

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 2009

[Purchases and gross margins estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final 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 ¹	2009 ¹
42	Purchases	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1,942,911	2,082,646	2,268,847	2,232,474	2,279,088	2,408,843	2,713,195	2,951,748	3,187,611	3,417,705	3,653,673	3,017,785
		Durable goods	1,011,882	1,091,623	1,153,470	1,090,913	1,088,676	1,127,614	1,314,357	1,412,895	1,544,945	1,614,348	1,618,829	1,285,072
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplie	145,700	169,671	175,944	185,832	199,836	212,201	233,861	251,072	277,567	285,802	256,429	204,070
4232	Purchases	Furniture and Home Furnishings	31,026	33,634	37,445	36,599	36,919	38,365	42,017	44,861	48,532	48,632	45,111	35,612
4233	Purchases	Lumber & Other Construction Material	65,528	72,741	71,054	71,919	78,063	84,165	102,568	110,314	112,251	97,064	89,010	68,423
4234	Purchases	Professional and Commercial Equipment and Supplie	200,876	221,348	221,398	204,932	206,697	209,885	232,737	245,006	254,675	274,711	275,193	256,863
42343	Purchases	Computer and Computer Peripheral Equipment and Softwar	132,911	149,711	148,458	122,920	124,289	120,427	131,836	136,869	136,726	145,828	145,828	136,988
4235	Purchases	Metals and Minerals, ex. Petroleum	72,164	69,893	75,568	67,872	65,715	66,094	98,925	111,144	131,497	138,400	147,549	83,778
4236	Purchases	Electrical Goods	157,084	174,907	203,610	180,274	174,073	183,043	210,793	224,743	250,319	272,277	276,005	242,267
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplie	49,491	51,285	53,587	48,952	49,968	52,401	60,976	68,211	78,066	80,285	77,999	64,291
4238	Purchases	Machinery, Equipment, and Supplier	179,882	183,242	189,700	182,216	166,566	168,399	192,030	211,161	231,033	239,141	259,217	197,083
4239	Purchases	Miscellaneous Durable Goods	110,051	114,902	125,164	112,317	112,839	113,461	140,450	146,383	161,615	178,036	192,316	132,685
424		Nondurable goods	931,029	991,023	1,115,377	1,141,561	1,190,412	1,281,229	1,398,838	1,538,853	1,642,666	1,803,357	2,034,844	1,732,713
4241	Purchases	Paper and Paper Products	54,108	57,621	61,926	61,353	58,689	60,420	69,639	71,678	72,220	71,967	64,130	
4242	Purchases	Drugs and Druggists' Sundries	110,654	134,704	159,914	191,174	224,592	254,908	277,106	295,276	313,487	325,032	339,963	347,813
4243	Purchases	Apparel, Piece Goods, and Notion:	61,681	63,106	68,024	68,666	73,938	75,602	79,473	85,431	92,512	98,081	95,868	84,743
4244	Purchases	Groceries and Related Product:	288,827	298,731	314,660	314,579	320,549	326,443	336,782	353,631	366,028	400,887	411,841	398,063
4245	Purchases	Farm Product Raw Material:	101,678	92,280	95,124	91,617	94,725	101,964	105,407	97,504	100,764	133,783	180,973	151,937
4246	Purchases	Chemicals and Allied Product:	42,413	43,482	47,664	48,703	51,338	54,579	62,438	71,334	73,890	78,846	90,558	66,922
4247	Purchases	Petroleum and Petroleum Product:	106,976	126,788	179,931	177,493	180,593	218,085	262,890	346,083	397,676	456,579	591,500	378,482
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverage	46,654	50,723	53,652	56,044	59,508	62,952	64,324	68,242	73,293	77,441	79,041	79,385
4249	Purchases	Miscellaneous Nondurable Goods	118,038	123,588	134,482	131,842	126,479	126,276	143,899	151,113	153,338	160,188	173,133	161,238
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	497,884	534,371	565,080	541,532	560,553	572,023	638,043	691,078	746,926	782,320	796,244	638,580
		Durable goods	305,286	326,632	344,140	315,392	332,580	338,943	394,700	421,858	461,498	466,767	474,615	345,045
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplie	39,182	46,039	48,266	47,840	54,534	49,979	52,539	57,370	61,161	57,150	55,682	35,761
4232	Gross margins	Furniture and Home Furnishings	12,378	13,717	15,945	15,457	16,898	17,544	18,874	20,771	20,543	18,659	13,718	
4233	Gross margins	Lumber & Other Construction Material:	13,877	16,563	16,369	17,804	19,478	22,423	27,555	29,269	30,600	28,719	26,397	19,215
4234	Gross margins	Professional and Commercial Equipment and Supplie	53,635	61,746	60,426	59,213	62,141	65,497	70,114	72,248	77,524	80,313	84,431	66,031
42343	Gross margins	Computer and Computer Peripheral Equipment and Softwar	24,478	26,603	24,940	23,130	26,007	24,184	26,022	25,645	24,604	25,327	30,446	29,466
