	55	83	68	82	97	147
1922	74	76	56	83	65	86	100	149
1923	83	83	65	95	68	104	111	154
1924	82	85	65	91	58	99	113	150
1924								
January	80	80	66	97	49	91	116	151
February	78	77	63	98	49	90	110	152
March	80	80	62	90	65	104	118	150
April	78	79	61	81	69	108	114	148
May	77	81	64	72	56	104	110	147
June	76	83	64	70	52	96	105	145
July	78	83	67	79	44	93	110	147
August	83	83	68	102	56	93	108	150
September	92	93	71	116	69	106	117	149
October	95	100	78	104	67	111	128	152
November	84	89	69	88	57	98	109	153
December	79	83	66	77	57	99	109	157

No. 289.—INDEXES OF VALUE OF SALES OF 359 DEPARTMENT STORES: FOR THE UNITED STATES AND BY FEDERAL RESERVE DISTRICTS

[NOTE.—Monthly average 1919=100. See headnote Table 288]

Month	Unadjusted					Adjusted for seasonal variations				
	1920	1921	1922	1923	1924	1920	1921	1922	1923	1924
Year	120	110	111	124	125	-----	-----	-----	-----	-----
January	106	103	90	101	109	121	117	102	116	125
February	90	91	81	90	102	116	117	104	117	127
March	122	117	102	124	115	122	117	102	124	115
April	121	115	113	119	133	117	110	109	117	130
May	127	113	116	128	127	123	110	112	124	123
June	122	111	110	126	120	122	111	111	126	120
July	94	80	80	89	91	126	107	107	119	122
August	94	85	89	100	93	121	108	113	128	119
September	109	95	107	113	119	120	104	117	124	131
October	132	124	131	148	141	118	110	116	130	124
November	137	120	132	142	141	122	107	117	126	126
December	184	173	188	202	210	114	108	117	126	132

Period	Total (359 stores)	Boston	New York	Philadelphia	Cleveland	Richmond	Atlanta	Chicago	Minneapolis	Dallas	San Francisco
1920	120	116	119	118	128	113	119	123	112	120	121
1921	110	114	114	112	114	106	101	110	103	99	116
1922	111	119	116	114	114	104	94	114	99	92	121
1923	124	127	127	127	130	111	104	132	105	98	139
1924	125	126	132	126	128	117	101	133	104	102	143

No. 290.—INDEXES OF VALUE OF SALES OF CHAIN STORES

[NOTE.—Monthly average 1919=100. See headnote Table 288]

Period	Grocery (27 chains)	5-and-10 (5 chains)	Drug (9 chains)	Cigar (3 chains)	Shoe (6 chains)	Music (4 chains)	Candy (4 chains)
1920	146	120	121	133	120	109	138
1921	130	124	123	132	113	86	142
1922	151	140	127	128	114	101	147
1923	188	165	144	135	123	113	176
1924	215	185	150	138	133	101	190

Source of Tables 288, 289, and 290: Federal Reserve Board

Source: Statistical Abstract of the United States: 1924 Edition.

Domestic Trade

This section presents statistics relating to the distributive trades, specifically wholesale trade and retail trade. Data shown for the trades are classified by kind of business and cover sales, establishments, employees, payrolls, and other items. The principal sources of these data are from the Census Bureau and include the *2002 Economic Census*, annual surveys, and the *County Business Patterns* program. These data are supplemented by several tables from trade associations, such as the National Automobile Dealers Association (Table 1023). Several notable research groups are also represented, such as Claritas (Table 1021), National Research Bureau (Tables 1037 and 1038), Jupiter Research, Inc. (Table 1035), and Forrester Research, Inc. (Table 1034).

Data on retail and wholesale trade also appear in several other sections. For instance, labor force employment and earnings data appear in Section 12, Labor Force, Employment, and Earnings; gross domestic product of the industry (Table 651) appear in Section 13, Income, Expenditures, and Wealth; financial data (several tables) from the quarterly *Statistics of Income Bulletin*, published by the Internal Revenue Service, appear in Section 15, Business Enterprise.

Censuses—Censuses of retail trade and wholesale trade have been taken at various intervals since 1929. Beginning with the 1967 census, legislation provides for a census of each area to be conducted every 5 years (for years ending in “2” and “7”). For more information on these censuses, see the *History of the 1997 Economic Census* found at <http://www.census.gov/prod/ec97/pol00-hec.pdf>. The industries covered in the censuses and surveys of business are those classified in 13 sectors defined in the *North American Industry Classification System*, called NAICS (see below). *Retail trade* refers to places of business primarily engaged in retailing merchandise to the general public; and *wholesale trade*, to

establishments primarily engaged in selling goods to other businesses and normally operating from a warehouse or office that have little or no display of merchandise. All Census Bureau tables in this section are utilizing the 2002 NAICS codes, which replaced the Standard Industrial Classification (SIC) system. NAICS makes substantial structural improvements and identifies over 350 new industries. At the same time, it causes breaks in time series far more profound than any prior revision of the previously used SIC system. For information on this system and how it affects the comparability of retail and wholesale statistics historically, see text, Section 15, Business Enterprise, and especially the Census Bureau Web site at <http://www.census.gov/epcd/www/naics.html>. In general, the 2002 Economic Census has two series of publications for these two sectors: 1) subject series with reports such as product lines and establishment and firm sizes, and 2) geographic reports with individual reports for each state. For information on these series, see the Census Bureau Web site at <http://www.census.gov/econ/census02/>.

Current surveys—Current sample surveys conducted by the Census Bureau cover various aspects of retail and wholesale trade. Its *Monthly Retail Trade and Food Services* report contains monthly estimates of sales, inventories, and inventory/sales ratios for the United States, by kind of business. Annual figures on sales, year-end inventories, and inventory/sales ratios, purchases, accounts receivable, and gross margins by kind of business, appear in the *Annual Benchmark Report for Retail Trade and Food Services*. Statistics from the Bureau's monthly wholesale trade survey include national estimates of sales, inventories, and inventory/sales ratios for merchant wholesales excluding manufacturers' sales branches and offices. Data are presented by major summary groups “durable and nondurable,” and 4-digit

NAICS industry groups. Merchant wholesalers excluding manufacturers' sales branches and offices are those wholesalers who take title to the goods they sell (e.g., jobbers, exporters, importers, industrial distributors). These data, based on reports submitted by a sample of firms, appear in the *Monthly Wholesale Trade Report*. Annual figures on sales, inventory/sales ratios, year-end inventories, purchases, and gross margins appear in the *Annual Benchmark Report for Wholesale Trade*. Data on manufacturers' sales branches and offices were collected for the first time in the 2004 *Annual Trade Survey* and appear in the *Annual Report for Wholesale Trade*. Data are presented by major summary groups "durable and nondurable" and 4-digit NAICS industry groups for sales, end-of-year inventories, and operating expenses. The reports just mentioned may appear in print in some cases, but principally are available as documents on the Census Bureau Web site at <<http://www.census.gov/econ/www/retmenu.html>>.

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

electronic data interchange (EDI), or other online systems. Payment may or may not be made online. This edition has several tables on e-commerce sales, such as Tables 1020 and 1034 to 1036 in this section, 977 in Section 21, Manufactures, and 1261 in Section 27, Accommodation, Food Services, and Other Services. Also, there are several private sources for similar data such as Forrester Research Inc., Cambridge MA; BizRate.com, Los Angeles, CA; and Jupiter Research, Inc., New York, NY. These sources show estimated and projected online retail sales by key categories from business to consumers or to other businesses. Their methods of collecting the data vary widely between the sources and consequently these estimates of this activity vary also. Users of these estimates may want to contact the sources for descriptions of their methodology. Methodology for Census Bureau estimates can be found at <www.census.gov/estats>.

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

Table 1012. Wholesale and Retail Trade—Establishments, Sales, Payroll and Employees: 2002

[4,376 represents \$4,376,000,000,000. Covers establishments with payroll. These data are preliminary and are subject to change. For statement on methodology, see Appendix III]

Kind of business	NAICS code 2002	Sales, receipts, revenue, or shipments (bil. dol.)				Paid employees (1,000)
		Establishments	Annual payroll (bil. dol.)	Annual payroll (bil. dol.)	Paid employees (1,000)	
Wholesale trade	42	438,301	4,376	255	6,011	
Durable goods wholesalers (except agents, brokers, and electronic markets)	423	262,751	2,086	153	3,404	
Nondurable goods wholesalers (except agents, brokers, and electronic markets)	424	143,274	1,838	93	2,382	
Wholesale trade, agents, brokers, and electronic markets	425	32,276	452	9	225	
Retail trade	44-45	1,115,092	3,173	307	15,053	
Motor vehicle and parts dealers	441	126,201	814	65	1,907	
Furniture and home furnishings stores	442	65,088	94	13	554	
Electronics and appliance stores	443	46,724	88	10	418	
Building material and garden equipment and supplies dealers	444	(S)	(S)	(S)	(S)	
Food and beverage stores	445	149,802	488	49	2,896	
Health and personal care stores	446	79,360	183	21	1,043	
Gasoline stations	447	(S)	(S)	(S)	(S)	
Clothing and clothing accessories stores	448	149,318	170	21	1,425	
Sporting goods, hobby, book, and music stores	451	63,033	78	9	633	
General merchandise stores	452	39,846	451	43	2,549	
Miscellaneous store retailers	453	129,070	95	14	849	
Nonstore retailers	454	55,764	171	18	587	

S Figures does not meet publication standards. ¹ North American Industry Classification System, 2002; see text, Section 15.

Source: U.S. Census Bureau, 2002 Economic Census, Advance Summary Statistics for the United States, issued March 2004. See also <<http://www.census.gov/econ/census02/advance/TABLE1.HTM>>.

Table 1013. Retail Trade—Establishments, Employees, and Payroll: 1997 and 2002

[4,060 represents \$4,060,000,000,000. Covers establishments with payroll. These data are preliminary and are subject to change. For statement on methodology, see Appendix III]

Kind of business	NAICS code 1997	1997				2002			
		Establishments	Sales, receipts, revenue, or shipments (bil. dol.)	Annual payroll (bil. dol.)	Paid employees (1,000)	Establishments	Sales, receipts, revenue, or shipments (bil. dol.)	Annual payroll (bil. dol.)	Paid employees (1,000)
Wholesale trade	42	453,470	4,060	215	5,797	441,810	4,379	256	6,035
Wholesale trade, durable goods	421	290,629	2,180	133	3,398	288,286	2,354	159	3,565
Wholesale trade, nondurable goods	422	162,841	1,880	82	2,398	153,524	2,025	97	2,470
Retail trade	44-45	1,118,447	2,461	237	13,991	1,111,583	3,171	306	15,029
Motor vehicle and parts dealers	441	122,633	645	50	1,719	122,692	812	64	1,884
Furniture and home furnishings stores	442	64,725	72	10	483	65,088	94	13	554
Electronics and appliance stores	443	43,373	69	7	345	46,724	88	10	418
Building material and garden equipment and supplies dealers	444	93,117	228	26	1,118	(S)	(S)	(S)	(S)
Food and beverage stores	445	148,528	402	41	2,893	149,802	488	49	2,896
Health and personal care stores	446	82,941	118	15	904	79,360	183	21	1,043
Gasoline stations	447	126,889	198	11	922	(S)	(S)	(S)	(S)
Clothing and clothing accessories stores	448	156,601	136	17	1,280	149,318	170	21	1,425
Sporting goods, hobby, book, and music stores	451	69,149	62	7	561	63,033	78	9	633
General merchandise stores	452	36,171	330	31	2,508	39,846	451	43	2,549
Miscellaneous store retailers	453	129,838	78	10	753	129,070	95	14	849
Nonstore retailers	454	44,482	123	12	506	55,764	171	18	587

S Figure does not meet publication standards. ¹ North American Industry Classification System; see text, Section 15, Business Enterprise.

