

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2009

[Operating expenses 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	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009
42	Operating expenses	U.S. Merchant Wholesalers	NA	NA	NA	NA	667,345	725,532	742,354	669,517
423	Operating expenses	Durable goods	NA	NA	NA	NA	399,672	429,911	438,654	384,038
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	52,976	56,031	55,715	48,985
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	18,828	20,370	18,225	15,006
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	27,844	28,882	27,908	23,124
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	81,116	85,295	90,025	83,939
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	32,155	34,799	36,981	35,082
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	21,041	22,466	22,653	17,724
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	63,612	72,702	72,683	66,114
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	28,005	29,695	28,538	23,708
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	71,571	77,528	84,368	74,120
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	34,679	36,942	38,539	31,318
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	267,673	295,621	303,700	285,479
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	20,211	21,179	20,365	19,111
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	46,267	46,760	46,631	43,761
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	29,921	32,275	31,064	28,469
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	72,376	82,637	86,799	85,109
4245	Operating expenses	Farm Product Raw Materials	NA	NA	NA	NA	7,715	9,146	11,374	10,344
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	22,054	25,298	26,231	22,620
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	16,695	20,324	21,829	19,683
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	19,552	21,267	22,025	21,930
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	32,882	36,735	37,382	34,452
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers	NA	NA	NA	NA	11.9	12.3	12.0	13.0
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	14.0	14.8	15.4	16.5
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	7.8	8.4	9.6	10.7
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	20.5	22.0	21.3	21.5
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	15.2	16.9	17.7	18.5
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.8	17.6	17.9	17.6
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.5	13.7	13.8	13.7
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	9.6	9.9	9.4	12.3
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.2	16.0	16.0	16.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	21.7	22.5	22.3	22.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	17.0	18.0	18.5	20.5
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	16.0	15.7	15.6	17.8
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	9.7	9.9	9.2	10.0
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	14.6	15.2	14.9	15.7
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	8.4	8.3	8.0	7.6
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	21.2	21.8	21.4	21.9
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	11.8	12.4	12.6	12.6
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	6.9	6.3	5.8	6.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	13.0	13.9	13.1	14.1
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.4	2.7	2.3	3.2
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18.0	18.4	18.5	18.4
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	12.9	13.8	12.6	12.5

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2002 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009
42	Operating expenses	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	509,705	561,421	571,148	509,541
423	Operating expenses	Durable goods	NA	NA	NA	NA	320,549	348,653	354,559	306,658
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	39,884	42,493	41,894	36,781
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	16,004	17,589	15,784	12,789
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	23,369	24,089	23,040	19,026
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	56,615	61,869	63,639	59,472
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	19,800	23,207	24,233	23,269
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	18,797	19,941	20,046	15,421
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	48,134	55,785	56,378	51,649
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	24,935	26,576	25,345	21,297
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	59,834	64,769	71,238	60,074
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	32,977	35,542	37,195	30,149
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	189,156	212,768	216,589	202,883
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	15,538	16,598	15,960	15,185
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	17,411	18,311	18,425	17,611
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	28,295	30,875	29,696	27,468
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	49,394	57,184	57,549	55,918
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	7,715	9,146	11,374	10,344
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	15,204	17,221	18,101	15,364
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	10,871	13,329	15,336	12,897
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	17,996	19,388	20,101	20,088
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	26,732	30,716	30,047	28,008
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	13.1	13.4	12.9	13.7
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	16.2	16.8	17.1	18.3
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	11.9	12.5	13.6	14.7
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	23.2	25.4	24.6	25.0
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	16.5	19.0	19.8	21.1
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	17.2	17.5	17.7	17.7
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.3	13.5	13.8	14.0
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	11.9	12.0	11.3	14.8
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.0	16.0	15.9	16.5
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	23.0	23.7	23.4	23.7
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	19.1	19.7	20.3	21.8
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.9	15.6	15.5	17.8
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	9.9	10.1	9.2	10.0
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	17.3	18.2	17.6	18.6
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	5.1	5.2	5.0	4.7
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	21.5	22.1	21.7	22.2
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	11.4	12.0	11.8	11.8
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	6.9	6.3	5.8	6.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	15.9	16.8	15.6	17.0
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.6	2.7	2.4	3.2
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18.3	18.7	18.8	18.6
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.0	15.2	13.8	13.8

