

2008 Annual Wholesale Trade Survey

Report released March 5, 2010.

Summary of Changes

The following changes were made with the release of the 2008 AWTS estimates:

- AWTS estimates were revised to reflect benchmarking to preliminary results of the 2007 Economic Census. Previously, estimates were benchmarked to results of the 2002 Economic Census. For more information, refer to the Benchmarking section of the Annual Methodology section located on page 4.
- Detailed expense estimates for 2007 (Table 5.1), collected as part of the Business Expenses Supplement (BES) to the 2007 AWTS, and corresponding measures of sampling variability (Table 5.1A) were revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

Annual Methodology

Confidentiality: Title 13 of the United States Code authorizes the Census Bureau to conduct censuses and surveys. Section 9 of the same Title requires that any information collected from the public under the authority of Title 13 be maintained as confidential. Section 214 of Title 13 and Sections 3559 and 3571 of Title 18 of the United States Code provide for the imposition of penalties of up to five years in prison and up to \$250,000 in fines for wrongful disclosure of confidential census information. The Census Bureau's internal Disclosure Review Board sets the confidentiality rules for all data releases. A checklist approach is used to ensure that all potential risks to the confidentiality of the data are considered and addressed.

Disclosure Statement: A disclosure of data occurs when an individual can use published statistical information to identify either an individual or firm that has provided information under a pledge of confidentiality. Disclosure limitation is the process used to protect the confidentiality of the survey data provided by an individual or firm. Using disclosure limitation procedures, the Census Bureau modifies or removes the characteristics that put confidential information at risk for disclosure. Although it may appear that a table shows information about a specific individual or business, the Census Bureau has taken steps to disguise or suppress the original data while making sure the results are still useful. The techniques used by the Census Bureau to protect confidentiality in tabulations vary, depending on the type of data.

Sampling Frame: Companies, parts of companies (defined by Employer Identification Numbers, or EINs), and single-unit establishments (also defined by EINs) that are located in the United States, have paid employees, and are classified in wholesale trade as defined by the 2002 NAICS. This includes wholesalers that take title to the goods they sell such as jobbers, industrial

distributors, exporters, importers, and Manufacturers' Sales Branches and Offices (MSBOs), as well as companies that do not take title of the goods they sell such as agents, merchandise or commodity brokers, commission merchants, and electronic business-to-business markets. The EIN is the identifier employer businesses use to report Social Security payroll withholdings to the Federal government. Read more about the AWTs sampling frame in [Appendix A](#).

Sample Design and Size: The sample for AWTs consists of three separate samples: (1) a sample of merchant wholesalers, MSBOs, (2) a sample of MSBOs, and (3) a sample of wholesale electronic markets and agents and brokers. AWTs uses a stratified, one-stage design with primary strata defined by industry (e.g., Motor Vehicle and Motor Vehicle Parts, Furniture and Home Furnishings, Grocery, etc.). There are 59 primary strata: 40 from the merchant wholesale sample, 17 from the MSBOs sample, and 2 from the Agents and Brokers sample. The primary strata are substratified into 4, 7, 10, or 13 annual sales size strata. The largest sales size stratum within each industry stratum consists of companies, all of which are selected with certainty (sampling weight equal to one). The other strata are populated by EINs. Sample sizes are computed to meet multiple coefficient of variation constraints on estimated annual sales and end-of-year inventory totals. Constraints are specified at detailed industry levels and at broad levels up to the total wholesale level. Sampling weights range from 1 to 250. Units are selected independently between strata using simple random sampling without replacement within the size substrata. The sample consists of approximately 2,100 certainty companies and 5,900 EINs. Updates to the sample are made on a quarterly basis to account for new businesses, deaths, and other changes to the universe. Read more about how the AWTs sample is stratified, selected, and maintained in [Appendix B](#).

Data Collection: Data are collected by mail, fax, Internet, and telephone. Response is mandatory under the authority of an Act of Congress, Title 13,

United States Code, Sections 182, 224, and 225. Firms in the AWTS sample are asked to report their data for the year just ending. Two years of data are requested in the year in which a new sample is introduced.

Data Items Requested: Data items requested include annual sales, e-commerce sales, number of establishments covered by the report, value of inventories, inventory by valuation, inventory outside of the United States, total purchases of products, total operating expenses and the ending date of the report period if the data provided are for a period other than the calendar year.

Nonresponse: Data are imputed for unit nonresponse, item nonresponse, and for reported data that fail edits. Imputed data are based on responses from similar-sized units classified in the same industry. Read more about how nonresponse is handled on the AWTS in [Appendix C](#).

Estimation and Sampling Variance: Total estimates are computed using the Horvitz-Thompson estimator (i.e., as the sum of weighted data (reported or imputed) for all selected sampling units that meet the sample canvass and tabulation criteria). The weight for a given sampling unit is the reciprocal of its probability of selection into the AWTS sample. These estimates are input to a benchmarking procedure, as described below. Variances are estimated using the method of random groups and are used to determine if measured changes are statistically significant. Read more about how the AWTS arrives at its estimates and the reliability of those estimates in [Appendix D](#).

Benchmarking: Preliminary results of the 2007 Economic Census are now available and are used to benchmark the AWTS sales estimates for MSBOs and merchant wholesale excluding MSBOs. Prior to benchmarking to 2007 Economic Census results, two operations are performed:

- Historical corrections were made to current sample data back to 2004.

- Sales estimates from the current sample are linked to the published census-adjusted estimates from the prior sample. 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 resulting sales estimates (call these “modified” sales estimates) for 2002 through 2008 are input to the benchmarking program. Using this program, the modified sales estimates for 2002 through 2008 are revised in a manner that:

- Uses the 2002 and 2007 Economic Census sales totals as constraints.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 2003 through 2008.

Refer to the estimates output from the benchmarking operation as “benchmarked.”

A method similar to the one for adjusting sales is used to adjust end-of-year inventories and purchases estimates for merchant wholesalers, excluding MSBOs. First, the sales 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.

The resulting modified inventories and purchases estimates for 1997 through 2008 are input to the benchmarking program. Using this program, the modified estimates for 1997 through 2008 are revised in a manner that:

- Uses 1997, 2002, and 2007 constraints for inventories and purchases where the constraints are calculated by multiplying the modified inventories and purchases estimates just calculated by the ratio of the benchmarked-to-modified sales.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 1998 through 2008.

Benchmarked e-commerce estimates are produced in a manner similar to that used for inventories and purchases, except 1998 is used as a constraint because e-commerce was not collected prior to 1998.

For merchant wholesalers excluding MSBOs, benchmarked total expenses estimates for 2006 and subsequent years are calculated by multiplying the Horvitz-Thompson estimates of total expenses by the ratio of the benchmarked-to-modified sales estimates for the corresponding year. Benchmarking estimates of detailed expense items for 2007 are calculated by multiplying the previously published detailed-to-total expense percentages by the benchmarked total expense estimate for 2007. To compute benchmarked estimates of Electronic Data Interchange (EDI) sales for 2000 and subsequent years, first the modified EDI estimates are calculated as done for e-commerce. Then, the modified EDI estimates are multiplied by the ratio of the benchmarked-to-modified e-commerce estimates. Benchmarked foreign inventories estimates for 2005 and subsequent years are calculated by multiplying the Horvitz-Thompson estimates of foreign

inventories by the ratio of the benchmarked-to-modified total inventories estimates for the corresponding year.

For MSBOs, benchmarked total inventories, expenses, and e-commerce estimates for 2002 and subsequent years are produced using the same methodology as used for the total inventories of merchant wholesalers excluding MSBOs. Benchmarking foreign inventory estimates for 2005 and subsequent years are produced using the same methodology as used for foreign inventories of merchant wholesalers excluding MSBOs.

For Wholesale Electronic Markets and Agents and Brokers (NAICS 425), benchmarked estimates for 2004 and subsequent years are produced by multiplying the Horvitz-Thompson estimates by a ratio. The numerator and denominator of the ratio are as follows:

- The numerator is the sum of the gross selling value and sales on own account from the 2007 Economic Census.
- The denominator is the sum of the Horvitz-Thompson estimates for gross selling value and sales on own account for 2007 from the AWTS sample.

Benchmarked estimates at aggregate industry levels are computed by summing the benchmarked estimates for the appropriate detailed industries comprising the aggregate.

Table 1. Estimated Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2008

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008
42	Sales	U.S. Merchant Wholesalers	4,162,169	4,367,603	4,838,261	5,227,638	5,580,126	5,840,534	6,116,160
423	Sales	Durable goods	2,171,268	2,224,175	2,502,371	2,654,925	2,847,722	2,892,848	2,841,414
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	598,718	605,624	644,891	652,498	685,202	670,058	577,500
4232	Sales	Furniture and Home Furnishings	71,428	73,618	79,756	84,939	91,935	92,421	85,540
4233	Sales	Lumber & Other Construction Materials	115,507	129,538	157,571	175,834	184,546	171,431	153,752
4234	Sales	Professional and Commercial Equipment and Supplies	406,447	419,702	450,048	466,790	484,208	488,799	505,723
42343	Sales	Computer and Computer Peripheral Equipment and Software	232,521	235,404	248,075	259,355	255,223	251,226	262,811
4235	Sales	Metals and Minerals, ex. Petroleum	117,455	120,113	169,858	193,313	221,639	226,637	239,119
4236	Sales	Electrical Goods	322,376	324,741	364,986	384,356	416,810	450,845	450,739
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	84,579	88,774	99,954	113,641	128,273	131,240	126,789
4238	Sales	Machinery, Equipment, and Supplies	297,936	303,459	342,430	388,093	419,561	426,679	453,690
4239	Sales	Miscellaneous Durable Goods	156,822	158,606	192,877	195,461	215,548	234,738	248,562
424	Sales	Nondurable goods	1,990,901	2,143,428	2,335,890	2,572,713	2,732,404	2,947,686	3,274,746
4241	Sales	Paper and Paper Products	114,411	115,479	125,675	131,575	134,714	137,568	138,122
4242	Sales	Drugs and Druggists' Sundries	386,858	430,436	472,518	521,153	546,873	549,905	568,866
4243	Sales	Apparel, Piece Goods, and Notions	118,346	118,166	125,440	133,555	141,793	148,680	145,656
4244	Sales	Groceries and Related Products	511,438	543,939	557,004	583,908	615,242	671,602	702,448
4245	Sales	Farm Product Raw Materials	103,403	111,043	114,026	104,128	110,844	144,860	196,147
4246	Sales	Chemicals and Allied Products	126,126	132,619	147,150	162,048	162,101	180,250	195,738
4247	Sales	Petroleum and Petroleum Products	321,246	383,753	462,220	585,443	658,087	736,312	920,457
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	87,559	90,734	95,217	102,487	107,650	113,995	117,531
4249	Sales	Miscellaneous Nondurable Goods	221,514	217,259	236,640	248,416	255,100	264,514	289,781
42	Inventories	U.S. Merchant Wholesalers	375,714	389,989	429,213	467,937	506,546	537,416	551,204
423	Inventories	Durable goods	216,124	225,543	256,433	280,185	304,367	311,654	327,928
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	36,775	43,369	46,076	50,708	52,908	54,872	57,691
4232	Inventories	Furniture and Home Furnishings	7,158	7,620	8,158	8,698	9,453	9,662	9,223
4233	Inventories	Lumber & Other Construction Materials	10,479	12,341	15,857	17,585	18,396	18,389	17,401
4234	Inventories	Professional and Commercial Equipment and Supplies	31,735	32,300	34,974	35,888	37,826	37,707	39,643
42343	Inventories	Computer and Computer Peripheral Equipment and Software	11,580	11,987	12,578	12,621	13,068	13,005	13,145
4235	Inventories	Metals and Minerals, ex. Petroleum	16,178	16,294	24,416	26,358	32,229	31,541	35,325
4236	Inventories	Electrical Goods	30,138	29,560	32,546	36,077	40,523	42,946	44,473
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	12,249	12,801	14,677	16,790	18,779	19,548	18,940
4238	Inventories	Machinery, Equipment, and Supplies	52,745	51,252	57,525	63,903	70,108	72,336	79,349
4239	Inventories	Miscellaneous Durable Goods	18,667	20,006	22,204	24,178	24,145	24,653	25,883
424	Inventories	Nondurable goods	159,590	164,446	172,780	187,752	202,179	225,762	223,276
4241	Inventories	Paper and Paper Products	6,827	6,830	7,743	8,281	8,692	8,760	9,431
4242	Inventories	Drugs and Druggists' Sundries	45,624	47,149	48,461	47,820	49,939	49,503	50,386
4243	Inventories	Apparel, Piece Goods, and Notions	15,508	15,250	15,765	17,161	18,920	19,632	20,856
4244	Inventories	Groceries and Related Products	23,444	25,471	26,585	29,204	31,619	34,636	37,149
4245	Inventories	Farm Product Raw Materials	11,823	14,114	10,105	11,601	15,943	23,073	17,288
4246	Inventories	Chemicals and Allied Products	11,142	11,156	11,894	13,086	13,489	16,280	17,624
4247	Inventories	Petroleum and Petroleum Products	17,106	16,863	21,904	28,724	31,562	37,777	28,333
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	7,405	7,662	8,141	8,716	9,471	10,441	11,580
4249	Inventories	Miscellaneous Nondurable Goods	20,711	19,951	22,182	23,159	22,544	25,660	30,629

Notes:

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices. Prior to the revision, manufacturers' sales branches and offices were not included in data for merchant wholesalers.

Estimates have not been adjusted for price changes. Table 1A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnotes:

^f Revised data.

Table 2. Estimated Sales and Inventories of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1998 through 2008

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	1998 ^f	1999 ^f	2000 ^f	2001 ^f	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008
42	Sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	2,427,120	2,599,159	2,814,554	2,785,152	2,835,528	2,971,488	3,314,559	3,595,563	3,889,699	4,153,429	4,410,763
423	Sales	Durable goods	1,306,545	1,406,371	1,486,673	1,422,195	1,421,503	1,464,088	1,685,729	1,811,065	1,983,574	2,065,939	2,069,702
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	183,741	212,357	222,243	234,902	251,947	260,727	284,790	305,348	337,137	343,002	310,367
4232	Sales	Furniture and Home Furnishings	46,020	46,925	52,697	52,433	53,484	55,396	59,614	62,825	68,981	69,064	64,001
4233	Sales	Lumber & Other Construction Materials	89,955	87,179	87,179	89,730	95,091	105,244	127,671	139,412	142,635	126,651	112,584
4234	Sales	Professional and Commercial Equipment and Supplies	257,518	281,843	282,230	267,795	272,462	275,922	302,984	316,016	330,740	353,781	358,487
42343	Sales	Computer and Computer Peripheral Equipment and Software	157,836	175,779	174,848	153,845	150,618	144,089	157,103	162,237	160,033	169,994	172,623
4235	Sales	Metals and Minerals, ex. Petroleum	88,514	86,514	93,806	84,847	81,746	81,238	120,828	136,091	158,006	162,138	170,837
4236	Sales	Electrical Goods	201,145	224,125	260,041	231,864	222,957	232,433	264,753	283,614	319,555	346,510	350,756
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	65,540	68,505	72,056	69,047	70,431	74,427	84,139	94,844	108,397	111,579	107,738
4238	Sales	Machinery, Equipment, and Supplies	243,698	247,993	256,089	247,226	227,758	230,664	259,836	288,216	312,712	326,416	353,695
4239	Sales	Miscellaneous Durable Goods	143,585	149,604	160,332	144,351	145,627	148,037	181,114	184,699	205,411	226,798	241,237
424	Sales	Nondurable goods	1,120,575	1,192,788	1,327,881	1,362,957	1,414,025	1,507,400	1,628,830	1,784,498	1,906,125	2,087,490	2,341,061
4241	Sales	Paper and Paper Products	69,102	73,158	77,774	76,232	72,646	73,833	81,458	86,835	90,014	93,311	93,495
4242	Sales	Drugs and Druggists' Sundries	125,599	151,527	175,979	210,672	245,625	271,301	291,571	322,447	338,330	346,453	364,196
4243	Sales	Apparel, Piece Goods, and Notions	86,821	90,369	96,501	98,961	105,803	108,034	115,748	124,389	134,863	143,165	140,339
4244	Sales	Groceries and Related Products	341,626	356,093	374,725	377,179	385,881	403,648	406,224	424,072	440,632	482,648	503,861
4245	Sales	Farm Product Raw Materials	110,042	100,411	102,666	100,886	103,403	111,043	114,026	104,128	110,844	144,860	196,147
4246	Sales	Chemicals and Allied Products	56,300	57,713	62,259	64,183	67,721	70,675	78,317	89,829	92,549	102,162	112,540
4247	Sales	Petroleum and Petroleum Products	119,015	139,739	195,766	191,529	192,666	226,336	276,423	354,737	410,742	470,476	611,214
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	61,759	67,330	71,337	74,854	79,189	82,419	86,032	91,037	97,382	102,371	105,438
4249	Sales	Miscellaneous Nondurable Goods	150,311	156,448	170,874	168,461	161,091	160,111	179,031	187,024	190,769	202,044	213,831
42	Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	272,575	290,207	309,413	298,169	302,238	309,384	339,868	366,553	397,773	424,177	438,730
423	Inventories	Durable goods	175,994	187,750	198,557	182,532	182,158	186,388	213,062	231,519	252,550	258,834	273,532
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	23,453	26,800	28,758	27,520	29,932	31,681	33,888	37,778	40,291	41,869	45,781
4232	Inventories	Furniture and Home Furnishings	5,268	5,693	6,385	6,008	6,340	6,760	7,151	7,737	8,306	8,367	8,204
4233	Inventories	Lumber & Other Construction Materials	7,365	8,164	8,409	8,403	8,855	10,410	13,317	14,280	14,583	13,710	12,897
4234	Inventories	Professional and Commercial Equipment and Supplies	26,698	28,060	27,776	24,235	24,722	25,036	27,291	27,632	29,461	29,988	30,745
42343	Inventories	Computer and Computer Peripheral Equipment and Software	12,985	13,524	12,080	9,288	8,969	9,450	10,126	10,141	10,593	10,420	10,125
4235	Inventories	Metals and Minerals, ex. Petroleum	12,947	12,844	13,368	11,925	12,033	12,108	18,938	19,518	24,660	23,049	26,434
4236	Inventories	Electrical Goods	24,234	27,329	31,102	26,348	25,073	24,983	27,849	30,208	34,113	36,434	37,699
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	10,181	10,492	11,525	11,007	11,106	11,720	13,515	15,279	17,087	17,891	17,183
4238	Inventories	Machinery, Equipment, and Supplies	47,762	49,802	51,151	49,171	46,557	44,852	50,067	55,963	60,943	63,718	69,673
4239	Inventories	Miscellaneous Durable Goods	18,086	18,566	20,083	17,915	17,540	18,838	21,046	23,124	23,106	23,808	24,916
424	Inventories	Nondurable goods	96,581	102,457	110,856	115,637	120,080	122,996	126,806	135,034	145,223	165,343	165,198
4241	Inventories	Paper and Paper Products	5,890	5,943	6,665	5,865	5,482	5,495	6,292	6,775	6,858	6,977	7,468
4242	Inventories	Drugs and Druggists' Sundries	15,873	19,377	24,142	31,132	32,831	33,154	32,900	31,268	32,044	32,893	33,900
4243	Inventories	Apparel, Piece Goods, and Notions	14,021	13,435	13,690	13,861	14,030	13,779	14,486	15,785	17,677	18,649	19,951
4244	Inventories	Groceries and Related Products	19,037	20,332	20,422	19,147	20,230	20,090	20,589	22,629	24,342	27,042	29,064
4245	Inventories	Farm Product Raw Materials	10,912	10,664	11,571	11,470	11,823	14,114	10,105	11,601	15,943	23,073	17,288
4246	Inventories	Chemicals and Allied Products	5,783	6,074	6,037	6,142	6,588	6,633	7,297	8,182	8,276	9,753	10,310
4247	Inventories	Petroleum and Petroleum Products	3,793	4,337	5,183	5,215	5,981	6,445	9,204	11,608	12,411	16,054	12,667
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	5,796	6,152	6,505	6,364	6,957	7,192	7,663	8,257	8,922	9,881	11,195
4249	Inventories	Miscellaneous Nondurable Goods	15,476	16,143	16,641	16,441	16,108	16,094	18,270	18,929	18,750	21,021	23,355

Note: Estimates have not been adjusted for price changes. Table 2A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnotes:

^f Revised data.

