## Table 2.0. U.S. Merchant Wholesale Trade Sales[1], Including Manufacturers' Sales Branches and Offices - Total and E-commerce: 2004 and 2003

[Estimates are based on data from the 2004 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 2.0A.]

| NAICS Code | Description | Value of Sales | | | | Y/Y Percent Change | | E-commerce as Percent of Total Sales | | Percent Distribution of E-commerce Sales |
|---|---|---|---|---|---|---|---|---|---|---|
| | | 2004 | | 2003 | | | | | | |
| | | Total | E-commerce | Revised Total | Revised E-commerce | Total Sales | E-commerce Sales | 2004 | 2003 | 2004 |
| **42** | **Total Merchant Wholesale Trade Including MSBOs[2]** | **4,799,679** | **824,702** | **4,345,336** | **756,070** | **10.5** | **9.1** | **17.2** | **17.4** | **100.0** |
| **423** | **Durable goods** | **2,488,629** | **388,094** | **2,217,701** | **356,146** | **12.2** | **9.0** | **15.6** | **16.1** | **47.1** |
| 4231 | Motor vehicles and automotive equipment | 646,961 | (D) | 606,754 | (D) | 6.6 | (D) | (D) | (D) | (D) |
| 4232 | Furniture and home furnishings | 76,290 | 11,250 | 71,894 | 10,287 | 6.1 | 9.4 | 14.7 | 14.3 | 1.4 |
| 4233 | Lumber and other construction material | 153,323 | 6,930 | 127,683 | 6,208 | 20.1 | 11.6 | 4.5 | 4.9 | 0.8 |
| 4234 | Professional and commercial equipment and supplies | 454,888 | 62,589 | 421,660 | 55,296 | 7.9 | 13.2 | 13.8 | 13.1 | 7.6 |
| 42343 | Computer equipment and supplies | 257,018 | 35,649 | 239,345 | 32,374 | 7.4 | 10.1 | 13.9 | 13.5 | 4.3 |
| 4235 | Metals and minerals, excluding petroleum | 167,376 | 5,626 | 118,967 | 4,536 | 40.7 | 24.0 | 3.4 | 3.8 | 0.7 |
| 4236 | Electrical goods | 357,976 | 37,074 | 321,530 | 33,789 | 11.3 | 9.7 | 10.4 | 10.5 | 4.5 |
| 4237 | Hardware, plumbing and heating equipment | 93,167 | 13,181 | 85,497 | 11,757 | 9.0 | 12.1 | 14.1 | 13.8 | 1.6 |
| 4238 | Machinery, equipment and supplies | 343,641 | 27,741 | 304,043 | 23,588 | 13.0 | 17.6 | 8.1 | 7.8 | 3.4 |
| 4239 | Miscellaneous durable goods | 195,007 | (D) | 159,673 | (D) | 22.1 | (D) | (D) | (D) | (D) |
| **424** | **Nondurable goods** | **2,311,050** | **436,608** | **2,127,635** | **399,924** | **8.6** | **9.2** | **18.9** | **18.8** | **52.9** |
| 4241 | Paper and paper products | 127,191 | 12,534 | 116,230 | 11,439 | 9.4 | 9.6 | 9.9 | 9.8 | 1.5 |
| 4242 | Drugs, drug proprietaries and druggists' sundries | 464,161 | 246,028 | 426,650 | 223,238 | 8.8 | 10.2 | 53.0 | 52.3 | 29.8 |
| 4243 | Apparel, piece goods, and notions | 120,731 | (D) | 116,022 | (D) | 4.1 | (D) | (D) | (D) | (D) |
| 4244 | Groceries and related products | 552,146 | 77,791 | 541,809 | 72,759 | 1.9 | 6.9 | 14.1 | 13.4 | 9.4 |
| 4245 | Farm-products raw materials | 122,997 | 4,138 | 115,129 | 3,493 | 6.8 | 18.5 | 3.4 | 3.0 | 0.5 |
| 4246 | Chemicals and allied products | 132,922 | (D) | 120,552 | (D) | 10.3 | (D) | (D) | (D) | (D) |
| 4247 | Petroleum and petroleum products | 449,830 | 20,144 | 378,612 | 20,150 | 18.8 | 0.0 | 4.5 | 5.3 | 2.4 |
| 4248 | Beer, wine, and distilled beverages | 95,213 | (D) | 90,738 | (D) | 4.9 | (D) | (D) | (D) | (D) |
| 4249 | Miscellaneous nondurable goods | 245,859 | 35,608 | 221,893 | 33,992 | 10.8 | 4.8 | 14.5 | 15.3 | 4.3 |

(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 higher level 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.
[2] Manufacturers' Sales Branches and Offices.

**Source: U.S. Census Bureau, 2004 Annual Trade Survey**