Source: U.S. Census Bureau, 2002 Economic Census, Advance Comparative Statistics for the United States, issued March 2004. See also <<http://www.census.gov/econ/census02/advance/TABLE2.HTM>>.

Table 1014. Wholesale and Retail Trade—Establishments, Employees, and Payroll by State: 2000 and 2002

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

State	Wholesale establishments (NAICS 42)						Retail establishments (NAICS 44,45)					
	Number of establishments		Number of employees (1,000)		Annual payroll (mil. dol.)		Number of establishments		Number of employees (1,000)		Annual payroll (mil. dol.)	
	2000	2002	2000	2002	2000	2002	2000	2002	2000	2002	2000	2002
U.S.	446,237	436,900	6,112	5,860	270,122	262,528	1,113,573	1,125,693	14,841	14,820	302,553	320,707
AL	6,132	5,792	82	76	2,892	2,691	19,723	19,601	230	225	4,074	4,245
AK	752	748	7	7	281	295	2,733	2,683	33	34	790	846
AZ	6,731	6,636	86	85	3,627	3,562	16,911	17,431	255	280	5,694	6,664
AR	3,505	3,535	45	42	1,402	1,403	12,211	12,151	135	136	2,268	2,457
CA	58,326	58,700	808	811	40,011	39,506	107,987	110,510	1,491	1,535	36,073	39,534
CO	7,452	7,458	97	100	4,906	4,900	18,748	19,200	252	252	5,883	5,990
CT	5,076	4,796	77	75	4,481	4,096	14,111	14,060	191	196	4,540	4,982
DE	1,009	953	19	23	1,117	1,404	3,742	3,800	52	54	1,048	1,149
DC	372	338	5	5	282	260	1,945	1,930	19	19	431	438
FL	30,671	30,760	315	300	12,536	11,895	67,396	70,622	903	909	18,044	19,419
GA	13,892	13,618	199	196	9,064	8,882	33,788	34,531	464	460	9,365	9,531
HI	1,809	1,828	19	19	627	663	4,924	4,997	63	64	1,313	1,359
ID	2,012	1,978	24	26	845	971	5,871	5,920	70	70	1,347	1,447
IL	21,509	20,597	344	323	16,683	15,537	43,800	43,623	637	599	12,992	13,363
IN	8,642	8,440	120	113	4,607	4,394	24,261	24,358	354	345	6,332	6,630
IA	5,155	5,003	65	62	2,173	2,120	14,382	13,937	184	177	3,169	3,331
KS	4,876	4,719	62	55	2,333	2,108	12,961	11,980	153	149	2,747	2,854
KY	4,939	4,713	74	70	2,536	2,545	16,988	16,985	221	215	3,804	3,981
LA	6,192	5,965	79	75	2,723	2,702	17,755	17,746	232	228	4,032	4,211
ME	1,740	1,707	22	21	744	768	7,015	7,096	77	80	1,436	1,607
MD	6,098	6,022	95	93	4,526	4,501	19,539	19,734	285	289	6,062	6,504
MA	9,735	9,439	156	149	9,114	8,328	25,813	25,932	353	361	7,729	8,455
MI	13,576	13,055	191	175	8,887	8,292	38,862	38,829	545	524	10,667	11,069
MN	9,294	9,166	137	131	6,399	6,537	20,862	21,095	304	310	5,980	6,730
MS	3,116	2,968	40	35	1,222	1,142	12,794	12,644	141	139	2,384	2,515
MO	9,072	8,701	146	133	5,458	4,875	23,911	23,803	318	313	6,258	6,576
MT	1,537	1,566	15	14	433	451	5,101	5,193	52	54	920	1,042
NE	3,061	2,972	41	40	1,346	1,384	8,248	8,222	110	107	1,895	2,024
NV	2,556	2,586	31	33	1,238	1,345	6,940	7,310	108	114	2,533	2,804
NH	2,105	2,045	25	23	1,184	1,152	6,545	6,678	93	94	1,930	2,111
NJ	17,157	16,548	279	265	14,724	14,657	34,841	35,410	439	447	9,897	10,651
NM	2,162	2,089	22	21	753	713	7,249	7,261	91	91	1,745	1,941
NY	36,606	35,628	422	393	20,941	20,170	75,500	77,532	844	848	18,116	19,166
NC	12,364	12,071	173	164	7,153	6,773	35,785	36,082	450	440	8,739	8,822
ND	1,543	1,517	18	16	532	524	3,435	3,435	42	41	719	757
OH	16,646	16,203	261	245	10,437	10,153	42,708	42,608	644	623	11,903	12,452
OK	5,005	4,835	62	56	2,126	1,935	14,147	13,942	168	168	2,913	3,104
OR	5,836	5,815	79	76	3,266	3,294	14,256	14,328	193	188	4,126	4,170
PA	16,796	16,272	243	240	10,287	10,399	48,518	48,444	668	669	12,556	13,229
RI	1,530	1,481	21	18	768	738	4,342	4,203	53	56	1,149	1,335
SC	5,091	4,940	65	64	2,353	2,522	18,619	18,487	224	213	4,083	4,022
SD	1,390	1,342	16	15	472	471	4,181	4,272	50	51	879	965
TN	8,006	7,614	127	123	4,848	5,017	24,624	24,288	311	307	5,908	6,154
TX	32,631	31,876	458	433	20,176	19,145	74,758	76,973	1,021	1,049	21,846	22,769
UT	3,294	3,346	44	43	1,583	1,662	7,952	8,275	124	124	2,455	2,486
VT	889	869	11	11	401	448	3,974	3,926	38	41	750	836
VA	7,893	7,636	110	105	4,651	4,468	28,794	29,194	399	406	7,949	8,499
WA	9,869	9,672	125	118	5,412	5,164	22,700	22,706	313	300	7,181	7,219
WV	1,869	1,708	22	21	698	684	7,788	7,510	92	89	1,493	1,513
WI	7,928	7,801	119	117	4,636	4,625	21,354	21,366	322	309	5,891	6,179
WY	790	833	7	7	229	252	2,881	2,850	28	29	515	571

Source: U.S. Census Bureau, "County Business Patterns"; published November 2004. See also <<http://www.census.gov/prod/2004pubs/02cbbp/cbp02-1.pdf>>.

Table 1015. Retail Trade—Establishments, Employees, and Payroll: 2000 and 2002

[1,113.6 represents 1,113,600. Covers establishments with payroll. Employees are for the week including March 12. Most government employees are excluded. For statement on methodology, see Appendix III]

Kind of business	NAICS code ¹ 1997	Establishments (1,000)		Employees (1,000)		Payroll (bil. dol.)	
		2000	2002	2000	2002	2000	2002
Retail trade, total	44-45	1,113.6	1,125.7	14,841	14,820	302.6	320.7
Motor vehicle & parts dealers ²	441	124.5	126.6	1,866	1,891	63.9	68.0
Automobile dealers	4411	50.9	52.0	1,225	1,259	47.8	51.3
New car dealers	44111	26.2	25.6	1,112	1,139	44.8	47.9
Used car dealers	44112	24.7	26.4	110	120	3.1	3.5
Automotive parts, accessories & tire stores	4413	59.1	58.4	517	491	12.2	12.1
Furniture & home furnishing stores	442	64.8	66.4	549	552	13.4	13.8
Electronics & appliance stores	443	45.6	49.6	407	419	11.2	11.6
Appliance, TV & all other electronics stores	44311	29.6	34.2	279	305	6.6	7.9
Computer & software stores	44312	12.9	12.5	106	94	4.2	3.3
Camera & photographic supplies stores	44313	3.1	2.9	22	20	0.4	0.4
Bldg material & garden equip & supp dealers	444	91.9	94.1	1,235	1,271	32.5	35.1
Building material & supplies dealers	4441	70.9	71.7	1,055	1,092	28.4	30.8
Lawn & garden equip & supplies stores	4442	21.0	22.4	180	179	4.0	4.3
Food & beverage stores	445	154.5	155.7	3,004	2,884	48.4	50.1
Grocery stores	4451	98.3	97.2	2,717	2,569	44.0	44.9
Grocery (except convenience) stores	44511	68.8	62.9	2,544	2,388	41.8	42.5
Convenience stores	44512	29.5	34.2	173	182	2.2	2.4
Specialty food stores	4452	27.8	29.3	154	177	2.4	3.0
Meat markets	44521	6.5	6.5	41	42	0.6	0.7
Fish & seafood markets	44522	1.9	2.2	8	10	0.1	0.2
Fruit & vegetable markets	44523	3.2	3.6	18	22	0.3	0.4
Other specialty food stores	44529	16.2	17.1	86	104	1.3	1.7
Beer, wine & liquor stores ³	4453	28.5	29.2	134	138	2.1	2.2
Health & personal care stores	446	81.2	82.6	914	988	19.3	22.2
Pharmacies & drug stores	44611	40.6	40.2	680	731	14.5	16.8
Cosmetics, beauty supplies & perfume stores	44612	9.6	11.3	61	83	0.8	1.2
Optical goods stores	44613	14.3	13.0	74	73	1.7	1.7
Other health & personal care stores	44619	16.7	18.2	98	102	2.2	2.5
Food (health) supplement stores	446191	8.7	9.7	49	51	0.7	0.8
All other health & personal care stores	446199	8.0	8.5	49	51	1.5	1.7
Gasoline stations	447	119.6	117.1	937	896	13.3	13.5
Gasoline stations with convenience stores	44711	80.5	84.7	653	653	8.9	9.4
Other gasoline stations	44719	39.1	32.4	284	243	4.4	4.1
Clothing & clothing accessories stores	448	150.9	151.9	1,369	1,409	20.2	21.9
Clothing stores	4481	90.0	93.1	1,015	1,046	13.7	15.4
Men's clothing stores	44811	10.7	10.4	85	83	1.6	1.6
Women's clothing stores	44812	35.6	34.6	302	300	3.9	4.1
Children's & infants' clothing stores	44813	5.6	6.1	59	62	0.7	0.7
Family clothing stores	44814	20.6	22.9	453	474	5.9	7.0
Clothing accessories stores	44815	5.7	6.4	28	31	0.4	0.5
Other clothing stores	44819	11.8	12.7	88	95	1.2	1.4
Shoe stores	4482	29.7	28.0	185	201	2.6	2.7
Jewelry, luggage & leather goods stores	4483	31.3	30.9	168	162	3.9	3.8
Jewelry stores	44831	29.3	28.9	156	151	3.6	3.6
Luggage & leather goods stores	44832	2.0	1.9	12	11	0.2	0.2
Sporting goods, hobby, book & music stores	451	65.0	65.9	616	618	8.8	9.3
Sporting goods, hobby, musical instrument stores	4511	43.6	44.3	389	405	6.0	6.5
Book, periodical & music stores	4512	21.4	21.7	228	213	2.8	2.8
Prerecorded tape, CD & record stores	45122	7.7	7.5	76	66	0.9	0.8
General merchandise stores	452	39.6	41.1	2,526	2,546	39.8	43.7
Department stores	4521	10.4	10.4	1,766	1,742	27.2	29.2
Other general merchandise stores	4529	29.2	30.7	760	804	12.6	14.5
Warehouse clubs & superstores	45291	2.0	2.2	478	498	8.7	10.1
All other general merchandise stores	45299	27.2	28.4	283	306	3.8	4.4
Miscellaneous store retailers ²	453	131.0	130.0	850	823	13.8	14.1
Used merchandise stores	4533	17.5	18.0	114	118	1.6	1.8
Other miscellaneous store retailers	4539	46.4	43.6	264	252	5.4	5.3
Nonstore retailers	454	44.8	44.7	567	524	18.1	17.3
Electronic shopping & mail-order houses	4541	11.8	11.9	277	250	10.4	9.5
Vending machine operators	4542	6.2	5.9	67	58	1.5	1.4
Direct selling establishments	4543	26.8	27.0	223	216	6.1	6.5
Fuel dealers	45431	11.8	11.3	106	102	3.1	3.3
Other direct selling establishments	45439	15.0	15.6	117	114	3.0	3.2

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

Source: U.S. Census Bureau, "County Business Patterns"; published November 2002. See also <<http://www.census.gov/prod/2004pubs/02cbp/cbp02-1.pdf>>.

