

Retail Trade Summary Explanations

Pull Factor Analysis

This section introduces three related measures for assessing retail sales performance: trade surplus or leakage, trade area capture, and the pull factor ratio. All three measures are based on a hypothetical “self-sufficiency” level of sales at which the city’s retail sector satisfies all of the retail needs of its own residents. This hypothetical sales value might also be viewed as “breakeven” level where any sales lost from non-local spending by residents are exactly offset by sales to non-residents.

Trade Surplus or Leakage

Trade surplus or leakage measures the dollar difference between the city’s actual sales and the total sales it could generate if residents satisfied all their retail needs locally, i.e. its self-sufficiency or breakeven level of sales. Sales above the breakeven level imply a net surplus from sales to non-residents. A deficit suggests net leakage from local residents’ spending in other cities.

Trade Area Capture

The extent of a city’s “trade area” can be approximated by estimating the number of customers whose annual retail needs it satisfies. If that number exceeds the resident population, the city’s geographic trade area likely extends beyond its borders. If below, the city’s trade area likely overlaps or is subsumed by that of a nearby community. Trade area capture is estimated by dividing the city’s actual total sales by the expected average, annual retail requirements of its residents.

The Pull Factor Ratio

A city’s pull factor ratio is calculated by dividing its trade area capture measure by its resident population. A pull factor ratio equal to 1.0 suggests that the city’s merchants are just satisfying the retail demands of local residents. This is equivalent to the “break even” sales level where the city is experiencing neither a surplus or leakage of sales. A pull factor ratio greater than 1.0 suggests that the city’s merchants are attracting shoppers from outside the city. For example, a city whose retail customer base is 25 percent larger than its population would have a pull factor of 1.25. A pull factor ratio less than 1.0 indicates that the city’s retail sector cannot satisfy all of the retail needs of its own residents. Pull factor ratios may vary widely from one city to the next, even among cities in the same peer group. For any particular city, a comparison with the peer group’s median pull factor value provides a reasonable performance benchmark. Caution is urged in the interpretation of pull factors, especially for smaller communities. For example, a high pull factor doesn’t necessarily indicate retail self-sufficiency across all categories of retail sales. A city’s pull factor could be inflated by the presence of one or more retail establishments that serve as a regional draw in a particular sales category, even if the city is

experiencing substantial leakage of sales in other retail categories. Similarly, a low pull factor does not necessarily suggest untapped sales potential in the local retail sector. Most small cities should expect to lose at least a fraction of their residents' spending to larger trade centers.

Business and Category Classification System

How businesses are assigned to specific retail categories are listed below, while Standard Industrial Classifications (SIC) are seldom used with the introduction of the NAICS in 2001 they are at the Illinois Department of Revenue. Use the listing below to understand what types of businesses are in the specific groups.

SIC codes assigned to Group 01 -- General Merchandise

5311	Department stores
5331	Variety stores
5399	Miscellaneous general merchandise stores

SIC codes assigned to Group 02 -- Food

5411	Grocery stores
5421	Meat and fish markets
5431	Fruit and vegetable markets
5441	Candy, nut, and confectionery stores
5451	Dairy products stores
5461	Retail bakeries
5499	Miscellaneous food stores

SIC codes assigned to Group 03 -- Drinking and Eating Places

5812	Eating places
5813	Drinking places
7011	Hotels and motels

SIC codes assigned to Group 04 -- Apparel

5611	Men's and boys' clothing stores
5621	Women's clothing stores
5632	Women's accessory and specialty stores
5641	Children's and infants' wear stores
5651	Family clothing stores
5661	Shoe stores
5699	Miscellaneous apparel and accessory stores

SIC codes assigned to Group 05 -- Furniture, Household, and Radio

5712	Furniture stores
5713	Floor covering stores
5714	Drapery and upholstery stores
5719	Miscellaneous homefurnishings
5722	Household appliance stores
5731	Radio, television, and electronic stores
5734	Computer and software stores
5735	Record and prerecorded tape stores
5736	Musical instrument stores
7622	Radio and television repair
7623	Refrigeration service and repair
7629	Electrical repair shops
7631	Watch, clock, and jewelry repair
7641	Reupholstery and furniture repair
7692	Welding repair
7694	Armature rewinding shops
7699	Repair services, NEC

SIC codes assigned to Group 06 -- Lumber, Building, and Hardware

1521	Single-family housing construction
1522	Residential construction, NEC
1531	Operative builders
1541	Industrial buildings and warehouses
1542	Nonresidential construction, NEC
1611	Highway and street construction
1622	Bridge, tunnel, and elevated highway
1623	Water, sewer, and utility lines
1629	Heavy construction, NEC
1711	Plumbing, heating, air-conditioning
1721	Painting and paper hanging
1731	Electrical work
1741	Masonry and other stonework

