

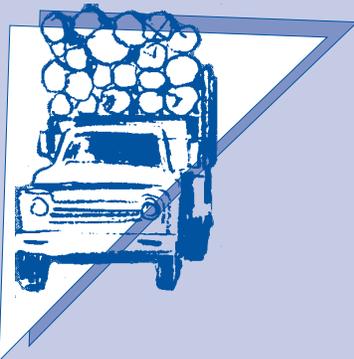
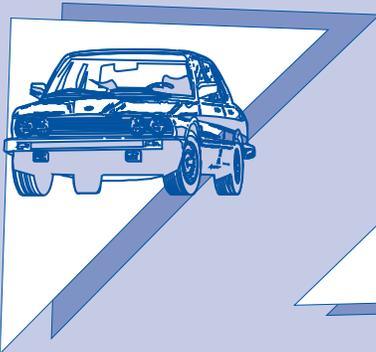
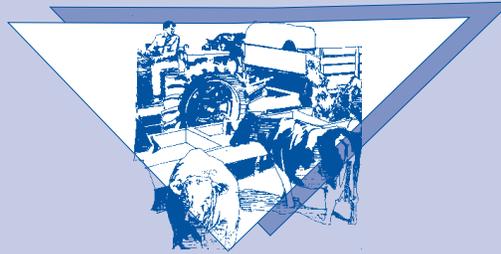
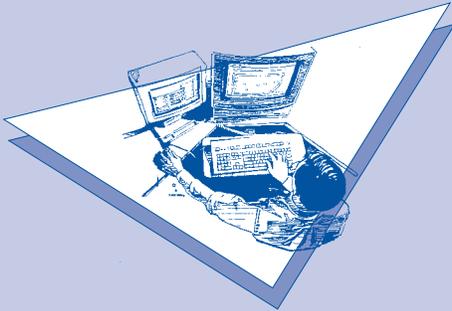
Annual Report for Wholesale Trade: 2002-2003

Issued April 2005

*A Detailed Summary for Merchant Wholesalers,
including Manufacturers Sales Branches & Offices*

BW(MSBO)/04-A

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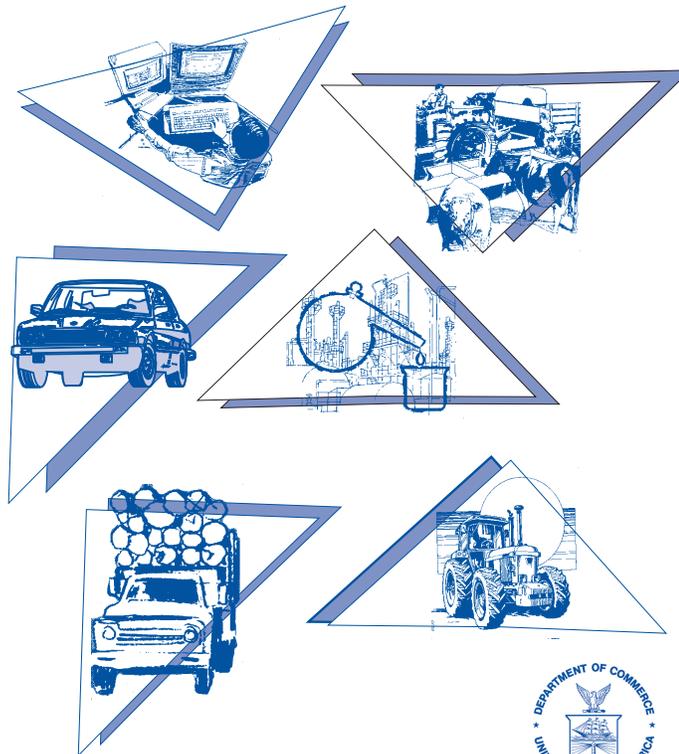
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Annual Report for Wholesale Trade: 2002 - 2003

INTRODUCTION

The U.S. Census Bureau produces the *Annual Report for Wholesale Trade* to provide national estimates by kind of business of annual sales and end-of-year non-LIFO (last-in, first-out) inventories for all merchant wholesalers. In 2007 annual estimates for Wholesale Electronic Markets and Agents and Brokers (NAICS 4251) will also be available. Separate estimates of sales and inventory plus purchases and gross margins are also provided for merchant wholesale establishments, except manufacturing sales branches and offices (MSBOs) and sales and inventory plus operating expenses for MSBOs.

We develop the estimates in this report using data from the Annual Wholesale Trade Survey (AWTS). Questionnaires are mailed to a probability sample of firms located in the United States and having paid employees. The sample is updated regularly and periodically reselected.

This release provides the first annual survey estimates for MSBOs. Additional information on AWTS can be found on the Census Bureau website at:

<http://www.census.gov/econ/www/retmenu.html#WHOL>

COVERAGE

The estimates in this publication are summarized by kind-of-business classification based on the *2002 North American Industry Classification System* (NAICS). NAICS groups establishments into industries based on the activities in which they are primarily engaged. This system was developed by the joint efforts of statistical agencies in Canada, Mexico, and the United States. The common industry definitions allow for statistics to be compared by business activity across North America.

Wholesale trade, as defined by NAICS Sector 42, includes establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

Wholesalers are organized to sell or arrange the purchase or sale of –

- 1) goods to other wholesalers or retailers
- 2) capital or durable nonconsumer goods, or
- 3) raw and intermediate materials and supplies used in production.

The 2003 AWTS covers wholesale merchants who sell goods on their own account and include such businesses as wholesale distributors or jobbers, industrial distributors, exporters, and

importers. Sales offices and branches maintained by domestic manufacturing, refining, or mining firms for the purpose of marketing their products were added for the first time to the coverage of the 2003 AWTS. In the 2003 survey year data were collected for 2003 and 2002. Wholesale Electronic Markets and Agents and Brokers (NAICS Industry Group 4251) are not covered in this report.

PREVIOUSLY PUBLISHED ESTIMATES OF MERCHANT WHOLESALERS

The estimates for merchant wholesalers, excluding MSBOs are the same as the data published in the *Annual Benchmark Report for Wholesale Trade, January 1992 through January 2005*. Please refer to that report for a full explanation of the benchmarking procedure for the Monthly Wholesale Trade Survey and for an explanation of any revisions of the data for merchant wholesalers, except MSBOs when compared to previously published data.

This report provides the first release of annual data for MSBOs.

DEFINITION OF TERMS

Dollar Values

All dollar values presented are expressed in current dollars (not adjusted to a constant dollar series). Consequently, when comparing estimates to prior years, users also should consider price level changes.

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. In accordance with Title 13, no estimates are published that would disclose the operations of an individual firm.

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 Limitation

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.

Unpublished Estimates

It should be noted that some unpublished estimates can be derived directly from this report by subtracting published estimates from their respective totals. However, the estimates obtained by such subtraction would be subject to the poor response rates or high sampling variability.

Individuals who use the estimates in this report to create new estimates should cite the Census Bureau as the source of only the original estimates.

Sales

Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in merchant wholesale trade; receipts from customers for rental or leasing of equipment, instruments, tools, etc.; receipts for delivery, installation, alteration, maintenance, repair, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed along to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Sales that are made on an agency basis for others are included as gross sales. Direct shipments on orders from wholesalers are also included in sales. Total sales do not include non-operating income from such sources as investments, rental or sale of real estate, etc.

Sales exclude sales taxes and excise taxes collected directly from customers and paid directly to a local, State, or Federal tax agency. Also excluded are receipts from customers for carrying or other credit charges.

Inventories

Inventories represent stocks on a non-LIFO basis (firms that valued inventory on a LIFO basis included the values of LIFO reserve in the total inventory levels) of merchandise owned by merchant wholesalers at the end of the month, regardless of location, except for goods held outside the United States. Goods held on consignment and items not held for sale such as fixtures, equipment, and supplies are not included. Goods held in foreign trade zones in the United States are also included. Methods of valuation may vary according to the accounting practices of the firm.

Purchases (Merchants, excluding MSBOs only)

Purchases represent the total cost of merchandise acquired for resale during the year, whether or not payment for the merchandise was made during the year. Purchases are net of returns, allowances, and trade and cash discounts but include payments by the wholesaler for freight,

insurance, import duties, and credit and other charges. Purchases exclude the cost of containers, wrapping, packaging, and selling supplies. Also excluded are liquor and tobacco tax stamps.

Cost of Goods Sold (Merchants, excluding MSBOs only)

Cost of goods sold are not shown in this report but can be derived by subtracting gross margin data from annual sales data. They represent the total cost of merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in merchant wholesale trade.

Cost of goods sold is calculated by adding all purchases of merchandise (net of returns, allowances, and discounts but including charges for freight, insurance, etc.) during the year to the beginning year inventories, then deducting the end-of-year inventories from the total. Firms were instructed to exclude the cost of containers, wrapping, packaging, and selling supplies in the cost of purchases. Purchase of tax stamps and payments of excise taxes often included by tobacco and liquor wholesalers in their purchases were excluded from cost of goods sold.