Table 1016. Retail Trade and Food Services—Sales by Kind of Business: 1992 to 2004

[In billions of dollars (2,007.9 represents \$2,007,900,000,000)]

Kind of business	NAICS code ¹	1992	1995	1999	2000	2001	2002	2003	2004
Retail and food services sales, total	44-45, 72	2,007.9	2,441.1	3,083.0	3,288.7	3,388.0	3,473.7	3,624.8	3,901.7
Retail sales, total	44-45	1,804.5	2,207.5	2,797.9	2,983.0	3,069.8	3,141.5	3,275.4	3,521.7
GAFO, total ²		529.0	644.7	813.3	862.1	884.1	915.6	949.6	1,010.2
Motor vehicle and parts dealers	441	414.6	576.9	764.4	797.3	818.7	821.7	845.8	882.0
Automobile and other motor vehicle dealers	4411, 4412	377.2	528.7	703.4	734.9	757.9	758.7	781.2	814.7
Automobile dealers	4411	359.1	502.5	663.5	689.7	710.9	708.9	725.4	754.0
New car dealers	44111	333.8	464.6	606.7	631.0	651.5	647.0	661.8	686.5
Used car dealers	44112	25.3	37.8	56.8	58.7	59.4	61.8	63.5	67.5
Auto parts, access., and tire stores	4413	37.3	48.2	61.0	62.4	60.8	63.0	64.6	67.3
Furniture, home furnishings, electronics and appliance stores	442, 443	90.1	122.6	160.4	172.1	172.3	180.1	185.8	198.3
Furniture and home furnishings stores	442	49.8	61.3	83.3	90.5	91.4	94.9	97.7	103.8
Furniture stores	4421	29.5	35.3	46.2	50.1	50.4	51.5	52.2	56.7
Home furnishings stores	4422	20.4	26.0	37.0	40.4	41.0	43.4	45.5	47.0
Electronics and appliance stores	443	40.3	61.2	77.2	81.6	80.9	85.2	88.1	94.5
Appl. T.V., and other elect. stores	44311	29.0	42.1	52.4	58.6	60.8	64.2	66.9	72.3
Computer and software stores	44312	9.0	16.8	21.7	19.6	16.8	17.7	17.9	18.6
Building mat. garden equip. & supply stores	444	129.7	162.7	216.9	228.1	238.8	248.7	264.9	303.1
Building mat. & supply dealers	4441	109.6	140.6	187.9	197.7	206.9	217.2	231.7	267.9
Food and beverage stores ³	445	371.5	391.3	434.6	445.9	463.7	466.2	477.3	498.2
Grocery stores	4451	337.9	356.9	394.6	403.1	418.8	420.5	430.2	447.7
Beer, wine and liquor stores	4453	21.8	22.1	26.6	28.6	29.8	30.2	30.6	32.0
Health and personal care stores	446	89.9	101.8	143.4	156.3	168.1	182.1	194.0	205.4
Pharmacies and drug stores	44611	77.8	85.9	121.8	131.7	143.0	155.8	166.5	175.6
Gasoline stations	447	156.6	181.3	212.8	250.2	251.8	251.0	274.1	320.6
Clothing and clothing access. stores ³	448	120.3	131.6	160.1	168.0	167.7	172.7	178.6	190.0
Clothing stores ³	4481	85.5	90.8	111.8	118.2	119.4	123.0	127.4	136.8
Men's clothing stores	44811	10.2	9.3	9.7	9.5	8.6	8.1	8.5	9.5
Women's clothing stores	44812	31.8	28.7	29.7	31.6	31.7	31.5	32.9	35.2
Family clothing stores	44814	33.2	40.0	55.2	58.8	60.0	64.1	65.9	70.6
Shoe stores	4482	18.6	20.4	22.7	23.0	23.0	23.3	23.3	23.7
Jewelry stores	44831	15.2	19.2	23.8	24.9	23.7	24.7	26.2	27.4
Sporting goods, hobby, book & music stores ³	451	49.3	60.9	72.7	76.1	77.1	76.9	77.3	80.1
Sporting goods stores	45111	15.7	20.0	23.9	25.5	26.3	26.4	27.4	29.7
Book stores	451211	8.3	11.2	14.1	14.8	15.0	15.3	16.1	16.2
General merchandise stores	452	248.0	300.6	380.2	404.4	427.6	446.7	468.9	502.8
Department stores (excl. L.D.) ⁴	4521	177.1	205.9	230.5	232.8	228.8	221.3	215.0	216.0
Department stores (incl. L.D.) ⁴	4521	181.3	210.9	236.1	238.7	234.0	224.5	219.3	218.7
Other general merchandise stores	4529	70.9	94.7	149.7	171.6	198.7	225.4	253.8	286.8
Warehouse clubs and superstores	45291	40.0	65.1	118.9	139.9	165.1	191.8	217.0	247.3
Miscellaneous stores retail	453	55.5	76.7	105.4	108.0	104.6	104.6	103.6	107.9
Nonstore retailers ³	454	79.1	101.0	146.9	176.6	179.5	190.8	205.2	233.3
Electronic shopping and mail order	4541	35.2	49.7	88.9	109.2	112.8	122.6	131.2	148.3
Fuel dealers	45431	17.2	20.2	20.1	27.0	26.4	24.4	29.3	33.7
Food services and drinking places ³	722	203.4	233.6	285.1	305.7	318.1	332.2	349.4	380.0
Full service restaurants	7221	86.5	99.4	125.6	134.2	140.6	148.1	154.2	166.2
Limited service eating places	7222	87.4	103.1	120.1	128.1	133.3	138.8	147.7	163.0
Drinking places	7224	12.4	12.5	14.6	15.5	15.8	16.5	17.6	19.6

¹ North American Industry Classification System, 2002; see text, Section 15, Business Enterprise. ² GAFO (General Merchandise, Apparel, Furniture, and Office Supplies) represents store classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. ³ Includes other kinds of business not shown separately. ⁴ L.D. represents leased departments.

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through February 2005*, Series BR/04-A.

Table 1017. Retail Trade Corporations—Sales, Net Profit, and Profit Per Dollar of Sales: 2004

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

Item	Unit	Total retail trade	Food and beverage stores (NAICS 445)	Clothing and general merchandise stores (NAICS 448 and 452)	All other retail stores
Sales	Bil. dol.	1,657.0	358.6	634.2	664.2
Net profit:					
Before income taxes	Bil. dol.	79.2	7.3	38.4	33.4
After income taxes	Bil. dol.	52.7	5.0	25.1	22.7
Profits per dollar of sales:					
Before income taxes	Cents	4.8	2.0	6.0	5.0
After income taxes	Cents	3.2	1.4	3.9	3.4
Profits on stockholders' equity:					
Before income taxes	Percent	25.0	16.8	26.1	26.5
After income taxes	Percent	16.6	11.4	17.1	17.9

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

Table 1018. Retail Trade and Food Services—Estimated Per Capita Sales by Selected Kinds of Business: 1992 to 2004

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

Kind of business	NAICS code ¹	1992	1995	1997	1998	1999	2000	2001	2002	2003	2004
		Retail and food service sales	44-45, 72	6,051	6,860	7,435	7,699	8,197	8,508	8,692	8,882
Retail sales, total	44-45	7,076	8,400	9,172	9,518	10,260	10,571	10,767	10,910	11,264	11,993
<i>Total (Excluding motor vehicle and parts dealers)</i>	<i>44-45 ex 441</i>	<i>5,450</i>	<i>6,204</i>	<i>6,737</i>	<i>6,974</i>	<i>7,457</i>	<i>7,745</i>	<i>7,896</i>	<i>8,057</i>	<i>8,355</i>	<i>8,989</i>
Motor vehicle and parts dealers	441	1,625	2,195	2,435	2,544	2,803	2,825	2,872	2,854	2,909	3,004
Furniture & home furnishings stores	442	195	233	265	281	305	321	321	330	336	353
Electronics and appliance stores	443	158	233	248	265	283	289	284	296	303	322
Building material and garden equipment and supply stores	444	508	619	704	741	795	808	838	864	911	1,032
Food and beverage stores	445	1,456	1,489	1,532	1,545	1,594	1,580	1,627	1,619	1,641	1,696
Health and personal care stores	446	352	387	444	481	526	554	589	633	667	699
Gasoline stations	447	614	690	746	710	780	887	883	872	943	1,092
Clothing & clothing accessories stores	448	472	501	525	553	587	595	588	600	614	647
Sporting goods, hobby, book, and music stores	451	193	232	245	255	267	270	270	267	266	273
General merchandise stores	452	972	1,144	1,238	1,299	1,394	1,433	1,500	1,551	1,612	1,712
Miscellaneous store retailers	453	218	292	341	368	387	383	367	363	356	368
Nonstore retailers	454	310	384	448	475	539	626	630	663	706	794
Food services and drinking places	722	798	889	964	1,007	1,045	1,083	1,116	1,154	1,202	1,294

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

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through February 2005*, Series BR/04-A.

Table 1019. Retail Trade—Merchandise Inventories and Inventory/Sales Ratio by Kind of Business: 2000 to 2004

[Inventories in billions of dollars (406.3 represents \$406,300,000,000. As of December 31. Estimates exclude food services. Includes warehouses. Adjusted for seasonal variations. Sales data also adjusted for holiday and trading-day differences)]

Kind of business	NAICS code ¹	Inventories				Inventory/Sales Ratio			
		2000	2002	2003	2004	2000	2002	2003	2004
Total	44-45	406.3	418.6	435.0	459.7	1.62	1.57	1.56	1.51
<i>Excluding motor vehicle and parts dealers</i>	<i>44-45 ex 441</i>	<i>277.8</i>	<i>281.8</i>	<i>287.5</i>	<i>304.4</i>	<i>1.49</i>	<i>1.44</i>	<i>1.38</i>	<i>1.34</i>
Motor vehicle and parts dealers	441	128.5	136.8	147.6	155.3	2.01	1.96	2.08	2.01
Furniture, home furnishings, electronics, and appliance stores	442, 443	25.2	25.4	26.5	28.3	1.83	1.69	1.65	1.69
Building material and garden equipment & supplies dealers	444	34.5	36.9	38.5	45.0	1.77	1.81	1.68	1.71
Food and beverage stores	445	32.0	32.7	32.4	33.5	0.84	0.84	0.81	0.79
Clothing and clothing accessories stores	448	36.5	36.7	37.4	37.8	2.58	2.49	2.42	2.36
General merchandise stores	452	64.9	65.9	66.7	70.7	1.87	1.75	1.66	1.64
Department stores	4521	42.8	39.0	38.1	38.2	2.17	2.17	2.13	2.11

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

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Retail Trade and Food Services, January 1992 Through February 2005*, Series BR/04-A.

