

2007 Annual Retail Trade Survey

Annual Retail Trade estimates were released on March 31, 2009 at 10:00 am. Detailed operating expenses and total operating expenses estimates were released on July 24, 2009. These estimates reflect the results of the Annual Retail Trade Survey revised for 2006 and the Business Expenses Supplement to 2007. A [Summary of Changes](#) provides comparability with previous surveys.

Summary of Changes

Annual sales estimates for 2006 are revised due to the availability of nonemployer sales data from administrative records provided by other Federal agencies. Starting with survey year 2006, the Annual Retail Trade Survey (ARTS), including Accommodations and Food Services, collects total operating expenses for covered establishments.

Starting with survey year 2007 and every fifth year thereafter, this survey collects supplemental data on detailed types of operating expenses, resulting in tables with estimates of the data and associated sampling error. Data on detailed operating expenses released with the 2002 Business Expenses Survey (2002 BES) may not be comparable to the 2007 Business Expenses Supplement (2007 BES) because the 2002 detailed expense estimates include data from nonemployers, but the estimates for 2007 do not. Also, NAICS publication levels changed slightly from 2002 to 2007

The following inquiries included in the 2002 BES were discontinued or modified for 2007: Expensed computer-related supplies; Cost of purchased printing services; Cost of purchased legal services; Cost of purchased accounting services; Cost of purchased management consulting services; Purchased computer-related communications services; Purchased telephone, fax, and other communications services; Cost of custom-coded original software; Cost of system support design and services; Cost of data processing and other purchased computer services; and Cost of insurance.

The following new inquiries were added to the 2007 BES: Expensed purchases of software; Commission expense; and Purchased professional and technical services.

For the first time, respondents in the 2007 BES were given the opportunity to report electronically using the application CensusTaker, which has been available to annual survey respondents.

Revisions to Previously Published Estimates

Sales estimates for 2005 and subsequent years are adjusted to the 2002 Economic Census by linking the estimates from the current sample to the published census-adjusted estimates from the prior sample. Prior to adjustment, historical corrections are made to current sample data back to 2004. For a given detailed industry based on the 2002 North American Industry Classification System (NAICS), the linking is performed by multiplying the sample-based sales estimate by a ratio. The numerator and denominator of the ratio are as follows:

§ The numerator is the 2004 published census-adjusted sales estimate for the industry from the prior sample

§ The denominator is the 2004 sales estimate for the industry from the current sample.

The expenses estimates for 2006 and subsequent years are adjusted by applying the ratio described above for each detailed industry. A method similar to the one for adjusting sales is

used to link the end-of-year inventories and purchases estimates. First, the ratio described above is applied to the sample-based estimates for the given detailed industry for 2004 and subsequent years, resulting in adjusted estimates for these years. Then, the published adjusted estimates for 1998 through 2004 from the prior sample are input to the benchmarking program. Using this program, the estimates for 1999 through 2004 are revised in a manner that:

§ Uses the published adjusted estimate for 1998 from the prior sample as a constraint, resulting in no revision to the published 1998 estimate.

§ Uses the adjusted estimate for 2004 from the current sample as a constraint.

§ Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 1999 through 2004.

Estimates for e-commerce sales are revised in a manner similar to the method used to adjust inventories and purchases.

Estimates at 2-, 3-, 4-, and 5-digit NAICS levels are computed by summing the adjusted estimates for the appropriate detailed industries comprising the aggregate. Accounts receivable estimates for 2004 and subsequent years are produced directly from the current sample and are not adjusted.

Estimated Annual Sales of U.S. Retail and Food Services Firms by Kind of Business: 1992 Through 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
	Retail and food services sales, total	2,019,131	2,158,299	2,335,650	2,456,129	2,609,561	2,732,043	2,859,332	3,093,569	3,294,217	3,385,577	3,466,136	3,615,170	3,846,316	4,080,678	4,287,411	4,432,621
	Total (excl. motor vehicle and parts dealers)	1,599,778	1,684,351	1,793,415	1,875,287	1,980,874	2,077,030	2,169,653	2,328,020	2,496,649	2,568,636	2,645,867	2,773,955	2,981,775	3,194,771	3,390,990	3,525,698
	Retail sales, total	1,815,716	1,942,248	2,110,021	2,222,504	2,366,665	2,474,003	2,587,105	2,808,556	2,988,756	3,067,725	3,134,322	3,265,477	3,474,340	3,687,364	3,869,536	3,994,823
	Retail sales, total (excl. motor vehicle and parts dealers)	1,396,363	1,468,300	1,567,786	1,641,662	1,737,978	1,818,990	1,897,426	2,043,007	2,191,188	2,250,784	2,314,053	2,424,262	2,609,799	2,801,457	2,973,115	3,087,900
	GAFO¹	534,367	571,790	617,379	651,071	683,678	714,453	759,063	816,227	863,903	883,866	913,925	948,246	1,007,195	1,062,322	1,116,873	1,154,245
441	Motor vehicle and parts dealers	419,353	473,948	542,235	580,842	628,687	655,013	689,679	765,549	797,568	818,941	820,269	841,215	864,541	885,907	896,421	906,923
4411, 4412	Automobile and other motor vehicle dealers	377,230	428,933	492,780	528,722	572,902	596,250	629,449	702,650	733,875	755,592	757,354	776,620	797,292	814,751	821,901	830,179
4411	Automobile dealers	359,110	407,832	468,869	502,482	544,789	565,509	594,400	662,768	688,733	708,623	707,675	721,032	734,729	747,997	752,874	758,915
44111	New car dealers	333,801	379,522	435,661	464,642	502,340	518,972	542,559	606,167	630,123	649,413	645,759	656,885	665,894	675,247	675,967	677,189
44112	Used car dealers	25,309	28,310	33,208	37,840	42,449	46,537	51,841	56,601	58,610	59,210	61,916	64,147	68,835	72,750	76,907	81,726
4413	Auto parts, access., and tire stores	42,123	45,015	49,455	52,120	55,785	58,763	60,230	62,899	63,693	61,349	62,915	64,595	67,249	71,156	74,520	76,744
442, 443	Furniture, home furnishings, electronics and appliance stores	95,230	104,347	117,964	128,520	136,363	143,074	152,255	163,589	173,691	172,039	178,570	184,485	200,114	213,205	224,643	227,249
442	Furniture and home furnishings stores	52,467	55,587	60,551	67,848	72,863	77,569	84,451	91,328	91,644	94,610	97,528	105,303	111,720	116,372	115,372	115,372
4421	Furniture stores	31,608	33,356	35,562	37,034	39,231	41,945	44,182	47,094	50,689	50,646	51,342	52,070	56,476	59,879	61,525	61,137
4422	Home furnishings stores	20,859	22,231	24,989	26,567	28,617	30,918	33,387	37,357	40,639	40,998	43,268	45,458	48,827	51,841	54,847	54,212
44221	Floor covering stores	10,643	11,506	12,812	13,750	14,688	16,100	17,013	18,460	19,570	19,258	19,076	19,956	21,818	23,636	25,361	24,575
44229	All other home furnishings stores	9,327	9,810	11,213	11,786	12,875	13,816	15,315	17,788	19,944	20,576	22,932	24,223	25,559	26,493	27,635	27,845
443	Electronics and appliance stores	42,763	48,760	57,413	64,919	68,515	70,211	74,686	79,138	82,363	80,395	83,897	86,957	94,811	101,485	108,271	111,893
44311	Appl., TV, and other elect. stores	29,002	32,610	37,942	42,142	43,310	43,060	46,655	52,228	58,260	60,245	63,343	66,129	72,247	77,508	83,140	84,964
443111	Household appliance stores	8,443	9,143	9,051	9,986	10,221	10,380	11,105	12,088	12,636	13,485	14,211	14,524	15,725	17,002	17,798	17,916
443112	Radio, TV, and other elect. stores	20,559	23,467	28,891	32,156	33,089	32,680	33,550	40,140	45,624	46,760	49,132	51,605	56,522	60,506	65,342	67,048
44312	Computer and software stores	11,453	13,851	17,187	20,502	22,905	24,803	25,387	23,898	20,713	16,930	17,311	17,152	19,096	20,460	21,564	23,293
444	Building mat. and garden equip. and supplies dealers	131,244	141,220	157,497	164,831	176,972	191,345	202,724	218,611	229,320	239,707	248,888	265,052	298,782	326,736	344,130	335,456
4441	Building mat. and supplies dealers	110,495	120,613	135,297	141,218	150,656	162,277	172,426	188,156	197,890	207,263	217,445	231,984	263,604	290,582	306,328	293,947
44412	Paint and wallpaper stores	4,718	5,157	5,755	6,459	7,042	7,695	8,517	8,717	8,866	8,592	8,099	8,476	8,970	9,937	10,425	10,230
44413	Hardware stores	12,720	13,051	13,831	13,764	13,955	13,998	15,010	15,631	16,224	16,584	17,009	17,610	18,122	18,576	19,423	19,839
445	Food and beverage stores	371,451	375,440	385,265	391,312	402,200	410,288	417,433	434,599	445,666	463,330	465,794	477,130	494,966	515,125	533,848	559,625
4451	Grocery stores	337,925	341,855	351,056	356,932	366,075	373,072	378,675	394,724	402,988	418,596	420,288	429,962	444,610	462,726	478,052	500,481
44511	Supermarkets and other grocery (except convenience) stores	318,650	322,872	332,066	338,136	347,302	354,450	360,231	372,872	381,720	396,803	397,526	406,131	418,253	434,915	447,717	468,578
4453	Beer, wine, and liquor stores	21,825	21,675	22,240	22,145	23,300	24,222	25,533	26,635	28,668	29,783	30,061	30,676	32,434	33,905	36,673	38,848
446	Health and personal care stores	89,782	92,671	96,442	101,719	109,646	118,769	129,699	142,829	155,372	166,678	180,143	192,224	198,933	209,624	224,016	236,383
44611	Pharmacies and drug stores	77,806	79,720	82,006	85,851	91,821	98,833	108,426	121,293	130,867	141,781	153,946	164,588	167,243	176,340	188,405	197,682
447	Gasoline stations	156,556	162,587	171,416	181,294	194,601	199,856	191,887	212,682	249,975	251,537	250,770	273,566	320,435	372,763	412,569	436,976
448	Clothing and clothing access. stores	120,346	125,001	129,341	131,593	136,851	140,565	143,643	167,968	167,583	172,617	178,778	190,079	201,378	213,286	221,097	221,097
4481	Clothing stores	85,459	88,222	90,260	90,809	93,820	97,831	104,237	111,792	118,210	119,323	122,954	128,303	137,057	145,982	154,762	162,125
44811	Mens' clothing stores	10,185	9,968	10,039	9,322	9,554	10,077	9,675	9,515	8,632	8,119	8,488	9,051	9,480	9,846	10,046	10,046
44812	Women's clothing stores	31,840	32,377	30,611	28,723	28,266	27,851	28,363	29,581	31,480	31,487	31,280	32,525	34,734	36,758	38,650	39,345
44814	Family clothing stores	33,159	35,311	38,118	40,014	42,275	45,259	50,169	55,333	58,928	60,165	64,305	67,272	71,963	77,370	81,409	84,153
44819	Other clothing stores	5,325	5,553	6,026	6,645	7,148	7,359	7,506	8,284	8,852	8,926	8,806	9,266	10,029	10,182	11,068	12,917
4482	Shoe stores	18,630	19,042	19,921	20,354	21,248	21,463	22,251	22,704	22,888	22,897	23,215	23,219	23,740	25,328	26,754	26,665
44831	Jewelry stores	15,184	16,571	17,996	19,152	20,317	19,778	21,430	23,857	24,988	23,728	24,816	25,543	27,543	28,193	29,710	30,103
451	Sporting goods, hobby, book, and music stores	49,296	52,368	57,538	60,922	64,055	65,733	68,939	72,764	76,112	77,138	76,988	77,335	80,061	81,822	84,492	86,906
45111	Sporting goods stores	15,702	16,913	19,986	20,931	21,986	21,286	22,408	25,436	26,286	26,347	27,168	28,853	30,881	34,141	36,281	36,281
45112	Hobby, toy, and game stores	11,339	11,740	12,945	13,808	14,595	15,110	15,929	16,750	17,042	16,914	17,009	16,769	16,584	16,580	16,455	17,023
451211	Book stores	8,338	9,119	10,119	11,208	11,918	12,755	13,294	14,185	14,892	15,110	15,450	16,179	16,757	16,821	16,681	16,983
452	General merchandise stores	247,968	266,088	285,278	300,589	315,398	331,454	351,186	380,291	404,344	427,586	446,648	468,734	497,174	525,502	552,579	576,960
4521	Department stores (excl. L.D.)	177,089	187,685	198,945	205,920	212,203	220,108	223,290	230,304	232,475	228,377	220,743	214,427	215,657	214,599	213,285	209,679
452111	Department stores (except discount dept. stores)	85,153	86,325	89,402	89,300	92,172	93,985	94,308	96,652	96,282	90,782	86,857	85,982	86,110	86,327	83,499	