Table 3. Estimated Sales and Inventories of U.S. Manufacturers' Sales Branches and Offices: 2002 through 2008

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008
42	Sales	U.S. Manufacturers' Sales Branches and Offices	1,326,641	1,396,115	1,523,702	1,632,075	1,690,427	1,687,105	1,705,397
423	Sales	Durable goods	749,765	760,087	816,642	843,860	864,148	826,909	771,712
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	346,771	344,897	360,101	347,150	348,065	327,056	267,133
4232	Sales	Furniture and Home Furnishings	17,944	18,222	20,142	22,114	22,954	23,357	21,539
4233	Sales	Lumber & Other Construction Materials	20,416	24,294	29,900	36,422	41,911	44,780	41,168
4234	Sales	Professional and Commercial Equipment and Supplies	133,985	143,780	147,064	150,774	153,468	135,018	147,236
42343	Sales	Computer and Computer Peripheral Equipment and Software	81,903	91,315	90,972	97,118	95,190	81,232	90,188
4235	Sales	Metals and Minerals, ex. Petroleum	35,709	38,875	49,030	57,222	63,633	64,499	68,282
4236	Sales	Electrical Goods	99,419	92,308	100,233	100,742	97,255	104,335	S
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	14,148	14,347	15,815	18,797	19,876	19,661	19,051
4238	Sales	Machinery, Equipment, and Supplies	70,178	72,795	82,594	99,877	106,849	100,263	99,995
4239	Sales	Miscellaneous Durable Goods	11,195	S	11,763	10,762	10,137	7,940	7,325
424	Sales	Nondurable goods	576,876	636,028	707,060	788,215	826,279	860,196	933,685
4241	Sales	Paper and Paper Products	41,765	41,646	44,217	44,740	44,700	44,257	44,627
4242	Sales	Drugs and Druggists' Sundries	141,233	159,135	180,947	198,706	208,543	203,452	204,670
4243	Sales	Apparel, Piece Goods, and Notions	12,543	10,132	9,692	9,166	6,930	5,515	5,317
4244	Sales	Groceries and Related Products	125,557	140,291	150,780	159,836	174,610	188,954	198,587
4246	Sales	Chemicals and Allied Products	58,405	61,944	68,833	72,219	69,552	78,088	83,198
4247	Sales	Petroleum and Petroleum Products	128,580	157,417	185,797	230,706	247,345	265,836	309,243
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	8,370	8,315	9,185	11,450	S	11,624	12,093
4249	Sales	Miscellaneous Nondurable Goods	60,423	57,148	57,609	61,392	64,331	62,470	75,950
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	73,476	80,605	89,345	101,384	108,773	113,239	112,474
423	Inventories	Durable goods	33,966	39,155	43,371	48,666	51,817	52,820	54,396
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	6,843	11,688	12,188	12,930	12,617	13,003	11,910
4232	Inventories	Furniture and Home Furnishings	818	860	1,007	961	1,147	1,295	1,019
4233	Inventories	Lumber & Other Construction Materials	1,624	1,931	2,540	3,305	3,813	4,679	4,504
4234	Inventories	Professional and Commercial Equipment and Supplies	7,013	7,264	7,683	8,256	8,365	7,719	8,898
42343	Inventories	Computer and Computer Peripheral Equipment and Software	2,611	2,537	2,452	2,480	2,475	2,585	3,020
4235	Inventories	Metals and Minerals, ex. Petroleum	4,145	4,186	5,478	6,840	7,569	8,492	8,891
4236	Inventories	Electrical Goods	5,065	4,577	4,697	5,869	6,410	S	S
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	1,143	1,081	1,162	1,511	1,692	1,657	1,757
4238	Inventories	Machinery, Equipment, and Supplies	6,188	6,400	7,458	7,940	9,165	8,618	9,676
4239	Inventories	Miscellaneous Durable Goods	S	S	1,158	1,054	1,039	845	967
424	Inventories	Nondurable goods	39,510	41,450	45,974	52,718	56,956	60,419	58,078
4241	Inventories	Paper and Paper Products	1,345	1,335	1,451	1,506	1,834	1,783	1,963
4242	Inventories	Drugs and Druggists' Sundries	12,793	13,995	15,561	16,552	17,895	16,610	16,486
4243	Inventories	Apparel, Piece Goods, and Notions	1,428	1,471	1,279	1,376	1,243	983	905
4244	Inventories	Groceries and Related Products	3,214	5,381	5,996	6,575	7,277	7,594	8,085
4246	Inventories	Chemicals and Allied Products	4,554	4,523	4,597	4,904	5,213	6,527	7,314
4247	Inventories	Petroleum and Petroleum Products	11,125	10,418	12,700	17,116	19,151	21,723	15,666
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	448	470	478	459	S	560	385
4249	Inventories	Miscellaneous Nondurable Goods	4,603	3,857	3,912	4,230	3,794	4,639	7,274

Notes:

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.

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 3A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnotes:

^f Revised data.

Table 4. Estimated Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1998 Through 2008

[Purchases and gross margins estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	1998 ¹	1999 ¹	2000 ¹	2001 ¹	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006 ¹	2007 ¹	2008
42	Purchases	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1,942,911	2,082,068	2,267,451	2,230,336	2,276,247	2,403,165	2,702,375	2,934,630	3,171,377	3,398,735	3,620,966
423	Purchases	Durable goods	1,011,882	1,090,089	1,150,149	1,085,850	1,081,896	1,120,440	1,305,839	1,406,177	1,545,348	1,607,068	1,600,891
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplie	145,700	169,647	175,887	185,740	199,704	212,243	234,090	251,578	278,158	286,788	256,607
4232	Purchases	Furniture and Home Furnishings	31,026	33,634	37,445	36,598	36,819	38,309	41,902	44,676	48,842	48,982	45,543
4233	Purchases	Lumber & Other Construction Material	65,528	72,743	71,061	71,929	76,077	84,334	102,930	110,930	112,097	97,152	84,822
4234	Purchases	Professional and Commercial Equipment and Supplie	200,876	220,472	219,644	202,006	202,784	205,351	227,991	240,599	255,990	275,195	272,711
42343	Purchases	Computer and Computer Peripheral Equipment and Softwar	132,911	149,323	147,579	126,604	122,586	118,331	129,158	133,895	135,988	145,596	143,891
4235	Purchases	Metals and Minerals, ex. Petroleum	72,164	70,011	75,799	68,214	66,160	65,563	99,644	112,175	132,768	136,765	143,007
4236	Purchases	Electrical Goods	157,064	174,920	203,638	180,320	174,135	182,633	209,839	223,660	248,371	268,631	271,567
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplie	49,491	51,277	53,571	48,927	49,934	52,396	60,979	68,357	78,020	79,512	77,029
4238	Purchases	Machinery, Equipment, and Supplie	179,982	183,213	189,642	182,127	166,452	168,109	191,545	210,926	230,785	236,982	258,395
4239	Purchases	Miscellaneous Durable Goods	110,051	114,172	123,642	109,988	109,731	110,502	136,919	143,276	160,317	177,051	191,810
424	Purchases	Nondurable goods	931,029	991,979	1,117,302	1,144,486	1,194,351	1,282,725	1,396,536	1,528,453	1,626,029	1,791,667	2,020,075
4241	Purchases	Paper and Paper Products	54,108	57,696	62,085	61,601	59,020	60,758	66,889	70,340	72,452	73,658	75,013
4242	Purchases	Drugs and Druggists' Sundries	110,654	134,734	159,988	191,308	224,801	254,308	275,465	292,011	309,067	318,711	335,622
4243	Purchases	Apparel, Piece Goods, and Notion:	61,681	63,088	67,987	68,609	73,858	75,792	79,952	85,894	94,538	99,508	97,892
4244	Purchases	Groceries and Related Product:	288,827	299,184	315,597	316,025	322,521	330,562	343,164	361,489	371,043	408,412	421,783
4245	Purchases	Farm Product Raw Material:	101,678	92,560	95,637	92,362	95,720	102,694	105,772	95,905	100,124	132,170	179,419
4246	Purchases	Chemicals and Allied Product:	42,413	43,388	47,471	48,490	50,913	53,593	60,794	70,545	71,773	78,663	89,916
4247	Purchases	Petroleum and Petroleum Product:	106,976	126,752	179,844	177,335	180,364	214,760	255,251	332,509	379,104	442,841	572,300
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverage	46,654	50,726	53,659	56,054	59,523	62,676	63,725	67,174	72,693	76,153	77,331
4249	Purchases	Miscellaneous Nondurable Goods	118,038	123,851	135,034	132,704	127,631	127,582	145,524	152,396	155,234	161,551	171,799
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	497,884	534,723	566,309	543,572	563,350	575,469	642,668	687,618	749,542	781,098	804,350
423	Gross margins	Durable goods	305,286	328,038	347,331	320,320	339,233	347,878	406,564	423,345	459,257	465,155	483,509
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplie	39,182	46,057	48,314	47,924	54,655	50,233	52,907	57,660	61,492	57,792	58,672
4232	Gross margins	Furniture and Home Furnishings	12,378	13,716	15,944	15,457	16,897	17,507	18,103	18,735	20,708	20,133	18,295
4233	Gross margins	Lumber & Other Construction Material:	13,877	16,561	16,363	17,795	19,466	22,465	27,648	29,445	30,841	28,626	26,949
4234	Gross margins	Professional and Commercial Equipment and Supplie	55,836	62,733	62,482	62,248	70,165	70,865	77,248	75,758	76,079	79,113	85,633
42343	Gross margins	Computer and Computer Peripheral Equipment and Softwar	24,478	26,995	25,825	24,449	27,713	26,239	28,621	28,357	24,497	24,225	28,437
4235	Gross margins	Metals and Minerals, ex. Petroleum	16,959	16,400	18,531	15,190	15,694	14,750	28,014	24,496	30,380	23,762	31,215
4236	Gross margins	Electrical Goods	45,997	52,300	60,176	46,790	47,547	49,710	57,780	62,313	75,089	80,200	80,054
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplie	16,858	17,539	19,518	19,602	20,596	22,645	24,955	28,251	32,185	32,871	30,001
4238	Gross margins	Machinery, Equipment, and Supplie	69,715	66,820	67,796	63,119	58,692	60,839	73,506	83,186	86,507	92,209	101,255
4239	Gross margins	Miscellaneous Durable Goods	34,485	35,912	38,207	32,195	35,521	38,633	46,403	43,501	45,076	50,449	50,535
424	Gross margins	Nondurable goods	192,598	206,685	218,978	223,252	224,117	227,591	236,104	264,273	290,285	315,943	320,841
4241	Gross margins	Paper and Paper Products	14,942	15,515	16,411	13,831	13,243	13,088	15,366	16,978	17,645	19,772	18,973
4242	Gross margins	Drugs and Druggists' Sundries	17,147	20,297	20,756	26,356	22,523	17,316	15,852	28,614	30,039	28,591	29,581
4243	Gross margins	Apparel, Piece Goods, and Notion:	25,569	26,695	28,769	30,523	32,164	31,941	36,503	39,794	42,216	44,629	43,749
4244	Gross margins	Groceries and Related Products	52,825	58,204	59,218	59,879	64,443	72,946	63,559	64,623	71,302	76,936	84,100
4245	Gross margins	Farm Product Raw Materials	7,998	7,603	7,936	8,423	8,036	10,640	4,245	9,719	15,062	19,820	10,943
4246	Gross margins	Chemicals and Allied Products	14,237	14,616	14,751	15,798	17,254	17,127	18,187	20,169	20,870	24,976	24,181
4247	Gross margins	Petroleum and Petroleum Products	11,492	13,531	16,766	14,226	13,068	12,040	23,931	24,632	32,441	31,278	35,527
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,960	18,031	18,659	20,259	19,978	22,778	24,457	25,354	27,177	29,421
4249	Gross margins	Miscellaneous Nondurable Goods	32,965	33,264	36,338	35,557	33,127	32,515	35,683	35,287	35,356	42,764	44,366
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	20.5	20.6	20.1	19.5	19.9	19.4	19.4	19.1	19.3	18.8	18.2
423	Gross margins as a percent of sales	Durable goods	23.4	23.3	23.4	22.5	23.9	23.8	24.1	23.4	23.2	22.5	23.4
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	21.3	21.7	21.7	20.4	21.7	19.3	18.6	18.9	18.2	16.8	18.9
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	28.8	29.2	30.3	29.5	31.6	31.6	30.4	29.8	30.0	29.2	28.6
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	17.4	18.7	18.8	19.8	20.5	21.3	21.7	21.1	21.6	22.6	23.9
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	21.7	22.3	22.1	23.2	25.8	25.7	25.5	24.0	23.2	22.4	24.1
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	15.5	15.4	14.8	15.9	18.4	18.2	18.2	17.5	15.3	14.3	16.5
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	19.2	19.0	19.8	17.9	19.2	18.2	23.2	18.0	19.2	14.7	18.3
4236	Gross margins as a percent of sales	Electrical Goods	22.9	23.3	23.1	20.2	21.3	21.4	21.8	22.0	23.5	23.1	22.8
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	25.7	25.6	27.1	28.4	29.2	30.4	29.7	29.8	29.7	29.5	27.8
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	28.6	26.9	26.5	25.5	25.8	26.4	28.3	28.9	27.8	28.2	28.6
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	24.0	24.0	23.8	22.3	24.4	26.2	25.6	23.6	21.9	22.2	20.9
424	Gross margins as a percent of sales	Nondurable goods	17.2	17.3	16.5	16.4	15.8	15.1	14.5	14.8	15.2	15.1	13.7
4241	Gross margins as a percent of sales	Paper and Paper Products	21.6	21.2	21.1	18.1	18.2	17.7	18.9	19.6	19.6	21.2	20.3
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	13.7	13.4	11.8	12.5	9.2	6.4	5.4	8.9	8.9	8.3	8.1
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	29.5	29.5	29.8	30.8	30.4	29.6	31.5	32.0	31.3	31.3	31.2
4244	Gross margins as a percent of sales	Groceries and Related Products	15.5	16.3	15.8	15.9	16.7	18.1	15.6	15.2	16.2	15.9	16.7
4245	Gross margins as a percent of sales	Farm Product Raw Materials	7.3	7.6	7.7	8.3	7.8	9.6	3.7	9.3	13.6	13.7	5.6
4246	Gross margins as a percent of sales	Chemicals and Allied Products	25.3	25.3	23.7	24.6	25.5	24.2	23.2	22.5	22.6	24.4	21.5
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	9.7	9.7	16	7.4	6.8	5.3	6.7	6.9	6.6	6.6	5.8
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	25.0	25.2	25.3	24.9	25.8	24.2	45.5	26.9	26.0	26.5	27.9
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Goods	21.9	21.3	21.3	21.1	20.6	20.3	19.9	18.9	18.5	21.2	20.7

Note:

Estimates have not been adjusted for price changes. Table 4A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnote:

¹ Revised data.

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2008

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008
42	Operating expenses	U.S. Merchant Wholesalers					669,257	735,910	744,853
423	Operating expenses	Durable goods					402,802	439,278	440,946
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					56,950	62,625	56,460
4232	Operating expenses	Furniture and Home Furnishings					18,654	20,628	18,379
4233	Operating expenses	Lumber & Other Construction Materials					28,161	29,259	26,959
4234	Operating expenses	Professional and Commercial Equipment and Supplies					79,705	86,806	93,233
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					29,261	33,239	35,324
4235	Operating expenses	Metals and Minerals, ex. Petroleum					21,217	21,398	21,398
4236	Operating expenses	Electrical Goods					64,607	73,692	72,832
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					27,955	29,768	28,220
4238	Operating expenses	Machinery, Equipment, and Supplies					71,215	77,795	85,349
4239	Operating expenses	Miscellaneous Durable Goods					34,338	37,307	38,116
							266,455	296,632	303,907
424	Operating expenses	Nondurable goods							
4241	Operating expenses	Paper and Paper Products					21,820	21,613	20,782
4242	Operating expenses	Drugs and Druggists' Sundries					44,743	45,043	45,018
4243	Operating expenses	Apparel, Piece Goods, and Notions					29,933	32,778	32,170
4244	Operating expenses	Groceries and Related Products					73,875	85,143	89,406
4245	Operating expenses	Farm Product Raw Materials					7,858	9,194	11,498
4246	Operating expenses	Chemicals and Allied Products					20,023	24,488	23,713
4247	Operating expenses	Petroleum and Petroleum Products					17,320	21,156	23,338
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					19,210	20,803	21,618
4249	Operating expenses	Miscellaneous Nondurable Goods					31,673	36,414	36,364
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers					12.0	12.6	12.2
423	Operating expenses as a percent of sales	Durable goods					14.1	15.2	15.5
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					8.3	9.3	9.8
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					20.3	22.3	21.5
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					15.3	17.1	17.5
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					16.5	17.8	18.4
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					11.5	13.2	13.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					9.6	9.4	8.9
4236	Operating expenses as a percent of sales	Electrical Goods					15.5	16.3	16.2
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					21.8	22.7	22.3
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					17.0	18.2	18.8
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					15.9	15.9	15.3
							9.8	10.1	9.3
424	Operating expenses as a percent of sales	Nondurable goods							
4241	Operating expenses as a percent of sales	Paper and Paper Products					16.2	15.7	15.0
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					8.2	8.2	7.9
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					21.1	22.0	22.1
4244	Operating expenses as a percent of sales	Groceries and Related Products					12.0	12.7	12.7
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					7.1	6.3	5.9
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					12.4	13.6	12.1
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					2.6	2.9	2.5
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					17.8	18.2	18.4
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					12.4	13.8	12.5

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2008 -- cont.

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008
42	Operating expenses	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices					510,137	568,553	576,605
423	Operating expenses	Durable goods					320,568	353,108	357,943
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					39,865	44,517	42,409
4232	Operating expenses	Furniture and Home Furnishings					15,861	17,907	15,986
4233	Operating expenses	Lumber & Other Construction Materials					23,541	24,308	21,913
4234	Operating expenses	Professional and Commercial Equipment and Supplies					55,835	63,615	66,648
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					18,345	23,066	23,683
4235	Operating expenses	Metals and Minerals, ex. Petroleum					18,910	18,833	18,719
4236	Operating expenses	Electrical Goods					49,279	56,766	57,503
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					24,815	26,490	24,916
4238	Operating expenses	Machinery, Equipment, and Supplies					59,644	64,687	72,918
4239	Operating expenses	Miscellaneous Durable Goods					32,818	35,985	36,931
424	Operating expenses	Nondurable goods					189,569	215,445	218,662
4241	Operating expenses	Paper and Paper Products					15,680	15,894	15,468
4242	Operating expenses	Drugs and Druggists' Sundries					16,668	17,510	17,876
4243	Operating expenses	Apparel, Piece Goods, and Notions					28,910	31,948	31,254
4244	Operating expenses	Groceries and Related Products					50,356	58,992	59,100
4245	Operating Expenses	Farm Product Raw Materials					7,858	9,194	11,498
4246	Operating expenses	Chemicals and Allied Products					14,555	17,673	16,931
4247	Operating expenses	Petroleum and Petroleum Products					11,682	14,453	17,107
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					17,770	19,055	19,713
4249	Operating expenses	Miscellaneous Nondurable Goods					26,090	30,726	29,715
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices					13.1	13.7	13.1
423	Operating expenses as a percent of sales	Durable goods					16.2	17.1	17.3
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					11.8	13.0	13.7
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					23.0	25.9	25.0
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					16.5	19.2	19.5
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					16.9	18.0	18.6
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					11.5	13.6	13.7
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					12.0	11.6	11.0
4236	Operating expenses as a percent of sales	Electrical Goods					15.4	16.4	16.4
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					22.9	23.7	23.1
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					19.1	19.8	20.6
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					16.0	15.9	15.3
424	Operating expenses as a percent of sales	Nondurable goods					9.9	10.3	9.3
4241	Operating expenses as a percent of sales	Paper and Paper Products					17.4	17.0	16.5
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					4.9	5.1	4.9
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					21.4	22.3	22.3
4244	Operating expenses as a percent of sales	Groceries and Related Products					11.4	12.2	11.7
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					7.1	6.3	5.9
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					15.7	17.3	15.0
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					2.8	3.1	2.8
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					18.2	18.6	18.7
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					13.7	15.2	13.9

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2008 -- cont.