4235	Gross margins	Metals and Minerals, ex. Petroleum	16,959	16,654	18,898	15,664	16,272	15,474	29,437	26,126	32,393	26,033	33,983	10,408
4236	Gross margins	Electrical Goods	45,997	52,321	60,216	46,847	47,619	50,021	58,228	62,758	73,776	79,346	79,535	64,834
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplie	16,858	17,534	19,504	19,580	20,564	22,580	24,846	28,260	32,351	32,669	29,558	23,585
4238	Gross margins	Machinery, Equipment, and Supplier	69,715	68,820	67,771	63,061	58,606	60,828	73,512	83,116	86,873	92,762	97,523	67,520
4239	Gross margins	Miscellaneous Durable Goods	34,485	35,298	38,745	29,926	32,468	34,597	40,302	43,836	46,049	49,032	48,747	33,573
424		Nondurable goods	192,598	207,739	220,940	226,140	227,973	233,080	243,343	269,220	285,428	315,553	321,629	293,535
4241	Gross margins	Paper and Paper Products	14,942	15,630	16,611	14,121	13,609	13,581	16,027	17,673	18,319	19,180	19,250	16,650
4242	Gross margins	Drugs and Druggists' Sundries	17,147	20,205	20,657	26,230	22,432	17,558	16,298	27,277	29,254	27,839	29,586	28,420
4243	Gross margins	Apparel, Piece Goods, and Notion:	25,569	26,875	28,916	30,658	32,284	31,805	36,254	39,253	39,444	41,985	42,272	35,091
4244	Gross margins	Groceries and Related Products	52,825	58,679	60,181	61,349	66,441	75,130	65,989	66,889	70,018	77,412	79,040	76,381
4245	Gross margins	Farm Product Raw Materials	7,998	7,826	8,392	9,111	9,969	11,989	6,128	9,687	13,623	18,207	13,359	15,010
4246	Gross margins	Chemicals and Allied Products	14,237	14,522	14,557	15,496	16,827	16,758	17,778	21,102	22,113	24,522	26,370	21,726
4247	Gross margins	Petroleum and Petroleum Products	11,492	13,499	16,686	14,074	12,847	12,079	24,105	25,323	29,090	34,046	36,004	33,352
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,960	18,033	18,665	20,269	20,134	23,048	24,714	25,873	27,540	28,645	27,954
4249	Gross margins	Miscellaneous Nondurable Goods	32,985	33,543	36,907	36,436	34,295	34,046	37,716	37,302	37,694	44,822	47,103	38,951
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	20.5	20.6	20.1	19.4	19.8	19.2	19.2	19.1	19.1	18.7	18.0	17.2
		Durable goods	23.4	23.2	23.1	22.2	23.4	23.2	23.5	23.2	23.3	22.5	22.8	20.5
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	21.3	21.7	21.7	20.4	21.6	19.2	18.5	18.8	18.2	16.7	18.1	14.3
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	28.8	29.2	30.3	29.5	31.6	30.4	29.9	30.1	29.7	29.1	26.8	
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	22.7	22.7	21.3
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	21.7	21.9	21.4	22.1	24.3	23.8	23.3	22.8	23.5	22.7	23.5	22.7
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	15.5	15.1	14.3	15.0	17.3	16.8	16.6	15.8	15.3	14.8	17.3	17.7
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	19.2	19.3	20.1	18.5	19.9	19.0	24.3	19.2	20.5	15.7	19.1	10.0
4236	Gross margins as a percent of sales	Electrical Goods	22.9	23.3	23.2	20.2	21.4	21.5	21.9	22.0	23.0	22.7	22.5	20.7
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	29.6	29.8	29.8	29.3	27.3	26.2
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplier	28.6	26.9	26.5	25.5	25.7	26.3	28.2	28.8	27.8	28.2	27.8	24.7
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	24.0	23.6	22.9	20.7	22.3	23.6	22.6	23.2	22.2	21.6	20.3	19.8
424		Nondurable goods	17.2	17.4	16.6	16.6	16.1	15.4	14.9	15.0	14.9	15.0	13.7	14.5
4241	Gross margins as a percent of sales	Paper and Paper Products	21.6	21.4	21.4	18.5	18.7	18.4	19.6	20.4	20.4	21.0	21.2	20.4
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	13.7	13.3	11.7	12.5	9.1	6.4	5.5	8.4	8.6	7.9	8.0	7.6
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	29.5	29.7	30.0	31.0	30.5	29.6	31.6	31.9	30.0	30.1	30.9	28.4
4244	Gross margins as a percent of sales	Groceries and Related Products	15.5	16.5	16.1	16.3	17.2	18.7	16.4	16.0	16.1	16.3	16.2	16.1
4245	Gross margins as a percent of sales	Farm Product Raw Materials	7.3	7.8	8.2	9.0	8.7	10.7	5.3	9.1	12.2	12.5	6.8	9.1
4246	Gross margins as a percent of sales	Chemicals and Allied Products	25.3	25.2	23.4	24.1	24.8	23.5	22.4	22.9	23.1	24.0	22.7	24.1
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	9.7	9.7	8.5	7.3	6.7	5.3	8.5	8.5	6.8	7.0	5.7	8.2
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	25.0											