Gross Margin (Merchants, excluding MSBOs only)

Gross margin represents sales less cost of goods sold. Gross margin is equivalent to the cost of all materials (as distinguished from goods to be resold) and services provided in merchant wholesale establishments, whether provided by the merchant wholesaling firm itself or purchased by it from others. To the extent that it includes cost of contract work done by others on materials of the merchant wholesale firms, gross margin includes an element of value added by manufacturing.

Gross Margins as a Percent of Sales (Merchants, excluding MSBOs only)

Gross margins, as a percent of sales, are derived by dividing the gross margin by the dollar value of sales. No adjustments are made for service revenues that may be included in sales data.

Operating Expenses (MSBOs only)

Operating expenses include payroll as well as overhead expenses of the MSBOs. They do not include operating expenses of the manufacturing plants, central offices, the cost of goods sold; income or excise taxes.

ADDITIONAL INFORMATION

E-Commerce Data

Data for e-commerce sales and electronic data interchange (EDI) can be found on the Census website at: <http://www.census.gov/estats>. Data for survey year 2003 will be released May 2005.

Survey Questionnaires

The Annual Wholesale Trade Survey questionnaires can be found on the Census website at: <http://www.census.gov/svsd/www/atsforms.html>.

**Table 1. Estimated Sales and Inventories of U.S. Merchant Wholesalers:
2002 through 2003**

[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 preliminary results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of business	2002	2003	Percent Change
42	Sales, total	4,141,968	4,316,616	4.2
423	Durable goods	2,162,380	2,202,754	1.9
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	596,223	598,719	0.4
4232	Furniture and Home Furnishings	70,734	72,474	2.5
4233	Lumber & Other Construction Materials	115,116	127,091	10.4
4234	Professional and Commercial Equipment and Supplies	405,485	422,555	4.2
42343	Computer and Computer Peripheral Equipment and Software	231,167	238,247	3.1
4235	Metals and Minerals, ex. Petroleum	117,879	119,547	1.4
4236	Electrical Goods	316,776	313,890	-0.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	83,121	83,826	0.9
4238	Machinery, Equipment, and Supplies	300,124	305,174	1.7
4239	Miscellaneous Durable Goods	156,922	159,478	1.6
424	Nondurable goods	1,979,588	2,113,862	6.8
4241	Paper and Paper Products	116,426	118,331	1.6
4242	Drugs and Druggists' Sundries	383,036	421,769	10.1
4243	Apparel, Piece Goods, and Notions	117,139	114,717	-2.1
4244	Groceries and Related Products	511,673	531,582	3.9
4245	Farm Product Raw Materials	106,638	118,663	11.3
4246	Chemicals and Allied Products	114,899	119,823	4.3
4247	Petroleum and Petroleum Products	317,995	376,369	18.4
4248	Beer, Wine, and Distilled Alcoholic Beverages	86,896	89,975	3.5
4249	Miscellaneous Nondurable Goods	224,886	222,633	-1.0
42	End of year inventories, total	344,774	351,142	1.9
423	Durable goods	205,687	208,628	1.4
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	37,149	38,738	4.3
4232	Furniture and Home Furnishings	7,266	7,714	6.2
4233	Lumber & Other Construction Materials	10,123	11,275	11.4
4234	Professional and Commercial Equipment and Supplies	29,408	30,070	2.3
42343	Computer and Computer Peripheral Equipment and Software	9,804	10,108	3.1
4235	Metals and Minerals, ex. Petroleum	13,926	14,077	1.1
4236	Electrical Goods	27,156	26,221	-3.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	11,849	11,728	-1.0
4238	Machinery, Equipment, and Supplies	50,801	49,019	-3.5
4239	Miscellaneous Durable Goods	18,009	19,786	9.9
424	Nondurable goods	139,087	142,514	2.5
4241	Paper and Paper Products	7,007	7,144	2.0
4242	Drugs and Druggists' Sundries	33,544	34,082	1.6
4243	Apparel, Piece Goods, and Notions	15,538	14,993	-3.5
4244	Groceries and Related Products	24,551	25,060	2.1
4245	Farm Product Raw Materials	11,884	14,529	22.3
4246	Chemicals and Allied Products	9,111	9,139	0.3
4247	Petroleum and Petroleum Products	9,970	9,695	-2.8
4248	Beer, Wine, and Distilled Alcoholic Beverages	7,418	7,704	3.9
4249	Miscellaneous Nondurable Goods	20,064	20,168	0.5

Note: The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices. Previously they 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/svsd/www/atsreliability.html>.

Table 2. Estimated Sales and Inventories of U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 2002 through 2003

[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 preliminary results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of business	2002	2003	Percent Change
42	Sales, total	2,824,417	2,946,473	4.3
423	Durable goods	1,412,103	1,441,566	2.1
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	249,872	255,198	2.1
4232	Furniture and Home Furnishings	53,210	55,315	4.0
4233	Lumber & Other Construction Materials	94,381	105,124	11.4
4234	Professional and Commercial Equipment and Supplies	269,199	270,702	0.6
42343	Computer and Computer Peripheral Equipment and Software	147,473	141,056	-4.4
4235	Metals and Minerals, ex. Petroleum	81,843	81,489	-0.4
4236	Electrical Goods	217,470	221,568	1.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	70,169	70,765	0.9
4238	Machinery, Equipment, and Supplies	229,269	232,603	1.5
4239	Miscellaneous Durable Goods	146,690	148,802	1.4
424	Nondurable goods	1,412,314	1,504,907	6.6
4241	Paper and Paper Products	72,633	73,882	1.7
4242	Drugs and Druggists' Sundries	241,040	268,158	11.3
4243	Apparel, Piece Goods, and Notions	105,452	103,949	-1.4
4244	Groceries and Related Products	386,839	401,810	3.9
4245	Farm Product Raw Materials	106,638	118,663	11.3
4246	Chemicals and Allied Products	67,046	69,037	3.0
4247	Petroleum and Petroleum Products	189,423	223,474	18.0
4248	Beer, Wine, and Distilled Alcoholic Beverages	78,523	81,449	3.7
4249	Miscellaneous Nondurable Goods	164,720	164,485	-0.1
42	End of year inventories, total	302,152	308,551	2.1
423	Durable goods	181,575	184,268	1.5
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	29,270	30,599	4.5
4232	Furniture and Home Furnishings	6,527	6,955	6.6
4233	Lumber & Other Construction Materials	8,733	9,816	12.4
4234	Professional and Commercial Equipment and Supplies	25,393	25,734	1.3
42343	Computer and Computer Peripheral Equipment and Software	9,135	9,425	3.2
4235	Metals and Minerals, ex. Petroleum	12,448	12,646	1.6
4236	Electrical Goods	24,333	23,625	-2.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	10,831	10,773	-0.5
4238	Machinery, Equipment, and Supplies	46,560	44,888	-3.6
4239	Miscellaneous Durable Goods	17,480	19,232	10.0
424	Nondurable goods	120,577	124,283	3.1
4241	Paper and Paper Products	5,898	6,021	2.1
4242	Drugs and Druggists' Sundries	30,807	31,203	1.3
4243	Apparel, Piece Goods, and Notions	14,649	14,003	-4.4
4244	Groceries and Related Products	21,862	22,354	2.3
4245	Farm Product Raw Materials	11,884	14,529	22.3
4246	Chemicals and Allied Products	6,771	6,797	0.4
4247	Petroleum and Petroleum Products	5,209	5,438	4.4
4248	Beer, Wine, and Distilled Alcoholic Beverages	6,987	7,227	3.4
4249	Miscellaneous Nondurable Goods	16,510	16,711	1.2

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/svsd/www/atsreliability.html>.

**Table 3. Estimated Sales and Inventories of Manufacturers' Sales Branches and Offices:
2002 through 2003**

[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 preliminary results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of business	2002	2003	Percent Change
42	Sales, total	1,317,551	1,370,143	4.0
423	Durable goods	750,277	761,188	1.5
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	346,351	343,521	-0.8
4232	Furniture and Home Furnishings	17,524	17,159	-2.1
4233	Lumber & Other Construction Materials	20,735	21,967	5.9
4234	Professional and Commercial Equipment and Supplies	136,286	151,853	11.4
42343	Computer and Computer Peripheral Equipment and Software	83,694	97,191	16.1
4235	Metals and Minerals, ex. Petroleum	36,036	38,058	5.6
4236	Electrical Goods	99,306	92,322	-7.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	12,952	13,061	0.8
4238	Machinery, Equipment, and Supplies	70,855	72,571	2.4
4239	Miscellaneous Durable Goods	(S)	(S)	(S)
424	Nondurable goods	567,274	608,955	7.4
4241	Paper and Paper Products	43,793	44,449	1.5
4242	Drugs and Druggists' Sundries	141,996	153,611	8.2
4243	Apparel, Piece Goods, and Notions	11,687	10,768	-7.9
4244	Groceries and Related Products	124,834	129,772	4.0
4246	Chemicals and Allied Products	47,853	50,786	6.1
4247	Petroleum and Petroleum Products	128,572	152,895	18.9
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,373	8,526	1.8
4249	Miscellaneous Nondurable Goods	60,166	58,148	-3.4
42	End of year inventories, total	42,622	42,591	-0.1
423	Durable goods	24,112	24,360	1.0
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	7,879	8,139	3.3
4232	Furniture and Home Furnishings	739	759	2.7
4233	Lumber & Other Construction Materials	1,390	1,459	5.0
4234	Professional and Commercial Equipment and Supplies	4,015	4,336	8.0
42343	Computer and Computer Peripheral Equipment and Software	669	683	2.1
4235	Metals and Minerals, ex. Petroleum	1,478	1,431	-3.2
4236	Electrical Goods	2,823	2,596	-8.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,018	955	-6.2
4238	Machinery, Equipment, and Supplies	4,241	4,131	-2.6
4239	Miscellaneous Durable Goods	(S)	(S)	(S)
424	Nondurable goods	18,510	18,231	-1.5
4241	Paper and Paper Products	1,109	1,123	1.3
4242	Drugs and Druggists' Sundries	2,737	2,879	5.2
4243	Apparel, Piece Goods, and Notions	889	990	11.4
4244	Groceries and Related Products	2,689	2,706	0.6
4246	Chemicals and Allied Products	2,340	2,342	0.1
4247	Petroleum and Petroleum Products	4,761	4,257	-10.6
4248	Beer, Wine, and Distilled Alcoholic Beverages	431	477	10.7
4249	Miscellaneous Nondurable Goods	3,554	3,457	-2.7

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. 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.

