

**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 <sup>1</sup>	1999 <sup>1</sup>	2000 <sup>1</sup>	2001 <sup>1</sup>	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007 <sup>1</sup>	2008
<b>42</b>	<b>Purchases</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>1,942,911</b>	<b>2,082,068</b>	<b>2,267,451</b>	<b>2,230,336</b>	<b>2,276,247</b>	<b>2,403,165</b>	<b>2,702,375</b>	<b>2,934,630</b>	<b>3,171,377</b>	<b>3,398,735</b>	<b>3,620,966</b>
	<b>Purchases</b>	<b>Durable goods</b>	<b>1,011,882</b>	<b>1,090,089</b>	<b>1,150,149</b>	<b>1,085,850</b>	<b>1,081,896</b>	<b>1,120,440</b>	<b>1,305,839</b>	<b>1,406,177</b>	<b>1,545,348</b>	<b>1,607,068</b>	<b>1,600,891</b>
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	36,599	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 Software	132,911	149,323	147,579	126,604	122,586	118,331	129,158	133,895	133,988	145,596	143,891
4235	Purchases	Metals and Minerals, ex. Petroleum	72,164	70,011	75,799	68,214	66,160	66,563	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	<b>Purchases</b>	<b>Nondurable goods</b>	<b>931,029</b>	<b>991,979</b>	<b>1,117,302</b>	<b>1,144,486</b>	<b>1,194,351</b>	<b>1,282,725</b>	<b>1,396,536</b>	<b>1,528,453</b>	<b>1,626,029</b>	<b>1,791,667</b>	<b>2,020,075</b>
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
<b>42</b>	<b>Gross margins</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>497,884</b>	<b>534,723</b>	<b>566,309</b>	<b>543,572</b>	<b>563,350</b>	<b>575,469</b>	<b>642,668</b>	<b>687,618</b>	<b>749,542</b>	<b>781,098</b>	<b>804,350</b>
	<b>Gross margins</b>	<b>Durable goods</b>	<b>305,286</b>	<b>328,038</b>	<b>347,331</b>	<b>320,320</b>	<b>339,233</b>	<b>347,878</b>	<b>406,564</b>	<b>423,345</b>	<b>459,257</b>	<b>465,155</b>	<b>483,509</b>
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	57,792	56,672	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	55,635	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 Software	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	32,762	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	60,830	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	<b>Gross margins</b>	<b>Nondurable goods</b>	<b>192,598</b>	<b>206,685</b>	<b>218,978</b>	<b>223,252</b>	<b>224,177</b>	<b>227,591</b>	<b>236,104</b>	<b>264,273</b>	<b>290,285</b>	<b>315,943</b>	<b>320,841</b>
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
<b>42</b>	<b>Gross margins as a percent of sales</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>20.5</b>	<b>20.6</b>	<b>20.1</b>	<b>19.5</b>	<b>19.9</b>	<b>19.4</b>	<b>19.4</b>	<b>19.1</b>	<b>19.3</b>	<b>18.8</b>	<b>18.2</b>
	<b>Gross margins as a percent of sales</b>	<b>Durable goods</b>	<b>23.4</b>	<b>23.3</b>	<b>23.4</b>	<b>22.5</b>	<b>23.9</b>	<b>23.8</b>	<b>24.1</b>	<b>23.4</b>	<b>23.2</b>	<b>22.5</b>	<b>23.4</b>
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	<b>Gross margins as a percent of sales</b>	<b>Nondurable goods</b>	<b>17.2</b>	<b>17.3</b>	<b>16.5</b>	<b>16.4</b>	<b>15.8</b>	<b>15.1</b>	<b>14.5</b>	<b>14.8</b>	<b>15.2</b>	<b>15.1</b>	<b>13.7</b>
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	8.3	8.1	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	31.2	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	6.6	7.4	6.8	5.3	6.7	6.9	7.9	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	25.6	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](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnote:

<sup>1</sup> Revised data.