Table 1020. Retail Trade Sales—Total and E-Commerce by Kind of Business: 2003

[3,275,407 represents \$3,275,407,000,000. Covers retailers with and without payroll. Based on Annual Retail Trade Survey, See Appendix III]

Kind of business	NAICS code ¹	Value of sales (mil. dol.)		E-commerce as percent of total sales	Percent distribution of e-commerce sales
		Total	E-commerce		
Retail trade, total	44-45	3,275,407	55,731	1.7	100.0
Motor vehicle and parts dealers	441	845,772	9,540	1.1	17.1
Electronics and appliance stores	443	88,084	755	0.9	1.4
Building material and garden equipment and supplies stores	444	264,911	456	0.2	0.8
Clothing and clothing accessories stores	448	178,642	747	0.4	1.3
Sporting goods, hobby, book, and music stores	451	77,280	828	1.1	1.5
Miscellaneous store retailers	453	103,558	933	0.9	1.7
Nonstore retailers	454	205,243	41,562	20.3	74.6
Electronic shopping and mail-order houses	454110	131,173	40,379	30.8	72.5

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

Source: U.S. Census Bureau, *2004 Annual Retail Trade Survey*, "2003 E-Commerce Multi-Sector Report"; published May 2005. See also <http://www.census.gov/eos/www/ebusiness614.htm>.

Table 1021. Retail Trade and Food Services—Sales by Type of Store and State: 2004

[In millions of dollars, (3,522,754 represents \$3,522,754,000,000) except as indicated. Kind-of-business classification based on North American Industry Classification System (NAICS), 1997; see text, Section 15. Data are estimates]

State	All retail stores (NAICS 44-45)	Total Retail sales + food and drink (NAICS 44-45, 722)	Motor vehicle and parts dealers (NAICS 441)	Furniture and home furnishings (NAICS 442)	Electronics and appliances (NAICS 443)	Building material & garden equip. & supp. dealers (NAICS 444)	Food and beverage stores (NAICS 445)	Health and personal care (NAICS 446)
U.S.	3,522,754	3,906,482	906,076	104,986	98,252	355,220	526,194	215,424
AL	45,859	50,618	12,200	1,185	744	4,581	6,090	2,745
AK	8,028	9,076	1,697	132	172	1,100	1,353	133
AZ	67,909	74,855	18,436	2,203	1,867	5,930	9,388	3,887
AR	28,926	31,464	8,170	663	482	3,041	3,234	1,305
CA	428,851	481,895	111,604	13,186	19,075	41,457	70,435	27,118
CO	61,285	68,426	15,999	2,429	1,942	7,262	9,272	2,021
CT	48,829	53,814	11,560	1,508	1,414	5,180	8,685	3,299
DE	11,909	13,236	3,122	585	376	1,425	1,472	812
DC	4,783	4,681	122	119	100	277	668	417
FL	209,355	229,956	63,010	6,348	5,704	17,747	32,838	14,234
GA	103,516	115,211	28,583	3,446	2,334	12,945	15,870	4,688
HI	14,260	16,685	2,306	253	215	954	2,854	1,245
ID	18,211	19,564	4,881	505	442	2,463	2,456	557
IL	144,755	162,211	35,026	4,167	4,054	13,950	23,488	11,044
IN	72,222	79,750	18,839	1,726	1,584	8,049	8,808	4,489
IA	37,089	40,101	9,436	943	920	5,254	5,229	1,956
KS	34,263	37,215	8,615	982	994	3,512	4,878	1,534
KY	41,326	46,500	10,182	860	661	4,835	5,589	2,765
LA	47,385	52,810	12,409	1,074	744	4,835	6,663	3,106
ME	19,001	20,547	4,138	368	229	1,967	3,742	756
MD	69,072	76,380	17,301	2,165	2,253	6,545	13,341	4,287
MA	83,465	94,893	20,257	2,274	1,812	7,592	14,953	5,702
MI	123,244	135,626	33,550	3,501	2,783	11,169	15,785	10,038
MN	74,127	80,931	17,209	2,607	2,197	9,594	9,642	3,494
MS	28,192	30,884	7,499	822	426	3,260	3,875	1,534
MO	68,687	76,046	17,963	1,704	1,494	6,778	8,553	3,592
MT	9,577	10,723	2,280	235	187	1,358	1,691	312
NE	21,486	23,563	4,802	1,090	437	2,819	2,997	1,040
NV	29,721	33,846	6,762	1,064	787	2,871	4,367	1,456
NH	25,328	27,265	7,184	707	876	2,142	3,651	1,014
NJ	116,147	126,940	29,067	4,232	3,696	9,324	19,018	9,965
NM	20,859	23,040	4,883	635	393	1,802	2,614	1,129
NY	205,165	229,401	44,139	6,255	5,602	18,477	33,300	18,133
NC	94,049	104,764	25,471	3,516	2,062	11,885	13,074	5,228
ND	8,374	9,097	1,855	219	187	1,719	841	498
OH	139,302	154,089	35,807	4,081	3,912	13,955	18,683	10,483
OK	38,292	42,369	11,229	922	1,019	3,196	4,470	2,170
OR	44,357	49,091	11,312	1,161	1,057	5,150	6,722	1,407
PA	140,302	155,423	35,614	3,544	2,780	12,925	22,867	10,891
RI	10,990	12,911	2,547	311	239	824	1,941	1,161
SC	45,705	51,079	11,995	1,202	710	6,204	6,785	2,332
SD	15,516	16,433	2,379	218	174	1,476	1,356	409
TN	73,920	81,572	19,586	2,033	1,283	7,066	12,338	4,127
TX	288,967	319,203	82,487	8,650	9,148	25,172	35,674	12,671
UT	27,310	29,708	7,122	1,015	876	3,464	4,428	460
VT	8,175	8,905	2,104	190	186	1,045	1,459	404
VA	92,453	101,475	22,821	3,436	3,548	9,889	12,960	4,384
WA	74,935	84,161	16,493	2,106	1,906	8,671	11,178	3,720
WV	18,126	19,875	4,561	343	204	1,828	2,573	1,685
WI	74,044	80,444	17,837	1,931	1,864	9,522	10,892	3,446
WY	7,109	7,727	1,626	135	100	736	1,151	143

See footnotes at end of table.

Table 1021. Retail Trade and Food Services—Sales by Type of Store and State: 2004—Con.

[See headnote, page 676]

State	Gasoline stations (NAICS 447)	Clothing and clothing accessories (NAICS 448)	Sporting goods, hobby, book & music stores (NAICS 451)	General merchandise (NAICS 452)	Miscellaneous stores (NAICS 453)	Nonstore retailers (NAICS 454)	Food services & drinking places (NAICS 722)
U.S.	249,258	184,752	81,733	504,356	99,566	196,938	383,728
AL	4,232	2,086	771	8,820	1,323	1,082	4,759
AK	503	353	192	1,826	192	374	1,048
AZ	5,438	2,493	1,561	10,189	2,715	3,802	6,946
AR	2,794	1,107	495	6,099	829	708	2,538
CA	27,174	25,282	11,937	56,316	12,122	13,146	53,044
CO	4,097	2,562	2,183	8,703	2,082	2,733	7,141
CT	2,481	2,846	1,204	3,986	1,240	5,426	4,985
DE	591	681	361	1,590	378	514	1,327
DC	234	390	167	87	136	66	1,897
FL	12,323	11,736	4,037	25,911	5,734	9,733	20,601
GA	9,024	5,095	1,815	14,283	2,761	2,672	11,695
HI	1,029	1,584	357	2,769	561	134	2,425
ID	1,289	532	514	2,884	560	1,127	1,354
IL	8,719	8,824	3,019	17,734	3,574	11,155	17,456
IN	5,970	2,468	1,231	12,109	1,708	5,242	7,527
IA	4,007	1,238	661	5,341	769	1,334	3,013
KS	2,900	1,563	775	6,777	915	819	2,952
KY	4,286	1,456	689	7,683	1,340	978	5,174
LA	4,646	2,150	745	8,906	1,180	927	5,425
ME	1,540	809	370	2,119	465	2,497	1,547
MD	4,049	4,398	2,033	8,518	1,860	2,321	7,308
MA	4,683	5,663	2,351	9,090	2,341	6,747	11,428
MI	7,465	5,245	3,697	21,820	4,299	3,891	12,382
MN	5,847	2,792	2,170	9,493	2,003	7,080	6,805
MS	2,992	1,012	338	5,150	720	564	2,692
MO	6,875	2,457	1,406	11,597	1,930	4,337	7,359
MT	749	273	292	1,704	262	234	1,147
NE	1,792	863	391	2,939	421	1,895	2,077
NV	1,759	2,260	639	3,667	1,366	2,724	4,125
NH	1,420	1,091	676	3,345	588	2,635	1,937
NJ	5,462	7,484	3,512	12,708	3,143	8,535	10,793
NM	1,944	855	514	3,660	1,101	1,329	2,182
NY	10,471	20,293	5,868	23,525	7,154	11,948	24,236
NC	7,220	4,310	1,609	13,057	3,251	3,366	10,715
ND	660	242	248	1,279	203	424	723
OH	9,720	6,089	2,719	22,837	3,299	7,719	14,786
OK	3,833	1,060	763	7,553	1,089	987	4,077
OR	2,465	1,703	1,241	8,074	1,514	2,550	4,734
PA	8,919	7,648	2,817	15,694	3,118	13,484	15,121
RI	702	683	271	1,105	283	921	1,921
SC	4,332	2,280	628	6,893	1,562	782	5,375
SD	916	302	210	1,396	235	6,446	917
TN	6,251	3,664	1,324	12,532	2,034	1,680	7,653
TX	21,918	14,367	5,830	45,371	7,862	19,816	30,236
UT	1,952	1,151	775	4,341	504	1,222	2,398
VT	711	309	203	537	190	837	730
VA	7,894	4,890	2,072	13,634	2,051	4,873	9,022
WA	4,094	3,043	2,317	13,368	2,538	5,500	9,226
WV	1,888	712	268	3,217	456	391	1,750
WI	5,913	2,176	1,326	10,870	1,386	6,881	6,400
WY	1,084	179	137	1,250	217	351	618

¹ Includes other types of stores, not shown separately.