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 [†]	2003 [†]	2004 [†]	2005 [†]	2006 [†]	2007 [†]	2008
42	Operating expenses	Manufacturers' Sales Branches and Offices	121,397	128,580	138,865	149,828	159,120	167,357	168,248
423	Operating expenses	Durable goods	63,883	66,183	70,998	74,532	82,234	86,170	83,003
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	12,470	14,339	S	S	17,085	18,108	14,051
4232	Operating expenses	Furniture and Home Furnishings	2,389	2,520	2,953	3,078	2,793	2,721	2,393
4233	Operating expenses	Lumber & Other Construction Materials	1,917	2,275	2,770	3,460	4,620	4,951	5,046
4234	Operating expenses	Professional and Commercial Equipment and Supplies	19,429	18,341	18,905	20,614	23,870	23,191	26,585
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	9,604	8,260	7,313	8,851	10,916	10,173	11,641
4235	Operating expenses	Metals and Minerals, ex. Petroleum	1,491	1,587	1,975	2,245	2,307	2,565	2,679
4236	Operating expenses	Electrical Goods	14,769	13,119	14,685	14,707	S	S	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	2,253	2,253	2,460	2,902	3,140	3,278	3,304
4238	Operating expenses	Machinery, Equipment, and Supplies	8,250	9,970	10,825	11,961	11,571	13,108	12,431
4239	Operating expenses	Miscellaneous Durable Goods	S	S	2,064	1,634	1,520	1,322	1,185
424	Operating expenses	Nondurable goods	57,514	62,397	67,867	75,296	76,886	81,187	85,245
4241	Operating expenses	Paper and Paper Products	6,139	6,057	S	S	S	S	S
4242	Operating expenses	Drugs and Druggists' Sundries	18,072	20,699	23,523	26,095	28,075	27,533	27,142
4243	Operating expenses	Apparel, Piece Goods, and Notions	1,518	1,296	1,296	1,382	1,023	830	916
4244	Operating expenses	Groceries and Related Products	17,035	18,912	20,637	22,042	23,519	26,151	30,306
4246	Operating expenses	Chemicals and Allied Products	5,495	5,497	5,970	5,923	5,468	6,815	6,782
4247	Operating expenses	Petroleum and Petroleum Products	3,478	4,025	4,289	5,727	5,638	6,703	6,231
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	1,033	1,016	1,157	1,407	1,440	1,748	1,905
4249	Operating expenses	Miscellaneous Nondurable Goods	4,744	4,895	5,080	5,311	5,583	5,688	6,649
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	9.2	9.2	9.1	9.2	9.4	9.9	9.9
423	Operating expenses as a percent of sales	Durable goods	8.5	8.7	8.7	8.8	9.5	10.4	10.8
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	3.6	4.2	S	S	4.9	5.5	5.3
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	13.3	13.8	14.7	13.9	12.2	11.6	11.1
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	9.4	9.4	9.3	9.5	11.0	11.1	12.3
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	14.5	12.8	12.9	13.7	15.6	17.2	18.1
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	11.7	9.0	8.0	9.1	11.5	12.5	12.9
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	4.2	4.1	4.0	3.9	3.6	4.0	3.9
4236	Operating expenses as a percent of sales	Electrical Goods	14.9	14.2	14.7	14.6	S	S	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	15.9	15.7	15.6	15.4	15.8	16.7	17.3
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	11.8	13.7	13.1	12.0	10.8	13.1	12.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	S	S	17.5	15.2	15.0	16.6	16.2
424	Operating expenses as a percent of sales	Nondurable goods	10.0	9.8	9.6	9.6	9.3	9.4	9.1
4241	Operating expenses as a percent of sales	Paper and Paper Products	14.7	14.5	S	S	S	S	S
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	12.8	13.0	13.0	13.1	13.5	13.5	13.3
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	12.1	12.8	13.4	15.1	14.8	15.0	17.2
4244	Operating expenses as a percent of sales	Groceries and Related Products	13.6	13.5	13.7	13.8	13.5	13.8	15.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	9.4	8.9	8.7	8.2	7.9	8.7	8.2
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	2.7	2.6	2.3	2.5	2.3	2.5	2.0
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	12.3	12.2	12.6	12.3	S	15.0	15.8
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	7.9	8.6	8.8	8.7	8.7	9.1	8.8

Notes:

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.

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 5A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnotes:

[†] Revised data.

Table 5.1 Revised Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using the preliminary results of the 2007 Economic Census]

2002 NAICS code	Kind of business	Sales	Operating expenses, total	Total operating expenses as percent of sales	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment	
					Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	4,153,429	568,553	13.7	254,046	44.7	48,195	8.5	8,201	1.4	2,912	0.5
423	Durable goods	2,065,939	353,108	17.1	159,977	45.3	30,247	8.6	4,705	1.3	2,140	0.6
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	343,002	44,517	13.0	16,473	37.0	3,314	7.4	837	1.9	166	0.4
4232	Furniture and Home Furnishings	69,064	17,907	25.9	7,478	41.8	1,217	6.8	347	1.9	83	0.5
4233	Lumber & Other Construction Materials	126,651	24,308	19.2	11,118	45.7	2,256	9.3	282	1.2	146	0.6
4234	Professional and Commercial Equipment and Supplies	353,781	63,615	18.0	30,340	47.7	5,171	8.1	688	1.1	623	1.0
42343	Computer and Computer Peripheral Equipment and Software	169,994	23,066	13.6	11,558	50.1	1,606	7.0	310	1.3	107	0.5
4235	Metals and Minerals, ex. Petroleum	162,138	18,833	11.6	8,440	44.8	1,767	9.4	288	1.5	85	0.5
4236	Electrical Goods	346,510	56,766	16.4	27,256	48.0	5,096	9.0	910	1.6	341	0.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies	111,579	26,490	23.7	12,687	47.9	2,403	9.1	240	0.9	122	0.5
4238	Machinery, Equipment, and Supplies	326,416	64,687	19.8	32,829	50.8	6,630	10.2	571	0.9	328	0.5
4239	Miscellaneous Durable Goods	226,798	35,985	15.9	13,356	37.1	2,393	6.7	541	1.5	246	0.7
424	Nondurable Goods	2,087,490	215,445	10.3	94,068	43.7	17,948	8.3	3,495	1.6	772	0.4
4241	Paper and Paper Products	93,311	15,894	17.0	7,800	49.1	1,372	8.6	180	1.1	94	0.6
4242	Drugs and Druggists' Sundries	346,453	17,510	5.1	6,688	38.2	S	S	S	S	S	S
4243	Apparel, Piece Goods, and Notions	143,165	31,948	22.3	12,466	39.0	2,242	7.0	527	1.6	85	0.3
4244	Groceries and Related products	482,648	58,992	12.2	27,319	46.3	5,397	9.1	1,189	2.0	164	0.3
4245	Farm Product Raw Materials	144,860	9,194	6.3	3,299	35.9	733	8.0	109	1.2	30	0.3
4246	Chemicals and Allied Products	102,162	17,673	17.3	7,897	44.7	S	S	152	0.9	95	0.5
4247	Petroleum and Petroleum Products	470,476	14,453	3.1	5,697	39.4	809	5.6	S	S	48	0.3
4248	Beer, Wine, and Distilled Alcoholic Beverages	102,371	19,055	18.6	9,557	50.2	2,101	11.0	122	0.6	53	0.3
4249	Miscellaneous Nondurable Goods	202,044	30,726	15.2	13,347	43.4	S	S	534	1.7	130	0.4

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.

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

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have been revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

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 http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Table 5.1 Revised Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007-- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using the preliminary results of the 2007 Economic Census]

2002 NAICS code	Kind of business	Purchases of packaging materials and containers		Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	5,272	0.9	11,897	2.1	1,918	0.3	2,304	0.4
423	Durable goods	2,580	0.7	6,415	1.8	1,335	0.4	1,547	0.4	8,584	2.4
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	231	0.5	624	1.4	176	0.4	340	0.8	S	S
4232	Furniture and Home Furnishings	218	1.2	313	1.7	47	0.3	70	0.4	810	4.5
4233	Lumber & Other Construction Materials	199	0.8	699	2.9	65	0.3	73	0.3	281	1.2
4234	Professional and Commercial Equipment and Supplies	S	S	859	1.4	253	0.4	264	0.4	1,878	3.0
42343	Computer and Computer Peripheral Equipment and Software	S	S	254	1.1	99	0.4	S	S	647	2.8
4235	Metals and Minerals, ex. Petroleum	233	1.2	613	3.3	52	0.3	55	0.3	276	1.5
4236	Electrical Goods	340	0.6	656	1.2	360	0.6	272	0.5	1,470	2.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies	237	0.9	457	1.7	118	0.4	94	0.4	S	S
4238	Machinery, Equipment, and Supplies	390	0.6	1,319	2.0	178	0.3	275	0.4	1,211	1.9
4239	Miscellaneous Durable Goods	247	0.7	875	2.4	86	0.2	103	0.3	1,009	2.8
424	Nondurable Goods	2,692	1.2	5,482	2.5	583	0.3	758	0.4	4,955	2.3
4241	Paper and Paper Products	231	1.5	220	1.4	57	0.4	40	0.3	324	2.0
4242	Drugs and Druggists' Sundries	S	S	S	S	S	S	S	S	S	S
4243	Apparel, Piece Goods, and Notions	380	1.2	333	1.0	93	0.3	162	0.5	1,269	4.0
4244	Groceries and Related products	956	1.6	2,207	3.7	113	0.2	248	0.4	826	1.4
4245	Farm Product Raw Materials	87	0.9	186	2.0	15	0.2	23	0.2	179	1.9
4246	Chemicals and Allied Products	191	1.1	487	2.8	54	0.3	58	0.3	336	1.9
4247	Petroleum and Petroleum Products	53	0.4	627	4.3	S	S	34	0.2	493	3.4
4248	Beer, Wine, and Distilled Alcoholic Beverages	52	0.3	426	2.2	51	0.3	33	0.2	114	0.6
4249	Miscellaneous Nondurable Goods	543	1.8	761	2.5	95	0.3	96	0.3	676	2.2

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.

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Z - Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

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The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Table 5.1 Revised Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007-- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using the preliminary results of the 2007 Economic Census]

2002 NAICS code	Kind of business	Purchased communication services		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	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	5,985	1.1	7,186	1.3	3,263	0.6	5,744	1.0	24,428	4.3
423	Durable goods	4,150	1.2	3,794	1.1	2,020	0.6	2,837	0.8	15,813	4.5
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	399	0.9	367	0.8	195	0.4	210	0.5	1,734	3.9
4232	Furniture and Home Furnishings	176	1.0	102	0.6	72	0.4	177	1.0	1,361	7.6
4233	Lumber & Other Construction Materials	282	1.2	510	2.1	155	0.6	403	1.7	1,432	5.9
4234	Professional and Commercial Equipment and Supplies	832	1.3	304	0.5	429	0.7	300	0.5	2,394	3.8
42343	Computer and Computer Peripheral Equipment and Software	344	1.5	76	0.3	50	0.2	78	0.3	809	3.5
4235	Metals and Minerals, ex. Petroleum	174	0.9	341	1.8	108	0.6	324	1.7	714	3.8
4236	Electrical Goods	803	1.4	414	0.7	289	0.5	353	0.6	2,202	3.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	356	1.3	277	1.0	161	0.6	297	1.1	1,475	5.6
4238	Machinery, Equipment, and Supplies	807	1.2	762	1.2	461	0.7	492	0.8	2,651	4.1
4239	Miscellaneous Durable Goods	321	0.9	718	2.0	151	0.4	280	0.8	1,850	5.1
424	Nondurable Goods	1,835	0.9	3,392	1.6	1,243	0.6	2,907	1.3	8,615	4.0
4241	Paper and Paper Products	158	1.0	136	0.9	80	0.5	260	1.6	818	5.1
4242	Drugs and Druggists' Sundries	S	S	109	0.6	S	S	S	S	599	3.4
4243	Apparel, Piece Goods, and Notions	234	0.7	120	0.4	80	0.2	109	0.3	1,583	5.0
4244	Groceries and Related products	462	0.8	1,150	1.9	446	0.8	1,000	1.7	2,134	3.6
4245	Farm Product Raw Materials	79	0.9	364	4.0	127	1.4	139	1.5	157	1.7
4246	Chemicals and Allied Products	194	1.1	277	1.6	S	S	247	1.4	615	3.5
4247	Petroleum and Petroleum Products	137	0.9	469	3.2	117	0.8	380	2.6	649	4.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	142	0.7	347	1.8	92	0.5	253	1.3	653	3.4
4249	Miscellaneous Nondurable Goods	292	1.0	420	1.4	106	0.3	402	1.3	1,406	4.6

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.

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Z - Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

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The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Table 5.1 Revised Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007-- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using the preliminary results of the 2007 Economic Census]

2002 NAICS code	Kind of business	Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments		Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	5,770	1.0	2,432	0.4	1,424	0.3	28,253	5.0
423	Durable goods	3,023	0.9	1,284	0.4	923	0.3	16,882	4.8	16,124	4.6
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	334	0.8	108	0.2	79	0.2	1,680	3.8	6,373	14.3
4232	Furniture and Home Furnishings	149	0.8	50	0.3	38	0.2	791	4.4	538	3.0
4233	Lumber & Other Construction Materials	299	1.2	223	0.9	103	0.4	1,235	5.1	386	1.6
4234	Professional and Commercial Equipment and Supplies	321	0.5	126	0.2	72	0.1	2,956	4.6	2,882	4.5
42343	Computer and Computer Peripheral Equipment and Software	75	0.3	S	S	11	Z	955	4.1	1,121	4.9
4235	Metals and Minerals, ex. Petroleum	228	1.2	108	0.6	52	0.3	1,385	7.4	200	1.1
4236	Electrical Goods	453	0.8	112	0.2	74	0.1	2,530	4.5	1,923	3.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	316	1.2	122	0.5	68	0.3	1,162	4.4	654	2.5
4238	Machinery, Equipment, and Supplies	583	0.9	220	0.3	111	0.2	2,443	3.8	1,210	1.9
4239	Miscellaneous Durable Goods	339	0.9	215	0.6	326	0.9	2,700	7.5	1,959	5.4
424	Nondurable Goods	2,747	1.3	1,148	0.5	501	0.2	11,371	5.3	7,317	3.4
4241	Paper and Paper Products	127	0.8	42	0.3	26	0.2	701	4.4	354	2.2
4242	Drugs and Druggists' Sundries	S	S	S	S	S	S	1,116	6.4	S	S
4243	Apparel, Piece Goods, and Notions	206	0.6	36	0.1	40	0.1	1,655	5.2	2,508	7.8
4244	Groceries and Related products	1,035	1.8	317	0.5	205	0.3	3,045	5.2	983	1.7
4245	Farm Product Raw Materials	231	2.5	197	2.1	20	0.2	S	S	74	0.8
4246	Chemicals and Allied Products	206	1.2	150	0.8	58	0.3	1,101	6.2	230	1.3
4247	Petroleum and Petroleum Products	242	1.7	130	0.9	28	0.2	683	4.7	76	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	177	0.9	85	0.4	24	0.1	397	2.1	1,175	6.2
4249	Miscellaneous Nondurable Goods	391	1.3	173	0.6	69	0.2	S	S	713	2.3

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.

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

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have been revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

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 http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Table 5.1 Revised Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007-- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using the preliminary results of the 2007 Economic Census]

2002 NAICS code	Kind of business	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
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	15,621	2.7	23,534	4.1	8,021	1.4	65,302	11.5
423	Durable goods	10,190	2.9	13,443	3.8	4,802	1.4	40,362	11.4
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	1,302	2.9	1,921	4.3	747	1.7	S	S
4232	Furniture and Home Furnishings	436	2.4	557	3.1	216	1.2	2,670	14.9
4233	Lumber & Other Construction Materials	352	1.4	903	3.7	379	1.6	2,529	10.4
4234	Professional and Commercial Equipment and Supplies	2,888	4.5	2,333	3.7	515	0.8	S	S
42343	Computer and Computer Peripheral Equipment and Software	1,396	6.1	888	3.9	151	0.7	S	S
4235	Metals and Minerals, ex. Petroleum	435	2.3	749	4.0	349	1.9	1,856	9.9
4236	Electrical Goods	1,895	3.3	2,208	3.9	719	1.3	6,110	10.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	534	2.0	752	2.8	397	1.5	2,762	10.4
4238	Machinery, Equipment, and Supplies	1,402	2.2	2,458	3.8	916	1.4	6,440	10.0
4239	Miscellaneous Durable Goods	945	2.6	1,562	4.3	563	1.6	5,210	14.5
424	Nondurable Goods	5,431	2.5	10,090	4.7	3,220	1.5	24,940	11.6
4241	Paper and Paper Products	282	1.8	545	3.4	222	1.4	1,871	11.8
4242	Drugs and Druggists' Sundries	S	S	382	2.2	S	S	S	S
4243	Apparel, Piece Goods, and Notions	1,180	3.7	1,120	3.5	335	1.0	5,184	16.2
4244	Groceries and Related products	1,051	1.8	2,713	4.6	962	1.6	5,078	8.6
4245	Farm Product Raw Materials	231	2.5	824	9.0	202	2.2	S	S
4246	Chemicals and Allied Products	439	2.5	865	4.9	269	1.5	S	S
4247	Petroleum and Petroleum Products	283	2.0	1,384	9.6	314	2.2	1,654	11.4
4248	Beer, Wine, and Distilled Alcoholic Beverages	336	1.8	738	3.9	323	1.7	1,802	9.5
4249	Miscellaneous Nondurable Goods	803	2.6	1,520	4.9	354	1.2	S	S

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.

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

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have been revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

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 http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	2004^r	2005^r	2006^r	2007^r	2008
4251	Total sales	486,028	506,593	564,144	595,498	609,857
4251	Sales on own account	6,577	7,160	8,238	10,055	9,123
4251	Sales made on the account of others	479,451	499,433	555,906	585,443	600,734
4251	Commissions received for sales made on the account of others					
4251	Amount	18,015	19,205	21,058	23,073	23,148
4251	As a percent of sales on the account of others	3.8	3.8	3.8	3.9	3.9
4251	Operating Expenses					
4251	Amount	14,291	14,852	17,391	18,978	18,611
4251	As a percent of total sales	2.9	2.9	3.1	3.2	3.1

Notes:

Estimates have not been adjusted for price changes. Table 6A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnotes:

^r Revised data.

Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2008				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
42	U.S. Merchant Wholesalers	551,204	531,073	96.3	20,131	3.7
423	Durable goods	327,928	317,104	96.7	10,824	3.3
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	57,691	54,659	94.7	3,032	5.3
4232	Furniture and Home Furnishings	9,223	8,919	96.7	304	3.3
4233	Lumber & Other Construction Materials	17,401	17,199	98.8	202	1.2
4234	Professional and Commercial Equipment and Supplies	39,643	38,258	96.5	1,385	3.5
42343	Computer and Computer Peripheral Equipment and Software	13,145	12,347	93.9	798	6.1
4235	Metals and Minerals, ex. Petroleum	35,325	34,126	96.6	1,199	3.4
4236	Electrical Goods	44,473	42,211	94.9	2,262	5.1
4237	Hardware, and Plumbing and Heating Equipment and Supplies	18,940	18,595	98.2	345	1.8
4238	Machinery, Equipment, and Supplies	79,349	78,165	98.5	1,184	1.5
4239	Miscellaneous Durable Goods	25,883	24,972	96.5	911	3.5
424	Nondurable goods	223,276	213,969	95.8	9,307	4.2
4241	Paper and Paper Products	9,431	9,367	99.3	64	0.7
4242	Drugs and Druggists' Sundries	50,386	49,287	97.8	1,099	2.2
4243	Apparel, Piece Goods, and Notions	20,856	18,809	90.2	2,047	9.8
4244	Groceries and Related Products	37,149	35,995	96.9	S	S
4245	Farm Product Raw Materials	17,288	17,110	99.0	S	S
4246	Chemicals and Allied Products	17,624	17,319	98.3	305	1.7
4247	Petroleum and Petroleum Products	28,333	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	11,580	D	D	D	D
4249	Miscellaneous Nondurable Goods	30,629	30,399	99.2	S	S
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	438,730	423,134	96.4	15,596	3.6
423	Durable goods	273,532	264,007	96.5	9,525	3.5
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	45,781	42,941	93.8	2,840	6.2
4232	Furniture and Home Furnishings	8,204	7,946	96.9	258	3.1
4233	Lumber & Other Construction Materials	12,897	12,708	98.5	S	S
4234	Professional and Commercial Equipment and Supplies	30,745	29,556	96.1	1,189	3.9
42343	Computer and Computer Peripheral Equipment and Software	10,125	9,493	93.8	632	6.2
4235	Metals and Minerals, ex. Petroleum	26,434	25,501	96.5	933	3.5
4236	Electrical Goods	37,699	35,698	94.7	2,001	5.3
4237	Hardware, and Plumbing and Heating Equipment and Supplies	17,183	16,854	98.1	329	1.9
4238	Machinery, Equipment, and Supplies	69,673	68,727	98.6	946	1.4
4239	Miscellaneous Durable Goods	24,916	24,076	96.6	840	3.4
424	Nondurable goods	165,198	159,127	96.3	6,071	3.7
4241	Paper and Paper Products	7,468	7,405	99.2	63	0.8
4242	Drugs and Druggists' Sundries	33,900	33,712	99.4	188	0.6
4243	Apparel, Piece Goods, and Notions	19,951	18,043	90.4	1,908	9.6
4244	Groceries and Related Products	29,064	28,051	96.5	S	S
4245	Farm Product Raw Materials	17,288	17,110	99.0	S	S
4246	Chemicals and Allied Products	10,310	10,062	97.6	248	2.4
4247	Petroleum and Petroleum Products	12,667	10,513	83.0	2,154	17.0
4248	Beer, Wine, and Distilled Alcoholic Beverages	11,195	11,093	99.1	S	S
4249	Miscellaneous Nondurable Goods	23,355	23,138	99.1	S	S
42	U.S. Manufacturers' Sales Branches and Offices	112,474	107,939	96.0	4,535	4.0
423	Durable goods	54,396	53,097	97.6	1,299	2.4
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	11,910	11,718	98.4	192	1.6
4232	Furniture and Home Furnishings	1,019	973	95.5	46	4.5
4233	Lumber & Other Construction Materials	4,504	4,491	99.7	13	0.3
4234	Professional and Commercial Equipment and Supplies	8,898	8,702	97.8	196	2.2
42343	Computer and Computer Peripheral Equipment and Software	3,020	2,854	94.5	166	5.5
4235	Metals and Minerals, ex. Petroleum	8,891	8,625	97.0	S	S
4236	Electrical Goods	6,774	6,513	96.1	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,757	1,741	99.1	16	0.9
4238	Machinery, Equipment, and Supplies	9,676	9,438	97.5	S	S
4239	Miscellaneous Durable Goods	967	896	92.7	71	7.3
424	Nondurable goods	58,078	54,842	94.4	3,236	5.6
4241	Paper and Paper Products	1,963	1,962	99.9	S	S
4242	Drugs and Druggists' Sundries	16,486	15,575	94.5	911	5.5
4243	Apparel, Piece Goods, and Notions	905	766	84.6	139	15.4
4244	Groceries and Related Products	8,085	7,944	98.3	141	1.7
4246	Chemicals and Allied Products	7,314	7,257	99.2	57	0.8
4247	Petroleum and Petroleum Products	15,666	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	385	D	D	D	D
4249	Miscellaneous Nondurable Goods	7,274	7,261	99.8	13	0.2

Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008 -- cont.

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2007				
		Total Inventories ^r	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value ^r	As Percent of Total Inventories ^r	Value ^r	As Percent of Total Inventories ^r
42	U.S. Merchant Wholesalers	537,416	516,627	96.1	20,789	3.9
423	Durable goods	311,654	300,154	96.3	11,500	3.7
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	54,872	51,348	93.6	3,524	6.4
4232	Furniture and Home Furnishings	9,662	9,331	96.6	331	3.4
4233	Lumber & Other Construction Materials	18,389	18,128	98.6	261	1.4
4234	Professional and Commercial Equipment and Supplies	37,707	36,187	96.0	1,520	4.0
42343	Computer and Computer Peripheral Equipment and Software	13,005	12,195	93.8	810	6.2
4235	Metals and Minerals, ex. Petroleum	31,541	30,379	96.3	1,162	3.7
4236	Electrical Goods	42,946	40,643	94.6	2,303	5.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	19,548	19,324	98.9	224	1.1
4238	Machinery, Equipment, and Supplies	72,336	71,172	98.4	1,164	1.6
4239	Miscellaneous Durable Goods	24,653	23,642	95.9	1,011	4.1
424	Nondurable goods	225,762	216,473	95.9	9,289	4.1
4241	Paper and Paper Products	8,760	8,684	99.1	S	S
4242	Drugs and Druggists' Sundries	49,503	48,478	97.9	1,025	2.1
4243	Apparel, Piece Goods, and Notions	19,632	17,636	89.8	1,996	10.2
4244	Groceries and Related Products	34,636	33,441	96.5	S	S
4245	Farm Product Raw Materials	23,073	22,930	99.4	S	S
4246	Chemicals and Allied Products	16,280	16,048	98.6	232	1.4
4247	Petroleum and Petroleum Products	37,777	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	10,441	D	D	D	D
4249	Miscellaneous Nondurable Goods	25,660	25,439	99.1	221	0.9
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	424,177	408,784	96.4	15,393	3.6
423	Durable goods	258,834	248,736	96.1	10,098	3.9
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	41,869	38,705	92.4	3,164	7.6
4232	Furniture and Home Furnishings	8,367	8,088	96.7	279	3.3
4233	Lumber & Other Construction Materials	13,710	13,512	98.6	198	1.4
4234	Professional and Commercial Equipment and Supplies	29,988	28,675	95.6	1,313	4.4
42343	Computer and Computer Peripheral Equipment and Software	10,420	9,753	93.6	667	6.4
4235	Metals and Minerals, ex. Petroleum	23,049	22,144	96.1	905	3.9
4236	Electrical Goods	36,434	34,303	94.2	2,131	5.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	17,891	17,682	98.8	209	1.2
4238	Machinery, Equipment, and Supplies	63,718	62,746	98.5	972	1.5
4239	Miscellaneous Durable Goods	23,808	22,881	96.1	927	3.9
424	Nondurable goods	165,343	160,048	96.8	5,295	3.2
4241	Paper and Paper Products	6,977	6,908	99.0	S	S
4242	Drugs and Druggists' Sundries	32,893	32,713	99.5	180	0.5
4243	Apparel, Piece Goods, and Notions	18,649	16,839	90.3	1,810	9.7
4244	Groceries and Related Products	27,042	26,056	96.4	S	S
4245	Farm Product Raw Materials	23,073	22,930	99.4	S	S
4246	Chemicals and Allied Products	9,753	9,563	98.1	190	1.9
4247	Petroleum and Petroleum Products	16,054	14,411	89.8	1,643	10.2
4248	Beer, Wine, and Distilled Alcoholic Beverages	9,881	9,769	98.9	112	1.1
4249	Miscellaneous Nondurable Goods	21,021	20,859	99.2	S	S
42	U.S. Manufacturers' Sales Branches and Offices	113,239	107,843	95.2	5,396	4.8
423	Durable goods	52,820	51,418	97.3	1,402	2.7
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	13,003	12,643	97.2	360	2.8
4232	Furniture and Home Furnishings	1,295	1,243	96.0	52	4.0
4233	Lumber & Other Construction Materials	4,679	4,616	98.7	63	1.3
4234	Professional and Commercial Equipment and Supplies	7,719	7,512	97.3	207	2.7
42343	Computer and Computer Peripheral Equipment and Software	2,585	2,442	94.5	143	5.5
4235	Metals and Minerals, ex. Petroleum	8,492	8,235	97.0	S	S
4236	Electrical Goods	6,512	6,340	97.4	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,657	1,642	99.1	15	0.9
4238	Machinery, Equipment, and Supplies	8,618	8,426	97.8	S	S
4239	Miscellaneous Durable Goods	845	761	90.1	84	9.9
424	Nondurable goods	60,419	56,425	93.4	3,994	6.6
4241	Paper and Paper Products	1,783	1,776	99.6	7	0.4
4242	Drugs and Druggists' Sundries	16,610	15,765	94.9	845	5.1
4243	Apparel, Piece Goods, and Notions	983	797	81.1	186	18.9
4244	Groceries and Related Products	7,594	7,385	97.2	S	S
4246	Chemicals and Allied Products	6,527	6,485	99.4	42	0.6
4247	Petroleum and Petroleum Products	21,723	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	560	D	D	D	D
4249	Miscellaneous Nondurable Goods	4,639	4,580	98.7	59	1.3

Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008 -- cont.

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2006				
		Total Inventories ^r	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value ^r	As Percent of Total Inventories ^r	Value ^r	As Percent of Total Inventories ^r
42	U.S. Merchant Wholesalers	506,546	487,788	96.3	18,758	3.7
423	Durable goods	304,367	293,456	96.4	10,911	3.6
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	52,908	49,337	93.3	3,571	6.7
4232	Furniture and Home Furnishings	9,453	9,140	96.7	313	3.3
4233	Lumber & Other Construction Materials	18,396	18,117	98.5	279	1.5
4234	Professional and Commercial Equipment and Supplies	37,826	36,205	95.7	1,621	4.3
42343	Computer and Computer Peripheral Equipment and Software	13,068	12,335	94.4	733	5.6
4235	Metals and Minerals, ex. Petroleum	32,229	31,300	97.1	929	2.9
4236	Electrical Goods	40,523	38,468	94.9	2,055	5.1
4237	Hardware, and Plumbing and Heating Equipment and Supplies	18,779	18,546	98.8	S	S
4238	Machinery, Equipment, and Supplies	70,108	68,901	98.3	1,207	1.7
4239	Miscellaneous Durable Goods	24,145	23,442	97.1	703	2.9
424	Nondurable goods	202,179	194,332	96.1	7,847	3.9
4241	Paper and Paper Products	8,692	8,520	98.0	S	S
4242	Drugs and Druggists' Sundries	49,939	48,890	97.9	1,049	2.1
4243	Apparel, Piece Goods, and Notions	18,920	17,085	90.3	1,835	9.7
4244	Groceries and Related Products	31,619	30,769	97.3	S	S
4245	Farm Product Raw Materials	15,943	15,777	99.0	S	S
4246	Chemicals and Allied Products	13,489	13,241	98.2	248	1.8
4247	Petroleum and Petroleum Products	31,562	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	9,471	9,371	98.9	S	S
4249	Miscellaneous Nondurable Goods	22,544	D	D	D	D
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	397,773	383,538	96.4	14,235	3.6
423	Durable goods	252,550	242,760	96.1	9,790	3.9
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	40,291	37,114	92.1	3,177	7.9
4232	Furniture and Home Furnishings	8,306	8,021	96.6	285	3.4
4233	Lumber & Other Construction Materials	14,583	14,336	98.3	247	1.7
4234	Professional and Commercial Equipment and Supplies	29,461	28,012	95.1	1,449	4.9
42343	Computer and Computer Peripheral Equipment and Software	10,593	9,982	94.2	S	S
4235	Metals and Minerals, ex. Petroleum	24,660	23,865	96.8	795	3.2
4236	Electrical Goods	34,113	32,178	94.3	1,935	5.7
4237	Hardware, and Plumbing and Heating Equipment and Supplies	17,087	16,869	98.7	S	S
4238	Machinery, Equipment, and Supplies	60,943	59,923	98.3	1,020	1.7
4239	Miscellaneous Durable Goods	23,106	22,442	97.1	664	2.9
424	Nondurable goods	145,223	140,778	96.9	4,445	3.1
4241	Paper and Paper Products	6,858	6,699	97.7	S	S
4242	Drugs and Druggists' Sundries	32,044	31,951	99.7	93	0.3
4243	Apparel, Piece Goods, and Notions	17,677	15,992	90.5	1,685	9.5
4244	Groceries and Related Products	24,342	23,752	97.6	S	S
4245	Farm Product Raw Materials	15,943	15,777	99.0	S	S
4246	Chemicals and Allied Products	8,276	8,069	97.5	207	2.5
4247	Petroleum and Petroleum Products	12,411	11,080	89.3	1,331	10.7
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,922	8,822	98.9	S	S
4249	Miscellaneous Nondurable Goods	18,750	18,636	99.4	S	S
42	U.S. Manufacturers' Sales Branches and Offices	108,773	104,250	95.8	4,523	4.2
423	Durable goods	51,817	50,696	97.8	1,121	2.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	12,617	12,223	96.9	394	3.1
4232	Furniture and Home Furnishings	1,147	1,119	97.6	S	S
4233	Lumber & Other Construction Materials	3,813	3,781	99.2	32	0.8
4234	Professional and Commercial Equipment and Supplies	8,365	8,193	97.9	172	2.1
42343	Computer and Computer Peripheral Equipment and Software	2,475	2,353	95.1	122	4.9
4235	Metals and Minerals, ex. Petroleum	7,569	7,435	98.2	S	S
4236	Electrical Goods	6,410	6,290	98.1	120	1.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,692	1,677	99.1	15	0.9
4238	Machinery, Equipment, and Supplies	9,165	8,978	98.0	S	S
4239	Miscellaneous Durable Goods	1,039	1,000	96.2	S	S
424	Nondurable goods	56,956	53,554	94.0	3,402	6.0
4241	Paper and Paper Products	1,834	1,821	99.3	13	0.7
4242	Drugs and Druggists' Sundries	17,895	16,939	94.7	956	5.3
4243	Apparel, Piece Goods, and Notions	1,243	1,093	87.9	S	S
4244	Groceries and Related Products	7,277	7,017	96.4	260	3.6
4246	Chemicals and Allied Products	5,213	5,172	99.2	S	S
4247	Petroleum and Petroleum Products	19,151	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	549	549	100.0	0	Z
4249	Miscellaneous Nondurable Goods	3,794	D	D	D	D

Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008 -- cont.

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2005				
		Total Inventories ^r	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value ^r	As Percent of Total Inventories ^r	Value ^r	As Percent of Total Inventories ^r
42	U.S. Merchant Wholesalers	467,937	452,224	96.6	15,713	3.4
423	Durable goods	280,185	270,733	96.6	9,452	3.4
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	50,708	47,814	94.3	2,894	5.7
4232	Furniture and Home Furnishings	8,698	8,448	97.1	250	2.9
4233	Lumber & Other Construction Materials	17,585	17,233	98.0	352	2.0
4234	Professional and Commercial Equipment and Supplies	35,888	34,099	95.0	1,789	5.0
42343	Computer and Computer Peripheral Equipment and Software	12,621	11,785	93.4	836	6.6
4235	Metals and Minerals, ex. Petroleum	26,358	25,713	97.6	645	2.4
4236	Electrical Goods	36,077	34,273	95.0	1,804	5.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	16,790	16,682	99.4	108	0.6
4238	Machinery, Equipment, and Supplies	63,903	63,021	98.6	882	1.4
4239	Miscellaneous Durable Goods	24,178	23,450	97.0	728	3.0
424	Nondurable goods	187,752	181,491	96.7	6,261	3.3
4241	Paper and Paper Products	8,281	8,129	98.2	S	S
4242	Drugs and Druggists' Sundries	47,820	46,859	98.0	961	2.0
4243	Apparel, Piece Goods, and Notions	17,161	15,879	92.5	1,282	7.5
4244	Groceries and Related Products	29,204	28,466	97.5	S	S
4245	Farm Product Raw Materials	11,601	11,464	98.8	S	S
4246	Chemicals and Allied Products	13,086	12,875	98.4	211	1.6
4247	Petroleum and Petroleum Products	28,724	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,716	D	D	D	D
4249	Miscellaneous Nondurable Goods	23,159	22,954	99.1	205	0.9
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	366,553	355,084	96.9	11,469	3.1
423	Durable goods	231,519	223,144	96.4	8,375	3.6
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	37,778	35,247	93.3	2,531	6.7
4232	Furniture and Home Furnishings	7,737	7,513	97.1	224	2.9
4233	Lumber & Other Construction Materials	14,280	13,971	97.8	S	S
4234	Professional and Commercial Equipment and Supplies	27,632	26,032	94.2	1,600	5.8
42343	Computer and Computer Peripheral Equipment and Software	10,141	9,442	93.1	S	S
4235	Metals and Minerals, ex. Petroleum	19,518	18,959	97.1	559	2.9
4236	Electrical Goods	30,208	28,510	94.4	1,698	5.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies	15,279	15,175	99.3	104	0.7
4238	Machinery, Equipment, and Supplies	55,963	55,294	98.8	669	1.2
4239	Miscellaneous Durable Goods	23,124	22,443	97.1	681	2.9
424	Nondurable goods	135,034	131,940	97.7	3,094	2.3
4241	Paper and Paper Products	6,775	6,630	97.9	S	S
4242	Drugs and Druggists' Sundries	31,268	31,158	99.6	110	0.4
4243	Apparel, Piece Goods, and Notions	15,785	14,624	92.6	1,161	7.4
4244	Groceries and Related Products	22,629	21,987	97.2	S	S
4245	Farm Product Raw Materials	11,601	11,464	98.8	S	S
4246	Chemicals and Allied Products	8,182	8,000	97.8	182	2.2
4247	Petroleum and Petroleum Products	11,608	11,363	97.9	245	2.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,257	7,953	96.3	S	S
4249	Miscellaneous Nondurable Goods	18,929	18,761	99.1	S	S
42	U.S. Manufacturers' Sales Branches and Offices	101,384	97,140	95.8	4,244	4.2
423	Durable goods	48,666	47,589	97.8	1,077	2.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	12,930	12,567	97.2	363	2.8
4232	Furniture and Home Furnishings	961	935	97.3	26	2.7
4233	Lumber & Other Construction Materials	3,305	3,262	98.7	43	1.3
4234	Professional and Commercial Equipment and Supplies	8,256	8,067	97.7	189	2.3
42343	Computer and Computer Peripheral Equipment and Software	2,480	2,343	94.5	S	S
4235	Metals and Minerals, ex. Petroleum	6,840	6,754	98.7	S	S
4236	Electrical Goods	5,869	5,763	98.2	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,511	1,507	99.7	S	S
4238	Machinery, Equipment, and Supplies	7,940	7,727	97.3	213	2.7
4239	Miscellaneous Durable Goods	1,054	1,007	95.5	47	4.5
424	Nondurable goods	52,718	49,551	94.0	3,167	6.0
4241	Paper and Paper Products	1,506	1,499	99.5	7	0.5
4242	Drugs and Druggists' Sundries	16,552	15,701	94.9	851	5.1
4243	Apparel, Piece Goods, and Notions	1,376	1,255	91.2	S	S
4244	Groceries and Related Products	6,575	6,479	98.5	96	1.5
4246	Chemicals and Allied Products	4,904	4,875	99.4	S	S
4247	Petroleum and Petroleum Products	17,116	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	459	D	D	D	D
4249	Miscellaneous Nondurable Goods	4,230	4,193	99.1	37	0.9

Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008 -- cont.

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

Notes:

Z - Estimate is less than 0.05%

D - Denotes an estimate 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.

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 7A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnote:

^r Revised data.