Note: 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/svsd/www/atsreliability.html>.

Table 4. Estimated Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 2002 Through 2003

[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 preliminary results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of business	2002	2003	Percent Change
42	Purchases, total	2,246,313	2,356,393	4.9
423	Durable goods	1,070,187	1,097,770	2.6
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	197,239	206,617	4.8
4232	Furniture and Home Furnishings	36,753	38,213	4.0
4233	Lumber & Other Construction Materials	76,621	85,707	11.9
4234	Professional and Commercial Equipment and Supplies	200,060	201,738	0.8
42343	Computer and Computer Peripheral Equipment and Software	118,971	114,777	-3.5
4235	Metals and Minerals, ex. Petroleum	64,403	64,490	0.1
4236	Electrical Goods	167,466	171,085	2.2
4237	Hardware, and Plumbing and Heating Equipment and Supplies	50,894	51,206	0.6
4238	Machinery, Equipment, and Supplies	165,990	167,163	0.7
4239	Miscellaneous Durable Goods	110,761	111,551	0.7
424	Nondurable goods	1,176,126	1,258,623	7.0
4241	Paper and Paper Products	56,885	58,314	2.5
4242	Drugs and Druggists' Sundries	212,422	239,607	12.8
4243	Apparel, Piece Goods, and Notions	72,901	72,188	-1.0
4244	Groceries and Related Products	322,759	328,417	1.8
4245	Farm Product Raw Materials	98,196	109,329	11.3
4246	Chemicals and Allied Products	49,379	50,964	3.2
4247	Petroleum and Petroleum Products	173,870	206,735	18.9
4248	Beer, Wine, and Distilled Alcoholic Beverages	57,879	60,438	4.4
4249	Miscellaneous Nondurable Goods	131,835	132,631	0.6
42	Gross margins, total	581,806	596,479	2.5
423	Durable goods	341,228	346,489	1.5
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	54,774	49,910	-8.9
4232	Furniture and Home Furnishings	16,788	17,530	4.4
4233	Lumber & Other Construction Materials	18,193	20,500	12.7
4234	Professional and Commercial Equipment and Supplies	69,611	69,305	-0.4
42343	Computer and Computer Peripheral Equipment and Software	28,101	26,569	-5.5
4235	Metals and Minerals, ex. Petroleum	17,650	17,197	-2.6
4236	Electrical Goods	48,703	49,775	2.2
4237	Hardware, and Plumbing and Heating Equipment and Supplies	19,284	19,501	1.1
4238	Machinery, Equipment, and Supplies	60,693	63,768	5.1
4239	Miscellaneous Durable Goods	35,532	39,003	9.8
424	Nondurable goods	240,578	249,990	3.9
4241	Paper and Paper Products	15,452	15,691	1.6
4242	Drugs and Druggists' Sundries	29,709	28,947	-2.6
4243	Apparel, Piece Goods, and Notions	32,920	31,115	-5.5
4244	Groceries and Related Products	65,634	73,885	12.6
4245	Farm Product Raw Materials	8,820	11,979	35.8
4246	Chemicals and Allied Products	18,169	18,099	-0.4
4247	Petroleum and Petroleum Products	16,047	16,968	5.7
4248	Beer, Wine, and Distilled Alcoholic Beverages	21,248	21,251	0.0
4249	Miscellaneous Nondurable Goods	32,579	32,055	-1.6
42	Gross margins as a percent of sales, total	20.60	20.24	X
423	Durable goods	24.16	24.04	X
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	21.92	19.56	X
4232	Furniture and Home Furnishings	31.55	31.69	X
4233	Lumber & Other Construction Materials	19.28	19.50	X
4234	Professional and Commercial Equipment and Supplies	25.86	25.60	X
42343	Computer and Computer Peripheral Equipment and Software	19.06	18.84	X
4235	Metals and Minerals, ex. Petroleum	21.57	21.10	X
4236	Electrical Goods	22.40	22.46	X
4237	Hardware, and Plumbing and Heating Equipment and Supplies	27.48	27.56	X
4238	Machinery, Equipment, and Supplies	26.47	27.41	X
4239	Miscellaneous Durable Goods	24.22	26.21	X
424	Nondurable goods	17.03	16.61	X
4241	Paper and Paper Products	21.27	21.24	X
4242	Drugs and Druggists' Sundries	12.33	10.79	X
4243	Apparel, Piece Goods, and Notions	31.22	29.93	X
4244	Groceries and Related Products	16.97	18.39	X
4245	Farm Product Raw Materials	8.27	10.09	X
4246	Chemicals and Allied Products	27.10	26.22	X
4247	Petroleum and Petroleum Products	8.47	7.59	X
4248	Beer, Wine, and Distilled Alcoholic Beverages	27.06	26.09	X
4249	Miscellaneous Nondurable Goods	19.78	19.49	X

(X) Percent change is not applicable to gross margins as a percent of sales.

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/svsd/www/atsreliability.html>.

Table 5. Estimated Annual Operating Expenses and Operating Expenses/Sales Ratios of Manufacturers' Sales Branches and Offices: 2002 through 2003

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using results of the 2002 Economic Census.]

2002 NAICS CODE	Kind of business	2002	2003	Percent Change
42	Operating expenses, total	102,610	103,304	0.7
423	Durable goods	58,955	57,813	-1.9
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	7,206	7,397	2.7
4232	Furniture and Home Furnishings	1,506	1,532	1.7
4233	Lumber & Other Construction Materials	2,542	2,701	6.3
4234	Professional and Commercial Equipment and Supplies	22,092	21,896	-0.9
42343	Computer and Computer Peripheral Equipment and Software	11,933	10,953	-8.2
4235	Metals and Minerals, ex. Petroleum	1,603	1,620	1.1
4236	Electrical Goods	15,466	13,827	-10.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2,048	2,043	-0.2
4238	Machinery, Equipment, and Supplies	5,860	6,146	4.9
4239	Miscellaneous Durable Goods	(S)	(S)	(S)
424	Nondurable goods	43,655	45,491	4.2
4241	Paper and Paper Products	3,216	3,223	0.2
4242	Drugs and Druggists' Sundries	12,978	14,307	10.2
4243	Apparel, Piece Goods, and Notions	1,057	941	-11.0
4244	Groceries and Related Products	14,656	14,773	0.8
4246	Chemicals and Allied Products	4,202	4,201	0.0
4247	Petroleum and Petroleum Products	2,237	2,508	12.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	968	977	0.9
4249	Miscellaneous Nondurable Goods	4,341	4,561	5.1
42	Operating expenses/sales ratios, total	7.79	7.54	X
423	Durable goods	7.86	7.60	X
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.08	2.15	X
4232	Furniture and Home Furnishings	8.59	8.93	X
4233	Lumber & Other Construction Materials	12.26	12.30	X
4234	Professional and Commercial Equipment and Supplies	16.21	14.42	X
42343	Computer and Computer Peripheral Equipment and Software	14.26	11.27	X
4235	Metals and Minerals, ex. Petroleum	4.45	4.26	X
4236	Electrical Goods	15.57	14.98	X
4237	Hardware, and Plumbing and Heating Equipment and Supplies	15.81	15.64	X
4238	Machinery, Equipment, and Supplies	8.27	8.47	X
4239	Miscellaneous Durable Goods	(S)	(S)	X
424	Nondurable goods	7.70	7.47	X
4241	Paper and Paper Products	7.34	7.25	X
4242	Drugs and Druggists' Sundries	9.14	9.31	X
4243	Apparel, Piece Goods, and Notions	9.04	8.74	X
4244	Groceries and Related Products	11.74	11.38	X
4246	Chemicals and Allied Products	8.78	8.27	X
4247	Petroleum and Petroleum Products	1.74	1.64	X
4248	Beer, Wine, and Distilled Alcoholic Beverages	11.56	11.46	X
4249	Miscellaneous Nondurable Goods	7.22	7.84	X

(X) Percent change not applicable for operating expenses/sales ratios..