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

Table 1022. Retail Trade—Nonemployer Establishments and Receipts by Kind of Business: 2000 to 2002

[1,743 represents 1,743,000. Includes only firms subject to federal income tax. Nonemployers are businesses with no paid employees. Based on the North American Industry Classification System (NAICS), 1997, see text, Section 15]

Kind of business	NAICS code	Establishments (1,000)			Receipts (mil. dol.)		
		2000	2001	2002	2000	2001	2002
Retail trade, total	44-45	1,743	1,739	1,839	73,810	73,675	77,896
Motor vehicle & parts dealers ¹	441	122	127	138	17,355	17,404	18,529
Used car dealers	44112	74	76	83	13,255	13,197	13,835
Motorcycle & boat & other MV dealers	44122	21	23	24	1,969	2,062	2,217
Automotive parts, accessories, & tire stores	4413	25	25	28	1,872	1,885	2,150
Furniture & home furnishings stores	442	37	37	41	2,574	2,592	2,794
Furniture stores	4421	14	14	14	1,034	1,054	1,120
Home furnishings stores	4422	23	23	26	1,540	1,538	1,674
Electronics & appliance stores	443	29	28	29	1,688	1,658	1,669
Bldg material & garden equip & supp dealers ¹	444	28	28	30	2,182	2,196	2,326
Building material & supplies dealers	4441	20	20	22	1,677	1,691	1,803
Food & beverage stores	445	82	82	88	8,493	8,505	8,851
Grocery stores	4451	39	39	41	4,609	4,591	4,673
Specialty food stores	4452	33	33	36	2,135	2,149	2,362
Beer, wine, & liquor stores	4453	10	10	10	1,749	1,765	1,815
Health & personal care stores	446	92	97	104	1,915	2,012	2,196
Gasoline stations	447	10	10	9	1,721	1,665	1,628
Clothing & clothing accessories stores ¹	448	89	91	96	4,464	4,472	4,683
Clothing stores	4481	60	61	62	2,718	2,724	2,823
Jewelry stores	44831	23	24	29	1,416	1,419	1,512
Sporting goods, hobby, book, & music stores ¹	451	96	94	94	3,761	3,733	3,776
Sporting goods stores	45111	23	23	23	1,340	1,337	1,340
Book, periodical, & music stores	4512	32	31	31	1,007	982	973
General merchandise stores	452	28	28	30	1,291	1,318	1,423
Miscellaneous store retailers ¹	453	339	329	338	12,963	12,617	13,350
Gift, novelty, & souvenir stores	45322	73	72	76	2,104	2,097	2,161
Used merchandise stores	4533	76	72	73	2,115	1,927	1,953
Nonstore retailers ¹	454	792	787	843	15,401	15,504	16,670
Electronic shopping & mail-order houses	4541	49	50	48	1,391	1,531	1,584
Direct selling establishments	4543	708	704	761	13,047	13,019	14,138

¹Includes other kinds of business not shown separately.

Source: U.S. Census Bureau, "Nonemployer Statistics"; published March 2004; <<http://www.census.gov/epcd/nonemployer/>>.

Table 1023. Franchised New Car Dealerships—Summary: 1980 to 2004

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

Item	Unit	1980	1985	1990	1995	1999	2000	2001	2002	2003	2004
Dealerships ¹	Number	27,900	24,725	24,825	22,800	22,400	22,250	21,800	21,725	21,650	21,640
Sales	Bil. dol.	130.5	251.6	316.0	456.2	606.5	650.3	690.4	679.5	699.2	714.3
New cars sold ²	Millions	9.0	11.0	9.3	8.6	8.7	8.8	8.4	8.1	7.6	7.5
Used vehicles sold	Millions	9.7	13.3	14.2	18.5	20.1	20.5	21.4	19.4	19.5	19.7
Employment	1,000	745	856	924	996	1,081	1,114	1,130	1,130	1,130	1,130
Annual payroll	Bil. dol.	11.0	20.1	24.0	33.1	42.5	46.1	48.0	48.8	50.0	50.5
Advertising expenses	Bil. dol.	1.2	2.8	3.7	4.6	5.6	6.4	6.6	7.5	8.5	8.3
Dealer pretax profits as a percentage of sales ³	Percent	0.6	2.2	1.0	1.4	1.8	1.6	2.0	1.9	1.7	1.7
Inventory:											
Domestic: ⁴											
Total	1,000	2,112	2,339	2,537	2,974	2,901	3,183	2,824	2,727	3,085	3,267
Days' supply	Days	57	60	73	71	62	68	63	63	63	75
Imported: ⁴											
Total	1,000	269	345	707	445	378	468	508	521	618	646
Days' supply	Days	31	30	72	72	47	50	51	49	49	59

¹ At beginning of year. ² Data provided by "Ward's Automotive Reports." ³ Annual average. Includes light trucks. ⁴ Classification based on where automobiles are produced (i.e., automobiles manufactured by foreign companies but produced in the U.S. are classified as domestic).

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

Table 1024. Retail Sales—New Passenger Cars: 1990 to 2003

[In thousands 9,300 represents 9,300,000, except as indicated. Retail new car sales include both sales to individuals and to corporate fleets. It also includes leased cars]

Item	1990	1995	1997	1998	1999	2000	2001	2002	2003
Total retail new passenger car sales	9,300	8,635	8,272	8,142	8,698	8,847	8,423	8,103	7,610
Domestic ¹	6,897	7,129	6,917	6,762	6,979	6,831	6,325	5,878	5,527
Imports	2,403	1,506	1,355	1,380	1,719	2,016	2,098	2,226	2,083
Japan	1,719	982	726	691	758	863	837	923	817
Germany	265	207	297	367	467	517	523	547	544
Other	419	317	332	322	494	637	738	756	722

¹ Includes cars produced in Canada and Mexico.

Source: U.S. Bureau of Transportation Statistics, *National Transportation Statistics 2004*. Data supplied by following sources: *Motor Vehicle Facts & Figures, 1997*, Southfield, MI; *Ward's Motor Vehicle Facts & Figures, 2002*, Southfield, MI; 2002. See also: <<http://www.bts.gov/>>.

Table 1025. Retail Sales of New Cars by Sector: 1990 to 2003

[In thousands, 9,300 represents 9,300,000 except as indicated. Includes imported cars, but not vans, trucks, or sport utility vehicles]

Item	1990	1995	1997	1998	1999	2000	2001	2002	2003
Total, Sales of new cars	9,300	8,636	8,273	8,142	8,697	8,852	8,422	8,102	7,615
Consumer	5,677	4,326	3,908	3,981	4,389	4,680	4,634	4,521	4,336
Business	3,477	4,070	4,166	3,943	4,076	3,949	3,566	3,376	3,082
Government	147	241	199	218	232	224	222	205	197
Percentage of total sales									
Consumer	61.0	50.1	47.2	48.9	50.5	52.9	55.0	55.8	56.9
Business	37.4	47.1	50.4	48.4	46.9	44.6	42.3	41.7	40.5
Government	1.6	2.8	2.4	2.7	2.7	2.5	2.6	2.5	2.6

Source: U.S. Bureau of Transportation Statistics, *National Transportation Statistics 2004*. Data supplied by following source: U.S. Bureau of Economic Analysis, unpublished data. See also <<http://www.bts.gov>>.**Table 1026. New and Used Car Sales and Leases: 1990 to 2004**

[In thousands (51,390 represents 51,390,000) except as indicated]

Item	1990	1995	1998	1999	2000	2001	2002	2003	2004
Total, vehicle sales and leases ¹	51,390	56,476	56,375	57,618	58,964	59,742	59,835	60,215	59,410
New vehicle sales and leases	13,860	14,718	15,534	16,879	17,344	17,118	16,810	16,643	16,865
Used vehicle sales ²	37,530	41,758	40,841	40,739	41,620	42,624	43,025	43,572	42,545
Total value, new and used vehicle sales (bil. dol.) ³	446	611	651	698	737	737	721	738	759
New vehicle sales (bil. dol.)	227	292	316	348	380	369	371	382	392
Used vehicle sales (bil. dol.)	219	319	335	350	357	367	350	356	367
Average price (current dol.) ³	8,672	10,818	11,545	12,098	12,491	12,321	12,034	12,253	12,774

¹ Vehicle sales, value of sales, and average prices are from different sources and cannot be calculated from the data presented in this table. ² Used car or vehicle sales include sales from franchised dealers, independent dealers, and casual sales. ³ Includes leased vehicles.Source: U.S. Bureau of Transportation Statistics, *National Transportation Statistics 2004*. Data supplied by following sources: New vehicle leases: CNW Marketing/Research, personal communication, Mar. 2, 2005; Used vehicle sales, value, and average price: Manheim, *Used Car Market Report* (Atlanta, GA: Annual issues). See also <<http://www.bts.gov>>.**Table 1027. New Motor Vehicle Sales and Expenditures by Model Year: 1990 to 2004**

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

Sales and expenditures	1990	1995	1999	2000	2001	2002	2003	2004
New motor vehicle sales	14,169	15,204	17,401	17,806	17,468	17,132	16,968	17,297
New-car sales	9,436	8,687	8,697	8,852	8,422	8,102	7,615	7,505
Domestic	6,790	7,178	6,982	6,833	6,323	5,871	5,527	5,350
Import	2,645	1,510	1,715	2,019	2,099	2,231	2,087	2,155
New-truck sales	4,733	6,517	8,704	8,954	9,046	9,030	9,353	9,792
Light	4,428	6,089	8,183	8,492	8,696	8,708	9,025	9,360
Domestic	3,996	5,694	7,420	7,651	7,718	7,647	7,801	8,115
Import	432	395	763	841	978	1,061	1,224	1,245
Other	306	429	521	462	350	322	328	432
Domestic-car production	6,231	6,351	5,638	5,542	4,878	5,019	4,510	4,230
Avg. expenditure per new car ¹ (dollar)	14,371	17,959	20,381	20,600	20,945	21,248	21,338	21,969
Domestic (dollar)	13,936	16,864	18,339	18,577	18,755	18,897	18,857	19,607
Import (dollar)	15,510	23,202	28,695	27,447	27,539	27,436	27,906	27,835

¹ BEA estimate based on the manufacturer's suggested retail price.Source: U.S. Bureau of Economic Analysis, *Survey of Current Business*, February 2005 and unpublished data. Data on unit sales and production are mainly from "Ward's Automotive Reports" published by Ward's Communications, Southfield, MI.**Table 1028. Annual U.S. Motor Vehicle Production and Factory (Wholesale) Sales: 1990 to 2003**

[In thousands (9,783 represents 9,783,000) except as indicated]

Item	1990	1995	1997	1998	1999	2000	2001	2002	2003
Production, total ¹	9,783	11,985	12,119	12,006	13,025	12,771	11,425	12,280	12,087
Passenger cars	6,077	6,351	5,927	5,554	5,638	5,542	4,879	5,019	4,510
Commercial vehicles ²	3,706	5,635	6,192	6,452	7,387	7,228	6,546	7,261	7,577
Factory (wholesale) sales, total ¹	9,775	12,023	12,223	12,112	12,127	12,527	11,108	(NA)	(NA)
Passenger cars	6,050	6,310	6,070	5,677	5,428	5,504	4,884	(NA)	(NA)
Commercial vehicles ²	3,725	5,713	6,153	6,435	6,699	7,022	6,224	6,964	7,143

¹ NA Not available. ² Includes trucks under 10,000 pounds gross vehicle weight rating (GVWR), such as compact and conventional pickups, sport utility vehicles, minivans and vans, and trucks and buses.Source: U.S. Bureau of Transportation Statistics, *National Transportation Statistics 2004*. Data supplied by following source: *Ward's Motor Vehicle Facts & Figures, 2004*, Southfield, MI: 2004; See also: <<http://www.bts.gov>>.