Table 1A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2008

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹						
			2002 [†]	2003 [†]	2004 [†]	2005 [†]	2006 [†]	2007 [†]	2008
42	Sales	U.S. Merchant Wholesalers	0.0	0.4	0.6	0.6	0.7	0.0	0.9
423	Sales	Durable goods	0.0	0.6	0.7	0.6	0.7	0.0	0.4
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.3	0.5	0.8	0.8	0.0	0.8
4232	Sales	Furniture and Home Furnishings	0.0	1.0	2.6	2.9	3.4	0.0	1.7
4233	Sales	Lumber & Other Construction Materials	0.0	2.4	2.7	2.8	3.4	0.0	0.9
4234	Sales	Professional and Commercial Equipment and Supplies	0.0	1.2	1.7	1.9	2.2	0.0	0.6
42343	Sales	Computer and Computer Peripheral Equipment and Software	0.0	1.6	2.4	2.6	2.7	0.0	0.8
4235	Sales	Metals and Minerals, ex. Petroleum	0.0	0.9	1.8	2.1	2.4	0.0	1.6
4236	Sales	Electrical Goods	0.0	1.5	2.3	2.3	2.5	0.0	0.8
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.7	1.3	1.8	2.3	0.0	0.7
4238	Sales	Machinery, Equipment, and Supplies	0.0	0.9	1.9	1.8	1.9	0.0	1.8
4239	Sales	Miscellaneous Durable Goods	0.0	2.2	6.2	4.3	4.5	0.0	1.5
424	Sales	Nondurable goods	0.0	0.6	0.8	0.9	1.2	0.0	1.5
4241	Sales	Paper and Paper Products	0.0	1.1	3.5	3.6	3.9	0.0	4.2
4242	Sales	Drugs and Druggists' Sundries	0.0	1.0	1.4	1.5	1.5	0.0	1.2
4243	Sales	Apparel, Piece Goods, and Notions	0.0	1.3	1.9	1.9	2.1	0.0	1.3
4244	Sales	Groceries and Related Products	0.0	1.8	2.0	2.0	2.1	0.0	1.8
4245	Sales	Farm Product Raw Materials	0.0	2.8	3.5	3.9	4.0	0.0	1.0
4246	Sales	Chemicals and Allied Products	0.0	0.9	3.9	3.9	4.2	0.0	1.2
4247	Sales	Petroleum and Petroleum Products	0.0	0.9	1.6	1.8	3.7	0.0	4.0
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.0	1.7	1.9	1.9	0.0	1.1
4249	Sales	Miscellaneous Nondurable Goods	0.0	2.3	3.1	2.9	2.8	0.0	1.1
42	Inventories	U.S. Merchant Wholesalers	0.8	0.9	1.1	1.0	1.0	0.8	0.9
423	Inventories	Durable goods	1.1	1.3	1.6	1.4	1.2	1.1	1.4
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.8	1.6	1.8	1.3	1.4	1.7
4232	Inventories	Furniture and Home Furnishings	3.7	3.7	3.1	3.6	3.9	2.0	1.6
4233	Inventories	Lumber & Other Construction Materials	3.0	3.8	4.2	4.2	4.6	3.0	2.8
4234	Inventories	Professional and Commercial Equipment and Supplies	5.2	5.5	2.4	2.6	2.9	2.4	2.6
42343	Inventories	Computer and Computer Peripheral Equipment and Software	4.8	7.6	4.6	3.9	3.8	3.0	3.5
4235	Inventories	Metals and Minerals, ex. Petroleum	3.1	3.6	3.0	3.4	3.5	2.4	2.5
4236	Inventories	Electrical Goods	3.5	4.4	3.6	3.1	3.5	2.0	2.3
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	3.0	3.4	3.0	3.2	3.8	2.2	2.6
4238	Inventories	Machinery, Equipment, and Supplies	1.5	2.4	3.5	3.4	2.9	3.1	3.4
4239	Inventories	Miscellaneous Durable Goods	3.1	5.2	8.6	7.7	7.6	3.8	4.6
424	Inventories	Nondurable goods	1.0	1.0	1.0	1.1	1.3	1.2	1.4
4241	Inventories	Paper and Paper Products	2.2	2.6	4.6	4.9	4.7	2.9	3.7
4242	Inventories	Drugs and Druggists' Sundries	2.1	2.0	2.2	2.6	2.7	2.0	1.8
4243	Inventories	Apparel, Piece Goods, and Notions	3.2	3.9	3.8	4.3	4.1	4.0	3.7
4244	Inventories	Groceries and Related Products	2.9	4.1	5.1	5.0	5.4	5.4	6.9
4245	Inventories	Farm Product Raw Materials	6.3	9.0	4.1	5.5	5.1	2.9	5.2
4246	Inventories	Chemicals and Allied Products	3.3	3.9	6.2	6.3	7.7	3.7	5.2
4247	Inventories	Petroleum and Petroleum Products	1.3	1.7	1.9	1.8	2.0	2.2	2.2
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	2.1	2.5	4.5	4.2	2.9	3.7	4.8
4249	Inventories	Miscellaneous Nondurable Goods	4.6	5.0	4.5	4.6	4.7	3.0	3.0

Notes:

Estimates of 2002 and 2007 sales have coefficients of variation equal to zero because the survey estimates are benchmarked to 2002 and 2007 Economic Census totals, which have no sampling variability.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnote:

¹ Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

[†] Revised data.

Table 2A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1998 through 2008

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹										
			1998 ^r	1999 ^r	2000 ^r	2001 ^r	2002 ^r	2003 ^r	2004 ^r	2005 ^r	2006 ^r	2007 ^r	2008
42	Sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	0.7	0.8	0.9	1.0	0.0	0.5	0.8	0.8	1.1	0.0	1.2
423	Sales	Durable goods	1.0	1.0	1.1	1.5	0.0	0.8	1.1	1.0	1.1	0.0	0.4
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	2.6	2.6	2.8	3.1	0.0	0.8	1.2	1.6	1.7	0.0	0.9
4232	Sales	Furniture and Home Furnishings	2.4	2.5	2.3	3.2	0.0	1.4	3.0	3.4	4.2	0.0	1.9
4233	Sales	Lumber & Other Construction Materials	2.5	2.5	3.5	7.3	0.0	2.9	3.2	3.3	3.7	0.0	1.4
4234	Sales	Professional and Commercial Equipment and Supplies	2.6	2.8	3.4	4.0	0.0	1.9	2.3	2.6	3.3	0.0	0.8
42343	Sales	Computer and Computer Peripheral Equipment and Software	3.8	4.5	5.8	6.8	0.0	1.9	2.8	3.2	3.5	0.0	1.2
4235	Sales	Metals and Minerals, ex. Petroleum	2.0	2.5	3.2	3.3	0.0	1.4	2.4	2.7	3.0	0.0	2.1
4236	Sales	Electrical Goods	2.3	2.3	2.3	3.6	0.0	2.0	3.1	3.2	3.5	0.0	0.8
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	1.2	1.2	1.7	2.2	0.0	0.9	1.6	2.3	2.6	0.0	0.8
4238	Sales	Machinery, Equipment, and Supplies	2.0	2.3	2.8	3.3	0.0	1.0	1.6	1.6	1.7	0.0	1.5
4239	Sales	Miscellaneous Durable Goods	2.9	2.8	3.1	4.0	0.0	2.4	6.4	4.2	4.2	0.0	1.3
424	Sales	Nondurable goods	0.8	1.1	1.3	1.1	0.0	0.7	0.9	1.1	1.6	0.0	2.2
4241	Sales	Paper and Paper Products	1.4	1.9	2.4	2.3	0.0	1.7	3.6	3.9	4.6	0.0	5.5
4242	Sales	Drugs and Druggists' Sundries	2.0	2.0	2.5	2.8	0.0	1.5	1.9	2.2	2.3	0.0	1.8
4243	Sales	Apparel, Piece Goods, and Notions	2.4	2.8	3.4	4.3	0.0	1.4	2.0	2.2	2.0	0.0	1.3
4244	Sales	Groceries and Related Products	1.3	1.7	1.7	2.3	0.0	1.4	1.7	1.8	2.2	0.0	2.3
4245	Sales	Farm Product Raw Materials	3.3	3.5	3.8	4.4	0.0	2.8	3.5	3.9	4.0	0.0	1.0
4246	Sales	Chemicals and Allied Products	2.4	3.0	3.4	4.1	0.0	1.4	2.5	2.5	3.7	0.0	1.4
4247	Sales	Petroleum and Petroleum Products	4.4	4.7	4.5	4.1	0.0	1.4	2.6	3.0	5.7	0.0	6.2
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	1.0	1.4	1.9	2.6	0.0	1.1	1.9	2.1	2.1	0.0	1.2
4249	Sales	Miscellaneous Nondurable Goods	3.2	4.7	4.5	5.3	0.0	3.2	4.1	3.9	3.6	0.0	1.3
42	Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1.2	1.1	1.2	1.4	0.9	1.0	1.2	1.2	1.1	0.9	1.0
423	Inventories	Durable goods	1.5	1.4	1.6	1.9	1.2	1.4	1.9	1.7	1.5	1.2	1.5
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.7	3.2	2.8	2.2	1.9	2.4	2.5	2.8	2.0	1.8	2.2
4232	Inventories	Furniture and Home Furnishings	4.0	3.9	4.3	5.2	4.0	4.0	3.8	4.1	4.4	2.5	1.7
4233	Inventories	Lumber & Other Construction Materials	4.0	3.9	4.2	4.1	3.5	4.3	4.4	4.4	4.7	3.2	3.0
4234	Inventories	Professional and Commercial Equipment and Supplies	4.0	4.0	5.2	6.5	5.9	6.3	3.2	3.4	3.8	3.1	3.2
42343	Inventories	Computer and Computer Peripheral Equipment and Software	5.0	4.5	6.6	10.9	4.8	8.0	5.8	4.9	4.6	3.6	4.4
4235	Inventories	Metals and Minerals, ex. Petroleum	4.1	4.2	4.3	4.5	3.0	3.5	3.7	4.5	4.2	3.3	3.5
4236	Inventories	Electrical Goods	2.9	2.8	2.6	3.3	3.0	4.2	4.3	4.0	4.4	2.3	2.6
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	2.5	3.1	3.7	5.2	3.2	3.7	3.5	3.7	3.9	2.1	2.5
4238	Inventories	Machinery, Equipment, and Supplies	2.8	3.3	3.7	3.7	1.4	2.0	3.8	3.7	3.1	3.4	3.7
4239	Inventories	Miscellaneous Durable Goods	3.9	3.7	3.8	4.1	3.1	5.2	9.1	8.1	7.9	4.0	4.5
424	Inventories	Nondurable goods	1.4	1.5	1.4	1.6	1.1	1.3	1.2	1.3	1.6	1.5	1.7
4241	Inventories	Paper and Paper Products	3.1	3.4	3.8	3.4	2.5	3.0	5.4	5.8	6.0	3.3	4.1
4242	Inventories	Drugs and Druggists' Sundries	2.5	3.1	3.3	3.3	2.2	2.1	2.4	2.9	3.2	2.8	2.4
4243	Inventories	Apparel, Piece Goods, and Notions	3.3	3.2	3.6	3.8	3.4	3.9	3.6	4.3	3.9	4.1	3.7
4244	Inventories	Groceries and Related Products	2.8	2.7	2.8	3.7	3.0	3.5	6.1	6.1	6.8	6.4	8.0
4245	Inventories	Farm Product Raw Materials	4.3	5.8	8.1	9.3	6.3	9.0	4.1	5.5	5.1	2.9	5.2
4246	Inventories	Chemicals and Allied Products	4.3	4.0	4.4	4.6	3.8	4.5	4.1	4.3	5.5	4.1	7.0
4247	Inventories	Petroleum and Petroleum Products	4.3	4.4	4.0	4.3	2.2	2.9	4.3	3.9	4.8	4.9	4.0
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	1.9	2.1	2.5	3.2	2.3	2.7	4.8	4.4	3.1	3.9	4.9
4249	Inventories	Miscellaneous Nondurable Goods	5.4	6.1	6.2	5.5	5.3	5.6	5.4	5.3	4.9	3.1	3.0

Note:

Estimates of 2002 and 2007 sales have coefficients of variation equal to zero because the survey estimates are benchmarked to 2002 and 2007 Economic Census totals, which have no sampling variability.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnote:

¹ Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

^r Revised data.

Table 3A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of Manufacturers' Sales Branches and Offices: 2002 through 2008

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹						
			2002 [†]	2003 [†]	2004 [†]	2005 [†]	2006 [†]	2007 [†]	2008
42	Sales	U.S. Manufacturers' Sales Branches and Offices	0.0	0.4	0.5	0.6	0.7	0.0	0.5
423	Sales	Durable goods	0.0	0.3	0.6	0.8	1.1	0.0	1.1
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.1	0.6	0.9	1.0	0.0	1.5
4232	Sales	Furniture and Home Furnishings	0.0	0.1	2.7	2.7	3.3	0.0	2.4
4233	Sales	Lumber & Other Construction Materials	0.0	0.6	6.7	7.1	8.6	0.0	1.6
4234	Sales	Professional and Commercial Equipment and Supplies	0.0	0.3	1.7	1.8	1.8	0.0	0.1
42343	Sales	Computer and Computer Peripheral Equipment and Software	0.0	3.3	2.5	2.5	2.5	0.0	0.1
4235	Sales	Metals and Minerals, ex. Petroleum	0.0	0.7	1.3	1.4	1.8	0.0	0.6
4236	Sales	Electrical Goods	0.0	1.4	2.0	2.3	3.6	0.0	S
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.3	0.7	1.1	2.0	0.0	0.6
4238	Sales	Machinery, Equipment, and Supplies	0.0	1.6	3.5	3.4	4.1	0.0	6.3
4239	Sales	Miscellaneous Durable Goods	0.0	S	21.4	22.1	21.7	0.0	23.2
424	Sales	Nondurable goods	0.0	0.9	1.0	1.1	1.1	0.0	0.5
4241	Sales	Paper and Paper Products	0.0	0.5	7.4	7.0	7.1	0.0	6.8
4242	Sales	Drugs and Druggists' Sundries	0.0	0.2	0.8	0.8	1.0	0.0	0.5
4243	Sales	Apparel, Piece Goods, and Notions	0.0	3.0	5.7	6.1	7.0	0.0	2.6
4244	Sales	Groceries and Related Products	0.0	3.7	3.6	3.5	3.4	0.0	1.7
4246	Sales	Chemicals and Allied Products	0.0	0.5	7.9	8.4	8.4	0.0	1.6
4247	Sales	Petroleum and Petroleum Products	0.0	Z	0.2	0.4	0.3	0.0	0.3
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	0.0	Z	0.1	0.2	S	0.0	0.1
4249	Sales	Miscellaneous Nondurable Goods	0.0	0.5	0.5	0.9	1.0	0.0	1.6
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	2.4	2.6	1.6	1.4	1.7	1.3	1.3
423	Inventories	Durable goods	2.8	2.1	1.7	1.7	2.2	1.4	1.6
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	1.3	2.4	2.3	2.3	1.7	1.7
4232	Inventories	Furniture and Home Furnishings	2.4	2.7	9.2	5.7	5.9	3.9	4.0
4233	Inventories	Lumber & Other Construction Materials	2.9	2.7	8.0	7.7	7.7	6.4	6.7
4234	Inventories	Professional and Commercial Equipment and Supplies	5.5	5.1	2.4	2.4	2.4	1.9	1.7
42343	Inventories	Computer and Computer Peripheral Equipment and Software	14.0	11.4	4.6	5.3	4.9	3.8	3.5
4235	Inventories	Metals and Minerals, ex. Petroleum	7.4	7.1	3.2	3.0	3.4	3.8	3.9
4236	Inventories	Electrical Goods	13.1	12.5	6.4	4.9	6.5	3.5	4.0
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	5.8	4.5	8.3	7.1	9.0	9.2	9.6
4238	Inventories	Machinery, Equipment, and Supplies	14.4	13.7	5.8	5.4	5.6	4.8	5.7
4239	Inventories	Miscellaneous Durable Goods	S	S	16.6	16.0	15.2	15.7	22.7
424	Inventories	Nondurable goods	2.7	4.2	2.7	2.4	2.9	1.8	1.8
4241	Inventories	Paper and Paper Products	5.1	5.3	4.9	4.3	3.4	4.5	4.1
4242	Inventories	Drugs and Druggists' Sundries	14.0	14.3	2.8	2.9	2.9	2.0	1.9
4243	Inventories	Apparel, Piece Goods, and Notions	10.1	9.7	14.6	11.9	11.4	7.7	7.9
4244	Inventories	Groceries and Related Products	7.9	18.0	7.8	7.3	7.9	6.0	8.8
4246	Inventories	Chemicals and Allied Products	5.3	5.8	15.2	15.5	17.8	5.5	5.9
4247	Inventories	Petroleum and Petroleum Products	1.0	1.0	1.3	1.6	1.6	1.6	2.0
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	1.7	1.5	1.7	1.8	1.1
4249	Inventories	Miscellaneous Nondurable Goods	5.1	6.1	7.1	7.7	7.4	7.1	6.4

Notes:

Z - Estimate is less than 0.05%.

S - Corresponding estimate in Table 3 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.

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates of 2002 and 2007 sales have coefficients of variation equal to zero because the survey estimates are benchmarked to 2002 and 2007 Economic Census totals, which have no sampling variability.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnote:

¹ Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

[†] Revised data.

Table 4A. Estimated Measures of Sampling Variability¹ for Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1998 Through 2008

(Estimates are shown as percentages and are based on data from the Annual Wholesale Trade Survey)