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. 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.

Note: 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/svsd/www/atsreliability.html>.

Table 1A. Estimated Measures of Sampling Variability for Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2003

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

2002 NAICS CODE	Kind of business	Coefficients of Variation		Standard Error
		2002	2003	Percent Change
42	Sales, total	0.2	0.3	0.3
423	Durable goods	0.2	0.5	0.4
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	0.1	0.3	0.3
4232	Furniture and Home Furnishings	0.0	1.1	1.1
4233	Lumber & Other Construction Materials	1.7	2.4	1.7
4234	Professional and Commercial Equipment and Supplies	1.0	1.2	0.7
42343	Computer and Computer Peripheral Equipment and Software	1.3	1.8	1.2
4235	Metals and Minerals, ex. Petroleum	0.0	0.9	0.9
4236	Electrical Goods	0.0	1.4	1.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	0.7	0.8	0.6
4238	Machinery, Equipment, and Supplies	0.5	0.7	0.8
4239	Miscellaneous Durable Goods	0.7	2.3	2.1
424	Nondurable goods	0.2	0.4	0.4
4241	Paper and Paper Products	0.0	1.1	1.1
4242	Drugs and Druggists' Sundries	0.0	0.9	1.0
4243	Apparel, Piece Goods, and Notions	0.0	1.3	1.3
4244	Groceries and Related Products	0.5	1.1	1.1
4245	Farm Product Raw Materials	2.3	2.8	2.3
4246	Chemicals and Allied Products	0.0	0.9	0.9
4247	Petroleum and Petroleum Products	0.0	0.8	1.0
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.0	1.0
4249	Miscellaneous Nondurable Goods	1.3	2.0	1.3
42	End of year inventories, total	0.8	1.0	0.9
423	Durable goods	1.1	1.2	1.0
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	2.1	1.5
4232	Furniture and Home Furnishings	3.7	4.0	2.7
4233	Lumber & Other Construction Materials	3.0	4.0	2.1
4234	Professional and Commercial Equipment and Supplies	5.1	5.1	2.6
42343	Computer and Computer Peripheral Equipment and Software	4.8	7.0	7.0
4235	Metals and Minerals, ex. Petroleum	3.0	3.6	1.6
4236	Electrical Goods	3.3	4.4	2.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.0	3.4	2.0
4238	Machinery, Equipment, and Supplies	1.6	2.1	1.2
4239	Miscellaneous Durable Goods	3.2	5.4	3.7
424	Nondurable goods	1.1	1.4	1.2
4241	Paper and Paper Products	2.3	2.7	1.5
4242	Drugs and Druggists' Sundries	2.5	2.1	1.9
4243	Apparel, Piece Goods, and Notions	3.2	4.0	2.0
4244	Groceries and Related Products	2.7	3.8	2.6
4245	Farm Product Raw Materials	6.4	9.1	4.5
4246	Chemicals and Allied Products	3.1	3.4	1.8
4247	Petroleum and Petroleum Products	1.3	1.8	1.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	2.2	2.5	1.8
4249	Miscellaneous Nondurable Goods	4.8	5.1	2.4

Note: Estimates of 2002 sales have coefficients of variation equal to zero because they are adjusted to the 2002 Economic Census.

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

Table 2A. Estimated Measures of Sampling Variability for Sales and Inventories of U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 2002 through 2003

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

2002 NAICS CODE	Kind of business	Coefficients of Variation		Standard Error
		2002	2003	Percent Change
42	Sales, total	0.2	0.5	0.4
423	Durable goods	0.4	0.8	0.6
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	0.2	0.8	0.8
4232	Furniture and Home Furnishings	0.0	1.4	1.5
4233	Lumber & Other Construction Materials	2.0	2.9	2.1
4234	Professional and Commercial Equipment and Supplies	1.6	1.9	1.0
42343	Computer and Computer Peripheral Equipment and Software	0.0	1.9	1.8
4235	Metals and Minerals, ex. Petroleum	0.0	1.4	1.4
4236	Electrical Goods	0.0	2.0	2.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	0.9	1.0	0.8
4238	Machinery, Equipment, and Supplies	0.6	1.0	1.0
4239	Miscellaneous Durable Goods	0.7	2.4	2.3
424	Nondurable goods	0.3	0.6	0.6
4241	Paper and Paper Products	0.0	1.7	1.8
4242	Drugs and Druggists' Sundries	0.0	1.4	1.6
4243	Apparel, Piece Goods, and Notions	0.0	1.4	1.4
4244	Groceries and Related Products	0.6	1.4	1.3
4245	Farm Product Raw Materials	2.3	2.8	2.3
4246	Chemicals and Allied Products	0.0	1.4	1.5
4247	Petroleum and Petroleum Products	0.0	1.4	1.6
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.1	1.1
4249	Miscellaneous Nondurable Goods	1.8	2.8	1.8
	End of year inventories, total	0.9	1.1	1.0
423	Durable goods	1.1	1.3	1.1
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.9	2.4	2.0
4232	Furniture and Home Furnishings	4.0	4.3	3.0
4233	Lumber & Other Construction Materials	3.5	4.6	2.5
4234	Professional and Commercial Equipment and Supplies	5.9	5.9	3.2
42343	Computer and Computer Peripheral Equipment and Software	4.7	7.5	7.4
4235	Metals and Minerals, ex. Petroleum	3.0	3.5	1.9
4236	Electrical Goods	3.0	4.6	3.2
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.2	3.7	2.1
4238	Machinery, Equipment, and Supplies	1.4	2.0	1.3
4239	Miscellaneous Durable Goods	3.1	5.1	4.0
424	Nondurable goods	1.1	1.5	1.3
4241	Paper and Paper Products	2.5	3.0	1.8
4242	Drugs and Druggists' Sundries	2.2	2.1	2.1
4243	Apparel, Piece Goods, and Notions	3.4	3.9	2.0
4244	Groceries and Related Products	2.9	4.4	3.0
4245	Farm Product Raw Materials	6.4	9.1	4.5
4246	Chemicals and Allied Products	3.8	4.5	2.1
4247	Petroleum and Petroleum Products	2.2	3.0	2.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	2.3	2.7	1.9
4249	Miscellaneous Nondurable Goods	5.0	5.2	3.0

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

Table 3A. Estimated Measures of Sampling Variability for Sales and Inventories of Manufacturers' Sales Branches and Offices: 2002 through 2003

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

2002 NAICS CODE	Kind of business	Coefficients of Variation		Standard Error
		2002	2003	Percent Change
42	Sales, total	0.0	0.1	0.1
423	Durable goods	0.0	0.1	0.1
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.1	0.1
4232	Furniture and Home Furnishings	0.0	0.1	0.1
4233	Lumber & Other Construction Materials	0.0	0.6	0.6
4234	Professional and Commercial Equipment and Supplies	0.0	0.3	0.3
42343	Computer and Computer Peripheral Equipment and Software	3.6	3.6	0.1
4235	Metals and Minerals, ex. Petroleum	0.0	0.6	0.7
4236	Electrical Goods	0.0	0.9	0.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.3	0.3
4238	Machinery, Equipment, and Supplies	0.0	0.6	0.7
4239	Miscellaneous Durable Goods	(S)	(S)	(S)
424	Nondurable goods	0.0	0.2	0.2
4241	Paper and Paper Products	0.0	0.5	0.5
4242	Drugs and Druggists' Sundries	0.0	0.2	0.2
4243	Apparel, Piece Goods, and Notions	0.0	2.7	2.5
4244	Groceries and Related Products	0.0	0.5	0.5
4246	Chemicals and Allied Products	0.0	0.7	0.7
4247	Petroleum and Petroleum Products	0.0	0.0	0.1
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.0	0.0	0.0
4249	Miscellaneous Nondurable Goods	0.0	0.5	0.5
42	End of year inventories, total	1.9	1.8	0.5
423	Durable goods	2.8	2.4	0.7
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.4	2.3	0.5
4232	Furniture and Home Furnishings	2.4	2.6	0.5
4233	Lumber & Other Construction Materials	3.4	3.2	1.0
4234	Professional and Commercial Equipment and Supplies	4.6	4.2	1.0
42343	Computer and Computer Peripheral Equipment and Software	12.7	8.3	2.3
4235	Metals and Minerals, ex. Petroleum	7.4	7.1	0.7
4236	Electrical Goods	12.6	11.6	1.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	6.1	4.9	1.9
4238	Machinery, Equipment, and Supplies	15.1	13.9	2.5
4239	Miscellaneous Durable Goods	(S)	(S)	(S)
424	Nondurable goods	2.1	2.3	0.5
4241	Paper and Paper Products	4.7	4.9	0.5
4242	Drugs and Druggists' Sundries	14.4	14.9	0.9
4243	Apparel, Piece Goods, and Notions	10.4	11.0	4.1
4244	Groceries and Related Products	8.2	8.2	2.0
4246	Chemicals and Allied Products	6.2	6.7	1.2
4247	Petroleum and Petroleum Products	1.0	1.0	0.2
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.0	0.0	0.0
4249	Miscellaneous Nondurable Goods	6.5	7.3	1.0

(S) Corresponding estimate in Table 3 does not meet publication standards because of high sampling variability or poor response quality.