Table 1029. Retail Foodstores—Number and Sales by Type: 1990 to 2003

[133.6 represents 133,600. Beginning with 2002 data based on North American Industry Classification System (NAICS), 2002. All other years based on Standard Industrial Classification (SIC) codes]

Type of foodstore	Number ¹ (1,000)					Sales ² (bil. dol.)					Percent distribution			
	1990	1995	2000	2002	2003	1990	1995	2000	2002	2003	Number		Sales	
											2000	2003	2000	2003
Total	133.6	118.5	119.6	120.0	120.2	335.8	369.2	430.0	458.4	473.8	100.0	100.0	100.0	100.0
Grocery stores	109.1	97.0	95.9	95.5	95.3	324.6	356.9	415.3	441.7	455.5	80.2	79.3	96.6	96.1
Supermarkets ³	24.5	25.3	24.6	24.1	25.9	261.7	300.4	337.3	359.1	357.9	20.6	21.5	78.4	75.5
Conventional	13.2	12.3	9.9	8.3	8.9	92.3	76.4	63.4	74.0	42.6	8.3	7.4	14.7	9.0
Superstore ⁴	5.8	6.8	7.9	7.9	8.1	87.6	116.7	142.4	147.1	164.3	6.6	6.7	33.1	34.7
Warehouse ⁵	3.4	2.7	2.4	2.7	3.2	33.1	20.7	22.0	24.0	16.1	2.0	2.7	5.1	3.4
Combination food and drug ⁶	1.6	2.7	3.7	4.5	5.0	29.3	59.3	81.8	85.7	114.4	3.1	4.2	19.0	24.1
Superwarehouse	0.3	0.6	0.5	0.5	0.5	12.6	17.8	17.4	17.1	14.3	0.4	0.4	4.0	3.0
Hypermarket ⁷	0.1	0.2	0.2	0.3	0.2	6.8	9.5	10.3	11.2	6.2	0.2	0.2	2.4	1.3
Convenience stores ⁸	28.0	27.2	28.2	29.4	29.4	20.3	17.0	19.2	20.9	21.0	23.6	24.5	4.5	4.4
Superette ¹⁰	56.6	44.4	43.1	42.0	40.1	42.5	39.5	58.8	61.7	76.6	36.0	33.4	13.7	16.2
Specialized food stores ¹¹	24.5	21.5	23.7	24.5	24.9	11.2	12.2	14.7	16.7	18.3	19.8	20.7	3.4	3.9

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

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

Table 1030. Percent of Supermarkets Offering Selected Services and Product Lines: 1990 to 2003

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

Service or product line offered	1990	1996	1997	1998	1999	2000	2001	2002	2003
Service delicatessen	73	80	81	81	81	81	80	80	79
Service bakery	60	69	69	69	69	71	72	72	71
Service meat	42	74	60	59	60	62	66	66	64
Service seafood	33	46	43	43	45	45	51	43	41
Specialty cheese department	33	31	30	31	32	33	42	36	35
Salad bar	18	27	24	24	24	25	22	22	21
Automated teller machines (ATMs)	20	60	62	62	63	64	65	68	67
Banking in store	(NA)	14	22	21	22	21	20	22	21
Pharmacy	15	26	26	32	30	32	36	34	35
Warehouse aisle	(NA)	10	16	17	17	16	14	14	13

NA Not available.

Source: Progressive Grocer, New York, NY, *Progressive Grocer 71st Annual Report* (copyright). Used by permission of Progressive Grocer magazine (A VNU company).

Table 1031. Food and Alcoholic Beverage Sales by Sales Outlet: 1990 to 2003

[In billions of dollars (\$56.6 represents \$556,600,000,000)]

Sales outlet	1990	1995	1996	1997	1998	1999	2000	2001	2002	2003
Food sales, total ¹	556.6	655.1	680.6	704.4	737.4	780.4	825.6	870.0	903.7	948.6
Food at home. ²	308.1	352.7	368.0	375.7	391.1	417.9	439.8	469.1	485.7	503.5
Food stores ²	256.4	276.2	285.8	290.0	296.4	310.1	326.2	348.4	356.3	370.6
Other stores ³	32.3	53.1	57.3	61.8	70.4	81.8	85.6	93.2	102.0	104.5
Home-delivered, mail order	5.3	8.6	10.0	10.6	10.6	11.4	12.1	11.8	12.2	12.5
Farmers, manufacturers, wholesalers.	6.3	7.8	8.1	7.7	7.6	8.1	9.4	9.6	8.8	9.3
Home production and donations.	7.7	7.0	6.8	5.7	6.0	6.5	6.4	6.0	6.3	6.6
Food away from home ⁴	248.5	302.4	312.6	328.7	346.4	362.4	385.8	400.9	418.0	445.1
Alcoholic beverage sales, total.	72.6	80.4	83.7	86.7	92.1	97.6	102.4	106.6	111.1	115.9
Packaged alcoholic beverages.	38.0	41.5	43.6	44.9	48.5	51.9	53.8	56.3	58.9	60.6
Liquor stores.	18.6	19.0	20.0	20.9	22.2	23.3	25.2	26.2	26.7	27.7
Food stores	10.8	12.3	13.0	12.8	13.8	14.4	14.7	15.3	16.1	17.0
All other	8.6	10.3	10.6	11.2	12.4	14.1	13.9	14.8	16.1	15.9
Alcoholic drinks.	34.5	38.9	40.1	41.8	43.6	45.7	48.6	50.3	52.2	55.3
Eating and drinking places ⁵	26.6	30.3	31.5	33.5	35.0	36.6	39.1	40.5	42.3	45.1
Hotels and motels	3.8	3.9	3.9	4.0	4.1	4.3	4.6	4.7	4.7	4.9
All other	4.1	4.7	4.7	4.3	4.5	4.8	5.0	5.1	5.2	5.3

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

Source: U.S. Department of Agriculture, Economic Research Service, "food cpi, prices, and expenditures: food expenditure tables"; published 18 June 2004; See also <http://www.ers.usda.gov/briefing/CPIFoodAndExpenditures/Data/>.

Table 1032. General Merchandise Stores—Number and Sales by Product Lines: 2002

[396,097 represents \$396,097,000,000. Represents North American Industry Classification System (NAICS), 2002, code 452. Covers establishments with payroll. For statement on methodology, see Appendix III]

Product line	2002 Product line code	Establishments with the product line		Product line sales (mil. dol.)
		Number	Total sales (mil. dol.)	
General merchandise stores	(X)	40,907	(X)	444,664
Groceries and other food items for human consumption off the premises, including bottled, canned, or packaged soft drinks; candy; gum; packaged snacks; etc.	20100	35,520	396,097	82,677
Drugs, health aids, beauty aids, including cosmetics	20160	38,249	440,384	46,820
Soaps, detergents, and household cleaners.	20180	32,936	338,914	12,023
Men's wear	20200	36,219	438,996	24,224
Women's, juniors', and misses' wear	20220	37,041	439,187	46,557
Children's wear, including boys' (sizes 2 to 7 and 8 to 20), girls' (sizes 4 to 6x and 7 to 14), and infants' and toddlers' clothing and accessories	20240	35,574	406,992	19,400
Footwear, including accessories	20260	31,553	369,315	10,483
Curtains, draperies, blinds, slipcovers, bed and table coverings.	20280	35,981	432,009	12,082
Small electric appliances, including mixers; blenders; can openers; toasters; coffee makers; fry pans; and personal care appliances, such as hair dryers, curling irons, shavers, etc.	20310	33,335	398,088	5,903
Audio equipment, musical instruments, radios, stereos, compact discs, records, tapes, audio tape books, sheet music, accessories	20330	27,222	375,195	9,992
Furniture, sleep equipment and outdoor/patio furniture.	20340	27,222	406,328	8,047
Kitchenware and home furniture, including cookware, cooking accessories, dinnerware, glassware, giftware, decorative accessories and lighting, clocks, mirrors, closet and bathroom accessories, outdoor charcoal grills, planters, etc.	20380	38,507	440,381	14,298
Toys, hobby goods, and games, including stuffed animals, video and electronic games, electronic game devices, and wheel goods, except bicycles	20460	37,052	409,960	14,519

X Not applicable.

Source: U.S. Census Bureau, 2002 Economic Census, General Merchandise Stores, issued October 2004. See also <<http://www.census.gov/econ/census02>>.

Table 1033. Food and Beverage Stores—Number and Sales by Product Lines: 2002

[443,370 represents \$443,370,000,000. Represents North American Industry Classification System (NAICS), 2002, code 445. Covers establishments with payroll. For statement on methodology, see Appendix III]

Product line	2002 Product line code	Establishments with the product line		Product line sales (mil.dol.)
		Number	Total sales (mil. dol.)	
Food and beverage stores	(X)	148,901	(X)	456,136
Groceries and other food items for human consumption off the premises, including bottled, canned, or packaged soft drinks; candy; gum; packaged snacks; etc.	20100	135,419	443,370	311,813
Meals, unpacked snacks, sandwiches, ice cream and yogurt, bakery items and nonalcoholic beverages generally served for immediate consumption	20120	44,345	229,604	9,008
Alcoholic drinks served at the establishment	20130	2,730	2,297	250
Cigars, cigarettes, tobacco, and smokers' accessories, excluding sales from vending machines operated by others	20150	90,681	414,041	13,972
Drugs, health aids, beauty aids, including cosmetics	20160	75,070	404,909	36,742
Soaps, detergents, and household cleaners.	20180	71,139	395,995	10,087
Paper and related products, including paper towels, toilet tissue, wraps, bags, foils, etc.	20190	72,551	396,934	10,344
Kitchenware and home furniture, including cookware, cooking accessories, dinnerware, glassware, giftware, decorative accessories and lighting, clocks, mirrors, closet and bathroom accessories, outdoor charcoal grills, planters, etc.	20380	17,231	171,361	1,394
Lawn, garden, and farm equipment and supplies; cut flowers; plants and shrubs; fertilizers; animal feed, other than for pets; etc.	20620	22,465	257,992	3,090

X Not applicable.

Source: U.S. Census Bureau, 2002 Economic Census, Food and Beverage Stores, issued October 2004. See also <<http://www.census.gov/econ/census02>>.