Estimated End-of-Year Inventories of U.S. Retail Firms by Kind of Business: 1992 Through 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
	Retail inventories, total	256,810	274,748	300,517	318,021	328,912	339,565	351,996	379,654	401,358	388,896	410,456	426,751	455,758	466,026	481,693	494,090
	Total (excl. motor vehicle and parts dealers)	185,195	196,932	211,758	221,462	228,456	234,858	245,964	260,517	269,720	267,163	272,628	278,450	298,702	310,632	325,198	333,940
441	Motor vehicle and parts dealers	71,615	77,816	88,759	96,559	100,456	104,707	106,032	119,137	131,638	121,733	137,828	148,301	157,056	155,394	156,495	160,150
442	Furniture, home furnishings, electronics, and appliance stores	9,288	10,043	10,867	11,064	11,586	11,970	12,607	13,522	14,546	14,153	14,645	15,308	16,810	17,241	17,740	17,886
443	Electronics and appliance stores	6,985	8,131	9,534	10,644	10,469	9,899	9,803	10,330	10,843	10,147	11,029	11,759	13,267	13,631	13,732	14,638
444	Building mat. and garden equip. and supplies dealers	20,467	21,964	24,158	25,619	26,727	28,136	30,037	32,117	33,399	33,455	35,341	36,816	41,126	44,682	46,369	47,348
445	Food and beverage stores	28,088	28,179	28,830	29,425	30,398	30,617	31,575	33,441	32,930	34,047	33,807	33,510	34,528	34,918	35,941	37,039
446	Health and personal care stores	15,200	15,871	16,745	17,267	18,109	19,621	20,860	22,260	22,636	23,824	23,500	24,554	26,141	27,460	29,168	30,163
447	Gasoline stations	5,056	4,963	5,187	5,323	5,648	5,719	6,000	6,783	6,797	6,564	6,660	6,542	7,166	7,654	7,863	8,554
448	Clothing and clothing access. stores	25,297	25,938	27,234	27,002	27,445	28,674	29,825	31,196	34,045	33,031	34,663	35,671	38,450	40,245	44,351	44,683
451	Sporting goods, hobby, book, and music stores	12,182	13,425	15,402	16,477	16,194	16,396	17,258	18,519	19,935	19,607	19,297	19,520	20,530	20,592	21,317	22,501
452	General merchandise stores	45,765	49,479	52,529	55,343	56,302	56,416	57,192	59,773	60,423	60,416	61,792	62,748	67,136	69,608	71,727	72,067
4521	Department stores	35,151	37,545	38,849	40,326	40,903	41,074	40,224	40,596	39,519	37,483	35,939	34,275	34,866	35,053	35,023	34,696
453	Miscellaneous store retailers	9,811	11,357	12,581	14,042	14,899	15,926	17,709	18,315	18,578	17,134	16,882	16,309	16,713	16,415	17,290	17,858
454	Nonstore retailers	7,056	7,582	8,691	9,256	10,679	11,484	13,098	14,261	15,588	14,785	15,012	15,713	16,835	18,186	19,700	21,203

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated Annual Purchases of U.S. Retail Firms by Kind of Business: 1992 Through 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
	Retail purchases, total	1,321,248	1,417,725	1,543,636	1,617,741	1,721,937	1,801,325	1,881,323	2,052,597	2,187,638	2,243,152	2,287,833	2,360,302	2,512,009	2,664,994	2,800,523	2,901,078
	Total (excl. motor vehicle and parts dealers)	983,791	1,034,943	1,104,767	1,151,001	1,215,675	1,270,208	1,318,337	1,421,956	1,522,138	1,558,220	1,600,774	1,660,027	1,794,777	1,932,663	2,063,497	2,156,799
	GAFO ¹	358,920	386,713	420,356	444,092	464,032	482,529	510,098	548,191	578,983	593,387	616,835	627,327	665,665	698,379	739,450	771,845
441	Motor vehicle and parts dealers	337,457	382,782	438,869	466,740	506,262	531,117	562,986	630,641	665,500	684,932	687,059	700,275	717,232	732,331	737,026	744,279
4411	Automobile dealers	297,188	338,174	389,223	413,796	449,349	470,345	497,625	560,474	589,943	610,624	608,404	617,211	629,302	638,860	640,350	644,397
4413	Automotive parts, access., and tire stores	26,322	28,447	31,240	33,181	35,548	37,368	38,178	39,154	40,305	37,383	38,139	38,426	38,823	41,283	42,827	44,888
442	Furniture and home furnishings stores	30,629	32,872	35,406	37,143	39,672	42,299	44,659	47,997	51,268	50,326	51,571	52,718	56,137	59,535	62,189	61,752
443	Electronics and appliance stores	30,761	35,853	42,538	48,991	51,462	52,131	55,578	58,967	60,513	59,006	62,077	63,661	69,836	74,179	79,710	81,466
444	Building mat. and garden equip. and supplies dealers	94,899	102,798	114,608	120,175	128,882	141,306	147,919	159,370	162,160	167,173	174,856	183,116	205,649	222,901	233,098	226,827
4441	Building mat. and supplies dealers	80,102	88,130	98,861	103,248	109,866	119,611	125,868	137,383	139,531	143,630	151,967	159,022	179,989	195,998	205,697	195,702
445	Food and beverage stores	279,212	281,895	289,000	290,339	298,228	303,648	306,847	317,035	324,207	331,864	331,397	337,984	350,646	366,382	379,416	398,686
4451	Grocery stores	255,595	258,502	265,630	267,156	273,955	278,255	280,707	290,058	294,942	301,289	300,427	306,045	316,590	330,934	341,385	358,251
4453	Beer, wine, and liquor stores	16,558	16,272	16,354	16,076	16,940	17,875	18,633	19,537	21,253	22,089	22,174	22,461	23,669	24,721	26,939	28,629
446	Health and personal care stores	63,228	64,902	67,807	71,849	76,981	82,838	90,385	101,501	109,193	118,310	126,128	135,081	138,513	146,268	157,696	167,132
44611	Pharmacies and drug stores	57,974	59,069	61,231	64,660	68,886	73,737	80,588	91,485	97,803	106,661	113,977	122,563	125,348	132,366	141,857	150,132
447	Gasoline stations	125,357	128,699	134,851	140,133	151,168	155,665	149,710	168,187	202,067	203,985	206,375	223,590	265,199	311,528	350,107	372,604
448	Clothing and clothing access. stores	71,698	74,360	76,832	78,287	81,084	83,534	87,253	92,395	98,148	96,013	98,384	98,352	104,312	109,675	116,159	120,392
4481	Clothing stores	52,346	54,089	54,957	55,343	56,541	59,142	61,207	65,072	69,435	69,204	71,048	71,137	75,824	79,901	84,476	88,564
44811	Men's clothing stores	5,922	5,699	5,572	5,213	5,333	5,689	5,759	5,268	5,245	4,572	4,243	4,129	4,295	4,532	4,763	4,836
44812	Women's clothing stores	20,203	20,373	18,963	17,665	17,170	16,965	16,909	17,467	18,087	17,579	17,304	16,841	17,918	18,936	19,965	20,413
44814	Family clothing stores	20,420	21,952	23,861	25,174	26,270	28,212	30,060	32,919	35,878	36,602	39,014	40,007	42,764	44,976	47,401	49,225
4482	Shoe stores	10,866	10,876	11,369	11,594	12,281	12,685	13,063	13,098	13,285	13,014	12,875	12,218	12,254	12,840	13,718	13,539
451	Sporting goods, hobby, book, and music stores	31,054	33,658	36,935	39,247	40,928	41,069	44,081	46,191	48,165	47,150	47,394	47,473	48,819	49,849	51,822	52,934
452	General merchandise stores	181,988	195,516	212,511	223,054	232,700	243,438	256,471	278,661	296,073	317,772	334,956	342,911	363,217	380,707	403,883	429,467
4521	Department stores	126,955	134,713	145,528	150,387	154,830	159,714	153,741	158,020	158,053	156,105	153,006	146,346	143,494	143,897	142,658	142,029
45211	Department stores (except discount dept. stores)	54,000	55,001	57,559	57,495	58,927	60,110	59,781	60,588	60,088	55,869	54,559	54,330	52,943	51,843	51,211	49,522
45212	Discount dept. stores	72,955	79,712	87,969	92,892	95,903	99,604	93,960	97,432	97,965	100,236	98,447	92,016	90,551	92,054	91,447	92,507
4529	Other general merchandise stores	55,033	60,803	66,983	72,667	77,870	83,724	102,730	120,641	138,020	161,667	181,950	196,565	219,723	236,810	261,225	287,438
45291	Warehouse clubs and superstores	34,313	39,738	48,431	53,501	58,649	65,255	83,351	100,492	117,257	139,457	159,242	172,432	194,809	210,644	234,308	259,908
45299	All other gen. merchandise stores	20,720	21,065	18,552	19,166	19,221	18,469	19,379	20,149	20,763	22,210	22,708	24,133	24,914	26,166	26,917	27,530
453	Miscellaneous store retailers	31,525	36,274	40,996	44,814	48,645	53,094	58,669	62,361	62,625	59,941	58,605	56,873	58,962	61,696	65,060	66,365
454	Nonstore retailers	43,440	48,116	53,283	56,969	65,925	71,186	76,765	89,291	107,719	106,680	109,031	118,268	133,487	149,943	164,357	179,174
4541	Electronic shopping and mail-order houses	19,307	22,946	26,870	30,108	35,215	41,223	48,319	58,514	70,557	70,524	73,905	79,054	89,876	100,998	112,424	123,810

¹GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svds/www/artstbl.html.

Estimated Total Annual Operating Expenses of U.S. Retail, Accommodation, and Food Services Firms¹ by Kind of Business: 2006 and 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	2006	2007
	Retail operating expenses, total²	844,369	880,835
	Total (excl. motor vehicle and parts dealers)	713,470	744,018
	GAFO ³	319,035	327,861
441	Motor vehicle and parts dealers	130,899	136,817
4411	Automobile dealers	92,906	96,825
4413	Automotive parts, access., and tire stores	24,982	26,218
442	Furniture and home furnishings stores	44,214	45,387
443	Electronics and appliance stores	28,523	28,736
444	Building mat. and garden equip. and supplies dealers	84,321	88,981
4441	Building mat. and supplies dealers	75,293	79,583
445	Food and beverage stores	127,693	133,195
4451	Grocery stores	115,013	119,593
4453	Beer, wine, and liquor stores	6,877	7,294
446	Health and personal care stores	56,026	60,108
44611	Pharmacies and drug stores	40,599	43,421
447	Gasoline stations	40,411	42,213
448	Clothing and clothing access. stores	78,360	83,075
4481	Clothing stores	57,764	61,183
44811	Men's clothing stores	4,180	4,353
44812	Women's clothing stores	16,366	17,327
44814	Family clothing stores	27,126	27,860
4482	Shoe stores	9,420	10,343
451	Sporting goods, hobby, book, and music stores	27,663	29,101
452	General merchandise stores	125,937	127,062
4521	Department stores	57,170	56,313
452111	Department stores (except discount dept. stores)	28,482	28,832
452112	Discount dept. stores	28,688	27,481
4529	Other general merchandise stores	68,767	70,750
45291	Warehouse clubs and superstores	56,844	58,351
45299	All other gen. merchandise stores	11,923	12,399
453	Miscellaneous store retailers	36,538	37,397
454	Nonstore retailers	63,784	68,761
4541	Electronic shopping and mail-order houses	43,324	47,045
72	Accommodation and food services, total	389,085	401,963
721	Accommodation	121,183	126,357
722	Food services and drinking places	267,902	275,606

¹Estimates include data only for businesses with paid employees.

²Excludes accommodation and food services.

³GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations
and Food Service Firms¹ by Kind of Business: 2007**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total³	880,835	387,455	44.0	74,200	8.4	4,756	0.5	3,550	0.4	5,777	0.7
441	Motor vehicle and parts dealers	136,817	67,230	49.1	10,901	8.0	607	0.4	870	0.6	216	0.2
4411	Automobile dealers	96,825	49,185	50.8	7,522	7.8	428	0.4	593	0.6	123	0.1
4413	Automotive parts, accessories, and tire stores	26,218	11,804	45.0	2,308	8.8	106	0.4	194	0.7	50	0.2
442	Furniture and home furnishings stores	45,387	16,967	37.4	2,857	6.3	492	1.1	131	0.3	202	0.4
443	Electronics and appliance stores	28,736	11,803	41.1	1,849	6.4	162	0.6	115	0.4	69	0.2
444	Building mat. and garden equip. and supplies dealers	88,981	40,639	45.7	8,249	9.3	367	0.4	357	0.4	258	0.3
4441	Building material and supplies dealers	79,583	36,556	45.9	7,465	9.4	304	0.4	276	0.3	229	0.3
445	Food and beverage stores	133,195	60,142	45.2	15,928	12.0	521	0.4	460	0.3	1,965	1.5
4451	Grocery stores	119,593	54,783	45.8	14,833	12.4	458	0.4	374	0.3	1,674	1.4
4453	Beer, wine, and liquor stores	7,294	2,722	37.3	595	8.2	S	S	55	0.8	51	0.7
446	Health and personal care stores	60,108	28,532	47.5	5,332	8.9	377	0.6	185	0.3	482	0.8
44611	Pharmacies and drug stores	43,421	22,025	50.7	4,211	9.7	187	0.4	106	0.2	334	0.8
447	Gasoline stations	42,213	15,834	37.5	2,914	6.9	S	S	197	0.5	135	0.3
448	Clothing and clothing accessories stores	83,075	30,417	36.6	5,168	6.2	500	0.6	377	0.5	647	0.8
4481	Clothing stores	61,183	22,222	36.3	3,753	6.1	437	0.7	317	0.5	492	0.8
44811	Men's clothing stores	4,353	1,674	38.5	S	S	S	S	7	0.2	63	1.4
44812	Women's clothing stores	17,327	6,238	36.0	1,018	5.9	65	0.4	138	0.8	162	0.9
44814	Family clothing stores	27,860	10,089	36.2	1,770	6.4	207	0.7	105	0.4	167	0.6
4482	Shoe stores	10,343	3,793	36.7	615	5.9	25	0.2	27	0.3	55	0.5
451	Sporting goods, hobby, book, and music stores	29,101	11,201	38.5	1,829	6.3	227	0.8	89	0.3	143	0.5
452	General merchandise stores	127,062	65,783	51.8	12,284	9.7	89	0.1	362	0.3	663	0.5
4521	Department stores (excl. leased depts.)	56,313	27,775	49.3	4,854	8.6	41	0.1	109	0.2	306	0.5
452111	Department stores (except discount department stores)	28,832	13,377	46.4	1,913	6.6	12	Z	D	D	159	0.6
452112	Discount department stores	27,481	14,397	52.4	2,941	10.7	29	0.1	D	D	147	0.5
4529	Other general merchandise stores	70,750	38,008	53.7	7,430	10.5	48	0.1	253	0.4	356	0.5
45291	Warehouse clubs and superstores	58,351	33,060	56.7	6,581	11.3	19	Z	235	0.4	D	D
45299	All other general merchandise stores	12,399	4,948	39.9	S	S	29	0.2	S	S	D	D
453	Miscellaneous store retailers	37,397	15,265	40.8	2,443	6.5	288	0.8	155	0.4	219	0.6
454	Nonstore retailers	68,761	23,643	34.4	4,447	6.5	934	1.4	253	0.4	778	1.1
4541	Electronic shopping and mail-order houses	47,045	15,058	32.0	2,617	5.6	576	1.2	151	0.3	612	1.3

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations
and Food Service Firms¹ by Kind of Business: 2007**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
			72	Accommodation and food services, total	401,963	167,535	41.7	27,484	6.8	2,455	0.6	1,294
721	Accommodation services	126,357	44,573	35.3	S	S	1,098	0.9	332	0.3	S	S
722	Food services and drinking places	275,606	122,962	44.6	18,039	6.5	1,356	0.5	962	0.3	3,414	1.2

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

ZZ Estimate is less than \$500,000

Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail Trade Survey, including Accommodation and Food Services.