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

Estimates of 2002 sales have coefficients of variation equal to zero because they are adjusted to the 2002 Economic Census.

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

Table 4A. Estimated Measures of Sampling Variability for Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 2002 Through 2003

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

2002 NAICS CODE	Kind of business	Coefficients of Variation		Standard Error
		2002	2003	Percent Change
42	Purchases, total	0.3	0.6	0.5
423	Durable goods	0.6	1.0	0.6
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	0.6	0.9	0.9
4232	Furniture and Home Furnishings	0.7	1.6	1.8
4233	Lumber & Other Construction Materials	2.3	3.4	2.3
4234	Professional and Commercial Equipment and Supplies	2.5	2.5	1.1
42343	Computer and Computer Peripheral Equipment and Software	1.5	2.4	1.9
4235	Metals and Minerals, ex. Petroleum	0.9	1.8	1.4
4236	Electrical Goods	0.5	1.9	2.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1.0	1.4	1.0
4238	Machinery, Equipment, and Supplies	1.2	1.2	1.4
4239	Miscellaneous Durable Goods	1.6	3.4	2.6
424	Nondurable goods	0.4	0.7	0.6
4241	Paper and Paper Products	0.8	2.0	1.9
4242	Drugs and Druggists' Sundries	0.6	1.7	1.5
4243	Apparel, Piece Goods, and Notions	1.2	1.7	1.6
4244	Groceries and Related Products	0.7	1.2	1.4
4245	Farm Product Raw Materials	2.1	2.8	2.3
4246	Chemicals and Allied Products	1.4	2.1	1.8
4247	Petroleum and Petroleum Products	0.4	1.4	1.8
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.5	1.3	1.2
4249	Miscellaneous Nondurable Goods	1.8	2.9	1.8
42	Gross margins, total	0.8	1.0	1.0
423	Durable goods	1.0	1.4	1.3
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	3.7	2.1
4232	Furniture and Home Furnishings	2.2	2.9	2.9
4233	Lumber & Other Construction Materials	4.2	4.6	3.6
4234	Professional and Commercial Equipment and Supplies	3.6	4.1	1.8
42343	Computer and Computer Peripheral Equipment and Software	6.2	8.5	4.5
4235	Metals and Minerals, ex. Petroleum	3.4	4.4	2.9
4236	Electrical Goods	2.4	4.3	3.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.3	2.9	2.4
4238	Machinery, Equipment, and Supplies	2.2	2.2	2.0
4239	Miscellaneous Durable Goods	3.7	4.8	5.1
424	Nondurable goods	1.5	1.7	1.6
4241	Paper and Paper Products	2.9	3.6	2.9
4242	Drugs and Druggists' Sundries	4.8	4.4	4.2
4243	Apparel, Piece Goods, and Notions	2.5	4.3	3.1
4244	Groceries and Related Products	4.0	4.1	1.4
4245	Farm Product Raw Materials	10.0	14.0	20.7
4246	Chemicals and Allied Products	4.1	4.3	2.1
4247	Petroleum and Petroleum Products	4.4	4.4	4.3
4248	Beer, Wine, and Distilled Alcoholic Beverages	1.5	1.6	1.3
4249	Miscellaneous Nondurable Goods	3.6	5.8	4.5
42	Gross margins as a percent of sales, total	0.2	0.2	X
423	Durable goods	0.3	0.3	X
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	0.5	0.7	X
4232	Furniture and Home Furnishings	0.7	0.7	X
4233	Lumber & Other Construction Materials	0.8	0.9	X
4234	Professional and Commercial Equipment and Supplies	0.9	0.9	X
42343	Computer and Computer Peripheral Equipment and Software	1.2	1.4	X
4235	Metals and Minerals, ex. Petroleum	0.7	0.8	X
4236	Electrical Goods	0.5	0.7	X
4237	Hardware, and Plumbing and Heating Equipment and Supplies	0.6	0.8	X
4238	Machinery, Equipment, and Supplies	0.6	0.5	X
4239	Miscellaneous Durable Goods	1.0	1.3	X
424	Nondurable goods	0.2	0.2	X
4241	Paper and Paper Products	0.6	0.7	X
4242	Drugs and Druggists' Sundries	0.6	0.4	X
4243	Apparel, Piece Goods, and Notions	0.8	1.1	X
4244	Groceries and Related Products	0.6	0.6	X
4245	Farm Product Raw Materials	0.7	1.2	X
4246	Chemicals and Allied Products	1.1	1.1	X
4247	Petroleum and Petroleum Products	0.4	0.3	X
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.4	0.3	X
4249	Miscellaneous Nondurable Goods	0.6	0.9	X

(X) Percent change is not applicable to gross margins as a percent of sales.

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

Table 5A. Estimated Measures of Sampling Variability for Annual Operating Expenses and Operating Expenses/Sales Ratios of Manufacturers' Sales Branches and Offices: 2002 through 2003

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

2002 NAICS CODE	Kind of business	Coefficients of Variation		Standard Error
		2002	2003	Percent Change
42	Operating expenses, total	2.6	2.2	0.5
423	Durable goods	3.4	2.8	0.6
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	1.8	0.3
4232	Furniture and Home Furnishings	2.0	1.9	0.5
4233	Lumber & Other Construction Materials	3.7	4.0	0.4
4234	Professional and Commercial Equipment and Supplies	1.0	1.1	0.8
42343	Computer and Computer Peripheral Equipment and Software	3.8	5.5	1.6
4235	Metals and Minerals, ex. Petroleum	9.9	10.0	1.0
4236	Electrical Goods	12.4	10.4	1.5
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.4	3.2	0.2
4238	Machinery, Equipment, and Supplies	5.3	4.4	1.5
4239	Miscellaneous Durable Goods	(S)	(S)	(S)
424	Nondurable goods	2.2	2.0	0.6
4241	Paper and Paper Products	4.4	4.3	0.5
4242	Drugs and Druggists' Sundries	3.5	3.6	0.4
4243	Apparel, Piece Goods, and Notions	6.6	7.6	2.7
4244	Groceries and Related Products	5.5	4.6	1.1
4246	Chemicals and Allied Products	3.1	2.6	1.4
4247	Petroleum and Petroleum Products	4.8	4.0	1.0
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.0	0.0	0.0
4249	Miscellaneous Nondurable Goods	4.4	4.9	1.3
42	Operating expenses/sales ratios, total	0.2	0.2	X
423	Durable goods	0.3	0.2	X
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.0	X
4232	Furniture and Home Furnishings	0.2	0.2	X
4233	Lumber & Other Construction Materials	0.5	0.4	X
4234	Professional and Commercial Equipment and Supplies	0.2	0.2	X
42343	Computer and Computer Peripheral Equipment and Software	0.2	0.3	X
4235	Metals and Minerals, ex. Petroleum	0.4	0.4	X
4236	Electrical Goods	1.9	1.7	X
4237	Hardware, and Plumbing and Heating Equipment and Supplies	0.5	0.5	X
4238	Machinery, Equipment, and Supplies	0.4	0.4	X
4239	Miscellaneous Durable Goods	(S)	(S)	X
424	Nondurable goods	0.2	0.2	X
4241	Paper and Paper Products	0.3	0.3	X
4242	Drugs and Druggists' Sundries	0.3	0.3	X
4243	Apparel, Piece Goods, and Notions	0.6	0.6	X
4244	Groceries and Related Products	0.6	0.6	X
4246	Chemicals and Allied Products	0.3	0.2	X
4247	Petroleum and Petroleum Products	0.1	0.1	X
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.0	0.0	X
4249	Miscellaneous Nondurable Goods	0.3	0.4	X

(X) Percent change not applicable for operating expenses/sales ratios..

(S) Corresponding estimate in Table 5 does not meet publication standards because of high sampling variability or poor response quality.

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

APPENDIX A Explanatory Material

SAMPLE DESIGN AND ESTIMATION PROCEDURES

Estimates provided in the tables are based on results of the 2003 AWTS. This survey consists of a sample of wholesale distributors and a sample of sales branches and offices of manufacturing, mining, and refining firms (or MSBOs). The MSBO sample was canvassed for the first time in 2003. Two years of data were requested for these firms. This section describes the design, selection, and estimation procedures for the new samples. For descriptions of the prior samples see the *Annual Benchmark Report for Wholesale Trade for January 1990 to February 2000* or prior benchmark reports.

Sampling Frame

The sampling frame has two types of sampling units represented -- Employer Identification Numbers (EINs) 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 1997 Economic Census and from establishment records contained on the Census Bureau's Business Register as updated to June 1999. The next few paragraphs give details about the Business Register; the distinction between firms, EINs, 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 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 *singleunit* 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 singleunit 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 *singleunit* firm or by a *multiunit* firm.

A singleunit firm's primary identifier is its Employer Identification Number (EIN). The Internal Revenue Service (IRS) issues the EIN 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 EINs. Each employer firm is associated with at least one EIN and only one firm can use a given EIN. Because a singleunit firm has only one establishment, there is a one-to-one relationship between the firm and the EIN. Thus the firm,

the EIN, and the establishment all reference the same physical location and all three terms can be used interchangeably and unambiguously when referring to a singleunit firm.