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹										
			1998 [†]	1999 [†]	2000 [†]	2001 [†]	2002 [†]	2003 [†]	2004 [†]	2005 [†]	2006 [†]	2007 [†]	2008
42	Purchases	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	0.6	0.8	0.9	1.0	0.4	0.6	0.7	0.7	1.1	0.8	1.2
423	Purchases	Durable goods	1.0	1.1	1.3	1.5	0.6	1.0	1.0	0.9	1.0	0.2	0.5
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplier	3.0	3.0	3.1	3.6	0.7	0.9	1.2	1.7	1.6	0.2	0.9
4232	Purchases	Furniture and Home Furnishings	2.3	2.1	2.1	3.2	0.7	1.6	3.2	3.6	4.4	0.9	2.1
4233	Purchases	Lumber & Other Construction Materials	2.3	2.4	3.7	8.6	2.3	3.4	3.1	3.1	3.6	0.7	1.5
4234	Purchases	Professional and Commercial Equipment and Supplier	2.5	2.7	3.5	4.2	2.5	2.5	2.6	2.8	3.3	0.5	0.9
42343	Purchases	Computer and Computer Peripheral Equipment and Software	3.6	4.4	5.8	6.8	1.5	2.1	3.0	3.3	3.3	0.5	1.5
4235	Purchases	Metals and Minerals, ex. Petroleum	2.2	2.9	3.5	3.7	1.0	1.8	2.4	2.7	2.9	0.9	2.4
4236	Purchases	Electrical Goods	2.3	2.4	2.4	3.7	0.5	1.9	3.3	3.3	3.7	0.6	0.9
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplier	1.3	1.2	2.0	2.4	1.0	1.2	1.8	2.4	2.7	0.8	1.3
4238	Purchases	Machinery, Equipment, and Supplier	2.2	2.4	3.0	3.5	1.2	1.3	2.0	2.3	2.0	0.9	2.2
4239	Purchases	Miscellaneous Durable Goods	2.5	2.6	3.3	4.5	1.7	3.2	4.3	3.9	3.6	1.1	1.6
424	Purchases	Nondurable goods	0.7	1.0	1.2	1.0	0.4	0.7	1.1	1.2	1.7	1.5	2.1
4241	Purchases	Paper and Paper Products	1.6	2.2	2.7	2.5	0.7	2.0	3.7	4.0	4.7	6.8	7.0
4242	Purchases	Drugs and Druggists' Sundries	2.1	2.0	2.3	2.6	0.6	1.7	3.5	2.1	2.2	0.7	1.9
4243	Purchases	Apparel, Piece Goods, and Notions	2.5	2.8	3.5	4.5	1.2	1.6	2.3	2.4	2.2	1.0	2.0
4244	Purchases	Groceries and Related Products	1.1	1.6	1.5	2.0	0.7	1.1	2.3	2.3	2.5	0.7	1.7
4245	Purchases	Farm Product Raw Materials	3.3	3.6	3.8	4.4	2.1	2.7	3.8	4.0	4.0	0.4	1.2
4246	Purchases	Chemicals and Allied Products	2.1	2.8	3.4	4.1	1.4	2.1	2.8	2.6	3.7	0.9	1.9
4247	Purchases	Petroleum and Petroleum Products	4.3	4.5	4.5	4.0	0.4	1.4	2.5	2.9	5.9	6.1	6.5
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	1.2	1.5	1.7	2.5	0.5	1.3	1.8	2.0	2.1	0.5	1.4
4249	Purchases	Miscellaneous Nondurable Goods	3.3	5.0	4.8	5.7	2.7	3.3	4.1	4.0	3.7	1.2	1.9
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	x	1.2	1.2	1.5	0.8	1.0	x	1.5	1.3	0.6	1.6
423	Gross margins	Durable goods	x	1.2	1.4	2.0	1.0	1.4	x	1.7	1.4	1.0	1.1
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplier	x	2.4	2.5	2.0	2.2	3.8	x	2.6	2.4	1.8	2.0
4232	Gross margins	Furniture and Home Furnishings	x	4.1	3.6	4.6	2.2	2.8	x	4.2	4.7	2.7	3.6
4233	Gross margins	Lumber & Other Construction Materials	x	3.8	4.0	3.7	4.2	4.3	x	4.5	5.1	2.6	3.5
4234	Gross margins	Professional and Commercial Equipment and Supplier	x	3.6	4.6	5.3	3.6	3.9	x	3.3	4.1	2.3	2.9
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	x	6.3	8.4	10.1	6.2	7.9	x	4.4	5.7	3.4	4.9
4235	Gross margins	Metals and Minerals, ex. Petroleum	x	5.5	4.4	5.3	3.4	4.4	x	4.1	4.7	5.9	3.4
4236	Gross margins	Electrical Goods	x	3.3	3.4	4.3	2.4	4.2	x	3.4	3.6	2.7	2.8
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplier	x	2.7	2.3	3.5	2.3	3.0	x	3.2	3.5	1.9	2.3
4238	Gross margins	Machinery, Equipment, and Supplier	x	3.0	3.5	3.7	2.2	2.3	x	3.5	2.1	2.6	2.7
4239	Gross margins	Miscellaneous Durable Goods	x	4.2	3.9	4.6	3.8	5.3	x	6.9	8.9	3.8	5.0
424	Gross margins	Nondurable goods	x	2.0	2.1	2.3	1.5	1.7	x	1.8	1.8	1.5	3.3
4241	Gross margins	Paper and Paper Products	x	2.1	2.5	2.7	2.5	3.7	x	7.0	7.8	3.8	3.7
4242	Gross margins	Drugs and Druggists' Sundries	x	7.4	7.6	4.6	4.9	4.8	x	10.1	9.5	8.9	9.5
4243	Gross margins	Apparel, Piece Goods, and Notions	x	3.9	4.6	4.8	2.5	4.3	x	3.2	2.7	2.6	2.3
4244	Gross margins	Groceries and Related Products	x	3.8	4.3	5.9	4.0	4.2	x	4.8	3.9	4.1	10.2
4245	Gross margins	Farm Product Raw Materials	x	5.2	8.0	8.4	9.8	13.3	x	13.3	5.7	5.9	8.0
4246	Gross margins	Chemicals and Allied Products	x	5.9	5.2	7.0	4.1	4.7	x	4.0	6.4	3.2	3.2
4247	Gross margins	Petroleum and Petroleum Products	x	6.8	6.2	7.0	4.5	4.5	x	4.9	5.4	5.7	5.4
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	x	2.1	3.1	3.4	1.5	1.6	x	2.7	3.1	1.9	2.9
4249	Gross margins	Miscellaneous Nondurable Goods	x	5.1	4.5	4.4	3.8	6.0	x	5.2	5.1	4.8	4.3
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	x	0.2	0.2	0.2	0.2	0.2	x	0.2	0.2	0.2	0.1
423	Gross margins as a percent of sales	Durable goods	x	0.2	0.2	0.2	0.3	0.3	x	0.3	0.2	0.2	0.2
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplier	x	0.6	0.4	0.5	0.5	0.7	x	0.3	0.4	0.3	0.3
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	x	0.6	0.5	0.7	0.7	0.8	x	0.6	0.7	0.8	0.8
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	x	0.5	0.5	0.9	0.8	0.8	x	0.5	0.5	0.6	0.7
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplier	x	0.4	0.6	0.7	0.9	0.9	x	0.5	0.4	0.5	0.6
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	x	0.5	0.6	0.9	1.2	1.3	x	0.6	0.5	0.5	0.8
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	x	1.0	0.8	0.9	0.7	0.9	x	0.4	0.6	0.9	0.6
4236	Gross margins as a percent of sales	Electrical Goods	x	0.5	0.6	0.5	0.5	0.7	x	0.3	0.4	0.7	0.5
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplier	x	0.5	0.5	0.6	0.6	0.8	x	0.5	0.6	0.6	0.6
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplier	x	0.5	0.5	0.5	0.6	0.5	x	1.0	0.6	0.7	0.8
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	x	0.5	0.6	0.7	1.1	1.3	x	0.9	1.2	0.9	0.9
424	Gross margins as a percent of sales	Nondurable goods	x	0.2	0.2	0.3	0.2	0.2	x	0.2	0.2	0.2	0.2
4241	Gross margins as a percent of sales	Paper and Paper Products	x	0.4	0.4	0.5	0.6	0.8	x	1.0	1.1	1.0	1.0
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	x	0.9	0.7	0.4	0.6	0.5	x	0.8	0.7	0.7	0.7
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	x	0.6	0.7	0.6	0.8	1.1	x	0.7	0.6	0.8	0.7
4244	Gross margins as a percent of sales	Groceries and Related Products	x	0.5	0.6	0.7	0.6	0.6	x	0.8	0.6	0.6	1.2
4245	Gross margins as a percent of sales	Farm Product Raw Materials	x	0.3	0.5	0.6	0.7	1.1	x	1.1	0.4	0.7	0.4
4246	Gross margins as a percent of sales	Chemicals and Allied Products	x	1.0	0.8	1.1	1.1	1.2	x	0.7	1.0	0.8	0.6
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	x	0.3	0.3	0.4	0.4	0.3	x	0.3	0.2	0.4	0.3
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	x	0.4	0.4	0.4	0.4	0.3	x	0.3	0.6	0.5	0.7
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Goods	x	0.6	0.7	0.8	0.7	1.0	x	0.8	0.7	1.0	0.9

Notes:

x Denotes an estimated measure of sampling variability that is not available due to the lack of prior year inventories from the same sample.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnotes:

¹ Estimates of sampling variability for purchases and gross margins are measured using coefficients of variation. Estimates of sampling variability for gross margins as a percent of sales are measured using standard errors.

[†] Revised data.

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2008

[Estimates are shown as a percentage and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey.]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹						
			2002 ^r	2003 ^r	2004 ^r	2005 ^r	2006 ^r	2007 ^r	2008
42	Operating expenses	U.S. Merchant Wholesalers					1.2	0.9	0.9
423	Operating expenses	Durable goods					1.3	0.8	0.8
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					1.4	0.7	1.5
4232	Operating expenses	Furniture and Home Furnishings					3.9	1.6	2.4
4233	Operating expenses	Lumber & Other Construction Materials					3.9	2.1	2.2
4234	Operating expenses	Professional and Commercial Equipment and Supplies					2.6	1.7	2.5
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					3.8	2.4	3.2
4235	Operating expenses	Metals and Minerals, ex. Petroleum					4.8	2.8	2.5
4236	Operating expenses	Electrical Goods					3.4	2.0	2.5
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					2.7	1.8	1.5
4238	Operating expenses	Machinery, Equipment, and Supplies					2.0	2.4	1.6
4239	Operating expenses	Miscellaneous Durable Goods					8.5	5.8	6.6
424	Operating expenses	Nondurable goods					2.0	1.4	1.4
4241	Operating expenses	Paper and Paper Products					11.8	9.1	7.5
4242	Operating expenses	Drugs and Druggists' Sundries					4.8	3.8	3.7
4243	Operating expenses	Apparel, Piece Goods, and Notions					1.5	2.2	2.1
4244	Operating expenses	Groceries and Related Products					4.7	2.3	2.2
4245	Operating Expenses	Farm Product Raw Materials					5.5	2.4	3.9
4246	Operating expenses	Chemicals and Allied Products					4.7	2.6	3.2
4247	Operating expenses	Petroleum and Petroleum Products					7.9	7.7	9.1
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					2.2	1.5	1.5
4249	Operating expenses	Miscellaneous Nondurable Goods					4.4	3.2	3.2
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers					0.1	0.1	0.1
423	Operating expenses as a percent of sales	Durable goods					0.1	0.1	0.1
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					0.1	0.1	0.1
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					0.3	0.4	0.5
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					0.3	0.4	0.3
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					0.2	0.3	0.4
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					0.2	0.3	0.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					0.3	0.3	0.2
4236	Operating expenses as a percent of sales	Electrical Goods					0.3	0.3	0.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					0.2	0.4	0.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					0.4	0.5	0.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					0.8	0.8	0.9
424	Operating expenses as a percent of sales	Nondurable goods					0.2	0.1	0.2
4241	Operating expenses as a percent of sales	Paper and Paper Products					1.1	1.0	0.9
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					0.3	0.3	0.3
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					0.4	0.5	0.5
4244	Operating expenses as a percent of sales	Groceries and Related Products					0.4	0.3	0.4
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					0.2	0.2	0.2
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					0.4	0.4	0.4
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					0.2	0.2	0.2
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					0.3	0.3	0.2
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					0.4	0.4	0.4

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2008 -- cont.

[Estimates are shown as a percentage and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey.]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹						
			2002 ^r	2003 ^r	2004 ^r	2005 ^r	2006 ^r	2007 ^r	2008
42	Operating expenses	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices					1.5	1.0	1.1
423	Operating expenses	Durable goods					1.5	0.9	1.1
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					2.1	1.0	1.8
4232	Operating expenses	Furniture and Home Furnishings					4.4	1.9	2.7
4233	Operating expenses	Lumber & Other Construction Materials					4.1	2.0	2.4
4234	Operating expenses	Professional and Commercial Equipment and Supplies					3.5	2.1	3.1
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					5.6	3.4	4.6
4235	Operating expenses	Metals and Minerals, ex. Petroleum					5.1	3.2	3.0
4236	Operating expenses	Electrical Goods					3.2	2.0	2.6
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					2.9	1.9	1.8
4238	Operating expenses	Machinery, Equipment, and Supplies					1.8	2.4	1.8
4239	Operating expenses	Miscellaneous Durable Goods					9.0	6.0	6.7
424	Operating expenses	Nondurable goods					2.1	1.6	2.0
4241	Operating expenses	Paper and Paper Products					6.7	4.0	3.9
4242	Operating expenses	Drugs and Druggists' Sundries					10.7	9.0	8.7
4243	Operating expenses	Apparel, Piece Goods, and Notions					1.5	2.3	2.3
4244	Operating expenses	Groceries and Related Products					5.1	3.0	2.7
4245	Operating Expenses	Farm Product Raw Materials					5.5	2.4	3.9
4246	Operating expenses	Chemicals and Allied Products					4.8	3.4	4.2
4247	Operating expenses	Petroleum and Petroleum Products					11.0	11.4	12.1
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					2.4	1.6	1.7
4249	Operating expenses	Miscellaneous Nondurable Goods					5.0	3.4	3.7
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices					0.1	0.1	0.2
423	Operating expenses as a percent of sales	Durable goods					0.2	0.1	0.2
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					0.2	0.1	0.2
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					0.4	0.5	0.6
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					0.3	0.4	0.4
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					0.3	0.4	0.5
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					0.4	0.5	0.6
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					0.4	0.4	0.4
4236	Operating expenses as a percent of sales	Electrical Goods					0.3	0.3	0.4
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					0.3	0.5	0.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					0.4	0.5	0.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					1.0	0.9	1.0
424	Operating expenses as a percent of sales	Nondurable goods					0.2	0.2	0.2
4241	Operating expenses as a percent of sales	Paper and Paper Products					0.8	0.9	0.9
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					0.5	0.5	0.4
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					0.4	0.5	0.6
4244	Operating expenses as a percent of sales	Groceries and Related Products					0.5	0.4	0.4
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					0.2	0.2	0.2
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					0.6	0.6	0.6
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					0.3	0.4	0.3
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					0.3	0.3	0.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					0.5	0.5	0.5

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2008 -- cont.

[Estimates are shown as a percentage and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey.]

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹						
			2002 ^r	2003 ^r	2004 ^r	2005 ^r	2006 ^r	2007 ^r	2008
42	Operating expenses	Manufacturers' Sales Branches and Offices	3.1	2.7	2.0	2.1	2.1	1.3	1.3
423	Operating expenses	Durable goods	4.2	3.6	1.7	1.6	2.3	1.6	1.3
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	1.6	S	S	1.7	1.1	1.6
4232	Operating expenses	Furniture and Home Furnishings	7.4	7.8	5.9	2.8	3.6	1.7	2.6
4233	Operating expenses	Lumber & Other Construction Materials	3.7	4.0	7.0	6.9	6.4	5.9	5.6
4234	Operating expenses	Professional and Commercial Equipment and Supplies	2.4	2.8	2.5	2.5	2.6	2.6	2.8
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	5.6	7.5	4.5	4.0	2.7	1.5	1.9
4235	Operating expenses	Metals and Minerals, ex. Petroleum	11.1	11.0	2.9	2.7	4.0	3.0	3.8
4236	Operating expenses	Electrical Goods	12.7	10.4	5.1	4.8	S	S	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	3.4	3.4	1.9	2.0	2.7	2.4	2.5
4238	Operating expenses	Machinery, Equipment, and Supplies	5.2	15.2	6.4	6.0	6.2	7.0	7.0
4239	Operating expenses	Miscellaneous Durable Goods	S	S	7.7	8.6	9.9	10.2	10.7
424	Operating expenses	Nondurable goods	2.2	1.9	4.7	4.9	4.6	3.0	2.7
4241	Operating expenses	Paper and Paper Products	4.3	4.3	S	S	S	S	S
4242	Operating expenses	Drugs and Druggists' Sundries	3.6	3.7	3.6	3.8	3.7	2.3	3.1
4243	Operating expenses	Apparel, Piece Goods, and Notions	7.2	8.7	6.6	7.0	9.6	6.6	11.6
4244	Operating expenses	Groceries and Related Products	5.8	4.8	10.2	10.0	10.4	5.6	5.5
4246	Operating expenses	Chemicals and Allied Products	3.1	2.6	7.7	9.8	9.4	2.3	4.2
4247	Operating expenses	Petroleum and Petroleum Products	4.8	4.0	7.2	6.6	2.7	2.9	3.2
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	7.5	6.7	6.2	5.0	4.9
4249	Operating expenses	Miscellaneous Nondurable Goods	4.4	4.8	11.1	10.5	9.7	9.1	5.7
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	0.2	0.2	0.2	0.2	0.2	0.1	0.1
423	Operating expenses as a percent of sales	Durable goods	0.3	0.3	0.1	0.1	0.2	0.2	0.2
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Z	Z	S	S	Z	0.1	Z
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	0.7	0.8	0.9	0.1	0.2	0.2	0.1
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	0.4	0.4	0.4	0.4	0.5	0.7	0.7
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	0.4	0.4	0.2	0.2	0.3	0.5	0.5
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	0.6	0.7	0.2	0.2	0.1	0.2	0.2
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	0.5	0.4	0.1	0.1	0.1	0.1	0.1
4236	Operating expenses as a percent of sales	Electrical Goods	1.9	1.7	0.7	0.6	S	S	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.6	0.5	0.3	0.3	0.3	0.4	0.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	0.4	1.1	0.7	0.6	0.6	0.7	0.6
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	S	S	1.4	1.5	1.5	1.7	1.6
424	Operating expenses as a percent of sales	Nondurable goods	0.2	0.1	0.4	0.4	0.4	0.3	0.2
4241	Operating expenses as a percent of sales	Paper and Paper Products	0.3	0.3	S	S	S	S	S
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	0.3	0.3	0.5	0.5	0.5	0.3	0.3
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	0.7	0.8	0.4	0.5	0.7	1.0	1.9
4244	Operating expenses as a percent of sales	Groceries and Related Products	0.6	0.5	0.7	0.7	0.7	0.8	0.9
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	0.2	0.2	0.2	0.1	0.1	0.2	0.2
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	0.1	0.1	0.2	0.2	0.1	0.1	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	1.0	0.8	S	0.8	0.8
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	0.3	0.4	1.0	0.9	0.8	0.8	0.6

Notes:

Z - Estimate is less than 0.05%.

S - Corresponding estimate in Table 5 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.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at <http://www.census.gov/svsd/www/atrsreliability.html>.

Footnote:

¹Estimates of sampling variability for operating expenses are measured using coefficients of variation. Estimates of sampling variability for operating expenses as a percent of sales are measured using standard errors.

^rRevised data.

Table 5.1A. Revised Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007

[Coefficients of variation (cv) and standard errors (se) shown in percent. Associated estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 NAICS code	Kind of business	Total operating expenses as percent of sales			Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
		Sales	Operating expenses, total	se	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	cv		cv	se	cv	se	cv	se	cv	se	cv	se
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	0.0	1.0	0.1	0.8	0.2	1.1	0.1	2.3	Z	4.4	Z	2.8	Z
423	Durable goods	0.0	0.9	0.1	0.9	0.3	1.1	0.1	2.8	Z	4.4	Z	1.9	Z
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	0.0	1.0	0.1	1.7	0.5	2.4	0.2	9.6	0.2	6.9	Z	5.1	Z
4232	Furniture and Home Furnishings	0.0	1.9	0.5	2.5	0.5	3.1	0.1	12.6	0.2	13.0	0.1	9.2	0.1
4233	Lumber & Other Construction Materials	0.0	2.0	0.4	2.6	0.7	2.6	0.2	9.7	0.1	8.5	Z	9.1	0.1
4234	Professional and Commercial Equipment and Supplies	0.0	2.1	0.4	2.3	0.6	2.7	0.2	4.7	0.1	11.0	0.1	S	S
42343	Computer and Computer Peripheral Equipment and Software	0.0	3.4	0.5	3.7	0.8	4.3	0.2	10.9	0.1	20.5	0.1	S	S
4235	Metals and Minerals, ex. Petroleum	0.0	3.2	0.4	3.6	0.6	3.9	0.2	14.2	0.2	11.0	Z	4.1	0.1
4236	Electrical Goods	0.0	2.0	0.3	2.4	0.5	2.0	0.2	10.8	0.2	6.4	Z	4.7	Z
4237	Hardware, and Plumbing and Heating Equipment and Supplies	0.0	1.9	0.5	2.1	0.7	3.0	0.3	12.1	0.1	7.8	Z	6.4	0.1
4238	Machinery, Equipment, and Supplies	0.0	2.4	0.5	2.4	0.6	2.9	0.1	11.5	0.1	7.2	Z	7.4	Z
4239	Miscellaneous Durable Goods	0.0	6.0	0.9	4.2	1.0	4.6	0.1	11.8	0.2	26.3	0.1	10.4	0.1
424	Nondurable Goods	0.0	1.6	0.2	1.1	0.3	1.6	0.1	5.7	0.1	5.7	Z	5.6	0.1
4241	Paper and Paper Products	0.0	4.0	0.9	5.3	0.8	7.0	0.3	18.5	0.2	18.5	0.1	9.4	0.1
4242	Drugs and Druggists' Sundries	0.0	9.0	0.5	8.7	1.2	S	S	S	S	S	S	S	S
4243	Apparel, Piece Goods, and Notions	0.0	2.3	0.5	2.7	0.8	2.9	0.1	5.3	0.1	10.8	Z	8.2	0.1
4244	Groceries and Related products	0.0	3.0	0.4	3.3	0.8	3.0	0.2	8.5	0.1	9.0	Z	14.1	0.2
4245	Farm Product Raw Materials	0.0	2.4	0.2	3.5	0.5	4.2	0.2	12.3	0.1	10.6	Z	12.2	0.1
4246	Chemicals and Allied Products	0.0	3.4	0.6	3.4	0.7	S	S	12.0	0.1	10.3	Z	10.6	0.1
4247	Petroleum and Petroleum Products	0.0	11.4	0.4	11.7	0.9	11.3	0.2	S	S	16.6	Z	26.7	0.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.6	0.3	2.5	0.7	2.4	0.3	10.0	0.1	14.7	Z	12.8	Z
4249	Miscellaneous Nondurable Goods	0.0	3.4	0.5	2.5	0.7	S	S	15.6	0.2	15.4	0.1	7.1	0.1

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.

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%

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes: Associated data estimates can be found in Table 5.1.

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 http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Estimates have been revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

Estimated coefficients of variation for 2007 sales are equal to zero, because the survey estimates are benchmarked to 2007 Economic Census totals, which have no sampling variability.

Revised Table 5.1A. Revised Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007 -- cont.