1742	Plastering, drywall, and insulation
1743	Terrazzo, tile, marble and mosaic
1751	Carpentry work
1752	Floor laying and floor work, NEC
1761	Roofing, siding, and sheetmetal work
1771	Concrete work
1781	Water well drilling
1791	Structural steel erection
1793	Glass and glazing work
1794	Excavation work
1795	Wrecking and demolition work
1796	Installing building equipment
1799	Special trade contractors, NEC
5211	Lumber and other building materials
5231	Paint, glass, and wallpaper stores
5251	Hardware stores
5261	Retail nurseries and garden stores
5271	Mobile home dealers

SIC codes assigned to Group 07 -- Automotive and Filling Stations

5511	New and used car dealers
5521	Used car dealers
5531	Auto and home supply stores
5541	Gasoline service stations
5551	Boat dealers
5561	Recreational vehicle dealers
5571	Motorcycle dealers
5599	Automotive dealers, NEC
7513	Truck rental and leasing, no drivers
7514	Passenger car rental
7515	Passenger car leasing
7519	Utility trailer rental
7521	Automobile parking
7532	Top and body repair and paint shops
7533	Auto exhaust system repair shops
7534	Tire retreading and repair shops
7536	Automotive glass replacement shops
7537	Automotive transmission repair shops
7538	General automotive repair shops
7539	Automotive repair shops, NEC
7542	Carwashes
7549	Automotive services, NEC

SIC codes assigned to Group 08 -- Drugs and Miscellaneous Retail

5912	Drug stores and proprietary stores
5921	Liquor stores
5932	Used merchandise stores
5941	Sporting goods and bicycle shops
5942	Book stores
5943	Stationery stores
5944	Jewelry stores
5945	Hobby, toy, and game shops
5946	Camera and photographic supply stores
5947	Gift, novelty, and souvenir shop
5948	Luggage and leather goods stores
5949	Sewing, needlework, and piece goods
5961	Catalog and mail-order houses
5962	Merchandising machine operators
5963	Direct selling establishments
5983	Fuel oil dealers
5984	Liquefied petroleum gas dealers
5989	Fuel dealers, NEC
5992	Florists
5993	Tobacco stores and stands
5994	News dealers and newsstands
5995	Optical goods stores
5999	Miscellaneous retail stores, NEC
9999	Nonclassifiable establishments

SIC codes assigned to Group 09 -- Agriculture and All Others

0111	Wheat
0112	Rice
0115	Corn
0116	Soybeans
0119	Cash grains, NEC
0131	Cotton
0132	Tobacco
0133	Sugarcane and sugar beets
0134	Irish potatoes
0139	Field crops, except cash grain
0161	Vegetables and melons
0171	Berry crops
0172	Grapes
0173	Tree nuts
0174	Citrus fruits
0175	Deciduous tree fruits
0179	Fruits and tree nuts, NEC
0181	Ornamental nursery products
0182	Food crops grown under cover
0191	General farms, primarily crop
0211	Beef cattle feedlots
0212	Beef cattle, except feedlots
0213	Hogs
0214	Sheep and goats

0219	General livestock, NEC
0241	Dairy farms
0251	Broiler, fryer, and roaster chickens
0252	Chicken eggs
0253	Turkeys and turkey eggs
0254	Poultry hatcheries
0259	Poultry and eggs, NEC
0271	Fur-bearing animals and rabbits
0272	Horses and other equines
0273	Animal aquaculture
0279	Animal specialties, NEC
0291	General farms, primarily animals
0711	Soil preparation services
0721	Crop planting and protection
0722	Crop harvesting
0723	Crop preparation services for market
0724	Cotton ginning
0741	Veterinary services for livestock
0742	Veterinary services, specialties
0751	Livestock services, except veterinary
0752	Animal specialty services
0761	Farm labor contractors
0762	Farm management services
0781	Landscape counseling and planning
0782	Lawn and garden services
0783	Ornamental shrub and tree services
0811	Timber tracts
0831	Forest products
0851	Forestry services
0912	Finfish
0913	Shellfish
0919	Miscellaneous marine products
0921	Fish hatcheries and preserves
0971	Hunting, trapping, game propagation
1011	Iron ores
1021	Copper ores
1031	Lead and zinc ores
1041	Gold ores
1044	Silver ores
1061	Ferroalloy ores, except vanadium
1081	Metal mining services
1094	Uranium-radium-vanadium ores
1099	Metal ores, NEC
1221	Bituminous coal and lignite-surface mining
1222	Bituminous coal-underground mining
1231	Anthracite mining
1241	Coal mining services
1311	Crude petroleum and natural gas
1321	Natural gas liquids
1381	Drilling oil and gas wells
1382	Oil and gas exploration services
1389	Oil and gas field services, NEC
1411	Dimension stone
1422	Crushed and broken limestone
1423	Crushed and broken granite
1429	Crushed and broken stone, NEC
1442	Construction sand and gravel

