

**Table 3.2. U.S. Manufacturers' Sales Branches and Offices<sup>1</sup> - Total and EDI Sales: 2009 and 2008**

[Estimates are based on data from the 2009 Annual Wholesale 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 3.2A]

| NAICS Code | Description                                        | Value of Sales |         |               |             | Y/Y Percent Change |           | EDI as Percent of Total Sales |      | Percent Distribution of EDI Sales | EDI as Percent of E-commerce Sales |      |
|------------|----------------------------------------------------|----------------|---------|---------------|-------------|--------------------|-----------|-------------------------------|------|-----------------------------------|------------------------------------|------|
|            |                                                    | 2009           |         | 2008          |             |                    |           |                               |      |                                   |                                    |      |
|            |                                                    | Total          | EDI     | Revised Total | Revised EDI | Total Sales        | EDI Sales | 2009                          | 2008 | 2009                              | 2009                               | 2008 |
| 42         | Total Manufacturers' Sales Branches and Offices    | 1,458,684      | 338,981 | 1,726,951     | 393,176     | -15.5              | -13.8     | 23.2                          | 22.8 | 100.0                             | 70.2                               | 68.7 |
| 423        | Durable goods                                      | 642,919        | 161,346 | 770,760       | 212,009     | -16.6              | -23.9     | 25.1                          | 27.5 | 47.6                              | 75.4                               | 77.1 |
| 4231       | Motor vehicles and automotive equipment            | 207,578        | 121,970 | 269,417       | 162,143     | -23.0              | -24.8     | 58.8                          | 60.2 | 36.0                              | 96.5                               | 96.7 |
| 4232       | Furniture and home furnishings                     | (S)            | 1,677   | 21,601        | (D)         | -13.6              | (D)       | (S)                           | (D)  | 0.5                               | 38.9                               | (D)  |
| 4233       | Lumber and other construction material             | 34,457         | (S)     | 41,193        | (S)         | -16.4              | (S)       | (S)                           | (S)  | (S)                               | (S)                                | (S)  |
| 4234       | Professional and commercial equipment and supplies | 140,733        | 7,229   | 143,516       | 6,997       | -1.9               | 3.3       | 5.1                           | 4.9  | 2.1                               | 23.5                               | 22.2 |
| 42343      | Computer equipment and supplies                    | 90,027         | (D)     | 91,903        | 301         | -2.0               | (D)       | (D)                           | 0.3  | (D)                               | (D)                                | 1.4  |
| 4235       | Metals and minerals, excluding petroleum           | 39,937         | 6,067   | 64,319        | (D)         | -37.9              | (D)       | 15.2                          | (D)  | 1.8                               | 51.8                               | (D)  |
| 4236       | Electrical goods                                   | 93,393         | (S)     | (S)           | 7,994       | -6.5               | (S)       | (S)                           | (S)  | (S)                               | (S)                                | (S)  |
| 4237       | Hardware, plumbing and heating equipment           | 15,770         | (S)     | 19,444        | (S)         | -18.9              | (S)       | (S)                           | (S)  | (S)                               | (S)                                | (S)  |
| 4238       | Machinery, equipment and supplies                  | 86,214         | 11,823  | 103,909       | 18,720      | -17.0              | -36.8     | 13.7                          | 18.0 | 3.5                               | 87.7                               | 92.1 |
| 4239       | Miscellaneous durable goods                        | 6,178          | (S)     | 7,512         | (S)         | -17.8              | (S)       | (S)                           | (S)  | (S)                               | (S)                                | (S)  |
| 424        | Nondurable goods                                   | 815,765        | 177,635 | 956,191       | 181,167     | -14.7              | -1.9      | 21.8                          | 18.9 | 52.4                              | 66.1                               | 60.9 |
| 4241       | Paper and paper products                           | 39,885         | 4,719   | 45,925        | 5,139       | -13.2              | -8.2      | 11.8                          | 11.2 | 1.4                               | 79.7                               | 76.0 |
| 4242       | Drugs, drug proprietaries and druggists' sundries  | 201,426        | 81,184  | 211,892       | 77,734      | -4.9               | 4.4       | 40.3                          | 36.7 | 23.9                              | 88.8                               | 89.1 |
| 4243       | Apparel, piece goods, and notions                  | 6,153          | (S)     | 8,074         | (S)         | -23.8              | (S)       | (S)                           | (S)  | (S)                               | (S)                                | (S)  |
| 4244       | Groceries and related products                     | 201,606        | 47,093  | 201,510       | 46,212      | 0.0                | 1.9       | 23.4                          | 22.9 | 13.9                              | 80.4                               | 82.9 |
| 4246       | Chemicals and allied products                      | 69,910         | (D)     | 84,617        | (D)         | -17.4              | (D)       | (D)                           | (D)  | (D)                               | (D)                                | (D)  |
| 4247       | Petroleum and petroleum products                   | 212,681        | 14,003  | 313,905       | 21,363      | -32.2              | -34.5     | 6.6                           | 6.8  | 4.1                               | 23.7                               | 23.0 |
| 4248       | Beer, wine, and distilled beverages                | 11,426         | (D)     | 12,220        | (D)         | -6.5               | (D)       | (D)                           | (D)  | (D)                               | (D)                                | (D)  |
| 4249       | Miscellaneous nondurable goods                     | 72,678         | 17,605  | 78,048        | 16,939      | -6.9               | 3.9       | 24.2                          | 21.7 | 5.2                               | 50.4                               | 50.5 |

(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/standards/standardf1.html>>.

(D) Denotes an estimate withheld to avoid disclosing data of individual companies; data are included in higher level totals.

Note: Estimates are not adjusted for price changes. For additional information on confidentiality protection, sampling error, sample design, and definitions, see <[http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html)>.

<sup>1</sup> Estimates include data only for businesses with paid employees and are subject to revision.

Source: U.S. Census Bureau, 2009 Annual Wholesale Trade Survey