For multiunit firms however, a different structure connects the firm with its establishments via the EIN. Essentially a multiunit firm is associated with a cluster of one or more EINs and EINs are associated with one or more establishments. A multiunit firm consists of at least two establishments. Each firm is associated with at least one EIN and only one firm can use a given EIN. However, one multiunit firm may have several EINs. Similarly, there is a one-to-many relationship between EINs and establishments. Each EIN can be associated with many establishments but each establishment is associated with only one EIN. Because of the possibility of one-to-many relationships, we must distinguish between the firm, its EINs, 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 establishments classified as merchants within the Wholesale Trade sector as defined by the 1997 North American Industry Classification System. For these establishments, we extract sales, payroll, employment, inventory, name and address information, as well as primary identifiers and, for establishments owned by multiunit firms, associated EINs. To create the sampling units for multiunit firms, we aggregate the economic data of the establishments owned by these firms to an EIN level by tabulating the establishment data for all extracted establishment records (i.e., establishments classified in the Wholesale Trade sector) associated with the same EIN. Similarly we aggregate the data to a multiunit firm level by tabulating the establishment data for all extracted establishment records associated with the same alpha number. No aggregation is necessary to put singleunit establishment information on an EIN basis or a firm basis. Thus, the sampling units created for singleunit firms simultaneously represent establishment, EIN, and firm information. In summary, the sampling frame is a complex amalgam of establishments, EINs, and firms.

Stratification, Sampling Rates, and Allocation

The primary stratification of the frame is by kind-of-business group based on the detail required for this publication. We further stratify the sampling units within kind-of-business group (substratify) by a measure of size 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 have a 100% chance of selection and will represent only themselves (i.e., have a selection probability of one and a sampling weight of one). Within each kind-of-business stratum we determined a substratum boundary that divides the certainty units from the noncertainty units. We based these cutoffs on a statistical analysis of data from the 1997 Economic Census. We also used this analysis to identify companies with large 1997 inventory as certainty units, to determine the number of size substrata for each kind-of-business stratum, and to set preliminary sampling rates needed to achieve specified sampling variability objectives on sales (or inventory) estimates for different kind-of-business groups. The size substrata and sampling rates were later updated through an analysis of the sampling frame.

Sample Selection

The first step in the sample selection identified certainty firms. 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 EINs, are included in the sample with certainty. However, if a singleunit firm was selected with certainty, only future establishments associated with that firm’s originally-selected EIN are included in the sample with certainty; any new EINs that might later be associated with that firm are subjected to sampling through the quarterly birth-selection procedure (see **Sample Maintenance**).

All firms not selected with certainty were subjected to sampling on an EIN basis. If a firm had more than one EIN, we treated each of its EINs as a separate sampling unit. To be eligible for the initial sampling, an EIN used by a singleunit firm had to have nonzero payroll in 1998. EINs used by multiunit firms were required to have nonzero payroll in 1997. The EINs were stratified according to their major kind of business and their estimated annual sales (on a 1997 basis). Within each noncertainty stratum, a simple random sample of EINs was selected. We then assigned the selected noncertainty EINs to one of two groups. One group is canvassed for both the monthly and annual surveys, the other only for the annual survey. The maximum sampling weight for an EIN selected for the annual survey was 400.

Sample Maintenance

Periodically, we update the samples to represent EINs issued since the initial sample selection. These new EINs, called births, are EINs recently assigned by the IRS, on the latest available IRS mailing list for FICA taxpayers, and assigned a kind-of-business classification (if possible) by the Social Security Administration (SSA).

EIN births are sampled on a quarterly basis using a two-phase selection procedure. To be eligible for selection, a birth must either have no kind-of-business classification or be classified in a kind of business within the scope of AWTS, 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 kind of business and a

measure of size based on expected employment or quarterly payroll. A relatively large sample is drawn and canvassed to obtain a more reliable measure of size, consisting of sales in two recent months, and a new or more detailed kind-of-business classification.

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 AWTS, ARTS, and SAS samples from the June 1999 Business Register. Because of the time it takes for a new employer firm to acquire an EIN 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.

For the AWTS, EIN births that are selected in the quarterly birth-selection procedure in November of the annual survey year are included in the initial mailing of the AWTS questionnaires in February of the following year. To better represent all EIN births in the annual survey year, and specifically to account for the time it takes to identify and select new EINs, we add births to the annual sample that are selected in February, May, and August of the year following the annual survey year. We mail survey forms to these births around June and August to supplement the initial annual survey mailing.

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.

EINs selected into the samples 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 EIN is contacted, and if a successor EIN is found, it is added to the survey.

Estimation Procedures for Annual Totals

Published estimates of annual sales, end-of-year inventories, and purchases for 2003 were computed by multiplying the 2002 annual estimates by the corresponding 2002-to-2003 change estimated from the 2002 and 2003 Annual Wholesale Trade Surveys. All firms selected with certainty and both groups of noncertainty EINs are asked to report data for the reference year. (Two years of data are requested in the year in which a new sample is introduced.) Estimates are computed as the sum of weighted data (reported and imputed) for all selected sampling units that meet the tabulation criteria given in the **Sample Maintenance** section. The weight for a given sampling unit is the reciprocal of its probability of selection into the AWTS sample. Because both groups of noncertainty EINs are canvassed for the annual survey, the annual estimates have

less sampling variability than the corresponding monthly estimates. The annual estimates presented in this report have been adjusted using preliminary results of the economic census.

The estimates of total end-of-year inventory published in this report are on a non-LIFO basis. For those firms that reported inventory on a LIFO (last-in, first-out) basis, the LIFO reserve amount is **added** to the LIFO value to get inventory on a non-LIFO basis. In the annual survey, sampling units that used a LIFO cost basis for all or part of their inventory were asked to report LIFO reserves.

The estimates of gross margin represent sales minus the cost of goods sold (see **Definition of Terms** section) and are computed as a function of weighted sales, inventories, and purchases data from the AWTS.

RELIABILITY OF THE ESTIMATES

The total error of an estimate based on a sample survey is the difference between the estimate and the population parameter that it estimates. This error may be considered to be made up of sampling error and nonsampling error. Sampling error is the difference between the estimate and the result that would be obtained from a complete enumeration of the sampling frame conducted under the same survey conditions. This error occurs because characteristics differ among sampling units and because only a subset of the entire population is measured in a sample survey. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. The accuracy of a survey result may be affected by these two types of errors.

Sampling and nonsampling errors are often measured by the quantities, bias and variance. The *bias* of an estimator of a population parameter is the difference, averaged over all possible samples of the same size and design, between the estimator and the population parameter being estimated. (The population parameter is usually unknown.) Any systematic error, or inaccuracy that affects all samples of a specified design in a similar way, may bias the resulting estimates. The *variance* of an estimator is the squared difference, averaged over all possible samples of the same size and design, between the estimator and its average value.

Descriptions of sampling and nonsampling errors for the Annual Wholesale Trade Survey (AWTS) are provided in the following sections.

Sampling Error

Because the estimates are based on a sample, exact agreement with results that would be obtained from a complete enumeration of merchant wholesale firms on the sampling frame using the same enumeration procedures is not expected. However, because each firm represented 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. These samples give rise to a distribution of estimates for the population parameter. A statistical measure of the variability among these estimates is the standard error, which can be approximated from any one sample. The *standard error* is defined as the square root of the variance. The *coefficient of variation* (or relative standard error) of an estimator is the standard error of the estimator divided by the estimator. Note that measures of sampling variability, such as the standard error and coefficient of variation, are estimated from the sample and are also subject to sampling variability. (Technically, we should refer to the *estimated* standard error or the *estimated* coefficient of variation of an estimator. However, for the sake of brevity, we have omitted this detail.) It is important to note that the standard error and coefficient of variation measure sampling variability. They are not measures of systematic biases in the estimates. The Census Bureau recommends that individuals using estimates contained in this report incorporate this information into their analyses, as sampling error could affect the conclusions drawn from these estimates.

The estimate from a particular sample and the standard error associated with the estimate 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 result of a complete enumeration of the sampling frame conducted under the same survey conditions. 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:

1. For approximately 90 percent of the possible samples, the interval from 1.645 standard errors below to 1.645 standard errors above the estimate would include the result of a complete enumeration.
2. For approximately 95 percent of the possible samples, the interval from two standard errors below to two standard errors above the estimate would include the result of a complete enumeration.

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 coefficient of variation 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 coefficient of variation. 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 1.645 times \$193.5 million. Consequently, the 90-percent confidence interval is \$10,432 million to \$11,068 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 result obtained from a complete enumeration.

Nonsampling Errors

Nonsampling error encompasses all other factors 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. In the AWTS, nonsampling error can be attributed to many sources: inability to obtain information about all units in the sample; response errors; differences in the interpretation of the questions; mistakes in coding or keying the data obtained; and other errors of collection, response, coverage, and processing. Additional nonsampling error may have been introduced by the method used to adjust the survey estimates using results of the 2002 Economic Census. Although no direct measurement of the potential biases due to nonsampling error has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence. The Census Bureau recommends that individuals using estimates in this report incorporate this information into their analyses, as nonsampling error could affect the conclusions drawn from these estimates.