1446	Industrial sand
1455	Kaolin and ball clay
1459	Clay and related minerals, NEC
1474	Potash, soda, and borate minerals
1475	Phosphate rock
1479	Chemical and fertilizer mining
1481	Nonmetallic mineral services
1499	Miscellaneous nonmetallic minerals, except fuels
4011	Railroads, line-haul operating
4013	Switching and terminal services
4111	Local and suburban transit
4119	Local passenger transportation, NEC
4121	Taxicabs
4131	Intercity and rural bus transportation
4141	Local bus charter service
4142	Bus charter service, except local
4151	School buses
4173	Bus terminal and service facilities
4212	Local trucking, without storage
4213	Trucking, except local
4214	Local trucking with storage
4215	Courier services, except by air
4221	Farm product warehousing and storage
4222	Refrigerated warehousing and storage
4225	General warehousing and storage
4226	Special warehousing and storage, NEC
4231	Trucking terminal facilities
4311	U.s. postal service
4412	Deep sea foreign transportation of freight
4424	Deep sea domestic transportation of freight
4432	Freight transportation on the great lakes
4449	Water transportation of freight
4481	Deep sea passenger transportation, except ferry
4482	Ferries
4489	Water passenger transportation
4491	Marine cargo handling
4492	Towing and tugboat service
4493	Marinas
4499	Water transportation services,
4512	Air transportation, scheduled
4513	Air courier services
4522	Air transportation, nonscheduled
4581	Airports, flying fields, and services
4612	Crude petroleum pipelines
4613	Refined petroleum pipelines
4619	Pipelines, NEC
4724	Travel agencies
4725	Tour operators
4729	Passenger transportation arrangement
4731	Freight transportation arrangement
4741	Rental of railroad cars
4783	Packing and crating
4785	Inspection and fixed facilities
4789	Transportation services, NEC
4812	Radiotelephone communication
4813	Telephone communication, except radio
4822	Telegraph and other communications

4832	Radio broadcasting stations
4833	Television broadcasting stations
4841	Cable and other pay television services
4899	Communication services, NEC
4911	Electric services
4922	Natural gas transmission
4923	Gas transmission and distribution
4924	Natural gas distribution
4925	Gas production and/or distribution
4931	Electric and other services combined
4932	Gas and other services combined
4939	Combination utilities, NEC
4941	Water supply
4952	Sewerage systems
4953	Refuse systems
4959	Sanitary services, NEC
4961	Steam and air-conditioning supply
4971	Irrigation systems
5012	Automobiles and other motor vehicles
5013	Motor vehicle supplies and new parts
5014	Tires and tubes
5015	Motor vehicle parts, used
5021	Furniture
5023	Homefurnishings
5031	Lumber, plywood, and millwork
5032	Brick, stone, and related material
5033	Roofing, siding, and insulation
5039	Construction materials, NEC
5043	Photographic equipment and supplies
5044	Office equipment
5045	Computers, peripherals, and software
5046	Commercial equipment, NEC
5047	Medical and hospital equipment
5048	Ophthalmic goods
5049	Professional equipment, NEC
5051	Metals service centers and offices
5052	Coal and other minerals and ores
5063	Electrical apparatus and equipment
5064	Electrical appliances, television and radio
5065	Electronic parts and equipment, NEC
5072	Hardware
5074	Plumbing and hydronic heating supplies
5075	Warm air heating and air conditioning
5078	Refrigeration equipment and supplies
5082	Construction and mining machinery
5083	Farm and garden machinery
5084	Industrial machinery and equipment
5085	Industrial supplies
5087	Service establishment equipment
5088	Transportation equipment and supplies
5091	Sporting and recreation goods
5092	Toys and hobby goods and supplies
5093	Scrap and waste materials
5094	Jewelry and precious stones
5099	Durable goods, NEC
5111	Printing and writing paper
5112	Stationery and office supplies