Notes:

The link to associated estimates of measures of sampling variability can be found in the menu at <http://www.census.gov/svsd/www/artstbl.html>.

Data on associated 2007 employer sales will not be available from the Economic Census until February 2010.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total³	16,964	1.9	2,015	0.2	3,805	0.4	6,707	0.8	7,257	0.8
441	Motor vehicle and parts dealers	3,105	2.3	474	0.3	1,545	1.1	1,343	1.0	1,210	0.9
4411	Automobile dealers	1,947	2.0	393	0.4	1,373	1.4	1,073	1.1	710	0.7
4413	Automotive parts, accessories, and tire stores	853	3.3	44	0.2	114	0.4	81	0.3	356	1.4
442	Furniture and home furnishings stores	631	1.4	82	0.2	84	0.2	476	1.0	421	0.9
443	Electronics and appliance stores	510	1.8	158	0.5	S	S	S	S	404	1.4
444	Building mat. and garden equip. and supplies dealers	2,168	2.4	129	0.1	380	0.4	S	S	807	0.9
4441	Building material and supplies dealers	1,838	2.3	112	0.1	358	0.5	S	S	710	0.9
445	Food and beverage stores	2,632	2.0	206	0.2	209	0.2	331	0.2	573	0.4
4451	Grocery stores	2,423	2.0	188	0.2	168	0.1	153	0.1	447	0.4
4453	Beer, wine, and liquor stores	90	1.2	12	0.2	29	0.4	159	2.2	63	0.9
446	Health and personal care stores	772	1.3	90	0.1	155	0.3	182	0.3	474	0.8
44611	Pharmacies and drug stores	523	1.2	52	0.1	136	0.3	S	S	267	0.6
447	Gasoline stations	1,125	2.7	41	0.1	140	0.3	242	0.6	428	1.0
448	Clothing and clothing accessories stores	1,168	1.4	201	0.2	291	0.3	129	0.2	675	0.8
4481	Clothing stores	911	1.5	163	0.3	211	0.3	73	0.1	447	0.7
44811	Men's clothing stores	S	S	S	S	8	0.2	S	S	S	S
44812	Women's clothing stores	199	1.1	45	0.3	112	0.6	S	S	156	0.9
44814	Family clothing stores	477	1.7	83	0.3	69	0.2	S	S	137	0.5
4482	Shoe stores	123	1.2	13	0.1	56	0.5	16	0.2	106	1.0
451	Sporting goods, hobby, book, and music stores	444	1.5	S	S	57	0.2	86	0.3	320	1.1
452	General merchandise stores	2,203	1.7	69	0.1	302	0.2	S	S	472	0.4
4521	Department stores (excl. leased depts.)	1,036	1.8	44	0.1	263	0.5	ZZ	Z	249	0.4
452111	Department stores (except discount department stores)	456	1.6	21	0.1	D	D	ZZ	Z	143	0.5
452112	Discount department stores	581	2.1	23	0.1	D	D	ZZ	Z	106	0.4
4529	Other general merchandise stores	1,167	1.6	25	Z	39	0.1	S	S	223	0.3
45291	Warehouse clubs and superstores	1,034	1.8	20	Z	23	Z	ZZ	Z	148	0.3
45299	All other general merchandise stores	133	1.1	S	S	16	0.1	S	S	76	0.6
453	Miscellaneous store retailers	844	2.3	64	0.2	74	0.2	589	1.6	412	1.1
454	Nonstore retailers	1,363	2.0	S	S	S	S	2,529	3.7	1,061	1.5
4541	Electronic shopping and mail-order houses	514	1.1	S	S	S	S	665	1.4	809	1.7

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	13,386	3.3	357	0.1	548	0.1	3,245	0.8	2,013	0.5
721	Accommodation services	4,500	3.6	S	S	S	S	1,905	1.5	713	0.6
722	Food services and drinking places	8,886	3.2	155	0.1	279	0.1	1,340	0.5	1,299	0.5

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

ZZ Estimate is less than \$500,000

Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail Trade Survey, including Accommodation and Food Services.

Notes:

The link to associated estimates of measures of sampling variability can be found in the menu at <http://www.census.gov/svsd/www/artstbl.html>.

Data on associated 2007 employer sales will not be available from the Economic Census until February 2010.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchased repairs and maintenance to machinery and equipment		Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total³	8,271	0.9	7,358	0.8	3,777	0.4	84,110	9.5	21,555	2.4
441	Motor vehicle and parts dealers	1,102	0.8	1,023	0.7	522	0.4	9,688	7.1	2,016	1.5
4411	Automobile dealers	671	0.7	697	0.7	323	0.3	6,387	6.6	1,293	1.3
4413	Automotive parts, accessories, and tire stores	342	1.3	199	0.8	141	0.5	2,181	8.3	511	1.9
442	Furniture and home furnishings stores	272	0.6	396	0.9	186	0.4	6,339	14.0	882	1.9
443	Electronics and appliance stores	152	0.5	218	0.8	149	0.5	3,452	12.0	517	1.8
444	Building mat. and garden equip. and supplies dealers	1,330	1.5	839	0.9	677	0.8	4,883	5.5	1,919	2.2
4441	Building material and supplies dealers	1,027	1.3	726	0.9	473	0.6	4,402	5.5	S	S
445	Food and beverage stores	1,865	1.4	1,452	1.1	436	0.3	10,648	8.0	5,848	4.4
4451	Grocery stores	1,704	1.4	1,341	1.1	368	0.3	8,805	7.4	5,307	4.4
4453	Beer, wine, and liquor stores	69	0.9	59	0.8	20	0.3	1,085	14.9	289	4.0
446	Health and personal care stores	303	0.5	413	0.7	360	0.6	7,721	12.8	1,173	2.0
44611	Pharmacies and drug stores	201	0.5	323	0.7	244	0.6	5,662	13.0	893	2.1
447	Gasoline stations	1,014	2.4	610	1.4	264	0.6	3,993	9.5	1,835	4.3
448	Clothing and clothing accessories stores	337	0.4	758	0.9	217	0.3	14,070	16.9	1,554	1.9
4481	Clothing stores	243	0.4	592	1.0	188	0.3	10,078	16.5	1,225	2.0
44811	Men's clothing stores	19	0.4	S	S	S	S	S	S	S	S
44812	Women's clothing stores	69	0.4	145	0.8	67	0.4	3,490	20.1	342	2.0
44814	Family clothing stores	95	0.3	330	1.2	39	0.1	3,509	12.6	600	2.2
4482	Shoe stores	56	0.5	109	1.1	13	0.1	2,047	19.8	195	1.9
451	Sporting goods, hobby, book, and music stores	196	0.7	351	1.2	105	0.4	4,899	16.8	683	2.3
452	General merchandise stores	628	0.5	602	0.5	261	0.2	10,494	8.3	3,682	2.9
4521	Department stores (excl. leased depts.)	239	0.4	217	0.4	125	0.2	3,447	6.1	1,588	2.8
452111	Department stores (except discount department stores)	97	0.3	143	0.5	71	0.2	1,440	5.0	806	2.8
452112	Discount department stores	143	0.5	74	0.3	54	0.2	2,007	7.3	782	2.8
4529	Other general merchandise stores	388	0.5	385	0.5	136	0.2	7,046	10.0	2,094	3.0
45291	Warehouse clubs and superstores	282	0.5	184	0.3	101	0.2	4,997	8.6	1,554	2.7
45299	All other general merchandise stores	106	0.9	201	1.6	35	0.3	2,049	16.5	540	4.4
453	Miscellaneous store retailers	321	0.9	370	1.0	213	0.6	5,416	14.5	846	2.3
454	Nonstore retailers	753	1.1	326	0.5	387	0.6	2,505	3.6	599	0.9
4541	Electronic shopping and mail-order houses	323	0.7	183	0.4	191	0.4	1,794	3.8	398	0.8

Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchased repairs and maintenance to machinery and equipment		Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	5,291	1.3	4,651	1.2	1,765	0.4	25,975	6.5	12,696	3.2
721	Accommodation services	1,145	0.9	S	S	596	0.5	3,951	3.1	S	S
722	Food services and drinking places	4,147	1.5	2,729	1.0	1,169	0.4	22,024	8.0	8,554	3.1

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

ZZ Estimate is less than \$500,000

Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail Trade Survey, including Accommodation and Food Services.

Notes:

The link to associated estimates of measures of sampling variability can be found in the menu at <http://www.census.gov/svsd/www/artstbl.html>.

Data on associated 2007 employer sales will not be available from the Economic Census until February 2010.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments		Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total³	3,097	0.4	3,819	0.4	19,170	2.2	52,245	5.9	16,727	1.9
441	Motor vehicle and parts dealers	577	0.4	418	0.3	1,272	0.9	10,191	7.4	2,364	1.7
4411	Automobile dealers	339	0.4	259	0.3	645	0.7	8,129	8.4	1,650	1.7
4413	Automotive parts, accessories, and tire stores	186	0.7	117	0.4	418	1.6	1,172	4.5	372	1.4
442	Furniture and home furnishings stores	202	0.4	236	0.5	1,186	2.6	5,052	11.1	695	1.5
443	Electronics and appliance stores	53	0.2	60	0.2	612	2.1	2,637	9.2	1,162	4.0
444	Building mat. and garden equip. and supplies dealers	364	0.4	435	0.5	1,218	1.4	4,431	5.0	1,124	1.3
4441	Building material and supplies dealers	291	0.4	S	S	1,099	1.4	4,120	5.2	1,011	1.3
445	Food and beverage stores	575	0.4	939	0.7	1,427	1.1	3,953	3.0	2,359	1.8
4451	Grocery stores	505	0.4	849	0.7	1,178	1.0	3,529	3.0	2,105	1.8
4453	Beer, wine, and liquor stores	35	0.5	39	0.5	160	2.2	227	3.1	154	2.1
446	Health and personal care stores	97	0.2	178	0.3	696	1.2	2,823	4.7	956	1.6
44611	Pharmacies and drug stores	65	0.1	128	0.3	218	0.5	1,515	3.5	530	1.2
447	Gasoline stations	220	0.5	425	1.0	219	0.5	528	1.3	798	1.9
448	Clothing and clothing accessories stores	257	0.3	283	0.3	1,972	2.4	5,234	6.3	1,800	2.2
4481	Clothing stores	230	0.4	212	0.3	1,569	2.6	3,416	5.6	1,315	2.1
44811	Men's clothing stores	6	0.1	S	S	S	S	S	S	S	S
44812	Women's clothing stores	28	0.2	72	0.4	541	3.1	777	4.5	299	1.7
44814	Family clothing stores	47	0.2	108	0.4	537	1.9	1,813	6.5	648	2.3
4482	Shoe stores	13	0.1	50	0.5	245	2.4	587	5.7	237	2.3
451	Sporting goods, hobby, book, and music stores	71	0.2	91	0.3	590	2.0	1,834	6.3	601	2.1
452	General merchandise stores	395	0.3	406	0.3	4,361	3.4	6,291	5.0	2,254	1.8
4521	Department stores (excl. leased depts.)	121	0.2	133	0.2	1,309	2.3	4,564	8.1	1,652	2.9
452111	Department stores (except discount department stores)	44	0.2	50	0.2	423	1.5	3,603	12.5	1,420	4.9
452112	Discount department stores	77	0.3	83	0.3	886	3.2	961	3.5	232	0.8
4529	Other general merchandise stores	274	0.4	274	0.4	3,052	4.3	1,727	2.4	602	0.9
45291	Warehouse clubs and superstores	205	0.4	155	0.3	D	D	1,284	2.2	339	0.6
45299	All other general merchandise stores	69	0.6	119	1.0	D	D	442	3.6	263	2.1
453	Miscellaneous store retailers	146	0.4	203	0.5	801	2.1	1,980	5.3	905	2.4
454	Nonstore retailers	139	0.2	146	0.2	4,815	7.0	7,290	10.6	1,709	2.5
4541	Electronic shopping and mail-order houses	S	S	95	0.2	4,402	9.4	6,711	14.3	1,368	2.9

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments		Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	4,121	1.0	4,022	1.0	987	0.2	16,007	4.0	7,948	2.0
721	Accommodation services	S	S	S	S	248	0.2	5,721	4.5	3,194	2.5
722	Food services and drinking places	2,800	1.0	2,539	0.9	739	0.3	10,286	3.7	4,754	1.7

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

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Z Estimate is less than 0.05

ZZ Estimate is less than \$500,000

Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail Trade Survey, including Accommodation and Food Services.