Table 1034. U.S. Projected Online Retail Sales: 2003 to 2005

[In billions of dollars (95.7 represents \$95,700,000,000), except as indicated]

Online product or service	Projected online sales			Percent change	
	2003	2004	2005	2003-2004	2004-2005
Retail trade, total ¹	95.7	144.6	175.3	51.1	21.2
Event tickets	3.3	4.3	5.4	30.3	25.6
Flowers	0.8	1.2	1.7	50.0	41.7
Apparel	8.6	11.7	13.8	36.0	17.9
Leisure travel	27.3	52.4	62.8	91.9	19.8
Automobiles	7.2	8.1	9.3	12.5	14.8
Home products	10.6	15.4	20.7	45.3	34.4
Pet supplies	0.3	0.4	0.6	33.3	50.0
Health and beauty	1.5	2.4	3.2	60.0	33.3
Food and beverage	3.7	5.1	6.3	37.8	23.5

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

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

Table 1035. Online Consumer Spending Forecast by Kind of Business: 2003 to 2005

[Forecast data: October 2004. (53.1 represents \$53,100,000,000). Figures below reflect a partial revision of the Jupiter Internet Shopping Model]

Category	Online retail spending (bil. dol.)			Percentage of spending online			Total retail sales by category (bil. dol.)		
	2003	2004	2005	2003	2004	2005	2003	2004	2005
Total	53.1	66.0	79.2	(X)	(X)	(X)	(X)	(X)	(X)
Personal computers	8.9	9.9	10.9	36.0	37.3	39.6	24.8	26.4	27.5
Peripherals	2.6	2.9	3.1	24.9	26.0	26.8	10.4	11.1	11.5
Software	3.0	3.3	3.6	36.1	37.8	39.2	8.4	8.8	9.1
Consumer electronics	2.6	3.4	4.1	5.5	6.6	7.5	47.8	51.6	55.0
Books	3.2	3.6	3.9	13.1	14.4	15.4	24.4	25.0	25.6
Music	0.8	1.1	1.5	7.0	9.1	11.9	12.0	12.2	12.6
Videos	1.2	1.5	1.7	7.5	8.7	9.5	15.9	17.1	18.1
Movie tickets	0.4	0.6	0.7	4.4	5.2	6.2	9.8	10.6	11.1
Event tickets	2.7	3.3	3.8	14.5	16.6	18.5	18.9	19.8	20.7
Over-the-counter drugs	0.2	0.3	0.5	1.0	1.4	2.0	21.8	22.8	23.8
Medical supplies & contact lenses	0.3	0.4	0.6	2.0	2.7	3.8	14.3	14.9	15.7
Apparel	6.2	7.7	9.1	2.9	3.4	3.8	211.8	224.5	235.8
Footwear	1.1	1.4	1.6	1.9	2.4	2.7	57.9	59.3	60.7
Jewelry	1.4	1.7	1.9	4.2	4.7	5.3	33.3	35.1	36.4
Grocery	1.7	2.5	3.3	0.3	0.4	0.6	551.9	569.6	587.8
Pets	0.4	0.5	0.7	1.6	2.4	3.2	21.9	22.2	23.0
Toys	0.8	0.8	0.9	3.7	4.0	4.2	20.7	21.3	21.9
Sporting goods	1.3	1.6	2.0	5.4	6.7	7.9	23.4	24.2	25.1
Flowers	1.0	1.3	1.5	6.2	7.2	8.1	16.8	17.4	18.0
Specialty gifts	1.1	1.4	1.7	2.8	3.6	4.3	37.7	38.8	40.0
Furniture	0.5	0.7	0.9	0.7	0.9	1.3	68.9	70.0	71.8
Large appliances	0.7	0.9	1.1	3.0	3.9	4.7	22.3	23.0	23.6
Housewares/small appliances	2.0	3.0	4.1	2.7	3.9	5.3	73.0	75.2	77.4
Art and collectibles	0.6	0.8	1.1	2.2	2.9	3.6	28.7	29.4	30.1
Home improvement	1.0	1.6	2.2	0.6	0.9	1.2	168.4	176.8	185.2
Garden supplies	0.4	0.5	0.7	0.8	1.2	1.5	43.6	45.8	48.0
Office products	1.8	2.6	3.3	5.2	7.3	9.1	34.0	35.0	36.0

X Not applicable.

Source: Jupiter Research, Inc., New York, NY unpublished data.

Table 1036. Electronic Shopping and Mail-Order Houses—Total and E-Commerce Sales by Merchandise Line: 2003

[131,173 represents \$131,173,000,000 in sales. Represents NAICS code 454110. Covers establishments with payroll. Based on 2003 Annual Retail Trade Survey; see Appendix III]

Merchandise line	Value of sales		E-Commerce as percent of total sales	Percent distribution	
	Total (mil. dol.)	E-Commerce (mil. dol.)		Total sales	E-Commerce sales
Electronic shopping and mail-order houses, total ¹	131,173	40,379	30.8	100.0	100.0
Books and magazines	4,160	2,143	51.5	3.2	5.3
Clothing & clothing accessories (includes footwear)	15,125	5,525	36.5	11.5	13.7
Computer hardware	23,714	6,745	28.4	18.1	16.7
Computer software	3,887	1,173	30.2	3.0	2.9
Drugs, health aids, beauty aids	27,205	1,966	7.2	20.7	4.9
Electronics and appliances	5,967	2,902	48.6	4.5	7.2
Furniture and home furnishings	8,302	3,436	41.4	6.3	8.5
Music and videos	3,823	1,733	45.3	2.9	4.3
Office equipment and supplies	6,962	3,473	49.9	5.3	8.6
Toys, hobby goods, and games	3,942	1,638	41.6	3.0	4.1
Other merchandise	17,456	4,962	28.4	13.3	12.3
Nonmerchandise receipts	5,788	2,629	45.4	4.4	6.5

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

Source: U.S. Census Bureau, *2003 Annual Retail Trade Survey*, "2003 E-Commerce Multi-Sector Report"; published May 2005 <<http://www.census.gov/eos/www/ebusiness614.htm>>.

Table 1037. Shopping Centers—Number, Gross Leasable Area, and Retail Sales: 1990 to 2004

[4,390 represents 4,390,000,000. As of December 31. A shopping center is a group of architecturally unified commercial establishments built on a site that is planned, developed, owned, and managed as an operating unit related in its location, size, and type of shops to the trade area that the unit serves. The unit provides on-site parking in definite relationship to the types and total size of the stores. The data base attempts to include all centers with three or more stores. Estimates are based on a sample of data available on shopping center properties; for details, contact source.]

Year	Total	Gross leasable area (sq. ft.)					
		Less than 100,001	100,001-200,000	200,001-400,000	400,001-800,000	800,001-1,000,000	More than 1 million
NUMBER							
1990	36,515	23,231	8,756	2,781	1,102	288	357
1995	41,235	26,001	9,974	3,345	1,234	301	380
2000	45,115	28,062	10,958	3,935	1,424	326	410
2002	46,438	28,819	11,220	4,137	1,507	332	424
2003	47,104	29,234	11,336	4,233	1,540	334	427
2004	47,835	29,710	11,471	4,315	1,573	335	430
Percent distribution	100.0	62.1	24.0	9.0	3.3	0.7	0.9
Percent change, 2003-2004	1.6	1.6	1.2	1.9	2.1	0.3	0.7
GROSS LEASABLE AREA							
1990 (mil. sq. ft.)	4,390	1,125	1,197	734	618	259	457
1995 (mil. sq. ft.)	4,967	1,267	1,368	886	689	271	486
2000 (mil. sq. ft.)	5,566	1,383	1,514	1,059	790	294	526
2002 (mil. sq. ft.)	5,774	1,424	1,552	1,119	836	299	544
2003 (mil. sq. ft.)	5,865	1,446	1,569	1,147	854	301	548
2004 (mil. sq. ft.)	5,953	1,469	1,588	1,171	872	302	552
Percent distribution	100.0	24.7	24.7	19.7	14.6	5.1	9.3
Percent change, 2003-2004	1.5	1.6	1.2	2.0	2.1	0.3	0.8
RETAIL SALES							
1990 (bil. dol.)	706.4	205.1	179.5	108.0	91.7	45.1	77.0
1995 (bil. dol.)	893.8	259.6	227.1	136.4	115.8	57.0	97.8
2000 (bil. dol.)	1,181.1	342.8	300.0	180.5	152.8	75.2	129.8
2002 (bil. dol.)	1,277.2	370.6	324.4	195.3	165.1	81.3	140.6
2003 (bil. dol.)	1,339.2	388.5	340.1	204.8	173.1	85.2	147.5
2004 (bil. dol.)	1,432.6	415.5	363.8	219.2	185.1	91.1	158.0
Percent distribution	100.0	29.0	25.4	15.3	12.9	6.4	11.0
Percent change, 2003-2004	7.0	7.0	7.0	7.0	6.9	6.9	7.1

Source: National Research Bureau, Chicago, IL (copyright, 2005).

Table 1038. Shopping Centers—Gross Leasable Area and Retail Sales, by State: 2004

[5,953 represents 5,953,000,000. See headnote, Table 1037]

State	Gross leasable area, (mil. sq. ft.)	Retail sales, (bil. dol.)	Retail sales per sq. ft. (dol.)	Percent change, 2003-2004		State	Gross leasable area, (mil. sq. ft.)	Retail sales, (bil. dol.)	Retail sales per sq. ft. (dol.)	Percent change, 2003-2004	
				Gross leasable area	Retail sales					Gross leasable area	Retail sales
U.S. . . .	5,953	1,432.6	241	1.5	7.0						
AL	83	20.5	246	2.1	5.9	MO	127	31.0	244	1.6	6.6
AK	8	3.0	395	-	8.7	MT	10	2.8	274	-	6.9
AZ	145	34.4	236	1.3	7.2	NE	39	7.8	198	4.5	6.4
AR	38	9.7	253	2.4	5.5	NV	62	9.5	152	2.9	7.6
CA	743	171.4	231	1.0	6.8	NH	27	6.9	258	0.5	10.1
CO	119	32.8	275	2.7	7.7	NJ	187	40.8	218	1.4	7.9
CT	101	27.6	272	2.1	8.5	NM	32	8.6	265	1.0	6.2
DE	24	6.4	269	4.1	8.4	NY	265	61.1	231	1.6	6.7
DC	11	2.4	222	6.1	6.9	NC	200	39.5	198	2.9	6.6
FL	477	134.3	282	1.7	7.8	ND	10	2.9	294	-	6.8
GA	201	42.8	213	0.9	6.5	OH	267	56.4	211	1.5	6.4
HI	21	6.7	321	2.0	10.3	OK	62	16.9	274	0.7	5.2
ID	20	4.4	216	-	5.8	OR	62	13.3	214	1.7	7.5
IL	279	59.1	212	1.5	7.4	PA	267	56.0	210	1.7	7.0
IN	131	28.9	221	1.5	6.3	RI	23	5.3	228	6.4	7.1
IA	51	10.2	201	7.4	6.5	SC	93	21.0	227	1.5	6.3
KS	62	15.7	255	2.1	6.5	SD	7	1.7	250	-	6.5
KY	70	18.6	266	0.2	6.3	TN	140	31.5	225	0.6	6.7
LA	90	25.3	281	1.7	6.5	TX	399	119.3	299	0.9	6.6
ME	19	6.2	323	3.6	8.8	UT	41	8.6	211	3.0	5.8
MD	134	34.5	256	1.0	6.9	VT	9	2.6	294	-	8.4
MA	120	33.2	276	1.3	7.6	VA	184	44.7	242	0.5	7.4
MI	154	34.7	226	1.2	6.7	WA	106	24.9	235	1.3	7.3
MN	75	19.3	258	0.5	7.0	WV	23	4.8	205	-	5.3
MS	46	10.5	230	1.1	5.0	WI	82	20.3	249	2.5	7.1
						WY	6	1.8	291	-	6.0

- Represents zero.

Source: National Research Bureau, Chicago, IL (copyright, 2005).