5113	Industrial and personal service paper
5122	Drugs, proprietaries, and sundries
5131	Piece goods and notions
5136	Men's and boy's clothing
5137	Women's and children's clothing
5139	Footwear
5141	Groceries, general line
5142	Packaged frozen goods
5143	Dairy products, except dried or canned
5144	Poultry and poultry products
5145	Confectionery
5146	Fish and seafoods
5147	Meats and meat products
5148	Fresh fruits and vegetables
5149	Groceries and related products, NEC
5153	Grain and field beans
5154	Livestock
5159	Farm-product raw materials, NEC
5162	Plastics materials and basic shapes
5169	Chemicals and allied products, NEC
5171	Petroleum bulk stations and terminals
5172	Petroleum product wholesalers,except bulk stations/terminals
5181	Beer and ale
5182	Wine and distilled beverages
5191	Farm supplies
5192	Books, periodicals, and newspapers
5193	Flowers and florists supplies
5194	Tobacco and tobacco products
5198	Paints, varnishes, and supplies
5199	Nondurable goods, NEC
6011	Federal reserve banks
6019	Central reserve depository, NEC
6021	National commercial banks
6022	State commercial banks
6029	Commercial banks, NEC
6035	Federal savings institutions
6036	Savings institutions, except federal
6061	Federal credit unions
6062	State credit unions
6081	Foreign bank and branches and agencies
6082	Foreign trade and international banks
6091	Nondeposit trust facilities
6099	Functions related to deposit banking
6111	Federal and federally sponsored credit agencies
6141	Personal credit institutions
6153	Short-term business credit institutions, except agricultural
6159	Miscellaneous business credit institutions
6162	Mortgage bankers and loan correspondents
6163	Loan brokers
6211	Security brokers and dealers
6221	Commodity contracts brokers, dealers
6231	Security and commodity exchanges
6282	Investment advice
6289	Security and commodity service
6311	Life insurance
6321	Accident and health insurance
6324	Hospital and medical service plans

6331	Fire, marine, and casualty insurance
6351	Surety insurance
6361	Title insurance
6371	Pension, health, and welfare funds
6399	Insurance carriers, NEC
6411	Insurance agents, brokers, and service
6512	Nonresidential building operators
6513	Apartment building operators
6514	Dwelling operators, except apartments
6515	Mobile home site operators
6517	Railroad property lessors
6519	Real property lessors, NEC
6531	Real estate agents and managers
6541	Title abstract offices
6552	Subdividers and developers, NEC
6553	Cemetery subdividers and developers
6712	Bank holding companies
6719	Holding companies, NEC
6722	Management investment, open-end
6726	Investment offices, NEC
6732	Trusts: educational, religious, etc.
6733	Trusts, NEC
6792	Oil royalty traders
6794	Patent owners and lessors
6798	Real estate investment trusts
6799	Investors, NEC
7021	Rooming and boarding houses
7032	Sporting and recreational camps
7033	Trailer parks and campsites
7041	Membership-basis organization hotels
7211	Power laundries, family and commercial
7212	Garment pressing and cleaners' agents
7213	Linen supply
7215	Coin-operated laundries and cleaning
7216	Drycleaning plants, except rugs
7217	Carpet and upholstery cleaning
7218	Industrial launderers
7219	Laundry and garment services, NEC
7221	Photographic studios, portrait
7231	Beauty shops
7241	Barber shops
7251	Shoe repair and shoeshine parlors
7261	Funeral service and crematories
7291	Tax return preparation services
7299	Miscellaneous personal service
7311	Advertising agencies
7312	Outdoor advertising services
7313	Radio, television, publisher representatives
7319	Advertising, NEC
7322	Adjustment and collection services
7323	Credit reporting services
7331	Direct mail advertising services
7334	Photocopying and duplicating services
7335	Commercial photography
7336	Commercial art and graphic design
7338	Secretarial and court reporting
7342	Disinfecting and pest control services

7349	Building maintenance services, NEC
7352	Medical equipment rental
7353	Heavy construction equipment rental
7359	Equipment rental and leasing, NEC
7361	Employment agencies
7363	Help supply services
7371	Custom computer programming services
7372	Prepackaged software
7373	Computer integrated systems design
7374	Data processing and preparation
7375	Information retrieval services
7376	Computer facilities management
7377	Computer rental and leasing
7378	Computer maintenance and repair
7379	Computer related services, NEC
7381	Detective and armored car services
7382	Security systems services
7383	News syndicates
7384	Photofinish laboratories
7389	Business services, NEC
7812	Motion picture and video production
7819	Services allied to motion pictures
7822	Motion picture and tape distribution
7829	Motion picture distribution services
7832	Motion picture theaters, except drive-in
7833	Drive-in motion picture theaters
7841	Video tape rental
7911	Dance studios, schools, and halls
7922	Theatrical producers and services
7929	Entertainers and entertainment groups
7933	Bowling centers
7941	Sports clubs, managers, and promoters
7948	Racing, including track operation
7991	Physical fitness facilities
7992	Public golf courses
7993	Coin-operated amusement devices
7996	Amusement parks
7997	Membership sports and recreation clubs
7999	Amusement and recreation, NEC
8011	Offices and clinics of medical doctors
8021	Offices and clinics of dentists
8031	Offices and clinics of osteopathic physicians
8041	Offices and clinics of chiropractors
8042	Offices and clinics of optometrists
8043	Offices and clinics of podiatrists
8049	Offices of health practitioner
8051	Skilled nursing care facilities
8052	Intermediate care facilities
8059	Nursing and personal care, NEC
8062	General medical and surgical hospitals
8063	Psychiatric hospitals
8069	Specialty hospitals, except psychiatric
8071	Medical laboratories
8072	Dental laboratories
8082	Home health care services
8092	Kidney dialysis centers
8093	Specialty outpatient clinics, NEC