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2002 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009
42	Operating expenses	Manufacturers' Sales Branches and Offices	124,988	132,222	143,119	152,463	157,640	164,111	171,206	159,976
423	Operating expenses	Durable goods	67,746	69,689	74,605	77,455	79,123	81,258	84,095	77,380
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	11,805	13,592	S	S	13,092	13,538	13,821	12,204
4232	Operating expenses	Furniture and Home Furnishings	2,389	2,537	2,990	3,137	2,824	2,781	2,441	2,217
4233	Operating expenses	Lumber & Other Construction Materials	1,959	2,312	2,797	3,475	4,475	4,793	4,868	4,098
4234	Operating expenses	Professional and Commercial Equipment and Supplies	24,033	22,553	23,136	23,732	24,501	23,426	26,386	24,467
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	14,808	12,914	11,582	12,214	12,355	11,592	12,748	11,813
4235	Operating expenses	Metals and Minerals, ex. Petroleum	1,515	1,594	1,966	2,216	2,244	2,525	2,607	2,303
4236	Operating expenses	Electrical Goods	14,730	13,111	14,696	14,720	S	S	S	14,465
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	2,107	2,116	2,319	2,794	3,070	3,119	3,193	2,411
4238	Operating expenses	Machinery, Equipment, and Supplies	8,213	9,934	10,798	11,971	11,737	12,759	13,130	14,046
4239	Operating expenses	Miscellaneous Durable Goods	995	1,940	2,267	1,851	1,702	1,400	1,344	1,169
424	Operating expenses	Nondurable goods	57,242	62,533	68,514	75,008	78,517	82,853	87,111	82,596
4241	Operating expenses	Paper and Paper Products	4,530	4,562	4,545	4,761	4,673	4,581	4,405	3,926
4242	Operating expenses	Drugs and Druggists' Sundries	18,848	21,539	24,417	26,926	28,856	28,449	28,206	26,150
4243	Operating expenses	Apparel, Piece Goods, and Notions	1,737	1,585	1,663	1,834	1,626	1,400	1,368	1,001
4244	Operating expenses	Groceries and Related Products	16,558	18,438	20,186	21,509	22,982	25,453	29,250	29,191
4246	Operating expenses	Chemicals and Allied Products	5,930	5,977	6,532	6,738	6,850	8,077	8,130	7,256
4247	Operating expenses	Petroleum and Petroleum Products	3,439	4,020	4,336	5,835	5,824	6,995	6,493	6,786
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	1,095	1,080	1,232	1,516	1,556	1,879	1,924	1,842
4249	Operating expenses	Miscellaneous Nondurable Goods	5,105	5,332	5,603	5,889	6,150	6,019	7,335	6,444
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	9.4	9.4	9.3	9.3	9.2	9.6	9.9	11.0
423	Operating expenses as a percent of sales	Durable goods	9.0	9.2	9.2	9.2	9.2	9.9	10.9	12.0
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	3.4	3.9	S	S	3.8	4.1	5.1	5.9
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	13.3	13.8	14.7	13.9	12.5	11.9	11.3	S
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	9.6	9.6	9.4	9.6	10.7	10.7	11.8	11.9
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	17.9	15.8	16.0	15.7	16.1	17.8	18.4	17.4
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	18.1	14.1	12.6	12.4	12.7	14.0	13.9	13.1
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	4.2	4.1	4.1	4.0	3.7	4.1	4.1	5.8
4236	Operating expenses as a percent of sales	Electrical Goods	14.8	14.2	14.6	14.6	S	S	S	15.5
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	14.9	14.7	14.5	14.5	15.0	15.6	16.4	15.3
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	11.7	13.6	13.0	11.9	10.9	12.7	12.6	16.3
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	8.9	18.3	19.1	16.9	16.5	17.0	17.9	18.9
424	Operating expenses as a percent of sales	Nondurable goods	9.9	9.8	9.6	9.3	9.3	9.3	9.1	10.1
4241	Operating expenses as a percent of sales	Paper and Paper Products	10.8	10.7	S	10.0	9.6	9.5	9.6	9.8
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	13.3	13.6	13.5	13.6	14.0	13.5	13.3	13.0
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	13.8	14.6	15.2	16.6	16.3	16.5	16.9	16.3
4244	Operating expenses as a percent of sales	Groceries and Related Products	13.2	13.1	13.3	13.4	13.0	13.3	14.5	14.5
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	10.2	9.6	9.4	9.2	9.2	10.1	9.6	10.4
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	2.7	2.5	2.3	2.5	2.3	2.5	2.1	3.2
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	13.1	13.0	13.4	13.2	S	16.0	15.7	16.1
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	8.4	9.2	9.5	9.3	9.7	9.5	9.4	8.9

Notes:

NA - Estimate is unavailable due to operating expenses not being collected on the Annual Wholesale Trade Survey for merchant wholesalers, except manufacturers' sales branches and offices, until 2006.

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/standards/standardf1.html>.

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/annual_methodology.html.

Footnotes:

^f Revised data.