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 records as input. Imputed data amounts to be about 11 percent of the total wholesale sales estimate and about 8 percent of the total wholesale end-of-year inventory estimate. Imputed data amounts for wholesale excluding MSBOs were about 9 percent of the sales estimate, about 7 percent of the end-of-year inventory estimate, and around 12 percent of the total purchases estimate. Imputed data amounts for MSBOs were about 16 percent of the sales estimate, about 17 percent of the end-of-year inventory estimate, and around 22 percent of the total operating expense estimate.

Appendix B.

NAICS Codes, Titles, and Descriptions

WHOLESALE TRADE

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of - 1. goods for resale (i.e., goods sold to other wholesalers or retailers), 2. capital or durable nonconsumer goods, or 3. raw and intermediate materials and supplies used in production. Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office. These warehouses and offices are characterized by having little or no display of merchandise. In addition, neither the design nor the location of the premises is intended to solicit walk-in traffic. Wholesalers do not normally use advertising directed to the general public. Customers are generally reached initially via telephone, in-person marketing, or by specialized advertising that may include Internet and other electronic means. Follow-up orders are either vendor-initiated or client-initiated, generally based on previous sales, and typically exhibit strong ties between sellers and buyers. In fact, transactions are often conducted between wholesalers and clients that have long-standing business relationships.

This sector comprises two main types of wholesalers: those that sell goods on their own account and those that arrange sales and purchases for others generally for a commission or fee.

- Establishments that sell goods on their own account are known as wholesale merchants, distributors, jobbers, drop shippers, and import/export merchants. Also included as wholesale merchants are sales offices and sales branches (but not retail stores) maintained by manufacturing, refining, or mining enterprises apart from their plants or mines for the purpose of marketing their products. Merchant wholesale establishments typically maintain their own warehouse, where they receive and handle goods for their customers. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
- Establishments arranging for the purchase or sale of goods owned by others or purchasing goods, generally

on a commission basis, are known as business-to-business electronic markets, agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' representatives. These establishments operate from offices and generally do not own or handle the goods they sell. Some wholesale establishments may be connected with a single manufacturer and promote and sell the particular manufacturers' products to a wide range of other wholesalers or retailers. Other wholesalers may be connected to a retail chain or a limited number of retail chains and only provide a variety of products needed by the retail operation(s). These wholesalers may obtain the products from a wide range of manufacturers. Still other wholesalers may not take title to the goods, but act as agents and brokers for a commission. Although wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units. Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy-duty trucks, and industrial machinery, are always included in wholesale trade.

423 Durable Goods Merchant Wholesalers

Industries in the Durable Goods Merchant Wholesalers subsector sell capital or durable goods to other businesses. Merchant wholesalers generally take title to the goods that they sell; in other words, they buy and sell goods on their own account. Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods merchant wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts.

4231 Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers

This industry group comprises establishments primarily engaged in the merchant wholesale distribution of automobiles and other motor vehicles, motor vehicle supplies, tires, and new and used parts.

42311 Automobile and Other Motor Vehicle Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used

passenger automobiles, trucks, trailers, and other motor vehicles, such as motorcycles, motor homes, and snowmobiles.

423110 Automobile and Other Motor Vehicle Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, such as motorcycles, motor homes, and snowmobiles.

4231101 Automobile and Motorcycle Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used passenger vehicles (automobiles, motorcycles, motor scooters, and taxicabs), automobile trailers, and other similar vehicles.

4231102 Bus and Recreational Vehicle Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used buses and recreational vehicles.

4231103 Light Truck and Van (14,000 lb or Less) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used light trucks and cargo vans under 14,000 lb. gross weight.

4231104 Medium Truck and Tractor (14,001 to 33,000 lb) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used medium trucks and tractors 14,001 to 33,000 lb. gross weight.

4231105 Heavy Truck and Tractor (Over 33,000 lb) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used heavy trucks and tractors over 33,000 lb. gross weight.

42312 Motor Vehicle Supplies and New Parts Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts (except new tires and tubes).

423120 Motor Vehicle Supplies and New Parts Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of motor vehicle supplies, accessories, tools, and equipment, and new motor vehicle parts (except new tires and tubes).

4231201 Motor Vehicle Supplies and New Parts Merchant Wholesalers - Warehouse Distributors

This industry comprises establishments primarily engaged in the merchant wholesale distribution of motor vehicle supplies and new parts for resale from a warehouse. These establishments primarily sell to other wholesalers.

4231202 Motor Vehicle Supplies and New Parts Merchant Wholesalers - Jobbers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of motor vehicle supplies and new parts primarily from an office or warehouse and less than half of their sales are to other wholesalers.

4231203 Petroleum Products Marketing Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of automotive service station equipment, automotive testing equipment, and automotive supplies for use in gasoline service or bulk stations.

42313 Tire and Tube Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and/or used tires and tubes for passenger and commercial vehicles.

423130 Tire and Tube Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and/or used tires and tubes for passenger and commercial vehicles.

42314 Motor Vehicle Parts (Used) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of used motor vehicle parts (except used tires and tubes) and establishments primarily engaged in dismantling motor vehicles for the purpose of selling the parts. For the 2002 Economic Census, establishments retailing used motor vehicle parts are classified in NAICS Industry 44131, Automotive Parts and Accessories Stores.

423140 Motor Vehicle Parts (Used) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of used motor vehicle parts (except used tires and tubes) and establishments primarily engaged in dismantling motor vehicles for

the purpose of selling the parts. For the 2002 Economic Census, establishments retailing used motor vehicle parts are classified in NAICS Industry 441310, Automotive Parts and Accessories Stores.

4232 Furniture and Home Furnishing Merchant Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42321, Furniture Merchant Wholesalers; and

42322, Home Furnishing Merchant Wholesalers.

42321 Furniture Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of furniture (except hospital beds, medical furniture, and drafting tables).

423210 Furniture Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of furniture (except hospital beds, medical furniture, and drafting tables).

4232101 Household and Lawn Furniture Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of household (including lawn) furniture, bedsprings, mattresses, and all such component furniture parts.

4232102 Office and Business Furniture Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of filing cabinets (wood or steel), office furniture, store furniture, and public furniture for public parks and buildings.

42322 Home Furnishing Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of home furnishings and/or housewares.

423220 Home Furnishing Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of home furnishings and/or housewares.

4232201 Household China, Glassware, and Crockery Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of table and household china, glassware, and earthenware.

4232202 Linens, Domestics, Draperies, and Curtains Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of bedspreads, blankets, pillowcases, bed sheets, table linens, bathroom linens (e.g., towels, bath mats), curtains, and shades.

4232203 Floor Coverings Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of carpets, rugs, and all other types of hard and soft surface floor coverings excluding ceramic and clay tile).

4232204 Other Home Furnishing Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of aluminum ware, lamps, glass mirrors, kitchen tools and utensils, and other general home furnishings and housewares, including antiques.

4233 Lumber and Other Construction Materials Merchant Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42331, Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers;

42332, Brick, Stone, and Related Construction Material Merchant Wholesalers;

42333, Roofing, Siding, and Insulation Material Merchant Wholesalers; and

42339, Other Construction Material Merchant Wholesalers.

42331 Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

423310 Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

4233101 Lumber Without Yard Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of rough, dressed, and finished lumber. These establishments order the goods that are shipped direct from the supplier to the customers without intermediate storage.

4233102 Lumber With Yard Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of rough, dressed, and finished lumber primarily from a lot, warehouse, or office. These establishments perform warehousing and storage functions and usually make deliveries.

4233103 Plywood, Veneer, Millwork, and Wood Panel Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of plywood (hardwood, softwood, and nonwood face), door and window frames, overhead doors, veneer, and other wood or metal millwork.

42332 Brick, Stone, and Related Construction Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

423320 Brick, Stone, and Related Construction Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

4233201 Brick, Block, Tile, Clay/Cement Sewer Pipe Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of brick (except refractory), block, and clay construction materials (except refractories).

4233202 Sand, Gravel, and Stone Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of construction sand, gravel, and stone.

4233203 Cement, Lime, and Related Products Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of cement, lime, asphalt, and related products.

42333 Roofing, Siding, and Insulation Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of nonwood roofing and nonwood siding and insulation materials.

423330 Roofing, Siding, and Insulation Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of nonwood roofing and nonwood siding and insulation materials.

4233301 Roofing, Siding, and Insulation Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of nonwood roofing and nonwood siding and insulation materials.

42339 Other Construction Material Merchant Wholesalers

This industry comprises (1) establishments primarily engaged in the merchant wholesale distribution of manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in the merchant wholesale distribution of construction materials (except lumber, plywood, millwork, wood panels, brick, stone, roofing, siding, electrical and wiring supplies, and insulation materials).

423390 Other Construction Material Merchant Wholesalers

This industry comprises (1) establishments primarily engaged in the merchant wholesale distribution of manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in the merchant wholesale distribution of construction materials (except lumber, plywood, millwork, wood panels, brick, stone, roofing, siding, electrical and wiring supplies, and insulation materials).

4233901 Flat Glass and Other Construction Glass Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of flat glass, glass blocks, plate glass, window glass, and building glass.