8099 Health and allied services, NEC
8111 Legal services
8211 Elementary and secondary schools
8221 Colleges and universities
8222 Junior colleges
8231 Libraries
8243 Data processing schools
8244 Business and secretarial schools
8249 Vocational schools, NEC
8299 Schools and educational services, NEC
8322 Individual and family services
8331 Job training and related services
8351 Child day care services
8361 Residential care
8399 Social services, NEC
8412 Museums and art galleries
8422 Botanical and zoological gardens
8611 Business associations
8621 Professional organizations
8631 Labor organizations
8641 Civic and social associations
8651 Political organizations
8661 Religious organizations
8699 Membership organizations, NEC
8711 Engineering services
8712 Architectural services
8713 Surveying services
8721 Accounting, auditing, and bookkeeping
8731 Commercial physical research
8732 Commercial nonphysical research
8733 Noncommercial research organizations
8734 Testing laboratories
8741 Management services
8742 Management consulting services
8743 Public relations services
8744 Facilities support services
8748 Business consulting, NEC
8811 Private households
8999 Services, NEC
9111 Executive offices
9121 Legislative bodies
9131 Executive and legislative combined
9199 General government, NEC
9211 Courts
9221 Police protection
9222 Legal counsel and prosecution
9223 Correctional institutions
9224 Fire protection
9229 Public order and safety, NEC
9311 Finance, taxation, and monetary policy
9411 Administration of educational programs
9431 Administration of public health programs
9441 Administration of social and manpower programs
9451 Administration of veterans' affairs
9511 Air, water, and solid waste management
9512 Land, mineral, and wildlife conservation
9531 Housing programs

9532	Urban and community development
9611	Administration of general economic programs
9621	Regulation, administration of transportation
9631	Regulation, administration of utilities
9641	Regulation of agricultural marketing
9651	Regulation, miscellaneous commercial sectors
9661	Space research and technology
9711	National security
9721	International affairs

SIC codes assigned to Group 10 -- Manufacturers

2011	Meat packing plants
2013	Sausages and other prepared meats
2015	Poultry slaughtering and processing
2021	Creamery butter
2022	Cheese; natural and processed
2023	Dry, condensed and evaporated dairy products
2024	Ice cream and frozen deserts
2026	Fluid milk
2032	Canned specialties
2033	Canned fruits and specialties
2034	Dried and dehydrated fruits, vegetables and soup mixes
2035	Pickles, sauces, and salad dressings
2037	Frozen fruits and vegetables
2038	Frozen specialties, NEC
2041	Flour and other grain mill products
2043	Cereal breakfast foods
2044	Rice milling
2045	Prepared flour mixes and doughs
2046	Wet corn milling
2047	Dog and cat food
2048	Prepared feeds, NEC
2051	Bread, cake, and related products
2052	Cookies and crackers
2053	Frozen bakery products, except bread
2061	Raw cane sugar
2062	Cane sugar refining
2063	Beet sugar
2064	Candy and other confectionery products
2066	Chocolate and cocoa products
2067	Chewing gum
2068	Salted and roasted nuts and seeds
2074	Cottonseed oil mills
2075	Soybean oil mills
2076	Vegetable oil mills, NEC
2077	Animal and marine fats and oils
2079	Edible fats and oils
2082	Malt beverages
2083	Malt
2084	Wines, brandy, and brandy spirits