Notes:

The link to associated estimates of measures of sampling variability can be found in the menu at <http://www.census.gov/svsd/www/artstbl.html>.

Data on associated 2007 employer sales will not be available from the Economic Census until February 2010.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimates for detailed expenses may not add to the associated total due to rounding.

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and
Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total³	47,943	5.4	17,651	2.0	82,740	9.4
441	Motor vehicle and parts dealers	3,815	2.8	2,639	1.9	13,692	10.0
4411	Automobile dealers	2,332	2.4	1,822	1.9	8,932	9.2
4413	Automotive parts, accessories, and tire stores	1,024	3.9	556	2.1	3,089	11.8
442	Furniture and home furnishings stores	1,642	3.6	924	2.0	5,042	11.1
443	Electronics and appliance stores	1,532	5.3	618	2.2	2,106	7.3
444	Building mat. and garden equip. and supplies dealers	5,328	6.0	2,274	2.6	10,378	11.7
4441	Building material and supplies dealers	4,769	6.0	2,069	2.6	9,194	11.6
445	Food and beverage stores	8,017	6.0	2,576	1.9	10,168	7.6
4451	Grocery stores	7,485	6.3	2,284	1.9	8,649	7.2
4453	Beer, wine, and liquor stores	301	4.1	185	2.5	S	S
446	Health and personal care stores	3,002	5.0	891	1.5	4,934	8.2
44611	Pharmacies and drug stores	2,183	5.0	645	1.5	2,978	6.9
447	Gasoline stations	3,560	8.4	1,219	2.9	S	S
448	Clothing and clothing accessories stores	5,440	6.5	2,056	2.5	9,533	11.5
4481	Clothing stores	4,334	7.1	1,675	2.7	7,084	11.6
44811	Men's clothing stores	S	S	S	S	S	S
44812	Women's clothing stores	1,359	7.8	410	2.4	1,582	9.1
44814	Family clothing stores	2,029	7.3	943	3.4	4,056	14.6
4482	Shoe stores	626	6.1	S	S	1,153	11.2
451	Sporting goods, hobby, book, and music stores	1,505	5.2	614	2.1	S	S
452	General merchandise stores	9,014	7.1	2,372	1.9	4,062	3.2
4521	Department stores (excl. leased depts.)	5,239	9.3	1,276	2.3	1,724	3.1
452111	Department stores (except discount department stores)	3,067	10.6	687	2.4	D	D
452112	Discount department stores	2,173	7.9	589	2.1	D	D
4529	Other general merchandise stores	3,774	5.3	1,096	1.5	2,338	3.3
45291	Warehouse clubs and superstores	3,095	5.3	731	1.3	1,115	1.9
45299	All other general merchandise stores	680	5.5	366	2.9	1,223	9.9
453	Miscellaneous store retailers	1,232	3.3	691	1.8	S	S
454	Nonstore retailers	3,855	5.6	777	1.1	S	S
4541	Electronic shopping and mail-order houses	2,378	5.1	412	0.9	S	S

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and
Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	24,205	6.0	11,852	2.9	S	S
721	Accommodation services	12,210	9.7	6,845	5.4	S	S
722	Food services and drinking places	11,994	4.4	5,007	1.8	40,174	14.6

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

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Z Estimate is less than 0.05

ZZ Estimate is less than \$500,000

Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail Trade Survey, including Accommodation and Food Services.

Notes:

The link to associated estimates of measures of sampling variability can be found in the menu at <http://www.census.gov/svsd/www/artstbl.html>.

Data on associated 2007 employer sales will not be available from the Economic Census until February 2010.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimates for detailed expenses may not add to the associated total due to rounding.

Estimated Annual Gross Margin of U.S. Retail Firms by Kind of Business: 1993 Through 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
	Retail gross margin, total	542,461	592,154	622,267	655,619	683,331	718,213	783,617	822,822	812,111	868,049	921,470	991,338	1,032,638	1,084,680	1,106,142
	Total (excl. motor vehicle and parts dealers)	445,094	477,845	500,365	529,297	555,184	590,195	635,604	678,253	690,007	718,744	770,057	835,274	880,724	924,184	939,843
	GAFO ¹	193,478	205,890	212,529	221,276	233,567	253,015	275,418	291,501	286,990	301,027	324,300	352,896	368,842	385,386	385,375
441	Motor vehicle and parts dealers	97,367	114,309	121,902	126,322	128,147	128,018	148,013	144,569	122,104	149,305	151,413	156,064	151,914	160,496	166,299
4411	Automobile dealers	75,074	89,677	95,869	97,669	98,054	96,970	113,228	109,390	87,555	113,405	112,872	110,683	105,038	111,867	116,781
4413	Automotive parts, access., and tire stores	16,955	19,006	19,369	21,254	21,967	22,220	24,755	23,529	23,374	25,120	26,261	28,993	30,625	32,650	32,110
442	Furniture and home furnishings stores	23,470	25,969	26,655	28,698	30,948	33,547	37,369	41,084	40,925	43,531	45,473	50,668	52,616	54,682	53,743
443	Electronics and appliance stores	14,053	16,278	17,038	16,878	17,510	19,012	20,698	22,363	20,693	22,702	24,026	26,483	27,670	28,662	31,333
444	Building mat. and garden equip. and supplies dealers	39,919	45,083	46,117	49,198	51,448	56,706	61,321	68,442	72,590	75,918	83,411	97,443	107,391	112,719	109,608
4441	Building mat. and supplies dealers	33,841	38,373	38,923	41,860	43,665	48,130	52,623	59,358	63,506	67,124	74,096	87,488	97,935	102,080	98,448
445	Food and beverage stores	93,636	96,916	101,568	104,765	106,859	111,544	119,430	120,948	132,583	134,157	138,849	145,338	149,133	155,455	162,037
4451	Grocery stores	83,571	86,032	90,361	92,916	94,921	98,499	106,342	107,170	118,250	119,642	123,456	128,604	131,966	137,388	142,962
4453	Beer, wine, and liquor stores	5,270	5,931	6,062	6,531	6,437	7,295	7,267	7,753	7,851	7,888	8,347	9,110	9,409	10,009	10,556
446	Health and personal care stores	28,440	29,509	30,392	33,507	37,443	40,553	42,728	46,555	49,556	53,691	58,197	62,007	64,675	68,028	70,246
44611	Pharmacies and drug stores	21,152	21,432	21,552	23,570	26,347	28,877	30,942	33,223	36,369	39,590	42,961	43,167	44,983	47,623	48,167
447	Gasoline stations	33,795	36,789	41,297	43,758	44,262	42,458	45,278	47,922	47,319	44,491	49,858	55,860	61,723	62,671	65,063
448	Clothing and clothing access. stores	51,282	53,805	53,074	56,210	58,260	63,331	69,019	72,669	70,556	75,865	81,434	88,546	93,498	101,233	101,037
4481	Clothing stores	34,296	35,960	34,948	37,376	39,928	43,729	47,318	50,640	49,520	52,641	57,716	62,833	67,265	72,567	73,605
44811	Men's clothing stores	4,217	4,470	3,910	4,186	4,435	4,514	4,298	4,392	3,864	4,483	4,880	5,026	5,219	5,190	5,190
44812	Women's clothing stores	11,960	11,296	10,668	11,032	10,937	11,486	12,220	13,690	13,678	14,072	15,845	17,155	17,983	19,247	18,923
44814	Family clothing stores	13,656	15,119	14,793	16,129	18,035	20,719	22,808	24,175	23,165	25,724	27,362	29,997	33,027	35,191	34,683
4482	Shoe stores	8,166	8,674	8,738	8,985	8,919	9,333	9,731	9,547	9,592	10,491	10,921	11,575	12,814	13,399	13,123
451	Sporting goods, hobby, book, and music stores	19,953	22,580	22,750	22,844	24,706	25,720	27,834	29,363	29,660	29,284	30,085	32,252	32,035	33,395	35,156
452	General merchandise stores	74,286	75,817	80,349	83,657	88,130	95,491	104,211	108,921	109,807	113,068	126,779	138,345	147,267	150,815	147,833
4521	Department stores	55,366	54,721	57,010	57,950	60,565	68,699	72,656	73,345	70,236	66,193	66,417	72,754	70,889	70,597	67,323
452111	Department stores (except discount dept. stores)	32,542	32,638	32,478	34,255	34,258	33,922	36,117	36,066	32,733	32,463	31,613	33,065	33,998	32,610	31,479
452112	Discount dept. stores	22,824	22,083	24,532	23,695	26,307	34,777	36,539	37,279	37,503	33,730	34,804	39,689	36,891	37,987	35,844
4529	Other general merchandise stores	18,920	21,096	23,339	25,707	27,565	26,792	31,555	35,576	39,571	46,875	60,362	65,591	76,378	80,218	80,510
45291	Warehouse clubs and superstores	7,959	11,345	12,442	15,129	17,296	16,365	20,377	24,021	27,351	35,115	45,910	50,876	61,784	64,536	64,700
45299	All other gen. merchandise stores	10,961	9,751	10,897	10,578	10,269	10,427	11,178	11,555	12,220	11,760	14,452	14,715	14,594	15,682	15,810
453	Miscellaneous store retailers	27,873	30,813	33,824	36,321	39,602	42,871	43,822	45,690	42,996	45,306	45,610	46,695	46,307	50,127	51,650
454	Nonstore retailers	38,387	44,286	47,301	53,461	56,016	58,962	63,894	74,296	73,322	80,731	86,335	91,637	98,409	106,397	112,137
4541	Electronic shopping and mail-order houses	18,213	21,020	23,064	26,911	29,982	32,848	36,885	44,233	43,513	48,504	52,920	58,196	64,423	72,473	76,678

¹GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated Annual Gross Margin as a Percentage of Sales of U.S. Retail Firms by Kind of Business: 1993 Through 2007

[Estimates are shown as percents and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
	Retail gross margin	27.9	28.1	28.0	27.7	27.6	27.8	27.9	27.5	26.5	27.7	28.2	28.5	28.0	28.0	27.7
	Total (excl. motor vehicle and parts dealers)	30.3	30.5	30.5	30.5	30.5	31.1	31.1	31.0	30.7	31.1	31.8	32.0	31.4	31.1	30.4
	GAFO ¹	33.8	33.3	32.6	32.4	32.7	33.3	33.7	33.7	32.5	32.9	34.2	35.0	34.7	34.5	33.4
441	Motor vehicle and parts dealers	20.5	21.1	21.0	20.1	19.6	18.6	19.3	18.1	19.3	18.2	18.0	18.1	17.1	17.9	18.3
4411	Automobile dealers	18.4	19.1	19.1	17.9	17.3	16.3	17.1	15.9	12.4	16.0	15.7	15.1	14.0	14.9	15.4
4413	Automotive parts, access., and tire stores	37.7	38.4	37.2	38.1	37.4	36.9	39.4	36.9	38.1	39.9	40.7	43.1	43.0	43.8	41.8
442	Furniture and home furnishings stores	42.2	42.9	41.9	42.3	42.5	43.2	44.2	45.0	44.7	46.0	46.6	48.1	47.1	47.0	46.6
443	Electronics and appliance stores	28.8	28.4	26.2	24.6	24.9	25.5	26.2	27.2	25.7	27.1	27.6	27.9	27.3	26.5	28.0
444	Building mat. and garden equip. and supplies dealers	28.3	28.6	28.0	27.8	26.9	28.0	28.1	29.8	30.3	30.5	31.5	32.6	32.9	32.8	32.7
4441	Building mat. and supplies dealers	28.1	28.4	27.6	27.8	26.9	27.9	28.0	30.0	30.6	30.9	31.9	33.2	33.7	33.3	33.5
445	Food and beverage stores	24.9	25.2	26.0	26.1	26.0	26.7	27.5	27.1	28.6	28.8	29.1	29.4	29.0	29.1	29.0
4451	Grocery stores	24.4	24.5	25.3	25.4	25.4	26.0	26.9	26.6	28.2	28.5	28.7	28.9	28.5	28.7	28.6
4453	Beer, wine, and liquor stores	24.3	26.7	27.4	28.0	26.6	28.6	27.3	27.0	26.4	26.2	27.2	28.1	27.8	27.3	27.2
446	Health and personal care stores	30.7	30.6	29.9	30.6	31.5	31.3	29.9	30.0	29.7	29.8	30.3	31.2	30.9	30.4	29.7
44611	Pharmacies and drug stores	26.5	26.1	25.1	25.7	26.7	26.6	25.5	25.4	25.7	25.7	26.1	25.8	25.5	25.3	24.4
447	Gasoline stations	20.8	21.5	22.8	22.5	22.1	22.1	21.3	19.2	18.8	17.7	18.2	17.4	16.6	15.2	14.9
448	Clothing and clothing access. stores	41.0	41.6	40.3	41.1	41.4	42.4	43.1	43.3	42.1	43.9	45.6	46.6	46.4	47.5	45.7
4481	Clothing stores	38.9	39.8	38.5	39.8	40.8	42.0	42.3	42.8	41.5	42.8	45.0	45.8	46.1	46.9	45.4
44811	Men's clothing stores	42.3	44.5	41.9	43.8	44.0	44.2	44.4	46.2	45.7	47.6	52.8	53.9	53.0	53.0	51.7
44812	Women's clothing stores	36.9	36.9	37.1	39.0	39.3	40.5	41.3	43.5	43.4	45.0	48.7	49.4	48.9	49.8	48.1
44814	Family clothing stores	38.7	39.7	37.0	38.2	39.8	41.3	41.2	41.0	38.5	40.0	40.7	41.7	42.7	43.2	41.2
4482	Shoe stores	42.9	43.5	42.9	42.3	41.6	41.9	42.9	41.7	41.9	45.2	47.0	48.8	50.6	50.1	49.2
451	Sporting goods, hobby, book, and music stores	38.1	39.2	37.3	35.7	37.7	37.3	38.3	38.6	38.5	38.0	38.9	40.3	39.2	39.5	40.5
452	General merchandise stores	27.9	26.6	26.7	26.5	26.6	27.2	27.4	26.9	25.7	25.3	27.0	27.8	28.0	27.3	25.6
4521	Department stores	29.5	27.5	27.7	27.3	27.5	30.8	31.5	31.5	30.8	30.0	31.0	33.7	33.0	33.1	32.1
452111	Department stores (except discount dept. stores)	37.7	36.5	36.4	37.2	36.5	36.0	37.4	37.5	36.1	37.4	36.8	38.4	39.4	39.1	38.9
452112	Discount dept. stores	22.5	20.2	21.0	19.7	20.9	27.0	27.3	27.4	27.3	25.2	27.1	30.6	28.8	29.3	27.9
4529	Other general merchandise stores	24.1	24.4	24.7	24.9	24.8	20.9	21.0	20.7	19.9	20.7	23.7	23.3	24.6	23.6	21.9
45291	Warehouse clubs and superstores	17.1	19.6	19.1	20.7	21.1	16.6	17.2	17.2	16.6	18.4	21.2	21.0	22.9	21.7	20.0
45299	All other gen. merchandise stores	34.5	34.1	36.9	35.1	34.9	35.5	35.9	35.8	35.4	33.9	38.1	37.6	35.8	36.9	36.3
453	Miscellaneous store retailers	44.5	43.7	43.8	43.2	43.2	43.0	41.5	42.3	41.2	43.5	44.3	44.4	42.8	43.9	44.0
454	Nonstore retailers	44.6	45.9	45.6	45.3	44.3	44.0	42.0	41.1	40.6	42.6	42.3	40.9	39.8	39.5	38.7
4541	Electronic shopping and mail-order houses	44.7	44.6	43.7	44.0	42.7	40.9	39.1	38.8	37.9	39.7	40.3	39.5	39.2	39.5	38.5