[Coefficients of variation (cv) and standard errors (se) shown in percent. Associated estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 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
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	3.2	0.1	2.1	Z	2.8	Z	3.6	0.1	1.3	Z	2.5	Z
423	Durable goods	3.8	0.1	2.4	Z	3.5	Z	5.7	0.1	1.5	Z	3.1	Z
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	5.0	0.1	7.2	Z	4.0	Z	S	S	3.7	Z	5.6	Z
4232	Furniture and Home Furnishings	13.3	0.2	9.1	Z	8.9	Z	4.4	0.3	3.4	Z	7.8	Z
4233	Lumber & Other Construction Materials	4.5	0.1	8.6	Z	11.0	Z	9.5	0.1	2.1	Z	5.7	0.1
4234	Professional and Commercial Equipment and Supplies	6.9	0.1	9.3	Z	13.0	0.1	14.5	0.4	3.2	Z	10.9	Z
42343	Computer and Computer Peripheral Equipment and Software	18.6	0.2	10.7	Z	S	S	15.7	0.4	5.7	0.1	8.5	Z
4235	Metals and Minerals, ex. Petroleum	6.4	0.2	9.4	Z	8.8	Z	13.0	0.2	3.4	Z	5.3	0.1
4236	Electrical Goods	5.7	0.1	3.9	Z	2.4	Z	8.4	0.2	3.6	Z	5.9	Z
4237	Hardware, and Plumbing and Heating Equipment and Supplies	5.2	0.1	9.7	Z	7.2	Z	S	S	5.0	0.1	6.1	0.1
4238	Machinery, Equipment, and Supplies	6.4	0.1	6.1	Z	5.5	Z	9.9	0.2	3.4	Z	8.9	0.1
4239	Miscellaneous Durable Goods	18.7	0.4	7.3	Z	13.3	Z	16.4	0.4	5.2	Z	13.0	0.2
424	Nondurable Goods	5.1	0.1	4.0	Z	5.1	Z	4.0	0.1	2.7	Z	3.5	0.1
4241	Paper and Paper Products	13.4	0.2	9.6	Z	12.9	Z	7.6	0.1	6.2	Z	14.5	0.1
4242	Drugs and Druggists' Sundries	S	S	S	S	S	S	S	S	S	S	8.2	0.1
4243	Apparel, Piece Goods, and Notions	10.1	0.1	5.0	Z	14.1	0.1	8.6	0.3	2.6	Z	5.3	Z
4244	Groceries and Related products	7.0	0.3	8.2	Z	13.3	Z	16.1	0.2	5.1	Z	6.1	0.1
4245	Farm Product Raw Materials	6.0	0.1	12.3	Z	7.3	Z	21.2	0.4	4.8	Z	6.8	0.3
4246	Chemicals and Allied Products	9.7	0.2	14.8	Z	9.6	Z	11.1	0.3	5.8	Z	4.7	0.1
4247	Petroleum and Petroleum Products	24.4	0.4	S	S	9.1	Z	10.7	0.5	20.5	0.1	17.0	0.2
4248	Beer, Wine, and Distilled Alcoholic Beverages	8.5	0.2	7.6	Z	13.4	Z	18.7	0.1	2.2	Z	13.0	0.2
4249	Miscellaneous Nondurable Goods	4.9	0.2	8.9	Z	9.7	Z	12.8	0.3	5.8	Z	6.7	0.1

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.

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%

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes: Associated data estimates can be found in Table 5.1.

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 http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Estimates have been revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

Estimated coefficients of variation for 2007 sales are equal to zero, because the survey estimates are benchmarked to 2007 Economic Census totals, which have no sampling variability.

Revised Table 5.1A. Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007 -- cont.

[Coefficients of variation (cv) and standard errors (se) shown in percent. Associated estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 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
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1.4	Z	2.2	Z	1.4	Z	1.4	Z	4.1	Z	6.0	Z
423	Durable goods	1.6	Z	4.6	Z	1.8	0.1	1.7	Z	5.4	Z	8.2	Z
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	6.4	Z	4.7	Z	3.8	0.1	2.4	Z	6.5	Z	21.0	Z
4232	Furniture and Home Furnishings	7.2	Z	9.6	0.1	5.1	0.4	4.5	Z	9.1	Z	6.0	Z
4233	Lumber & Other Construction Materials	10.8	0.1	4.5	0.1	6.2	0.3	6.7	0.1	23.1	0.2	4.6	Z
4234	Professional and Commercial Equipment and Supplies	4.0	Z	4.6	Z	3.5	0.1	3.0	Z	9.4	Z	9.8	Z
42343	Computer and Computer Peripheral Equipment and Software	3.4	Z	6.6	Z	4.8	0.2	5.3	Z	S	S	9.4	Z
4235	Metals and Minerals, ex. Petroleum	6.7	Z	8.2	0.1	6.3	0.2	4.8	Z	12.1	0.1	4.3	Z
4236	Electrical Goods	4.3	Z	7.0	Z	3.3	0.1	5.4	Z	10.6	Z	5.0	Z
4237	Hardware, and Plumbing and Heating Equipment and Supplies	6.2	Z	6.2	0.1	5.0	0.3	4.1	Z	10.8	0.1	4.9	Z
4238	Machinery, Equipment, and Supplies	4.3	Z	15.0	0.1	3.7	0.1	4.0	Z	6.2	Z	4.9	Z
4239	Miscellaneous Durable Goods	15.1	0.1	11.0	0.1	8.3	0.3	8.0	Z	13.2	0.1	22.4	0.1
424	Nondurable Goods	2.5	Z	2.7	Z	1.9	0.1	2.1	Z	5.6	Z	6.4	Z
4241	Paper and Paper Products	6.4	Z	15.1	0.2	6.7	0.2	8.3	Z	16.4	Z	18.5	Z
4242	Drugs and Druggists' Sundries	S	S	S	S	9.7	0.2	S	S	S	S	S	S
4243	Apparel, Piece Goods, and Notions	9.4	Z	12.8	Z	4.3	0.2	4.9	Z	9.2	Z	7.3	Z
4244	Groceries and Related products	4.8	Z	5.8	0.1	6.5	0.2	4.7	0.1	17.8	0.1	13.9	0.1
4245	Farm Product Raw Materials	5.1	0.1	5.1	0.1	6.1	0.1	3.8	0.1	4.4	0.1	2.4	Z
4246	Chemicals and Allied Products	S	S	8.5	0.1	8.9	0.3	6.6	0.1	8.1	0.1	11.4	Z
4247	Petroleum and Petroleum Products	14.3	0.1	12.6	0.4	13.1	0.4	21.9	0.1	25.8	0.1	21.3	0.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	12.6	0.1	5.8	0.1	9.0	0.3	5.0	Z	26.2	0.1	12.8	Z
4249	Miscellaneous Nondurable Goods	7.4	Z	5.7	0.1	5.7	0.2	5.2	0.1	9.8	0.1	14.9	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.

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%

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes: Associated data estimates can be found in Table 5.1.

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 http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Estimates have been revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

Estimated coefficients of variation for 2007 sales are equal to zero, because the survey estimates are benchmarked to 2007 Economic Census totals, which have no sampling variability.

Revised Table 5.1A. Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007 -- cont.

[Coefficients of variation (cv) and standard errors (se) shown in percent. Associated estimates have been adjusted using the preliminary results of the 2007 Economic Census.]

2002 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
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	2.1	0.1	2.5	0.1	1.9	0.1	2.7	0.1	1.8	Z	1.7	0.1
423	Durable goods	2.2	0.1	2.3	0.1	2.8	0.1	2.1	0.1	1.7	Z	2.3	0.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	6.4	0.2	2.1	0.3	2.5	0.1	5.8	0.3	4.0	0.1	S	S
4232	Furniture and Home Furnishings	4.7	0.2	5.1	0.2	4.8	0.1	5.9	0.2	7.0	0.1	4.9	0.5
4233	Lumber & Other Construction Materials	9.2	0.4	12.1	0.2	4.4	0.1	3.1	0.1	3.9	0.1	5.1	0.5
4234	Professional and Commercial Equipment and Supplies	3.5	0.2	6.8	0.3	7.2	0.3	4.7	0.1	6.8	0.1	S	S
42343	Computer and Computer Peripheral Equipment and Software	8.1	0.3	5.3	0.2	14.1	0.6	7.9	0.2	9.0	0.1	S	S
4235	Metals and Minerals, ex. Petroleum	4.5	0.3	13.7	0.1	4.8	0.1	5.4	0.1	7.1	0.1	4.1	0.4
4236	Electrical Goods	3.4	0.1	4.9	0.2	4.5	0.1	3.8	0.1	5.8	0.1	2.7	0.3
4237	Hardware, and Plumbing and Heating Equipment and Supplies	6.1	0.3	8.6	0.2	5.0	0.1	5.6	0.1	7.7	0.1	5.2	0.4
4238	Machinery, Equipment, and Supplies	7.4	0.2	4.4	0.1	9.7	0.2	4.3	0.1	5.8	0.1	4.1	0.3
4239	Miscellaneous Durable Goods	9.3	0.6	9.9	0.5	7.5	0.1	11.9	0.3	9.3	0.1	12.0	0.8
424	Nondurable Goods	3.0	0.1	6.3	0.2	2.7	0.1	5.8	0.2	2.8	Z	2.1	0.2
4241	Paper and Paper Products	9.1	0.3	15.4	0.3	7.1	0.1	9.0	0.2	13.0	0.1	7.0	0.6
4242	Drugs and Druggists' Sundries	9.7	0.4	S	S	S	S	7.4	0.1	S	S	S	S
4243	Apparel, Piece Goods, and Notions	4.3	0.2	6.4	0.4	5.8	0.2	5.3	0.1	9.1	0.1	6.6	0.8
4244	Groceries and Related products	10.6	0.5	18.3	0.3	8.1	0.1	6.0	0.3	5.5	0.1	5.0	0.4
4245	Farm Product Raw Materials	S	S	10.0	0.1	7.3	0.2	3.9	0.3	5.0	0.1	S	S
4246	Chemicals and Allied Products	6.7	0.4	11.3	0.1	7.2	0.1	6.5	0.3	9.5	0.1	S	S
4247	Petroleum and Petroleum Products	10.7	0.7	12.9	0.1	7.9	0.2	26.6	0.9	15.0	0.1	8.9	0.7
4248	Beer, Wine, and Distilled Alcoholic Beverages	15.1	0.4	9.6	0.6	6.0	0.1	4.9	0.2	17.0	0.3	6.6	0.5
4249	Miscellaneous Nondurable Goods	S	S	9.7	0.2	6.3	0.1	5.3	0.2	6.5	0.1	S	S

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.

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%

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes: Associated data estimates can be found in Table 5.1.

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 http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Estimates have been revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

Estimated coefficients of variation for 2007 sales are equal to zero, because the survey estimates are benchmarked to 2007 Economic Census totals, which have no sampling variability.

Table 6a. Estimated Measures of Sampling Variability¹ for Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2008

[Estimates are shown as a percentage and are based on data from the Annual Wholesale Trade Survey.]

2002 NAICS CODE	Data Item	Estimated Measures of Sampling Variability ¹				
		2004 ^r	2005 ^r	2006 ^r	2007 ^r	2008
4251	Total sales	3.9	4.2	4.0	4.1	6.2
4251	.Sales on own account	19.2	19.2	18.7	21.6	14.1
4251	.Sales made on the account of others	4.0	4.2	4.1	4.2	6.2
4251	Commissions received for sales made on the account of others					
4251	.Amount	3.4	4.1	4.8	4.3	4.9
4251	.As a percent of sales on the account of others	0.1	0.1	0.1	0.1	0.2
4251	Operating Expenses					
4251	.Amount	5.0	4.9	6.3	6.2	7.8
4251	.As a percent of total sales	2.9	2.6	2.7	3.3	2.7

Notes:

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnote:

¹ Estimates of sampling variability for total sales, sales on own account, sales made on the account of others, commissions and operating expenses are measured using coefficients of variation. Estimates of sampling variability for commissions as a percent of sales made on the account of others and operating expenses as a percent of total sales are measured using standard errors.

^r Revised data.

Table 7a. Estimated Measures of Sampling Variability¹ for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2008				
		Estimated Measures of Sampling Variability ¹				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
42	U.S. Merchant Wholesalers	0.9	1.0	0.1	3.6	0.1
423	Durable goods	1.4	1.4	0.2	4.7	0.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.8	0.2	3.1	0.2
4232	Furniture and Home Furnishings	1.6	1.6	0.3	9.7	0.3
4233	Lumber & Other Construction Materials	2.8	2.9	0.3	28.0	0.3
4234	Professional and Commercial Equipment and Supplies	2.6	2.5	0.2	8.0	0.2
42343	Computer and Computer Peripheral Equipment and Software	3.5	3.6	0.2	5.4	0.2
4235	Metals and Minerals, ex. Petroleum	2.5	2.6	0.4	11.8	0.4
4236	Electrical Goods	2.3	2.5	0.9	17.2	0.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.6	2.7	0.5	22.6	0.5
4238	Machinery, Equipment, and Supplies	3.4	3.4	0.3	19.3	0.3
4239	Miscellaneous Durable Goods	4.6	4.8	0.7	17.9	0.7
424	Nondurable goods	1.4	1.4	0.2	6.1	0.2
4241	Paper and Paper Products	3.7	3.7	0.1	21.0	0.1
4242	Drugs and Druggists' Sundries	1.8	1.8	0.1	3.2	0.1
4243	Apparel, Piece Goods, and Notions	3.7	3.9	1.0	9.8	1.0
4244	Groceries and Related Products	6.9	6.8	1.1	S	S
4245	Farm Product Raw Materials	5.2	5.1	0.3	S	S
4246	Chemicals and Allied Products	5.2	5.2	0.2	14.3	0.2
4247	Petroleum and Petroleum Products	2.2	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.8	D	D	D	D
4249	Miscellaneous Nondurable Goods	3.0	3.0	0.3	S	S
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1.0	1.1	0.2	4.8	0.2
423	Durable goods	1.5	1.5	0.2	5.9	0.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	2.3	0.2	3.2	0.2
4232	Furniture and Home Furnishings	1.7	1.7	0.3	10.1	0.3
4233	Lumber & Other Construction Materials	3.0	2.9	0.4	S	S
4234	Professional and Commercial Equipment and Supplies	3.2	3.2	0.3	9.0	0.3
42343	Computer and Computer Peripheral Equipment and Software	4.4	4.5	0.3	6.7	0.3
4235	Metals and Minerals, ex. Petroleum	3.5	3.7	0.5	12.9	0.5
4236	Electrical Goods	2.6	2.8	1.1	20.2	1.1
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.5	2.5	0.5	23.9	0.5
4238	Machinery, Equipment, and Supplies	3.7	3.7	0.3	23.6	0.3
4239	Miscellaneous Durable Goods	4.5	4.7	0.6	18.0	0.6
424	Nondurable goods	1.7	1.6	0.3	9.4	0.3
4241	Paper and Paper Products	4.1	4.1	0.2	21.3	0.2
4242	Drugs and Druggists' Sundries	2.4	2.4	0.1	16.5	0.1
4243	Apparel, Piece Goods, and Notions	3.7	3.9	1.0	10.7	1.0
4244	Groceries and Related Products	8.0	7.6	1.3	S	S
4245	Farm Product Raw Materials	5.2	5.1	0.3	S	S
4246	Chemicals and Allied Products	7.0	7.0	0.2	13.8	0.2
4247	Petroleum and Petroleum Products	4.0	4.7	0.8	3.9	0.8
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.9	5.1	0.3	S	S
4249	Miscellaneous Nondurable Goods	3.0	3.0	0.4	S	S
42	U.S. Manufacturers' Sales Branches and Offices	1.3	1.3	0.2	4.0	0.2
423	Durable goods	1.6	1.7	0.3	12.4	0.3
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.7	Z	1.4	Z
4232	Furniture and Home Furnishings	4.0	3.9	0.9	24.5	0.9
4233	Lumber & Other Construction Materials	6.7	6.8	Z	8.4	Z
4234	Professional and Commercial Equipment and Supplies	1.7	1.7	Z	1.6	Z
42343	Computer and Computer Peripheral Equipment and Software	3.5	3.7	0.2	0.7	0.2
4235	Metals and Minerals, ex. Petroleum	3.9	3.4	1.0	S	S
4236	Electrical Goods	4.0	4.1	1.3	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	9.6	9.7	0.1	9.2	0.1
4238	Machinery, Equipment, and Supplies	5.7	5.7	0.3	S	S
4239	Miscellaneous Durable Goods	22.7	24.1	1.8	28.2	1.8
424	Nondurable goods	1.8	1.9	0.2	2.0	0.2
4241	Paper and Paper Products	4.1	4.1	Z	S	S
4242	Drugs and Druggists' Sundries	1.9	1.8	0.1	2.8	0.1
4243	Apparel, Piece Goods, and Notions	7.9	8.6	1.3	8.7	1.3
4244	Groceries and Related Products	8.8	9.0	0.2	5.5	0.2
4246	Chemicals and Allied Products	5.9	5.9	0.2	29.0	0.2
4247	Petroleum and Petroleum Products	2.0	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	1.1	D	D	D	D
4249	Miscellaneous Nondurable Goods	6.4	6.4	Z	7.1	Z

Table 7a. Estimated Measures of Sampling Variability¹ for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008 -- cont.

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2007 ^r				
		Estimated Measures of Sampling Variability ¹				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
Value	As Percent of Total Inventories		Value	As Percent of Total Inventories		
42	U.S. Merchant Wholesalers	0.8	0.9	0.1	3.2	0.1
423	Durable goods	1.1	1.2	0.2	3.7	0.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.4	1.5	0.3	3.6	0.3
4232	Furniture and Home Furnishings	2.0	2.2	0.4	10.2	0.4
4233	Lumber & Other Construction Materials	3.0	3.2	0.3	18.0	0.3
4234	Professional and Commercial Equipment and Supplies	2.4	2.3	0.4	11.8	0.4
42343	Computer and Computer Peripheral Equipment and Software	3.0	3.0	1.1	19.2	1.1
4235	Metals and Minerals, ex. Petroleum	2.4	2.6	0.6	13.6	0.6
4236	Electrical Goods	2.0	2.2	0.8	15.1	0.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.2	2.0	0.2	24.3	0.2
4238	Machinery, Equipment, and Supplies	3.1	3.0	0.3	19.2	0.3
4239	Miscellaneous Durable Goods	3.8	4.2	0.9	18.7	0.9
424	Nondurable goods	1.2	1.1	0.2	7.1	0.2
4241	Paper and Paper Products	2.9	3.0	0.3	S	S
4242	Drugs and Druggists' Sundries	2.0	2.0	0.3	17.7	0.3
4243	Apparel, Piece Goods, and Notions	4.0	4.5	0.9	9.3	0.9
4244	Groceries and Related Products	5.4	4.7	1.3	S	S
4245	Farm Product Raw Materials	2.9	3.0	0.2	S	S
4246	Chemicals and Allied Products	3.7	3.7	0.2	14.5	0.2
4247	Petroleum and Petroleum Products	2.2	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.7	D	D	D	D
4249	Miscellaneous Nondurable Goods	3.0	3.0	0.2	24.7	0.2
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	0.9	0.9	0.2	5.0	0.2
423	Durable goods	1.2	1.3	0.2	4.7	0.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.8	2.0	0.4	4.0	0.4
4232	Furniture and Home Furnishings	2.5	2.7	0.4	10.8	0.4
4233	Lumber & Other Construction Materials	3.2	3.3	0.4	24.0	0.4
4234	Professional and Commercial Equipment and Supplies	3.1	2.9	0.5	12.9	0.5
42343	Computer and Computer Peripheral Equipment and Software	3.6	3.6	1.4	23.2	1.4
4235	Metals and Minerals, ex. Petroleum	3.3	3.6	0.8	17.3	0.8
4236	Electrical Goods	2.3	2.5	1.0	16.6	1.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.1	1.9	0.3	26.1	0.3
4238	Machinery, Equipment, and Supplies	3.4	3.3	0.3	23.3	0.3
4239	Miscellaneous Durable Goods	4.0	4.4	0.9	19.5	0.9
424	Nondurable goods	1.5	1.3	0.3	13.1	0.3
4241	Paper and Paper Products	3.3	3.4	0.4	S	S
4242	Drugs and Druggists' Sundries	2.8	2.8	0.1	17.3	0.1
4243	Apparel, Piece Goods, and Notions	4.1	4.4	0.9	9.7	0.9
4244	Groceries and Related Products	6.4	5.2	1.5	S	S
4245	Farm Product Raw Materials	2.9	3.0	0.2	S	S
4246	Chemicals and Allied Products	4.1	4.2	0.4	18.0	0.4
4247	Petroleum and Petroleum Products	4.9	5.4	0.5	3.7	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.9	4.0	0.4	29.5	0.4
4249	Miscellaneous Nondurable Goods	3.1	3.0	0.2	S	S
42	U.S. Manufacturers' Sales Branches and Offices	1.3	1.4	0.2	4.6	0.2
423	Durable goods	1.4	1.5	0.3	10.9	0.3
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.7	Z	1.5	Z
4232	Furniture and Home Furnishings	3.9	4.0	0.8	21.9	0.8
4233	Lumber & Other Construction Materials	6.4	6.5	0.1	8.4	0.1
4234	Professional and Commercial Equipment and Supplies	1.9	1.5	0.3	17.6	0.3
42343	Computer and Computer Peripheral Equipment and Software	3.8	4.1	0.2	0.7	0.2
4235	Metals and Minerals, ex. Petroleum	3.8	3.1	0.9	S	S
4236	Electrical Goods	3.5	3.7	0.9	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	9.2	9.3	0.1	9.4	0.1
4238	Machinery, Equipment, and Supplies	4.8	4.9	0.3	S	S
4239	Miscellaneous Durable Goods	15.7	17.0	2.0	23.7	2.0
424	Nondurable goods	1.8	1.9	0.4	5.2	0.4
4241	Paper and Paper Products	4.5	4.5	Z	4.0	Z
4242	Drugs and Druggists' Sundries	2.0	2.6	1.2	21.0	1.2
4243	Apparel, Piece Goods, and Notions	7.7	9.3	3.7	23.0	3.7
4244	Groceries and Related Products	6.0	6.2	0.2	S	S
4246	Chemicals and Allied Products	5.5	5.6	0.1	23.3	0.1
4247	Petroleum and Petroleum Products	1.6	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	1.8	D	D	D	D
4249	Miscellaneous Nondurable Goods	7.1	7.2	0.3	15.9	0.3

Table 7a. Estimated Measures of Sampling Variability¹ for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008 -- cont.