2085	Distilled and blended liquors
2086	Bottled and canned soft drinks
2087	Flavoring extracts and syrups, NEC
2091	Canned and cured fish and seafoods
2092	Fresh or frozen packaged fish
2095	Roasted coffee
2096	Potato chips and similar snacks
2097	Manufactured ice
2098	Macaroni and spaghetti
2099	Food preparations, NEC
2111	Cigarettes
2121	Cigars
2131	Chewing and smoking tobacco
2141	Tobacco stemming and redrying
2211	Broadwoven fabric mills, cotton
2221	Broadwoven fabric mills, manmade
2231	Broadwoven fabric mills, wool
2241	Narrow fabric mills
2251	Women's hosiery, except socks
2252	Hosiery, NEC
2253	Knit outerwear mills
2254	Knit underwear mills
2257	Weft knit fabric mills
2258	Lace and warp knit fabric mills
2259	Knitting mills, NEC
2261	Finishing plants, cotton
2262	Finishing plants, manmade
2269	Finishing plants, NEC
2273	Carpets and rugs
2281	Yarn spinning mills
2282	Throwing and winding mills
2284	Thread mills
2295	Coated fabrics, not rubberized
2296	Tire cord and fabrics
2297	Nonwoven fabrics
2298	Cordage and twine
2299	Textile goods, NEC
2311	Men's and boy's suits and coats
2321	Men's and boy's furnishings
2322	Men's and boy's underwear and nightwear
2323	Men's and boy's neckwear
2325	Men's and boy's trousers and slacks
2326	Men's and boy's work clothing
2329	Men's and boy's clothing, NEC
2331	Women's and misses' blouses and shirts
2335	Women's, junior's, and misses' dresses
2337	Women's and misses' suits and coats
2339	Women's and misses' outerwear, NEC
2341	Women's and children's underwear
2342	Bras, girdles, and allied garments
2353	Hats, caps, and millinery
2361	Girl's and children's dresses, blouses
2369	Girl's and children's outerwear, NEC
2371	Fur goods
2381	Fabric dress and work gloves
2384	Robes and dressing gowns
2385	Waterproof outerwear

2386	Leather and sheep-lined clothing
2387	Apparel belts
2389	Apparel and accessories, NEC
2391	Curtains and draperies
2392	Household furnishings, NEC
2393	Textile bags
2394	Canvas and related products
2395	Pleating and stitching
2396	Automotive and apparel trimmings
2397	Schiffli machine embroideries
2399	Fabricated textile products, NEC
2411	Logging
2421	Sawmills and planing mills, general
2426	Hardwood dimension and flooring mills
2429	Special product sawmills, NEC
2431	Millwork
2434	Wood kitchen cabinets
2435	Hardwood veneer and plywood
2436	Softwood veneer and plywood
2439	Structural wood members, NEC
2441	Nailed wood boxes and shooks
2448	Wood pallets and skids
2449	Wood containers, NEC
2451	Mobile homes
2452	Prefabricated wood buildings
2491	Wood preserving
2493	Reconstituted wood products
2499	Wood products, NEC
2511	Wood household furniture
2512	Upholstered household furniture
2514	Metal household furniture
2515	Mattresses and bedsprings
2517	Wood television and radio cabinets
2519	Household furniture, NEC
2521	Wood office furniture
2522	Office furniture, except wood
2531	Public building and related furniture
2541	Wood partitions and fixtures
2542	Partitions and fixtures, except wood
2591	Drapery hardware and window blinds and shades
2599	Furniture and fixtures, NEC
2611	Pulp mills
2621	Paper mills
2631	Paperboard mills
2652	Setup paperboard boxes
2653	Corrugated and solid fiber boxes
2655	Fiber cans, drums, and similar products
2656	Sanitary food containers
2657	Folding paperboard boxes
2671	Paper; coated and laminated packaging
2672	Paper; coated and laminated, NEC
2673	Bags: plastic, laminated, and coated
2674	Bags: uncoated paper and multiwall
2675	Die-cut paper and board
2676	Sanitary paper products
2677	Envelopes
2678	Stationery products

2679	Converted paper products, NEC
2711	Newspapers
2721	Periodicals
2731	Book publishing
2732	Book printing
2741	Miscellaneous publishing
2752	Commercial printing, lithographic
2754	Commercial printing, gravure
2759	Commercial printing, NEC
2761	Manifold business forms
2771	Greeting cards
2782	Blankbooks and looseleaf binders
2789	Bookbinding and related work
2791	Typesetting
2796	Platemaking services
2812	Alkalies and chlorine
2813	Industrial gases
2816	Inorganic pigments
2819	Industrial inorganic chemicals, NEC
2821	Plastics materials and resins
2822	Synthetic rubber
2823	Cellulosic manmade fibers
2824	Organic fibers, noncellulosic
2833	Medicinals and botanicals
2834	Pharmaceutical preparations
2835	Diagnostic substances
2836	Biological products, except diagnostic
2841	Soap and other detergents
2842	Polishes and sanitation goods
2843	Surface active agents
2844	Toilet preparations
2851	Paints and allied products
2861	Gum and wood chemicals
2865	Cyclic crudes and intermediates
2869	Industrial organic chemicals, NEC
2873	Nitrogenous fertilizers
2874	Phosphatic fertilizers
2875	Fertilizers, mixing only
2879	Agricultural chemicals, NEC
2891	Adhesives and sealants
2892	Explosives
2893	Printing ink
2895	Carbon black
2899	Chemical preparations, NEC
2911	Petroleum refining
2951	Asphalt paving mixtures and blocks
2952	Asphalt felts and coatings
2992	Lubricating oils and greases
2999	Petroleum and coal products, NEC
3011	Tires and inner tubes
3021	Rubber and plastics footwear
3052	Rubber and plastics hose and beltings
3053	Gaskets; packing and sealing devices
3061	Mechanical rubber goods
3069	Fabricated rubber products, NEC
3081	Unsupported plastics film and sheet
3082	Unsupported plastics profile shapes