¹GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated End-of-Year Accounts Receivable of U.S. Retail Firms¹ by Type of Account and Kind of Business: 2004 through 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey]

NAICS Code	Kind of business	Total accounts receivable				Open-end				Closed-end			
		2004	2005	2006	2007	2004	2005	2006	2007	2004	2005	2006	2007
	Retail accounts receivable, total	66,892	67,943	64,250	66,639	38,308	38,946	37,567	40,667	28,584	28,997	26,683	25,972
	Total (excl. motor vehicle and parts dealers)	55,822	56,570	53,544	55,240	32,684	33,343	31,968	34,718	23,138	23,227	21,576	20,522
441	Motor vehicle and parts dealers	11,070	11,373	10,706	11,399	5,624	5,603	5,599	5,949	5,446	5,770	5,107	5,450
442	Furniture, home furnishings, electronics, and appliance stores	5,282	5,574	5,299	4,935	2,368	2,458	2,517	2,343	2,914	3,116	2,782	2,592
443	Electronics and appliance stores	987	1,036	1,111	1,160	621	651	709	719	366	385	402	441
444	Building mat. and garden equip. and supplies dealers	18,530	19,737	19,723	19,659	10,914	12,273	12,923	13,208	7,616	7,464	6,800	6,451
445	Food and beverage stores	742	761	926	1,158	D	483	635	826	D	278	291	332
446	Health and personal care stores	3,386	3,595	3,781	3,717	1,955	2,244	2,271	2,289	1,431	1,351	1,510	S
447	Gasoline stations	1,790	1,947	2,234	2,482	1,118	1,233	1,563	1,756	672	714	671	726
448	Clothing and clothing access. stores	3,639	3,489	3,283	4,765	2,800	2,706	2,740	4,059	839	783	543	706
451	Sporting goods, hobby, book, and music stores	1,090	1,062	1,110	1,308	615	602	620	751	S	S	S	S
452	General merchandise stores	5,958	3,966	591	S	D	3,948	571	S	D	S	S	S
4521	Department stores	5,827	3,833	D	D	D	3,832	D	D	D	1	ZZ	ZZ
453	Miscellaneous store retailers	2,063	2,048	2,421	2,567	1,247	1,246	1,331	1,531	816	802	1,090	1,036
454	Nonstore retailers	12,355	13,355	13,065	12,852	4,919	5,499	6,088	6,618	7,436	7,856	6,977	6,234

¹Estimates include data only for businesses with paid employees.

ZZ Estimate is less than \$500,000.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated U.S. Per Capita Retail Sales by Selected Kind of Business: 1992 Through 2007

[Estimates are shown in dollars and are based on data from the Annual Retail Trade Survey and the Census Bureau's Population Estimates Program¹]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
	Per capita spending, total²	7,120	7,534	8,105	8,457	8,923	9,239	9,573	10,299	10,592	10,762	10,893	11,252	11,862	12,476	12,969	13,259
	Total (excl. motor vehicle and parts dealers)	5,475	5,696	6,022	6,247	6,553	6,793	7,021	7,492	7,765	7,896	8,043	8,353	8,910	9,478	9,965	10,249
441	Motor vehicle and parts dealers	1,644	1,839	2,083	2,210	2,370	2,446	2,552	2,807	2,827	2,866	2,851	2,899	2,952	2,997	3,004	3,010
442	Furniture and home furnishings stores	206	216	233	242	256	272	287	310	324	322	329	336	360	378	390	383
443	Electronics and appliance stores	168	189	221	247	258	262	276	290	292	282	292	300	324	343	363	371
444	Building mat. and garden equip. and supplies dealers	515	548	605	627	667	715	750	802	813	841	865	913	1,020	1,105	1,153	1,113
445	Food and beverage stores	1,456	1,456	1,480	1,489	1,516	1,532	1,545	1,594	1,579	1,625	1,619	1,644	1,690	1,743	1,789	1,857
446	Health and personal care stores	352	359	370	387	413	444	480	524	551	585	626	662	679	709	751	785
447	Gasoline stations	614	631	658	690	734	746	710	780	886	882	872	943	1,094	1,261	1,383	1,450
448	Clothing and clothing access. stores	472	485	497	501	516	525	553	587	595	588	600	616	649	681	715	734
451	Sporting goods, hobby, book and music stores	193	203	221	232	242	245	255	267	270	271	268	266	273	277	283	288
452	General merchandise stores	972	1,032	1,096	1,144	1,189	1,238	1,299	1,395	1,433	1,500	1,552	1,615	1,697	1,778	1,852	1,915
453	Miscellaneous store retailers	219	243	271	294	317	342	369	387	383	366	362	355	359	366	383	390
454	Nonstore retailers	308	334	371	395	445	472	496	557	640	634	659	703	765	836	902	962
722	Food services and drinking places	798	838	867	889	916	964	1,007	1,045	1,083	1,115	1,153	1,205	1,270	1,331	1,401	1,453

¹Time Series of National Population Estimates, U.S. Census Bureau, Population estimates (in thousands) as of July 1 of:

1992: 255,030 1999: 272,691 2006: 298,363

1993: 257,783 2000: 282,172 2007: 301,290

1994: 260,327 2001: 285,040

1995: 262,803 2002: 287,727

1996: 265,229 2003: 290,211

1997: 267,784 2004: 292,892

1998: 270,248 2005: 295,561

For Additional information, see <http://www.census.gov/popest/estimates.php>

²Estimates for food services and drinking places not included in total retail.

Note: Estimates have not been adjusted for price changes. Measures of sampling variability for these estimates have not been computed. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated End-of-Year Inventories of U.S. Retail Firms by Kind of Business and Location Held: 2004 through 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	Total inventories				Inventories held inside the United States				Inventories held outside of the United States			
		2004	2005	2006	2007	2004	2005	2006	2007	2004	2005	2006	2007
	Retail inventories, total	455,758	466,026	481,693	494,090	454,866	465,058	480,599	492,976	892	968	1,094	1,114
	Total (excl. motor vehicle and parts dealers)	298,702	310,632	325,198	333,940	297,842	309,700	324,133	332,851	860	932	1,065	1,089
441	Motor vehicle and parts dealers	157,056	155,394	156,495	160,150	157,024	155,358	156,466	160,125	32	36	29	25
442	Furniture, home furnishings, electronics, and appliance stores	16,810	17,241	17,740	17,886	16,696	17,121	17,621	17,757	114	120	119	129
443	Electronics, and appliance stores	13,267	13,631	13,732	14,638	13,261	13,626	13,730	14,635	6	5	2	3
444	Building mat. and garden equip. and supplies dealers	41,126	44,682	46,369	47,348	41,118	44,673	46,355	47,322	8	9	14	S
445	Food and beverage stores	34,528	34,918	35,941	37,039	34,517	34,903	35,926	37,024	11	15	15	S
446	Health and personal care stores	26,141	27,460	29,168	30,163	26,123	27,445	29,144	30,123	18	15	24	40
447	Gasoline Stations	7,166	7,654	7,863	8,554	7,166	7,654	7,863	8,554	0	0	0	0
448	Clothing and clothing access. stores	38,450	40,245	44,351	44,683	38,067	39,868	43,942	44,270	383	377	409	413
451	Sporting goods, hobby, book, and music stores	20,530	20,592	21,317	22,501	20,517	20,579	21,307	22,493	13	13	10	8
452	General merchandise stores	67,136	69,608	71,727	72,067	66,960	69,354	71,377	71,735	176	254	350	S
453	Miscellaneous store retailers	16,713	16,415	17,290	17,858	16,658	16,367	17,249	17,808	55	48	41	50
454	Nonstore retailers	16,835	18,186	19,700	21,203	16,759	18,110	19,619	21,130	76	76	81	73

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated Annual Sales of U.S. Accommodation and Food Services Firms by Kind of Business: 1992 Through 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
72	Accommodation and food services, total	275,265	292,267	308,661	322,818	338,821	361,278	382,449	407,870	443,642	451,300	463,678	484,174	516,580	545,248	575,348	601,504
721	Accommodation	71,850	76,216	83,032	89,193	95,925	103,238	110,222	122,857	138,181	133,448	131,864	134,481	144,604	151,934	157,473	163,706
7211	Traveler accommodation	68,645	72,912	79,494	85,526	92,111	99,197	105,959	118,495	133,582	128,591	127,050	129,610	139,731	146,879	152,024	157,996
7212	RV parks and recreational camps	2,335	2,405	2,601	2,749	2,853	3,026	3,247	3,332	3,608	3,838	3,799	3,884	3,863	3,993	4,306	4,494
7213	Rooming and boarding houses	870	899	937	918	961	1,015	1,016	1,030	991	1,019	1,015	987	1,010	1,062	1,143	1,216
722	Food services and drinking places	203,415	216,051	225,629	233,625	242,896	258,040	272,227	285,013	305,461	317,852	331,814	349,693	371,976	393,314	417,875	437,798
7221	Full service restaurants	86,493	91,476	97,117	99,430	104,514	114,591	120,035	125,706	134,204	140,682	148,211	155,085	163,834	171,666	182,144	190,417
7222	Limited service eating places	87,433	94,736	98,446	103,143	106,192	109,298	115,794	119,991	127,879	132,924	138,302	147,087	158,699	169,021	178,582	186,326
7224	Drinking places	12,352	12,209	11,826	12,515	13,015	13,445	14,035	14,610	15,415	15,769	16,417	17,580	18,168	18,953	20,762	21,835

Note: Accommodations and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated Measures of Sampling Variability for Annual Sales, End-of-Year Inventories, Purchases, Operating Expenses, and Gross Margin of U.S. Retail, Accommodation, and Food Services Firms by Kind of Business: 2007