Table 1039. Merchant Wholesalers—Summary: 1995 to 2004

[In billions of dollars (2,176.4 represents \$2,176,400,000,000) except ratios. Inventories and stock/sales ratios, as of Decem-ber. Data reflect latest revision. Based on Annual Trade Survey; see Appendix III]

Kind of business	NAICS code	1995	1999	2000	2001	2002	2003	2004
SALES								
Merchant wholesalers	42	2,176.4	2,609.4	2,820.6	2,783.3	2,824.4	2,946.5	3,338.4
Durable goods	423	1,155.8	1,415.7	1,488.9	1,418.7	1,412.1	1,441.6	1,683.8
Motor vehicles, parts, and supplies	4231	173.6	213.9	222.7	234.1	249.9	255.2	274.1
Furniture and home furnishings	4232	38.9	48.2	53.6	52.7	53.2	55.3	61.2
Lumber and construction materials	4233	67.8	87.9	86.5	89.1	94.4	105.1	140.6
Professional and commercial equipment	4234	205.1	288.5	285.6	267.6	269.2	270.7	292.4
Computer, peripheral equip. & software	42343	(NA)	182.9	178.6	153.5	147.5	141.1	161.5
Metals and minerals, except petroleum	4235	87.0	86.6	93.9	84.9	81.8	81.5	120.8
Electrical goods	4236	184.4	222.8	256.0	227.6	217.5	221.6	256.4
Hardware, plumbing & heating equipment	4237	56.7	68.8	72.2	69.0	70.2	70.8	77.5
Machinery, equipment and supplies	4238	192.5	249.0	257.2	248.4	229.3	232.6	279.3
Miscellaneous durable goods	4239	149.9	150.1	161.1	145.4	146.7	148.8	181.7
Nondurable goods	424	1,020.6	1,193.7	1,331.8	1,364.6	1,412.3	1,504.9	1,654.5
Paper and paper products	4241	66.5	73.5	78.0	76.3	72.6	73.9	79.3
Drugs, proprietaries, and sundries	4242	83.7	148.7	176.1	209.0	241.0	268.2	299.8
Apparel, piece goods, and notions	4243	67.6	90.2	96.3	98.7	105.5	103.9	109.1
Groceries and related products	4244	309.0	356.4	375.3	377.9	386.8	401.8	413.1
Farm-product raw materials	4245	125.5	101.8	104.6	103.4	106.6	118.7	129.0
Chemicals and allied products	4246	50.3	57.5	61.9	63.7	67.0	69.0	74.1
Petroleum and petroleum products	4247	127.7	139.1	194.4	189.2	189.4	223.5	282.9
Beer, wine, and distilled beverages	4248	52.5	67.1	71.0	74.4	78.5	81.4	85.2
Miscellaneous nondurable goods	4249	137.8	159.3	174.2	172.0	164.7	164.5	182.1
INVENTORIES								
Merchant wholesalers	42	241.3	291.7	310.5	298.5	302.2	308.6	341.3
Durable goods	423	153.5	188.8	199.1	182.3	181.6	184.3	211.4
Motor vehicles, parts, and supplies	4231	22.7	26.9	28.6	27.1	29.3	30.6	31.8
Furniture and home furnishings	4232	5.1	5.9	6.6	6.2	6.5	7.0	7.4
Lumber and construction materials	4233	6.7	8.1	8.3	8.3	8.7	9.8	13.0
Professional and commercial equipment	4234	24.5	28.9	28.6	24.9	25.4	25.7	28.3
Computer, peripheral equip. & software	42343	(NA)	14.2	12.5	9.5	9.1	9.4	10.9
Metals and minerals, except petroleum	4235	11.2	13.0	13.6	12.2	12.4	12.6	20.3
Electrical goods	4236	23.1	27.1	30.6	25.6	24.3	23.6	26.0
Hardware, plumbing & heating equipment	4237	8.6	10.5	11.4	10.8	10.8	10.8	12.3
Machinery, equipment and supplies	4238	35.8	49.9	51.2	49.1	46.6	44.9	50.6
Miscellaneous durable goods	4239	15.8	18.6	20.1	17.9	17.5	19.2	21.8
Nondurable goods	424	87.8	102.9	111.5	116.2	120.6	124.3	129.8
Paper and paper products	4241	5.4	6.1	6.9	6.2	5.9	6.0	6.9
Drugs, proprietaries, and sundries	4242	10.7	18.9	23.3	29.7	30.8	31.2	30.8
Apparel, piece goods, and notions	4243	11.7	13.6	14.0	14.3	14.6	14.0	14.8
Groceries and related products	4244	18.5	20.7	21.2	20.3	21.9	22.4	23.3
Farm-product raw materials	4245	13.1	10.7	11.6	11.5	11.9	14.5	11.0
Chemicals and allied products	4246	4.9	6.1	6.1	6.3	6.8	6.8	7.1
Petroleum and petroleum products	4247	4.5	4.2	4.9	4.7	5.2	5.4	7.6
Beer, wine, and distilled beverages	4248	4.7	6.2	6.5	6.4	7.0	7.2	7.8
Miscellaneous nondurable goods	4249	14.3	16.4	17.0	16.8	16.5	16.7	20.5
STOCK/SALES RATIO								
Merchant wholesalers	42	1.33	1.25	1.34	1.37	1.28	1.18	1.15
Durable goods	423	1.59	1.50	1.71	1.67	1.59	1.44	1.41
Motor vehicles, parts, and supplies	4231	1.57	1.39	1.54	1.41	1.36	1.30	1.31
Furniture and home furnishings	4232	1.65	1.42	1.60	1.56	1.62	1.50	1.44
Lumber and construction materials	4233	1.40	1.21	1.42	1.34	1.39	1.21	1.25
Professional and commercial equipment	4234	1.31	1.06	1.24	1.11	1.06	1.00	1.00
Computer, peripheral equip. & software	42343	(NA)	0.80	0.89	0.74	0.69	0.66	0.65
Metals and minerals, except petroleum	4235	1.73	1.77	2.00	2.23	2.20	1.90	2.02
Electrical goods	4236	1.53	1.33	1.50	1.51	1.42	1.24	1.19
Hardware, plumbing & heating equipment	4237	1.93	1.96	2.20	2.13	2.15	1.96	2.01
Machinery, equipment and supplies	4238	2.14	2.33	2.53	2.61	2.47	2.12	1.88
Miscellaneous durable goods	4239	1.27	1.37	1.61	1.62	1.51	1.44	1.29
Nondurable goods	424	1.03	0.96	0.98	1.06	0.98	0.93	0.89
Paper and paper products	4241	1.05	0.99	1.10	1.07	0.98	0.94	1.00
Drugs, proprietaries, and sundries	4242	1.46	1.30	1.47	1.57	1.42	1.23	1.11
Apparel, piece goods, and notions	4243	2.63	2.18	2.17	2.18	2.12	1.79	1.78
Groceries and related products	4244	0.70	0.65	0.67	0.65	0.67	0.66	0.65
Farm-product raw materials	4245	1.19	1.18	1.19	1.37	1.03	1.11	0.96
Chemicals and allied products	4246	1.25	1.29	1.26	1.33	1.35	1.23	1.12
Petroleum and petroleum products	4247	0.41	0.30	0.27	0.36	0.29	0.28	0.31
Beer, wine, and distilled beverages	4248	0.98	0.91	0.98	0.90	0.88	0.87	0.86
Miscellaneous nondurable goods	4249	1.26	1.15	1.19	1.24	1.23	1.16	1.31

NA Not available. ¹ North American Industry Classification System, 2002; see text, Section 15, Business Enterprise.

Source: U.S. Census Bureau, *Current Business Reports, Annual Benchmark Report for Wholesale Trade, January 1992 through January 2005, Series BW/04-A*. See also <http://www.census.gov/prod/www/abs/bw_month.html>.

Table 1040. Merchant Wholesale Trade Sales—Total and E-Commerce: 2003

[2,946,473 represents \$2,946,473,000,000. Covers only businesses with paid employees. Based on the Annual Trade Survey, see Appendix III]

Kind of business	NAICS code ¹	Value of sales (mil. dol.)		E-commerce as percent of total sales	Percent distribution of E-commerce sales
		Total	E-commerce		
Merchant wholesale trade, total	42	2,946,473	386,922	13.1	100.0
Durable goods ²	423	1,441,566	173,834	12.1	44.9
Motor vehicles, parts and supplies	4231	255,198	64,142	25.1	16.6
Furniture and home furnishings	4232	55,315	6,679	12.1	1.7
Professional & commercial equipment & supplies	4234	270,702	38,515	14.2	10.0
Computer, peripheral equipment and software	42343	141,056	20,470	14.5	5.3
Electrical goods	4236	221,568	21,983	9.9	5.7
Hardware, and plumbing and heating equipment and supplies	4237	70,765	9,059	12.8	2.3
Machinery, equipment and supplies	4238	232,603	11,122	4.8	2.9
Miscellaneous durable goods	4239	148,802	16,368	11.0	4.2
Nondurable goods ²	424	1,504,907	213,088	14.2	55.1
Drugs and druggists' sundries	4242	268,158	131,540	49.1	34.0
Apparel, piece goods and notions	4243	103,949	20,814	20.0	5.4
Groceries and related products	4244	401,810	27,931	7.0	7.2
Farm product raw materials	4245	118,663	3,681	3.1	1.0

¹ North American Industry Classification System, 2002; see text, Section 15, Business Enterprise. ² Includes kinds of business not shown separately.

Source: U.S. Census Bureau, "2003 E-Commerce Multi-Sector Report"; published 11 May 2005; <<http://www.census.gov/eos/www/ebusiness614.htm>>.

Table 1041. Wholesale Trade—Establishments, Employees, and Payroll: 2000 and 2002

[446.2 represents 446,200. Covers establishments with payroll. Employees are for the week including March 12. Excludes most government employees, railroad employees, and self-employed persons. Kind-of-business classification based on North American Industry Classification System (NAICS), 1997; see text, Section 15, Business Enterprise. For statement on methodology, see Appendix III]

Kind of business	NAICS code	Establishments (1,000)		Employees (1,000)		Payroll	
		2000	2002	2000	2002	2000	2002
Wholesale trade	42	446.2	436.9	6,112	5,860	270.1	262.5
Wholesale trade, durable goods	421	288.6	283.0	3,625	3,444	171.8	162.4
Motor vehicle/motor vehicle parts & supply whse	4211	28.4	27.4	402	390	14.1	14.0
Furniture & home furnishing whse	4212	14.9	14.5	167	155	6.6	6.4
Lumber & other construction materials whse	4213	15.1	16.1	184	183	7.2	7.5
Professional & commercial equip. & supply whse	4214	44.4	41.6	763	723	44.9	41.8
Metal & mineral (except petroleum) whse	4215	12.1	11.6	173	154	7.6	6.9
Electrical goods wholesale	4216	38.3	36.6	535	512	33.9	30.2
Hardware, & plumbing & heating equipment & supply wholesale	4217	21.4	21.6	249	237	10.4	10.1
Machinery, equipment, & supplies wholesale	4218	73.7	71.3	796	748	34.2	32.4
Miscellaneous durable goods wholesale	4219	40.2	42.2	355	341	12.9	13.0
Wholesale trade, nondurable goods	422	157.7	153.9	2,487	2,417	98.4	100.1
Paper & paper product wholesale	4221	14.9	13.7	232	209	8.9	8.2
Drugs & druggists' sundries wholesale	4222	7.4	7.2	210	218	12.0	12.8
Apparel, piece goods & notions wholesale	4223	20.0	19.0	214	201	8.9	9.3
Grocery & related product wholesale	4224	39.7	38.6	875	861	31.6	32.7
Farm product raw material wholesale	4225	9.5	8.8	92	84	2.5	2.4
Chemical & allied products wholesale	4226	15.3	15.6	166	157	8.3	8.0
Petroleum & petroleum products wholesale	4227	10.7	9.8	132	122	5.2	5.2
Beer/wine/distilled alcoholic beverage wholesale	4228	4.6	4.4	157	163	6.8	7.3
Miscellaneous nondurable goods wholesale	4229	35.4	36.9	409	401	14.3	14.2

Source: U.S. Census Bureau, "County Business Patterns"; published November 2004; <<http://www.census.gov/prod/2004pubs/02cbp/cbp02-1.pdf>>