3083	Laminated plastics plate and sheet
3084	Plastics pipe
3085	Plastics bottles
3086	Plastics foam products
3087	Custom compound purchased resins
3088	Plastics plumbing fixtures
3089	Plastics products, NEC
3111	Leather tanning and finishing
3131	Footwear cut stock
3142	House slippers
3143	Men's footwear, except athletic
3144	Women's footwear, except athletic
3149	Footwear, except rubber, NEC
3151	Leather gloves and mittens
3161	Luggage
3171	Women's handbags and purses
3172	Personal leather goods, NEC
3199	Leather goods, NEC
3211	Flat glass
3221	Glass containers
3229	Pressed and blown glass, NEC
3231	Products of purchased glass
3241	Cement, hydraulic
3251	Brick and structural clay tile
3253	Ceramic wall and floor tile
3255	Clay refractories
3259	Structural clay products, NEC
3261	Vitreous plumbing fixtures
3262	Vitreous china table and kitchenware
3263	Semivitreous table and kitchenware
3264	Porcelain electrical supplies
3269	Pottery products, NEC
3271	Concrete block and brick
3272	Concrete products, NEC
3273	Ready-mixed concrete
3274	Lime
3275	Gypsum products
3281	Cut stone and stone products
3291	Abrasive products
3292	Asbestos products
3295	Minerals, ground or treated
3296	Mineral wool
3297	Nonclay refractories
3299	Nonmetallic mineral products,
3312	Blast furnaces and steel mills
3313	Electrometallurgical products
3315	Steel wire and related products
3316	Cold finishing of steel shapes
3317	Steel pipe and tubes
3321	Gray and ductile iron foundries
3322	Malleable iron foundries
3324	Steel investment foundries
3325	Steel foundries, NEC
3331	Primary copper
3334	Primary aluminum
3339	Primary nonferrous metals, NEC
3341	Secondary nonferrous metals

3351	Copper rolling and drawing
3353	Aluminum sheet, plate, and foil
3354	Aluminum extruded products
3355	Aluminum rolling and drawing, NEC
3356	Nonferrous rolling and drawing, NEC
3357	Nonferrous wiredrawing and insulating
3363	Aluminum die-castings
3364	Nonferrous die-castings except aluminum
3365	Aluminum foundries
3366	Copper foundries
3369	Nonferrous foundries, NEC
3398	Metal heat treating
3399	Primary metal products
3411	Metal cans
3412	Metal barrels, drums, and pails
3421	Cutlery
3423	Hand and edge tools, NEC
3425	Saw blades and handsaws
3429	Hardware, NEC
3431	Metal sanitary ware
3432	Plumbing fixture fittings and trim
3433	Heating equipment, except electric
3441	Fabricated structural metal
3442	Metal doors, sash, and trim
3443	Fabricated plate work (boiler shop)
3444	Sheet metalwork
3446	Architectural metalwork
3448	Prefabricated metal buildings and components
3449	Miscellaneous metalwork
3451	Screw machine products
3452	Bolts, nuts, rivets, and washers
3462	Iron and steel forgings
3463	Nonferrous forgings
3465	Automotive stampings
3466	Crowns and closures
3469	Metal stampings, NEC
3471	Plating and polishing
3479	Metal coating and allied services
3482	Small arms ammunition
3483	Ammunition, except for small arms, NEC
3484	Small arms
3489	Ordnance and accessories, NEC
3491	Industrial valves
3492	Fluid power valves and hose fittings
3493	Steel springs, except wire
3494	Valves and pipe fittings, NEC
3495	Wire springs
3496	Miscellaneous fabricated wire products
3497	Metal foil and leaf
3498	Fabricated pipe and fittings
3499	Fabricated metal products, NEC
3511	Turbines and turbine generator sets
3519	Internal combustion engines, NEC
3523	Farm machinery and equipment
3524	Lawn and garden equipment
3531	Construction machinery
3532	Mining machinery

