

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.