[Estimates are shown as percents and are based on data from the 2007 Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	Coefficients of variation for					Standard errors for	
		Sales	End of year inventories	Purchases	Operating Expenses ¹	Gross margin	Gross margin as percentage of sales	
	Retail and food services, total	0.5	NP	NP	NP	NP	NP	NP
	Total (excl. motor vehicle and parts dealers)	0.4	NP	NP	NP	NP	NP	NP
	Retail, total	0.6	0.5	0.7	0.3	0.5	0.1	0.1
	Retail, total (excl. motor vehicle and parts dealers)	0.6	0.6	0.7	0.2	0.4	0.1	0.1
	GAFO²	0.3	NP	0.3	0.2	0.4	0.1	0.1
441	Motor vehicle and parts dealers	1.1	1.1	1.1	0.6	1.7	0.2	0.2
4411, 4412	Automobile and other motor vehicle dealers	1.2	NP	NP	NP	NP	NP	NP
4411	Automobile dealers	1.3	NP	1.2	0.7	2.2	0.2	0.2
44111	New car dealers	1.2	NP	NP	NP	NP	NP	NP
44112	Used car dealers	4.1	NP	NP	NP	NP	NP	NP
4413	Auto parts, access., and tire stores	3.2	NP	3.4	1.9	3.6	0.7	0.7
442, 443	Furniture, home furnishings, electronics and appliance stores	0.8	NP	NP	NP	NP	NP	NP
442	Furniture and home furnishings stores	0.9	2.1	1.1	0.5	1.2	0.3	0.3
4421	Furniture stores	1.5	NP	NP	NP	NP	NP	NP
4422	Home furnishings stores	2.2	NP	NP	NP	NP	NP	NP
44221	Floor covering stores.....	4.4	NP	NP	NP	NP	NP	NP
442299	All other home furnishings stores.....	2.3	NP	NP	NP	NP	NP	NP
443	Electronics and appliance stores	1.3	1.3	1.3	0.9	1.6	0.2	0.2
44311	Appl., TV, and other elect. stores	1.6	NP	NP	NP	NP	NP	NP
443111	Household appliance stores	2.0	NP	NP	NP	NP	NP	NP
443112	Radio, TV, and other elect. stores	2.0	NP	NP	NP	NP	NP	NP
44312	Computer and software stores	2.6	NP	NP	NP	NP	NP	NP
444	Building mat. and garden equip. and supplies dealers	1.0	1.8	1.2	1.0	1.4	0.3	0.3
4441	Building mat. and supplies dealers	0.6	NP	0.9	0.9	1.0	0.3	0.3
44412	Paint and wallpaper stores	3.0	NP	NP	NP	NP	NP	NP
44413	Hardware stores	3.3	NP	NP	NP	NP	NP	NP
445	Food and beverage stores	0.9	1.0	0.8	0.3	1.1	0.1	0.1
4451	Grocery stores	1.0	NP	0.9	0.4	1.2	0.1	0.1
44511	Supermarkets and other grocery (except convenience) stores.....	0.9	NP	NP	NP	NP	NP	NP
4453	Beer, wine, and liquor stores	2.0	NP	2.0	1.3	2.3	0.2	0.2
446	Health and personal care stores	1.4	1.7	1.2	0.9	2.0	0.3	0.3
44611	Pharmacies and drug stores	1.3	NP	1.2	0.9	1.9	0.2	0.2
447	Gasoline stations	3.6	4.1	3.6	0.7	4.0	0.1	0.1
448	Clothing and clothing access. stores	1.0	1.9	1.2	0.4	1.1	0.3	0.3
4481	Clothing stores	1.3	NP	1.4	0.3	1.2	0.2	0.2
44811	Mens' clothing stores	2.7	NP	3.2	1.4	2.9	0.6	0.6
44812	Women's clothing stores	1.2	NP	1.3	0.5	1.3	0.2	0.2
44814	Family clothing stores	2.1	NP	2.2	0.6	2.0	0.1	0.1
44819	Other clothing stores	6.9	NP	NP	NP	NP	NP	NP
4482	Shoe stores	3.1	NP	3.2	0.8	3.2	0.4	0.4
44831	Jewelry stores	4.3	NP	NP	NP	NP	NP	NP
451	Sporting goods, hobby, book, and music stores	1.8	2.2	1.7	0.6	2.2	0.3	0.3
45111	Sporting goods stores	3.4	NP	NP	NP	NP	NP	NP
45112	Hobby, toy, and game stores	2.6	NP	NP	NP	NP	NP	NP
451211	Book stores	2.3	NP	NP	NP	NP	NP	NP
452	General merchandise stores	0.2	0.3	0.2	0.1	0.3	Z	Z
4521	Department stores (excl. L.D.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount dept. stores)	0.0	NP	0.0	0.0	0.0	0.0	0.0
452112	Discount dept. stores	0.0	NP	0.0	0.0	0.0	0.0	0.0
4521	Department stores (incl. L.D.) ³	0.0	NP	NP	NP	NP	NP	NP
452111	Department stores (except discount dept. stores)	0.0	NP	NP	NP	NP	NP	NP
452112	Discount dept. stores	0.0	NP	NP	NP	NP	NP	NP
4529	Other general merchandise stores	0.3	NP	0.3	0.2	0.5	Z	Z
45291	Warehouse clubs and superstores	0.0	NP	0.0	0.0	0.0	0.0	0.0
45299	All other general merchandise stores	2.6	NP	2.8	0.9	2.7	0.2	0.2
453	Miscellaneous store retailers	1.6	1.9	1.5	1.2	2.6	0.6	0.6
4532	Office supplies, stationery, and gift stores.....	2.1	NP	NP	NP	NP	NP	NP
45321	Office supplies and stationery stores.....	2.1	NP	NP	NP	NP	NP	NP
45322	Gift, novelty, and souvenir stores.....	3.8	NP	NP	NP	NP	NP	NP
4533	Used merchandise stores.....	6.4	NP	NP	NP	NP	NP	NP
454	Nonstore retailers	1.5	2.3	1.5	1.1	2.1	0.4	0.4
4541	Electronic shopping and mail-order houses	1.2	NP	1.3	1.1	1.5	0.3	0.3
45431	Fuel dealers	2.7	NP	NP	NP	NP	NP	NP
72	Accommodation and food services, total	1.2	NP	NP	0.4	NP	NP	NP
721	Accommodation	1.4	NP	NP	0.3	NP	NP	NP
7211	Traveler accommodation	1.4	NP	NP	NP	NP	NP	NP
7212	RV parks and recreational camps	4.7	NP	NP	NP	NP	NP	NP
7213	Rooming and boarding houses	5.0	NP	NP	NP	NP	NP	NP
722	Food services and drinking places	1.5	NP	NP	0.5	NP	NP	NP
7221	Full-service restaurants	2.3	NP	NP	NP	NP	NP	NP
7222	Limited-service eating places	2.6	NP	NP	NP	NP	NP	NP
7224	Drinking places	4.6	NP	NP	NP	NP	NP	NP

Z Estimate is less than 0.05.

NP Not Published.

¹Estimates include data only for businesses with paid employees.

²GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

³Includes data for leased departments operated within department stores. Data for this line not included in any aggregate kind-of-business totals.

Note: Information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at <www.census.gov/mrts/www/nrely.html>.

Estimated Measures of Sampling Variability for End-of-Year Accounts Receivable of U.S. Retail Firms¹ by Kind of Business: 2007

[Estimates are shown as percents and are based on data from the 2007 Annual Retail Trade Survey]

NAICS Code	Kind of business	Coefficients of variation for		
		Total accounts receivable	Open-end	Closed-end
	Retail accounts receivable, total	1.7	3.2	2.7
	Total (excl. Motor vehicle and parts dealers)	1.7	2.9	3.0
441	Motor vehicle and parts dealers	4.7	8.5	8.6
442	Furniture and home furnishing stores	4.9	6.9	7.7
443	Electronics and appliance stores	5.2	10.2	11.3
444	Building mat. and garden equip. and supplies dealers	4.6	6.5	5.5
445	Food and beverage stores	6.9	9.3	8.4
446	Health and personal care stores	9.2	13.6	S
447	Gasoline stations	7.2	9.1	17.7
448	Clothing access. stores	4.3	2.7	29.7
451	Sporting goods, hobby, book, and music stores	4.9	7.9	S
452	General merchandise stores	S	S	S
4521	Department stores	D	D	0.0
453	Miscellaneous store retailers	10.3	9.7	22.6
454	Nonstore retailers	1.6	3.0	2.9

¹Estimates include data only for businesses with paid employees.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates exclude food services. Information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/mrts/www/nrely.html.

Estimated Measures of Sampling Variability for End-of-Year Inventories of U.S. Retail Firms by Kind of Business and Location Held: 2007

[Estimates are shown as percents and are based on data from the 2007 Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	Coefficients of variation for		
		Total inventories	Inventories held inside the United States	Inventories held outside of the United States
	Retail inventories, total	0.5	0.5	4.1
	Total (excl. motor vehicle and parts dealers)	0.6	0.6	3.8
441	Motor vehicle and parts dealers	1.1	1.1	24.3
442	Furniture, home furnishings, electronics, and appliance stores	2.1	2.1	5.3
443	Electronics, and appliance stores	1.3	1.3	2.1
444	Building mat. and garden equip. and supplies dealers	1.8	1.8	S
445	Food and beverage stores	1.0	1.0	S
446	Health and personal care stores	1.7	1.7	8.0
447	Gasoline Stations	4.1	4.1	0.0
448	Clothing and clothing access. stores	1.9	1.9	5.9
451	Sporting goods, hobby, book, and music stores	2.2	2.2	2.7
452	General merchandise stores	0.3	0.3	S
453	Miscellaneous store retailers	1.9	1.9	18.2
454	Nonstore retailers	2.3	2.3	9.5

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates exclude food services. Information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at <www.census.gov/mrts/www/nrely.html>.

**Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and
Accommodations and Food Service Firms¹ by Kind of Business: 2007**

[Coefficients of variation (cv) and standard errors (se) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Retail Trade Survey. Associated estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
			cv	cv	se	cv	se	cv	se	cv	se	cv
44-45	Retail Trade, total³	0.3	0.3	0.1	0.3	Z	4.1	Z	1.8	Z	1.1	Z
441	Motor vehicle and parts dealers	0.6	0.7	0.2	0.8	Z	12.5	0.1	4.9	Z	4.2	Z
4411	Automobile dealers	0.7	0.7	0.2	0.8	0.1	16.1	0.1	6.4	Z	6.3	Z
4413	Automotive parts, accessories, and tire stores	1.9	2.3	0.5	2.5	0.1	19.5	0.1	9.3	0.1	14.3	Z
442	Furniture and home furnishings stores	0.5	0.9	0.3	1.2	0.1	12.8	0.1	4.1	Z	5.5	Z
443	Electronics and appliance stores	0.9	1.2	0.3	1.2	0.1	6.4	Z	20.1	0.1	5.8	Z
444	Building mat. and garden equip. and supplies dealers	1.0	1.2	0.3	1.1	0.1	9.5	Z	8.2	Z	5.7	Z
4441	Building material and supplies dealers	0.9	1.3	0.3	1.2	0.1	10.7	Z	5.3	Z	6.7	Z
445	Food and beverage stores	0.3	0.4	0.1	0.6	0.1	8.0	Z	4.1	Z	1.4	Z
4451	Grocery stores	0.4	0.4	0.1	0.6	0.1	9.2	Z	4.4	Z	1.2	Z
4453	Beer, wine, and liquor stores	1.3	1.5	0.4	1.8	0.1	S	S	9.5	0.1	3.6	Z
446	Health and personal care stores	0.9	1.0	0.3	1.4	0.1	14.3	0.1	14.5	Z	7.1	0.1
44611	Pharmacies and drug stores	0.9	0.9	0.3	1.7	0.1	15.1	0.1	15.8	Z	2.2	Z
447	Gasoline stations	0.7	0.7	0.2	0.7	Z	S	S	4.7	Z	5.3	Z
448	Clothing and clothing accessories stores	0.4	0.5	0.1	0.7	Z	2.5	Z	2.3	Z	2.2	Z
4481	Clothing stores	0.3	0.5	0.1	0.5	Z	1.8	Z	2.6	Z	2.5	Z
44811	Men's clothing stores	1.4	2.1	0.6	S	S	S	S	9.9	Z	17.3	0.2
44812	Women's clothing stores	0.5	0.6	0.2	0.8	Z	1.1	Z	1.4	Z	1.1	Z
44814	Family clothing stores	0.6	0.7	0.1	0.8	Z	3.4	Z	3.0	Z	2.6	Z
4482	Shoe stores	0.8	0.8	0.4	1.6	0.1	14.7	Z	7.3	Z	2.6	Z
451	Sporting goods, hobby, book, and music stores	0.6	0.9	0.3	0.9	Z	14.7	0.1	5.9	Z	3.4	Z
452	General merchandise stores	0.1	0.1	Z	0.1	Z	0.6	Z	0.8	Z	0.3	Z
4521	Department stores (excl. leased depts.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount department stores)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D	0.0	0.0
452112	Discount department stores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D	0.0	0.0
4529	Other general merchandise stores	0.2	0.1	0.1	0.2	Z	1.0	Z	1.1	Z	0.6	Z
45291	Warehouse clubs and superstores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D
45299	All other general merchandise stores	0.9	0.9	0.2	S	S	1.7	Z	S	S	D	D
453	Miscellaneous store retailers	1.2	1.4	0.3	1.7	0.1	6.0	Z	7.5	Z	4.2	Z
454	Nonstore retailers	1.1	1.2	0.3	1.4	0.1	7.4	0.1	5.1	Z	3.7	Z
4541	Electronic shopping and mail-order houses	1.1	1.0	0.2	0.9	Z	4.7	0.1	3.1	Z	1.9	Z

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007

[Coefficients of variation (cv) and standard errors (se) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Retail Trade Survey. Associated estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
			cv	se	cv	se	cv	se	cv	se	cv	se
72	Accommodation and food services, total	0.4	0.4	0.2	0.7	Z	5.5	Z	7.3	Z	4.1	Z
721	Accommodation services	0.3	0.4	0.1	S	S	3.5	Z	10.1	Z	S	S
722	Food services and drinking places	0.5	0.5	0.2	1.0	0.1	9.3	Z	7.5	Z	4.2	Z

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

Notes:

Associated estimates can be found in the Detailed Operating Expenses table linked at <http://www.census.gov/retail/>

Data on associated 2007 employer sales will not be available from the Economic Census until February 2010."

