Table 7. U.S. Manufacturers' Sales Branches and Offices Sales[1] - Total and E-commerce: 2003 and 2002

[Estimates are based on data from the 2003 Annual Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.
Estimated measures of sampling variability for these estimates are provided in Table 7A.]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		2003		2002						
		Total	E-commerce	Total	E-commerce	Total Sales	E-commerce Sales	2003	2002	2003
42	**Total Manufacturers' Sales Branches and Offices**	**1,370,143**	**342,755**	**1,317,551**	**329,272**	**4.0**	**4.1**	**25.0**	**25.0**	**100.0**
423	**Durable goods**	**761,188**	**170,180**	**750,277**	**171,858**	**-1.5**	**-1.0**	**22.4**	**22.9**	**49.7**
4231	Motor vehicles and automotive equipment	343,521	(D)	346,351	(D)	-0.8	(D)	(D)	(D)	(D)
4232	Furniture and home furnishings	17,159	3,275	17,524	3,046	-2.1	7.5	19.1	17.4	1.0
4233	Lumber and other construction material	21,967	1,199	20,735	1,030	5.9	16.4	5.5	5.0	0.3
4234	Professional and commercial equipment and supplies	151,853	16,197	136,286	14,817	11.4	9.3	10.7	10.9	4.7
42343	Computer equipment and supplies	97,191	11,256	83,694	10,487	16.1	7.3	11.6	12.5	3.3
4235	Metals and minerals, excluding petroleum	38,058	3,533	36,036	2,979	5.6	18.6	9.3	8.3	1.0
4236	Electrical goods	92,322	11,432	99,306	11,536	-7.0	-0.9	12.4	11.6	3.3
4237	Hardware, plumbing and heating equipment	13,061	1,958	12,952	1,817	0.8	7.8	15.0	14.0	0.6
4238	Machinery, equipment and supplies	72,571	10,811	70,855	8,080	2.4	33.8	14.9	11.4	3.2
4239	Miscellaneous durable goods	(S)	(D)	(S)	(D)	(S)	(D)	(D)	(D)	(D)
424	**Nondurable goods**	**608,955**	**172,575**	**567,274**	**157,414**	**7.3**	**9.6**	**28.3**	**27.7**	**50.3**
4241	Paper and paper products	44,449	3,489	43,793	2,790	1.5	25.1	7.8	6.4	1.0
4242	Drugs, drug proprietaries and druggists' sundries	153,611	83,481	141,996	72,492	8.2	15.2	54.3	51.1	24.4
4243	Apparel, piece goods, and notions	10,768	(D)	11,687	(D)	-7.9	(D)	(D)	(D)	(D)
4244	Groceries and related products	129,772	44,005	124,834	41,341	4.0	6.4	33.9	33.1	12.8
4246	Chemicals and allied products	50,786	6,853	47,853	5,998	6.1	14.3	13.5	12.5	2.0
4247	Petroleum and petroleum products	152,895	8,701	128,572	8,127	18.9	7.1	5.7	6.3	2.5
4248	Beer, wine, and distilled beverages	8,526	(D)	8,373	(D)	1.8	(D)	(D)	(D)	(D)
4249	Miscellaneous nondurable goods	58,148	25,212	60,166	25,813	-3.4	-2.3	43.4	42.9	7.4

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. 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.
(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.
Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whestats.html .
[1] Estimates include data only for businesses with paid employees and are subject to revision.

Source: U.S. Census Bureau, 2003 Annual Trade Survey