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2006 ^r				
		Estimated Measures of Sampling Variability ¹				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
42	U.S. Merchant Wholesalers	1.0	1.0	0.1	2.2	0.1
423	Durable goods	1.2	1.3	0.1	3.1	0.1
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.3	1.5	0.2	3.2	0.2
4232	Furniture and Home Furnishings	3.9	4.0	0.3	8.1	0.3
4233	Lumber & Other Construction Materials	4.6	4.6	0.4	25.3	0.4
4234	Professional and Commercial Equipment and Supplies	2.9	2.9	0.5	13.3	0.5
42343	Computer and Computer Peripheral Equipment and Software	3.8	3.4	1.1	27.6	1.1
4235	Metals and Minerals, ex. Petroleum	3.5	3.6	0.4	13.3	0.4
4236	Electrical Goods	3.5	3.8	0.6	11.0	0.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.8	3.5	0.3	S	S
4238	Machinery, Equipment, and Supplies	2.9	2.8	0.2	14.8	0.2
4239	Miscellaneous Durable Goods	7.6	7.5	0.4	23.8	0.4
424	Nondurable goods	1.3	1.3	0.2	4.7	0.2
4241	Paper and Paper Products	4.7	4.7	0.5	S	S
4242	Drugs and Druggists' Sundries	2.7	2.8	0.2	9.4	0.2
4243	Apparel, Piece Goods, and Notions	4.1	4.3	0.9	11.4	0.9
4244	Groceries and Related Products	5.4	5.2	0.7	S	S
4245	Farm Product Raw Materials	5.1	5.2	0.6	S	S
4246	Chemicals and Allied Products	7.7	7.8	0.4	17.2	0.4
4247	Petroleum and Petroleum Products	2.0	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	2.9	3.0	0.4	S	S
4249	Miscellaneous Nondurable Goods	4.7	D	D	D	D
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1.1	1.1	0.1	2.9	0.1
423	Durable goods	1.5	1.5	0.2	3.5	0.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	2.2	0.3	3.6	0.3
4232	Furniture and Home Furnishings	4.4	4.6	0.4	9.4	0.4
4233	Lumber & Other Construction Materials	4.7	4.7	0.4	27.6	0.4
4234	Professional and Commercial Equipment and Supplies	3.8	3.9	0.7	15.3	0.7
42343	Computer and Computer Peripheral Equipment and Software	4.6	3.9	1.4	S	S
4235	Metals and Minerals, ex. Petroleum	4.2	4.4	0.5	13.9	0.5
4236	Electrical Goods	4.4	4.9	0.9	11.6	0.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.9	3.6	0.3	S	S
4238	Machinery, Equipment, and Supplies	3.1	3.1	0.3	17.5	0.3
4239	Miscellaneous Durable Goods	7.9	7.8	0.5	26.3	0.5
424	Nondurable goods	1.6	1.5	0.2	8.4	0.2
4241	Paper and Paper Products	6.0	6.0	0.7	S	S
4242	Drugs and Druggists' Sundries	3.2	3.2	0.1	26.2	0.1
4243	Apparel, Piece Goods, and Notions	3.9	4.0	0.6	7.4	0.6
4244	Groceries and Related Products	6.8	6.3	0.8	S	S
4245	Farm Product Raw Materials	5.1	5.2	0.6	S	S
4246	Chemicals and Allied Products	5.5	5.6	0.4	18.0	0.4
4247	Petroleum and Petroleum Products	4.8	5.2	0.5	3.7	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.1	3.2	0.4	S	S
4249	Miscellaneous Nondurable Goods	4.9	4.8	0.1	S	S
42	U.S. Manufacturers' Sales Branches and Offices	1.7	1.8	0.2	4.0	0.2
423	Durable goods	2.2	2.2	0.1	5.5	0.1
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.3	2.3	Z	2.2	Z
4232	Furniture and Home Furnishings	5.9	5.9	0.9	S	S
4233	Lumber & Other Construction Materials	7.7	7.8	0.1	6.1	0.1
4234	Professional and Commercial Equipment and Supplies	2.4	2.4	0.2	9.5	0.2
42343	Computer and Computer Peripheral Equipment and Software	4.9	5.1	0.5	12.5	0.5
4235	Metals and Minerals, ex. Petroleum	3.4	2.9	0.5	S	S
4236	Electrical Goods	6.5	6.6	0.3	11.7	0.3
4237	Hardware, and Plumbing and Heating Equipment and Supplies	9.0	9.0	0.1	11.8	0.1
4238	Machinery, Equipment, and Supplies	5.6	5.7	0.2	S	S
4239	Miscellaneous Durable Goods	15.2	15.6	0.8	S	S
424	Nondurable goods	2.9	3.0	0.3	5.5	0.3
4241	Paper and Paper Products	3.4	3.5	Z	3.8	Z
4242	Drugs and Druggists' Sundries	2.9	3.0	0.6	10.3	0.6
4243	Apparel, Piece Goods, and Notions	11.4	14.5	6.6	S	S
4244	Groceries and Related Products	7.9	8.3	0.8	18.0	0.8
4246	Chemicals and Allied Products	17.8	17.9	0.2	S	S
4247	Petroleum and Petroleum Products	1.6	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	1.7	1.7	Z	Z	Z
4249	Miscellaneous Nondurable Goods	7.4	D	D	D	D

Table 7a. Estimated Measures of Sampling Variability¹ for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2005 ¹				
		Estimated Measures of Sampling Variability ¹				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
42	U.S. Merchant Wholesalers	1.0	1.1	0.1	3.7	0.1
423	Durable goods	1.4	1.5	0.2	4.9	0.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.8	1.9	0.2	2.4	0.2
4232	Furniture and Home Furnishings	3.6	3.6	0.4	15.6	0.4
4233	Lumber & Other Construction Materials	4.2	4.2	0.5	29.3	0.5
4234	Professional and Commercial Equipment and Supplies	2.6	2.5	0.6	13.7	0.6
42343	Computer and Computer Peripheral Equipment and Software	3.9	3.3	1.2	25.1	1.2
4235	Metals and Minerals, ex. Petroleum	3.4	3.6	0.3	12.7	0.3
4236	Electrical Goods	3.1	3.5	0.8	14.6	0.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.2	3.2	0.1	19.9	0.1
4238	Machinery, Equipment, and Supplies	3.4	3.3	0.3	21.5	0.3
4239	Miscellaneous Durable Goods	7.7	7.8	0.4	15.5	0.4
424	Nondurable goods	1.1	1.1	0.2	6.1	0.2
4241	Paper and Paper Products	4.9	4.9	0.6	S	S
4242	Drugs and Druggists' Sundries	2.6	2.7	0.2	7.7	0.2
4243	Apparel, Piece Goods, and Notions	4.3	4.1	0.7	13.0	0.7
4244	Groceries and Related Products	5.0	4.8	1.0	S	S
4245	Farm Product Raw Materials	5.5	5.3	0.3	S	S
4246	Chemicals and Allied Products	6.3	6.4	0.3	15.6	0.3
4247	Petroleum and Petroleum Products	1.8	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.2	D	D	D	D
4249	Miscellaneous Nondurable Goods	4.6	4.6	0.2	28.4	0.2
42	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1.2	1.2	0.1	4.9	0.1
423	Durable goods	1.7	1.8	0.2	5.2	0.2
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.8	2.9	0.2	2.8	0.2
4232	Furniture and Home Furnishings	4.1	4.1	0.5	16.7	0.5
4233	Lumber & Other Construction Materials	4.4	4.3	0.6	S	S
4234	Professional and Commercial Equipment and Supplies	3.4	3.3	0.8	14.9	0.8
42343	Computer and Computer Peripheral Equipment and Software	4.9	4.2	1.5	S	S
4235	Metals and Minerals, ex. Petroleum	4.5	4.6	0.4	14.2	0.4
4236	Electrical Goods	4.0	4.6	1.0	15.7	1.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.7	3.6	0.1	21.0	0.1
4238	Machinery, Equipment, and Supplies	3.7	3.6	0.3	26.5	0.3
4239	Miscellaneous Durable Goods	8.1	8.2	0.4	17.5	0.4
424	Nondurable goods	1.3	1.2	0.3	13.3	0.3
4241	Paper and Paper Products	5.8	5.8	0.7	S	S
4242	Drugs and Druggists' Sundries	2.9	2.9	Z	14.3	Z
4243	Apparel, Piece Goods, and Notions	4.3	4.4	0.6	8.7	0.6
4244	Groceries and Related Products	6.1	5.7	1.1	S	S
4245	Farm Product Raw Materials	5.5	5.3	0.3	S	S
4246	Chemicals and Allied Products	4.3	4.4	0.4	15.3	0.4
4247	Petroleum and Petroleum Products	3.9	4.0	0.1	4.0	0.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.4	4.7	1.5	S	S
4249	Miscellaneous Nondurable Goods	5.3	5.2	0.3	S	S
42	U.S. Manufacturers' Sales Branches and Offices	1.4	1.5	0.2	4.0	0.2
423	Durable goods	1.7	1.7	0.1	4.4	0.1
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.3	2.3	Z	2.2	Z
4232	Furniture and Home Furnishings	5.7	5.8	0.5	16.3	0.5
4233	Lumber & Other Construction Materials	7.7	7.8	0.1	6.1	0.1
4234	Professional and Commercial Equipment and Supplies	2.4	2.3	0.2	9.3	0.2
42343	Computer and Computer Peripheral Equipment and Software	5.3	5.1	0.3	S	S
4235	Metals and Minerals, ex. Petroleum	3.0	2.5	0.4	S	S
4236	Electrical Goods	4.9	4.9	0.2	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	7.1	7.1	0.1	S	S
4238	Machinery, Equipment, and Supplies	5.4	5.4	0.3	13.9	0.3
4239	Miscellaneous Durable Goods	16.0	16.7	1.0	26.6	1.0
424	Nondurable goods	2.4	2.5	0.3	5.6	0.3
4241	Paper and Paper Products	4.3	4.4	Z	3.7	Z
4242	Drugs and Druggists' Sundries	2.9	3.0	0.5	9.0	0.5
4243	Apparel, Piece Goods, and Notions	11.9	13.8	5.4	S	S
4244	Groceries and Related Products	7.3	7.4	0.2	9.1	0.2
4246	Chemicals and Allied Products	15.5	15.4	0.2	S	S
4247	Petroleum and Petroleum Products	1.6	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	1.5	D	D	D	D
4249	Miscellaneous Nondurable Goods	7.7	7.8	0.1	7.9	0.1

Table 7a. Estimated Measures of Sampling Variability¹ for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2007 Economic Census.]

Note:

Z - Estimate is less than 0.05%.

D - Indicates that the corresponding estimate in Table 7 is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

S - Corresponding estimate in Table 7 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.

There are no manufacturers' sales branches and offices in NAICS code 4245.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnotes:

¹ Estimates of sampling variability for total inventories, the value of inventories held inside the United States and the value of inventories held outside the United States are measured as coefficients of variation. Estimates of sampling variability for inventories held inside the United States as a percent of total inventories and inventories held outside the United States as a percent of total inventories are measured as standard errors.

[†] Revised data.

APPENDIX A

Annual Wholesale Trade Survey – Sampling Frame

The sampling frame used for the Annual Wholesale Trade Survey has two types of sampling units: Employer Identification Numbers 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, Employer Identification Numbers, 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 Employer Identification Number. The Internal Revenue Service (IRS) issues the Employer Identification Number, 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 Employer Identification Numbers. Each employer firm is associated with at least one Employer Identification Number and only one firm can use a given Employer Identification Number. Because a single-unit firm has only one establishment, there is a one-to-one relationship between the firm and the Employer Identification Number. Thus the firm, the Employer Identification Number, 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 Employer Identification Number. Essentially a multiunit firm is associated with a cluster of one or more Employer Identification Numbers and Employer Identification Numbers are associated with one or more establishments. A multiunit firm consists of at least two establishments. Each firm is associated with at least one Employer Identification Number and only one firm can use a given Employer Identification Number. However, one multiunit firm may have several Employer Identification Numbers. Similarly, there is a one-to-many relationship between Employer Identification Numbers and establishments. Each Employer

Identification Number can be associated with many establishments but each establishment is associated with only one Employer Identification Number. Because of the possibility of one-to-many relationships, we must distinguish between the firm, its Employer Identification Numbers, 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 Wholesale Trade sector as defined by the 2002 North American Industry Classification System. For these establishments we extract sales, payroll, employment, name and address information, wholesale type of operation code (TOC), as well as primary identifiers and, for establishments owned by multiunit firms, associated Employer Identification Numbers. We use the Type of Operation Code to distinguish between different types of wholesale establishments. To create the sampling units for multiunit firms, we aggregate the economic data of the establishments owned by these firms to an Employer Identification Number level by tabulating the establishment data for all wholesale establishments associated with the same Employer Identification Number. Similarly, we aggregate the data to a multiunit firm level by tabulating the establishment data for all wholesale establishments associated with the same alpha number. In some cases, a multiunit firm has establishments active in more than one wholesale type of operation (merchant wholesalers excluding Manufacturer's Sales Branches and Offices, Manufacturer's Sales Branches and Offices, or agents and brokers). In these situations, separate Employer Identification Number level and firm level sampling units are created for each type of operation. No aggregation is necessary to put single-unit establishment information on an Employer Identification Number basis or a firm basis. Thus, the sampling units created for single-unit firms simultaneously represent establishment, Employer Identification Number, and firm information. In summary, the sampling frame is a complex amalgam of establishments, Employer Identification Numbers, and firms.

APPENDIX B

Annual Wholesale Trade Survey – Sample Stratification, Selection and Maintenance

Stratification

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 Annual Wholesale Trade Survey sample with certainty.

All firms not selected with certainty were subjected to sampling on an Employer Identification Number basis. If a firm had more than one Employer Identification Number, we treated each of its Employer Identification Numbers as a separate sampling unit. To be eligible for the initial sampling, an Employer Identification Number had to have nonzero payroll in 2003. The Employer Identification Numbers were stratified according to their major industry and their estimated sales (on a 2002 basis). Within each noncertainty stratum, a simple random sample of Employer Identification Numbers was selected without replacement. This process was done separately for each wholesale type of operation. The selected noncertainty Employer Identification Numbers were divided into two approximately equal groups. For wholesale merchants excluding Manufacturer's Sales Branches and Offices, one group is canvassed for both the monthly and the annual survey, the other group is canvassed for only the annual survey. The Manufacturer's Sales Branch and Office and Agents and Brokers samples are only canvassed in the annual survey. However, Employer Identification Numbers selected into the Manufacturer's Sales Branch and Office or Agent and Broker sample are included in the monthly sample if that Employer Identification Number had activity inscope to the monthly survey.

Sample Maintenance

Periodically, we update the samples to represent new Employer Identification Numbers appearing on the Business Register. These new Employer Identification Numbers, called births, are Employer Identification Numbers 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).

Employer Identification Number 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 Annual Wholesale Trade Survey, the Annual Retail Trade Survey (ARTS), 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 Annual Wholesale Trade Survey sample from the December 2004 Business Register. Because of the time it takes for a new employer firm to acquire an Employer Identification Number 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 Employer Identification Numbers, 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 Employer Identification Number are included in the sample with certainty; any new Employer Identification Numbers that might later be associated with that firm are subjected to sampling through the quarterly birth-selection procedure.

Single-unit Employer Identification Numbers 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 Employer Identification Number is contacted, and if a successor Employer Identification Number is found, it is added to the survey. For both inactive and reactivated Employer Identification Numbers, data are tabulated for only the portion of the reference year that these Employer Identification Numbers 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 Employer Identification Number 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 an Employer Identification Number and identify and select the Employer Identification Number 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.

APPENDIX C

Annual Wholesale Trade Survey – Imputation

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, the dollar volume of imputed data amounts to:

- Approximately 6-11 percent of the total sales estimate for merchant wholesale (excluding MSBOs).
- Approximately 5-10 percent of the total end-of-year inventory estimate for merchant wholesale (excluding MSBOs).
- Approximately 13-19 percent of the total purchases estimate for merchant wholesale (excluding MSBOs).
- Approximately 18-23 percent of the total operating expenses estimate for merchant wholesale (excluding MSBOs).
- Approximately 25-30 percent of the total sales estimate for MSBOs.
- Approximately 18-25 percent of the total end-of-year inventory estimate for MSBOs.
- Approximately 22-28 percent of the total operating expenses estimate for MSBOs.
- Approximately 17-20 percent of the sales estimate for agents and brokers.
- Approximately 21-26 percent of the total operating expenses estimate for agents and brokers.
- Approximately 33-35 percent of the total commissions estimate for agents and brokers.
- Approximately 32-38 percent of the gross selling value estimate for agents and brokers.
- Approximately 17-32 percent of the sales on own account estimate for agents and brokers.

APPENIX D

Annual Wholesale Trade Survey – Estimation Procedures

Estimates of annual sales and end-of-year inventories are derived from data collected in the AWTS. Firms in the AWTS sample are asked to report their sales and inventory data for the year just ending. Two years of data are requested in the year in which a new sample is introduced. 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 AWTS sample. The annual estimates are adjusted using results of the 2002 Economic Census. Annual total estimates for broad industry groups (e.g., 2-, 3-, and 4-digit NAICS levels) are computed by summing the census-adjusted annual totals for the appropriate detailed industries comprising the broader industry group. Year-to-year change estimates are computed using the Census-adjusted 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.

Reliability of the Estimates

Estimates in published tables are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. To maintain confidentiality, no estimates are published that would disclose the operations of an individual firm. The total error of a published estimate may be considered to be comprised of sampling error and nonsampling error. Individuals who use Monthly Wholesale Trade Survey estimates to create new estimates should cite the Census Bureau as the source of only the original 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

upon request. 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, then:

- For approximately 90 percent of the possible samples, the interval from 1.65 standard errors below to 1.65 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.
- For approximately 95 percent of the possible samples, the interval from 1.96 standard errors below to 1.96 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 1.65 times \$193.5 million. Consequently, the 90-percent confidence interval is \$10,431 million to \$11,069 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.