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

**Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and
Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Coefficients of variation (cv) and standard errors (se) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Retail Trade Survey. Associated estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services		Purchased repairs and maintenance to machinery and equipment	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
44-45	Retail Trade, total³	1.6	Z	2.1	Z	0.7	Z	5.5	Z	0.7	Z	1.2	Z
441	Motor vehicle and parts dealers	2.5	0.1	2.9	Z	1.3	Z	6.1	0.1	1.4	Z	2.6	Z
4411	Automobile dealers	3.1	0.1	3.1	Z	1.4	Z	6.9	0.1	1.8	Z	3.0	Z
4413	Automotive parts, accessories, and tire stores	5.8	0.2	11.2	Z	4.7	Z	25.7	0.1	3.4	Z	4.6	Z
442	Furniture and home furnishings stores	2.5	Z	3.8	Z	5.2	Z	6.5	0.1	1.5	Z	3.1	Z
443	Electronics and appliance stores	5.4	0.1	19.3	0.1	S	S	S	S	2.2	Z	3.2	Z
444	Building mat. and garden equip. and supplies dealers	5.0	0.1	5.9	Z	1.6	Z	S	S	2.0	Z	3.4	Z
4441	Building material and supplies dealers	5.3	0.1	6.4	Z	1.7	Z	S	S	2.4	Z	2.7	Z
445	Food and beverage stores	1.1	Z	2.4	Z	3.1	Z	2.0	Z	1.6	Z	1.1	Z
4451	Grocery stores	1.3	Z	2.7	Z	3.7	Z	2.3	Z	1.9	Z	1.1	Z
4453	Beer, wine, and liquor stores	4.9	0.1	11.4	Z	5.2	Z	2.6	0.1	4.1	Z	4.9	Z
446	Health and personal care stores	13.2	0.2	8.4	Z	8.5	Z	14.2	Z	2.4	Z	3.8	Z
44611	Pharmacies and drug stores	19.8	0.2	14.1	Z	9.5	Z	S	S	1.9	Z	3.3	Z
447	Gasoline stations	2.0	Z	4.3	Z	5.9	Z	4.2	Z	1.6	Z	1.2	Z
448	Clothing and clothing accessories stores	1.9	Z	4.9	Z	2.2	Z	19.9	Z	1.4	Z	1.5	Z
4481	Clothing stores	1.9	Z	6.1	Z	2.7	Z	24.2	Z	1.6	Z	0.9	Z
44811	Men's clothing stores	S	S	S	S	6.9	Z	S	S	S	S	2.6	Z
44812	Women's clothing stores	1.8	Z	2.1	Z	1.4	Z	S	S	2.3	Z	2.1	Z
44814	Family clothing stores	1.7	Z	11.9	Z	4.4	Z	S	S	2.5	Z	2.7	Z
4482	Shoe stores	3.8	Z	6.0	Z	6.4	Z	28.5	Z	2.5	Z	3.3	Z
451	Sporting goods, hobby, book, and music stores	2.3	Z	S	S	5.1	Z	17.6	0.1	2.6	Z	1.4	Z
452	General merchandise stores	0.2	Z	0.2	Z	0.1	Z	S	S	0.3	Z	0.4	Z
4521	Department stores (excl. leased depts.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount department stores)	0.0	0.0	0.0	0.0	D	D	0.0	0.0	0.0	0.0	0.0	0.0
452112	Discount department stores	0.0	0.0	0.0	0.0	D	D	0.0	0.0	0.0	0.0	0.0	0.0
4529	Other general merchandise stores	0.3	Z	0.5	Z	0.6	Z	S	S	0.7	Z	0.6	Z
45291	Warehouse clubs and superstores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
45299	All other general merchandise stores	2.9	Z	S	S	1.6	Z	S	S	2.1	Z	2.1	Z
453	Miscellaneous store retailers	4.0	0.1	6.3	Z	7.5	Z	12.4	0.2	2.9	Z	2.9	Z
454	Nonstore retailers	3.8	0.1	S	S	S	S	14.6	0.5	1.4	Z	2.1	Z
4541	Electronic shopping and mail-order houses	2.1	Z	S	S	S	S	4.8	0.1	1.2	Z	1.2	Z

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

[Coefficients of variation (cv) and standard errors (se) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Retail Trade Survey. Associated estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services		Purchased repairs and maintenance to machinery and equipment	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
72	Accommodation and food services, total	1.8	0.1	3.9	Z	5.5	Z	2.9	Z	1.6	Z	2.5	Z
721	Accommodation services	2.0	0.1	S	S	S	S	1.6	Z	1.8	Z	2.2	Z
722	Food services and drinking places	2.4	0.1	4.7	Z	11.1	Z	7.6	Z	1.9	Z	3.0	Z

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

Notes:

Associated estimates can be found in the Detailed Operating Expenses table linked at <http://www.census.gov/retail/>

Data on associated 2007 employer sales will not be available from the Economic Census until February 2010."

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

**Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and
Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Coefficients of variation (cv) and standard errors (se) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Retail Trade Survey. Associated estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
44-45	Retail Trade, total³	0.7	Z	1.8	Z	0.2	Z	0.2	Z	1.5	Z	0.7	Z
441	Motor vehicle and parts dealers	2.1	Z	3.9	Z	1.4	0.1	0.8	Z	4.6	Z	2.7	Z
4411	Automobile dealers	3.0	Z	4.8	Z	1.6	0.1	0.9	Z	1.9	Z	3.5	Z
4413	Automotive parts, accessories, and tire stores	6.9	0.1	8.4	Z	3.0	0.2	2.2	Z	12.7	0.1	5.4	Z
442	Furniture and home furnishings stores	1.3	Z	5.7	Z	1.3	0.2	1.2	Z	2.8	Z	2.6	Z
443	Electronics and appliance stores	1.7	Z	2.0	Z	1.8	0.2	1.2	Z	3.7	Z	2.8	Z
444	Building mat. and garden equip. and supplies dealers	1.8	Z	5.9	Z	1.4	0.1	0.9	Z	4.5	Z	1.5	Z
4441	Building material and supplies dealers	1.9	Z	4.8	Z	1.4	0.1	S	S	3.6	Z	S	S
445	Food and beverage stores	1.4	Z	2.1	Z	0.6	Z	0.5	Z	2.4	Z	1.7	Z
4451	Grocery stores	1.5	Z	1.7	Z	0.7	Z	0.5	Z	2.6	Z	1.9	Z
4453	Beer, wine, and liquor stores	5.0	Z	15.3	Z	2.3	0.3	3.3	0.1	4.6	Z	8.1	Z
446	Health and personal care stores	2.3	Z	4.1	Z	1.1	0.1	1.0	Z	14.7	Z	4.5	Z
44611	Pharmacies and drug stores	2.0	Z	2.2	Z	0.9	0.1	1.1	Z	22.0	Z	5.1	Z
447	Gasoline stations	3.0	Z	4.3	Z	1.6	0.1	0.9	Z	6.7	Z	1.7	Z
448	Clothing and clothing accessories stores	1.4	Z	6.8	Z	0.5	0.1	0.6	Z	2.5	Z	2.2	Z
4481	Clothing stores	1.2	Z	6.9	Z	0.7	0.1	0.8	Z	3.0	Z	1.3	Z
44811	Men's clothing stores	S	S	S	S	S	S	S	S	10.0	Z	S	S
44812	Women's clothing stores	1.8	Z	8.5	Z	0.8	0.1	0.7	Z	2.2	Z	1.4	Z
44814	Family clothing stores	2.2	Z	4.2	Z	1.5	0.1	1.4	Z	3.5	Z	2.0	Z
4482	Shoe stores	5.1	0.1	10.1	Z	3.0	0.5	2.2	Z	9.3	Z	7.0	Z
451	Sporting goods, hobby, book, and music stores	1.3	Z	5.6	Z	1.4	0.2	1.4	Z	3.5	Z	5.0	Z
452	General merchandise stores	0.6	Z	2.6	Z	0.4	Z	0.2	Z	0.3	Z	0.8	Z
4521	Department stores (excl. leased depts.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount department stores)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452112	Discount department stores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4529	Other general merchandise stores	0.9	Z	4.9	Z	0.6	Z	0.4	Z	0.4	Z	1.1	Z
45291	Warehouse clubs and superstores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
45299	All other general merchandise stores	1.7	Z	19.2	0.1	2.0	0.2	1.4	0.1	1.6	Z	2.6	Z
453	Miscellaneous store retailers	2.4	Z	5.6	Z	2.0	0.2	2.0	Z	3.6	Z	6.5	Z
454	Nonstore retailers	2.5	Z	4.2	Z	1.4	Z	1.6	Z	8.0	Z	11.5	Z
4541	Electronic shopping and mail-order houses	3.1	Z	2.9	Z	1.9	0.1	1.7	Z	S	S	18.4	Z

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

[Coefficients of variation (cv) and standard errors (se) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Retail Trade Survey. Associated estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
72	Accommodation and food services, total	1.6	Z	3.9	Z	1.4	0.1	1.0	Z	1.3	Z	1.3	Z
721	Accommodation services	S	S	2.2	Z	2.6	0.1	S	S	S	S	S	S
722	Food services and drinking places	2.5	Z	6.0	Z	1.7	0.1	1.3	Z	1.8	Z	2.0	Z

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

Notes:

Associated estimates can be found in the Detailed Operating Expenses table linked at <http://www.census.gov/retail/>

Data on associated 2007 employer sales will not be available from the Economic Census until February 2010."

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

**Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and
Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Coefficients of variation (cv) and standard errors (se) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Retail Trade Survey. Associated estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services		Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
44-45	Retail Trade, total³	1.0	Z	0.5	Z	0.8	Z	0.4	Z	0.7	Z	0.5	Z
441	Motor vehicle and parts dealers	2.7	Z	1.6	0.1	2.5	Z	1.6	Z	2.3	Z	2.0	0.2
4411	Automobile dealers	3.8	Z	1.7	0.1	1.9	Z	1.9	Z	2.9	0.1	2.6	0.2
4413	Automotive parts, accessories, and tire stores	7.2	0.1	3.2	0.1	10.0	0.1	4.3	0.1	4.4	0.1	4.2	0.4
442	Furniture and home furnishings stores	3.6	0.1	1.3	0.1	5.9	0.1	1.5	0.1	2.5	Z	1.9	0.2
443	Electronics and appliance stores	1.8	Z	1.0	0.1	1.4	0.1	2.3	0.1	1.9	Z	1.9	0.1
444	Building mat. and garden equip. and supplies dealers	6.4	0.1	2.2	0.1	3.5	Z	1.9	0.1	1.7	Z	1.8	0.2
4441	Building material and supplies dealers	6.6	0.1	1.9	0.1	3.7	Z	1.5	0.1	1.4	Z	1.3	0.1
445	Food and beverage stores	2.0	Z	1.2	Z	1.2	Z	0.7	Z	1.1	Z	1.2	0.1
4451	Grocery stores	2.4	Z	1.1	Z	1.2	Z	0.8	Z	1.2	Z	1.3	0.1
4453	Beer, wine, and liquor stores	3.5	0.1	11.4	0.3	3.0	0.1	3.6	0.2	7.0	0.2	S	S
446	Health and personal care stores	4.9	0.1	1.9	0.1	4.1	0.1	2.4	0.1	4.9	0.1	3.0	0.2
44611	Pharmacies and drug stores	11.7	0.1	1.7	0.1	6.0	0.1	2.5	0.1	6.4	0.1	2.6	0.2
447	Gasoline stations	6.9	Z	1.7	Z	1.6	Z	0.9	0.1	1.3	Z	S	S
448	Clothing and clothing accessories stores	1.1	Z	1.1	0.1	1.4	Z	0.8	Z	1.4	Z	1.0	0.1
4481	Clothing stores	1.5	Z	0.9	0.1	1.6	Z	0.8	Z	1.3	Z	0.9	0.1
44811	Men's clothing stores	S	S	S	S	S	S	S	S	S	S	S	S
44812	Women's clothing stores	0.8	Z	1.7	0.1	1.8	Z	0.8	Z	2.1	Z	1.6	0.1
44814	Family clothing stores	2.0	Z	2.0	0.1	1.8	Z	1.2	0.1	1.3	Z	1.1	0.2
4482	Shoe stores	2.9	0.1	4.8	0.3	2.2	Z	3.1	0.2	S	S	3.1	0.3
451	Sporting goods, hobby, book, and music stores	3.0	0.1	1.7	0.1	4.0	0.1	1.1	0.1	2.8	0.1	S	S
452	General merchandise stores	0.1	Z	0.2	Z	0.1	Z	0.2	Z	0.4	Z	0.5	Z
4521	Department stores (excl. leased depts.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount department stores)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D
452112	Discount department stores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D
4529	Other general merchandise stores	0.2	Z	0.6	Z	0.5	Z	0.4	Z	1.0	Z	0.8	Z
45291	Warehouse clubs and superstores	D	D	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
45299	All other general merchandise stores	D	D	2.4	0.1	1.2	Z	2.1	0.1	2.9	0.1	1.5	0.1
453	Miscellaneous store retailers	3.5	0.1	2.2	0.1	4.5	0.1	2.1	0.1	2.3	Z	S	S
454	Nonstore retailers	2.2	0.1	2.0	0.2	2.4	Z	1.9	0.1	2.1	Z	S	S
4541	Electronic shopping and mail-order houses	2.2	0.1	2.2	0.2	2.4	0.1	1.3	Z	1.7	Z	S	S

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

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		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
72	Accommodation and food services, total	5.0	Z	1.3	Z	2.8	0.1	1.1	Z	1.6	Z	S	S
721	Accommodation services	2.0	Z	1.7	0.1	1.6	Z	0.9	0.1	2.4	0.1	S	S
722	Food services and drinking places	6.6	Z	1.6	0.1	4.3	0.1	2.0	0.1	3.1	0.1	2.2	0.3

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

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Annual Retail Trade Survey Methodology

Overview

The Census Bureau introduced a new sample with the 2005 Annual Retail Trade Survey (ARTS). This new sample is designed to produce estimates based on the 2002 North American Industry Classification System (NAICS).

Sampling Frame

The sampling frame used for the ARTS has two types of sampling units: Employer Identification Numbers (EINs) and large, multiple-establishment firms. Both sampling units represent clusters of one or more establishments owned or controlled by the same firm. The information used to create these sampling units was extracted from data collected as part of the 2002 Economic Census and from establishment records contained on the Census Bureau's Business Register as updated to December 2004. The next few paragraphs give details about the Business Register; the distinction between firms, EINs, and establishments; and the construction of the sampling units. Though important, they are not essential to understanding the basic sample design and readers may continue to the Stratification, Sampling Rates, and Allocation section.

The Business Register is a multi-relational database that contains a record for each known establishment that is located in the United States or one of its territories and has paid employees. An establishment is a single physical location where business transactions take place and for which payroll and employment records are kept. Groups of one or more establishments under common ownership or control are firms. A single-unit firm owns or operates only one establishment. A multiunit firm owns or operates two or more establishments. The treatment of establishments on the Business Register differs according to whether the establishment is part of a single-unit or multiunit firm. In particular, the structure of an establishment's primary identifier on the Business Register differs depending on whether it is owned by a single-unit firm or by a multiunit firm.