3533 Oil and gas field machinery
3534 Elevators and moving stairways
3535 Conveyors and conveying equipment
3536 Hoists, cranes, and monorails
3537 Industrial trucks and tractors
3541 Machine tools, metal cutting type
3542 Machine tools, metal forming type
3543 Industrial patterns
3544 Special dies, tools, jigs, and fixtures
3545 Machine tool accessories
3546 Power-driven handtools
3547 Rolling mill machinery
3548 Welding apparatus
3549 Metalworking machinery, NEC
3552 Textile machinery
3553 Woodworking machinery
3554 Paper industries machinery
3555 Printing trades machinery
3556 Food products machinery
3559 Special industry machinery, NEC
3561 Pumps and pumping equipment
3562 Ball and roller bearings
3563 Air and gas compressors
3564 Blowers and fans
3565 Packaging machinery
3566 Speed changers, drives, and gears
3567 Industrial furnaces and ovens
3568 Power transmission equipment, NEC
3569 General industrial machinery, NEC
3571 Electronic computers
3572 Computer storage devices
3575 Computer terminals
3577 Computer peripheral equipment, NEC
3578 Calculating and accounting equipment
3579 Office machines, NEC
3581 Automatic vending machines
3582 Commercial laundry equipment
3585 Refrigeration and heating equipment
3586 Measuring and dispensing pumps
3589 Service industry machinery, NEC
3592 Carburetors, pistons, piston rings and valves
3593 Fluid power cylinders and actuators
3594 Fluid power pumps and motors
3596 Scales and balances, except laboratory
3599 Industrial machinery, NEC
3612 Transformers, except electric
3613 Switchgear and switchboard apparatus
3621 Motors and generators
3624 Carbon and graphite products
3625 Relays and industrial controls
3629 Electrical industrial apparatus, NEC
3631 Household cooking equipment
3632 Household refrigerators and freezers
3633 Household laundry equipment
3634 Electric housewares and fans
3635 Household vacuum cleaners
3639 Household appliances, NEC

3641	Electric lamps
3643	Current-carrying wiring devices
3644	Noncurrent-carrying wiring devices
3645	Residential lighting fixtures
3646	Commercial lighting fixtures
3647	Vehicular lighting equipment
3648	Lighting equipment, NEC
3651	Household audio and video equipment
3652	Prerecorded records and tapes
3661	Telephone and telegraph apparatus
3663	Radio and t.v. communications equipment
3669	Communications equipment, NEC
3671	Electron tubes
3672	Printed circuit boards
3674	Semiconductors and related devices
3675	Electronic capacitors
3676	Electronic resistors
3677	Electronic coils and transformers
3678	Electronic connectors
3679	Electronic components, NEC
3691	Storage batteries
3692	Primary batteries, dry and wet
3694	Engine electrical equipment
3695	Magnetic and optical recording media
3699	Electrical equipment and supplies, NEC
3711	Motor vehicles and car bodies
3713	Truck and bus bodies
3714	Motor vehicle parts and accessories
3715	Truck trailers
3716	Motor homes
3721	Aircraft
3724	Aircraft engines and engine parts
3728	Aircraft parts and equipment, NEC
3731	Shipbuilding and repairing
3732	Boatbuilding and repairing
3743	Railroad equipment
3751	Motorcycles, bicycles and parts
3761	Guided missiles and space vehicles
3764	Space propulsion units and parts
3769	Space vehicle equipment, NEC
3792	Travel trailers and campers
3795	Tanks and tank components
3799	Transportation equipment, NEC
3812	Search and navigation equipment
3821	Laboratory apparatus and furniture
3822	Environmental controls
3823	Process control instruments
3824	Fluid meters and counting devices
3825	Instruments to measure electricity
3826	Analytical instruments
3827	Optical instruments and lenses
3829	Measuring and controlling devices, NEC
3841	Surgical and medical instruments
3842	Surgical appliances and supplies
3843	Dental equipment and supplies
3844	X-ray apparatus and tubes
3845	Electromedical equipment

3851	Ophthalmic goods
3861	Photographic equipment and supplies
3873	Watches, clocks, watchcases, and parts
3911	Jewelry, precious metal
3914	Silverware and plated ware
3915	Jewelers' materials and lapidary work
3931	Musical instruments
3942	Dolls and stuffed toys
3944	Games, toys, and children's vehicles
3949	Sporting and athletic goods, NEC
3951	Pens and mechanical pencils
3952	Lead pencils and art goods
3953	Marking devices
3955	Carbon paper and inked ribbons
3961	Costume jewelry
3965	Fasteners, buttons, needles, and pins
3991	Brooms and brushes
3993	Signs and advertising specialties
3995	Burial caskets
3996	Hard surface floor coverings, NEC
3999	Manufacturing industries, NEC