A single-unit firm's primary identifier is its EIN. The Internal Revenue Service (IRS) issues the EIN, and the firm uses it as an identifier to report social security payments for its employees under the Federal Insurance Contributions Act (FICA). The same act requires all employer firms to use EINs. Each employer firm is associated with at least one EIN and only one firm can use a given EIN. Because a single-unit firm has only one establishment, there is a one-to-one relationship between the firm and the EIN. Thus the firm, the EIN, and the establishment all reference the same physical location and all three terms can be used interchangeably and unambiguously when referring to a single-unit firm.

For multiunit firms however, a different structure connects the firm with its establishments via the EIN. Essentially a multiunit firm is associated with a cluster of one or more EINs and EINs are associated with one or more establishments. A multiunit firm consists of at least two establishments. Each firm is associated with at least one EIN and only one firm can use a given EIN. However, one multiunit firm may have several EINs. Similarly, there is a one-to-many relationship between EINs and establishments. Each EIN can be associated with many establishments but each establishment is associated with only one EIN. Because of the possibility of one-to-many relationships, we must distinguish between the firm, its EINs, and its establishments. The multiunit firm that owns or controls a particular establishment is identified on the Business Register by way of the establishment's primary identifier.

The primary identifier of an establishment owned by a multiunit firm consists of a unique combination of an alpha number and a plant number. The alpha number identifies the multiunit firm, and the plant number identifies a particular establishment within that firm. All establishments owned or controlled by the same multiunit firm have the same alpha number. Different multiunit firms have different alpha numbers, and different establishments within the same multiunit firm have different plant numbers. The Census Bureau assigns both the alpha number to the multiunit firm and plant numbers to the corresponding establishments based on the results of the quinquennial economic census and the annual Company Organization Survey. To create the sampling frame, we extract the records for all employer establishments located in the United States and classified in the Retail Trade sector as defined by the 2002 NAICS. For these establishments we extract sales, payroll, employment, name and address information, as well as primary identifiers and, for establishments owned by multiunit firms, associated EINs. To create the sampling units for multiunit firms, we aggregate the economic data of the establishments owned by these firms to an EIN level by tabulating the establishment data for all retail establishments associated with the same EIN. Similarly, we aggregate the data to a multiunit firm level by tabulating the establishment data for all retail establishments associated with the same alpha number. No aggregation is necessary to put single-unit establishment information on an EIN basis or a firm basis. Thus, the sampling units created for single-unit firms simultaneously represent establishment, EIN, and firm information. In summary, the sampling frame is a complex amalgam of establishments, EINs, and firms.

Stratification, Sampling Rates, and Allocation

The primary stratification of the sampling frame is by industry group based on the detail required for publication. We further stratify the sampling units within industry group by a measure of size (substratify) related to their annual sales. Sampling units expected to have a large effect on the precision of the estimates are selected "with certainty." This means they are sure to be selected and will represent only themselves (i.e., have a selection probability of 1 and a sampling weight of 1). Within each industry stratum, we determine a substratum boundary (or cutoff) that divides the certainty units from the noncertainty units. We base these cutoffs on a statistical analysis of data from the 2002 Economic Census. Accordingly, these values are on a 2002 sales basis. We also used this analysis to determine the number of size substrata for each industry stratum and to set preliminary sampling rates needed to achieve specified sampling variability constraints on sales estimates for different industry groups. The size substrata and sampling rates are later updated through analysis of the sampling frame.

Sample Selection

The first step in the sample selection identified firms selected with certainty. If a firm's annual sales or end-of-year inventories were greater than the corresponding certainty cutoff, that firm was selected into the ARTS sample with certainty.

All firms not selected with certainty were subjected to sampling on an EIN basis. If a firm had more than one EIN, we treated each of its EINs as a separate sampling unit. To be eligible for the initial sampling, an EIN had to have nonzero payroll in 2003. The EINs were stratified according to their major industry and their estimated sales (on a 2002 basis). Within each noncertainty stratum, a simple random sample of EINs was selected without replacement. The selected noncertainty EINs were divided into two approximately equal groups. One group is canvassed

for both the monthly and the annual survey, the other group is canvassed for only the annual survey.

Sample Maintenance

Periodically, we update the samples to represent new EINs appearing on the Business Register. These new EINs, called births, are EINs recently assigned by the IRS on the latest available IRS mailing list for FICA taxpayers and assigned an industry classification (if possible) by the Social Security Administration (SSA).

EIN births are sampled on a quarterly basis using a two-phase selection procedure. To be eligible for selection, a birth must either have no industry classification or be classified in an industry within the scope of the ARTS, the Annual Wholesale Survey (AWTS), or the Service Annual Survey (SAS), and it must meet certain criteria regarding its number of paid employees or quarterly payroll. In the first phase, births are stratified by broad industry groups and a measure of size based on quarterly payroll. A relatively large sample is selected using equal probability systematic sampling. The selected births are canvassed to obtain a more reliable measure of size, consisting of sales in two recent months, company affiliation information, and a new or more detailed industry classification code. Births that have not returned their questionnaire after 30 days are contacted by telephone.

Using this more reliable information, the selected births from the first phase are subjected to probability proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial ARTS sample from the December 2004 Business Register. Because of the time it takes for a new employer firm to acquire an EIN from the IRS, and because of the time needed to accomplish the two-phase birth-selection procedure, births are added to the samples approximately nine months after they begin operation.

If a firm was selected with certainty and had more than one establishment at the time of sampling, any new establishments that the firm acquires, even if under new or different EINs, are included in the sample with certainty. However, if a single-unit firm was selected with certainty, only future establishments associated with that firm's originally-selected EIN are included in the sample with certainty; any new EINs that might later be associated with that firm are subjected to sampling through the quarterly birth-selection procedure.

Singleunit EINs selected into the sample with certainty are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, the firm that used the EIN is contacted, and if a successor EIN is found, it is added to the survey. For both inactive and reactivated EINs, data are tabulated for only the portion of the reference year that these EINs reported payroll to the IRS.

Births that are selected in the quarterly birth-selection procedure in November of the annual survey reference year are included in the initial mailing of the annual survey questionnaires in January of the following year. To better represent all EIN births in the reference year, and specifically to account for the lag between the time a business starts operation and the time it takes to acquire and EIN and identify and select the EIN into one of our surveys, we add births to the annual survey sample that are selected in February, May, and August of the year following the annual survey reference year. We mail annual survey forms to these births in June and August to supplement the initial annual survey mailings.

Annual Estimation Procedures

Annual totals are computed as the sum of weighted data (reported and imputed) for all selected sampling units that meet the sample canvass and tabulation criteria given above. The weight for a given sampling unit is the reciprocal of its probability of selection into the ARTS sample. The annual estimates are benchmarked using results of the 2002 Economic Census as described in the Benchmarking section. Annual total estimates for broad industry groups (e.g., 2-, 3-, and 4-digit NAICS levels) are computed by summing the benchmarked annual totals for the appropriate detailed industries comprising the broader industry group. Year-to-year change estimates are computed using the census benchmarked annual totals.

To be eligible for the sample canvass and tabulation, an EIN selected in the noncertainty sampling operations must meet both of the following requirements:

- It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.
- It must have been selected from the Business Register in either the initial sampling or during the quarterly birth-selection procedure.

Variances are estimated using the method of random groups.

Benchmarking

Sales estimates for 2005 and subsequent years are adjusted to the 2002 Economic Census by linking the estimates from the current sample to the published census-adjusted estimates from the prior sample. Prior to adjustment, historical corrections are made to current sample data back to 2004. For a given detailed industry based on the 2002 North American Industry Classification System (NAICS), the linking is performed by multiplying the sample-based sales estimate for employer firms by a ratio. The numerator and denominator of the ratio are as follows:

- The numerator is the 2004 published census-adjusted sales estimate for the industry from the prior sample.
- The denominator is the 2004 sales estimate for the industry from the current sample.

The total expenses estimates for 2006 and subsequent years are adjusted by applying the ratio described above for each detailed industry. The detailed expense estimates for reference year 2007 are adjusted by applying the same ratio. A method similar to the one for adjusting sales is used to link the end-of-year inventories and purchases estimates. First, the ratio described above is applied to the sample-based estimates for the given detailed industry for 2004 and subsequent years, resulting in adjusted estimates for these years. Then, the published adjusted estimates for 1998 through 2004 from the prior sample are input to the benchmarking program. Using this program, the estimates for 1999 through 2004 are revised in a manner that:

- Uses the published adjusted estimate for 1998 from the prior sample as a constraint, resulting in no revision to the published 1998 estimate.
- Uses the adjusted estimate for 2004 from the current sample as a constraint.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 1999 through 2004.

Estimates for e-commerce sales are revised in a manner similar to the method used to adjust inventories and purchases.

Estimates at 2-, 3-, 4-, and 5-digit NAICS levels are computed by summing the adjusted estimates for the appropriate detailed industries comprising the aggregate. Accounts receivable estimates for 2004 and subsequent years are produced directly from the current sample and are not adjusted.

Reliability of the Estimates

The published estimates may differ from the actual, but unknown, population values. For a particular estimate, statisticians define this difference as the total error of the estimate. When describing the accuracy of survey results, it is convenient to discuss total error as the sum of sampling error and nonsampling error. Sampling error is the error arising from the use of a sample, rather than a census, to estimate population values. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. The sampling error of an estimate can usually be estimated from the sample; whereas, the nonsampling error of an estimate is difficult to measure and can rarely be estimated. Consequently, the actual error in an estimate exceeds the error that can be estimated. Further descriptions of sampling error and nonsampling error are provided in the following sections. Data users should take into account the estimates of sampling error and the potential effects of nonsampling error when using the published estimates.

Sampling Error

Because the estimates are based on a sample, exact agreement with results that would be obtained from a complete enumeration of firms on the sampling frame using the same enumeration procedures is not expected. However, because each firm on the sampling frame has a known probability of being selected into the sample, it is possible to estimate the sampling variability of the survey estimates.

The particular sample used in this survey is one of a large number of samples of the same size that could have been selected using the same design. If all possible samples had been surveyed under the same conditions, an estimate of a population parameter of interest could have been obtained from each sample. For the parameter of interest, estimates derived from the different samples would, in general, differ from each other. Common measures of the variability among these estimates are the sampling variance, the standard error, and the coefficient of variation (CV). The sampling variance is defined as the squared difference, averaged over all possible samples of the same size and design, between the estimator and its average value. The standard error is the square root of the sampling variance. The CV expresses the standard error as a percentage of the estimate to which it refers. For example, an estimate of 200 units that has an estimated standard error of 10 units has an estimated CV of 5 percent. The sampling variance, standard error, and CV of an estimate can be estimated from the selected sample because the sample was selected using probability sampling. Note that measures of sampling variability, such as the standard error and CV, are estimated from the sample and are also subject to sampling variability. (Technically, we should refer to the estimated standard error or the estimated CV of an estimator. However, for the sake of brevity we have omitted this detail.) It is important to note that the standard error and CV only measure sampling variability. They do not measure any systematic biases in the estimates.

The Census Bureau recommends that individuals using published estimates incorporate this information into their analyses, as sampling error could affect the conclusions drawn from these estimates.

The estimate from a particular sample and its associated standard error can be used to construct a confidence interval. A confidence interval is a range about a given estimator that has a specified probability of containing the average of the estimates for the parameter derived from all possible samples of the same size and design. Associated with each interval is a percentage of confidence,

which is interpreted as follows. If, for each possible sample, an estimate of a population parameter and its approximate standard error were obtained and using a t-statistic with 15 (16 random groups - 1) degrees of freedom, then:

1. For approximately 90 percent of the possible samples, the interval from 1.75 standard errors below to 1.75 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.
2. For approximately 95 percent of the possible samples, the interval from 2.13 standard errors below to 2.13 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.

To illustrate the computation of a confidence interval for an estimate of total sales, assume that an estimate of total sales is \$10,750 million and the CV for this estimate is 1.8 percent, or 0.018. First obtain the standard error of the estimate by multiplying the total sales estimate by its CV. For this example, multiply \$10,750 million by 0.018. This yields a standard error of \$193.5 million. The upper and lower bounds of the 90-percent confidence interval are computed as \$10,750 million plus or minus 1.75 times \$193.5 million. Consequently, the 90-percent confidence interval is \$10,411 million to \$11,089 million. If corresponding confidence intervals were constructed for all possible samples of the same size and design, approximately 9 out of 10 (90 percent) of these intervals would contain the average of the estimates derived from all possible samples.

Nonsampling Error

Nonsampling error encompasses all other factors, other than sampling error, that contribute to the total error of a sample survey estimate and may also occur in censuses. It is often helpful to think of nonsampling error as arising from deficiencies or mistakes in the survey process.

Nonsampling errors are difficult to measure and can be attributed to many sources: the inclusion of erroneous units in the survey (overcoverage), the exclusion of eligible units from the survey (undercoverage), nonresponse, misreporting, mistakes in recording and coding responses, misinterpretation of questions, and other errors of collection, response, coverage, or processing.

Although nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.

A potential source of bias in the estimates is nonresponse. Nonresponse is defined as the inability to obtain all the intended measurements or responses about all selected units. Two types of nonresponse are often distinguished. Unit nonresponse is used to describe the inability to obtain any of the substantive measurements about a sampled unit. In most cases of unit nonresponse, the questionnaire was never returned to the Census Bureau after several attempts to elicit a response. Item nonresponse occurs either when a question is unanswered or the response to the question fails computer or analyst edits.

For both unit and item nonresponse, a missing value is replaced by a predicted value obtained from an appropriate model for nonresponse. This procedure is called imputation and uses survey data and administrative data as input. In any given year, imputed data amounts to less than 10 percent of the total sales and end-of-year inventory estimates.

Estimates with a coefficient of variation greater than 30 percent or with a total quantity response rate less than 50 percent have been suppressed from publication. These estimates have been replaced with an "S" in the published table. For a description of Census Bureau publication standards and the total quantity response rate, see the Census Bureau's [Quality Requirements for Releasing Data Products](#) [PDF, 1.14MB].