4233902 Other Construction Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of building and construction paper, plastics building materials, prefabricated structural assemblies (except wood), including modular homes, and other building materials.

4234 Professional and Commercial Equipment and Supplies Merchant Wholesalers

This industry group comprises establishments primarily engaged in the merchant wholesale distribution of photographic equipment and supplies; office, computer, and computer peripheral equipment; and medical, dental, hospital, ophthalmic, and other commercial and professional equipment and supplies.

42341 Photographic Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of photographic equipment and supplies (except office equipment).

423410 Photographic Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of photographic equipment and supplies (except office equipment).

42342 Office Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of office machines and related equipment (except computers and computer peripheral equipment).

423420 Office Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of office machines and related equipment (except computers and computer peripheral equipment).

42343 Computer and Computer Peripheral Equipment and Software Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of computers, computer peripheral equipment, loaded computer boards, and/or computer software.

423430 Computer and Computer Peripheral Equipment and Software Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of computers, computer peripheral equipment, loaded computer boards, and/or computer software.

4234301 Computer and Computer Peripheral Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used computer hardware and computer peripheral equipment.

42343011 Computer and Peripheral Equipment for Resale Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used computer hardware and computer peripheral equipment primarily for the purpose of resale.

42343012 Computer and Peripheral Equipment for End Use Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of new and used computer hardware and computer peripheral equipment primarily for end use.

4234302 Computer Software (Packaged) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of packaged computer software primarily for end use.

42344 Other Commercial Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of commercial and related machines and equipment (except photographic equipment and supplies; office equipment; and computers and computer peripheral equipment and software) generally used in restaurants and stores.

423440 Other Commercial Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of commercial and related machines and equipment (except photographic equipment and supplies; office equipment; and computers and computer peripheral equipment and software) generally used in restaurants and stores.

4234401 Restaurant and Hotel Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of restaurant and hotel equipment and supplies.

4234402 Store Machines and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of store equipment (except furniture), machines, and fixtures.

42345 Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of professional medical equipment, instruments, and supplies (except ophthalmic equipment and instruments and goods used by ophthalmologists, optometrists, and opticians).

423450 Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of professional medical equipment, instruments, and supplies (except ophthalmic equipment and instruments and goods used by ophthalmologists, optometrists, and opticians).

4234501 Surgical, Medical, and Hospital Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of surgical and medical instruments, apparatus, and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and parts, medical and other scientific instruments used by physicians and in hospitals.

4234502 Dental Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of equipment and supplies used by dentists, such as drills, teeth, dental gold, equipment, chairs, sterilizers, X-rays, cabinets, and engines.

42346 Ophthalmic Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of professional equipment, instruments, and/or goods sold, prescribed, or used by ophthalmologists, optometrists, and opticians.

423460 Ophthalmic Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of professional equipment, instruments, and/or goods sold, prescribed, or used by ophthalmologists, optometrists, and opticians.

42349 Other Professional Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of professional equipment and supplies (except ophthalmic goods and medical, dental, and hospital equipment and supplies).

423490 Other Professional Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of professional equipment and supplies (except ophthalmic goods and medical, dental, and hospital equipment and supplies).

4234901 Religious and School Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of church goods and religious articles, such as statuary, vestments, fonts, candles, religious pictures, and religious articles made from precious and semiprecious materials; and school equipment and supplies, such as black boards, chalk, rulers, and globes and wall maps.

4234902 Other Professional Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of drafting instruments, veterinarians' equipment and supplies, professional equipment and supplies, scientific instruments and supplies, and laboratory equipment.

4235 Metal and Mineral (Except Petroleum) Merchant Wholesalers

This NAICS Industry Group comprises establishments classified in the following NAICS Industries:

42351, Metal Service Centers and Other Metal Merchant Wholesalers; and

42352, Coal and Other Mineral and Ore Merchant Wholesalers.

42351 Metal Service Centers and Other Metal Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of products of the primary metals industries. Service centers maintain inventory and may perform functions, such as sawing, shearing, bending, leveling, cleaning, or edging, on a custom basis as part of sales transactions.

423510 Metal Service Centers and Other Metal Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of products of the primary metals industries. Service centers maintain inventory and may perform functions, such as sawing, shearing, bending, leveling, cleaning, or edging, on a custom basis as part of sales transactions.

4235101 Ferrous Metal Service Centers and Sales Offices Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of semifinished ferrous metal products of foundries and mills.

42351011 Ferrous Metal Service Centers Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of semifinished ferrous metal products of foundries and mills that maintain warehouse inventory.

42351012 Ferrous Metal Sales Offices Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of semifinished ferrous metal products primarily from an office and not maintaining inventories.

4235102 Nonferrous Metal Service Centers and Sales Offices Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of semifinished nonferrous metal products (except precious metals).

42351021 Nonferrous Metal Service Centers Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of semifinished nonferrous metal products (except precious metals) and maintaining inventories.

42351022 Nonferrous Metal Sales Offices Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of semifinished nonferrous metal products (except precious metals) and not maintaining inventories.

42352 Coal and Other Mineral and Ore Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of coal, coke, metal ores, and/or nonmetallic minerals (except precious and semiprecious stones and minerals used in construction, such as sand and gravel).

423520 Coal and Other Mineral and Ore Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of coal, coke, metal ores, and/or nonmetallic minerals (except precious and semiprecious stones and minerals used in construction, such as sand and gravel).

4235201 Coal Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of coal and coke.

4235202 Other Mineral and Ore Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of precious metal ores, copper, iron, lead and other metallic ores (including concentrates) and crude nonmetallic minerals.

4236 Electrical and Electronic Goods Merchant Wholesalers

This NAICS Industry Group comprises establishments classified in the following NAICS Industries:

42361, Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers;

42362, Electrical and Electronic Appliance, Television, and Radio Set Merchant Wholesalers; and

42369, Other Electronic Parts and Equipment Merchant Wholesalers.

42361 Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

423610 Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

42362 Electrical and Electronic Appliance, Television, and Radio Set Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of household-type electrical appliances, room air-conditioners, gas and electric clothes dryers, and/or household-type audio or video equipment.

423620 Electrical and Electronic Appliance, Television, and Radio Set Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of household-type electrical appliances, room air-conditioners, gas and electric clothes dryers, and/or household-type audio or video equipment.

42369 Other Electronic Parts and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of electronic parts and equipment (except electrical apparatus and equipment, wiring supplies and construction material; and electrical appliances, television and radio sets).

423690 Other Electronic Parts and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of electronic parts and equipment (except electrical apparatus and equipment, wiring supplies and construction material; and electrical appliances, television and radio sets).

4236901 Communications Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of communications equipment.

4236902 Electronic Parts (Except Communications Equipment) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of electronic parts and equipment (except communications equipment).

4237 Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers

This NAICS Industry Group comprises establishments classified in the following NAICS Industries:

42371, Hardware Merchant Wholesalers;

42372, Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers;

42373, Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers; and

42374, Refrigeration Equipment and Supplies Merchant Wholesalers.

42371 Hardware Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of hardware, knives, or handtools.

423710 Hardware Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of hardware, knives, or handtools.

42372 Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

423720 Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

42373 Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of warm air heating and air-conditioning equipment and supplies.

423730 Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of warm air heating and air-conditioning equipment and supplies.

42374 Refrigeration Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

423740 Refrigeration Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

4238 Machinery, Equipment, and Supplies Merchant Wholesalers

This industry group comprises establishments primarily engaged in the merchant wholesale distribution of construction, mining, farm, garden, industrial, service establishment, and transportation machinery, equipment and supplies.

42381 Construction and Mining (Except Oil Well) Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialized machinery, equipment, and related parts generally used in construction, mining (except oil well) and logging activities.

423810 Construction and Mining (Except Oil Well) Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialized machinery, equipment, and related parts generally used in construction, mining (except oil well) and logging activities.

42382 Farm and Garden Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialized machinery, equipment, and related parts generally used in agricultural, farm, and lawn and garden activities.

423820 Farm and Garden Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialized machinery, equipment, and related parts generally used in agricultural, farm, and lawn and garden activities.

4238201 Farm Machinery and Equipment Merchant Wholesalers - Farm Dealers

This industry comprises establishments primarily engaged in the merchant wholesale marketing of farm machinery and equipment directly to farmers for farm use.

4238202 Farm Machinery and Equipment Merchant Wholesalers - Wholesale Distributors

This industry comprises establishments primarily engaged in the merchant wholesale marketing of farm machinery and equipment directly to institutions, governments, farm dealers, export sales, and other nonfarm accounts.

4238203 Lawn and Garden Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of lawn and garden machinery and equipment.

42383 Industrial Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialized machinery, equipment, and related parts generally used in manufacturing, oil well, and warehousing activities.

423830 Industrial Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialized machinery, equipment, and related parts generally used in manufacturing, oil well, and warehousing activities.

4238301 Food-Processing Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of dairy products manufacturing machinery, milk products manufacturing equipment, bottling machinery and equipment, and other food product manufacturing machinery.

4238302 Hydraulic and Pneumatic (Fluid-Power) Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of hydraulic and pneumatic pumps, motors, parts, accessories, and supplies.

42383021 Hydraulic and Pneumatic Pumps and Motors Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of hydraulic and pneumatic pumps and motors and the parts for them.

42383022 Hydraulic and Pneumatic Parts, Accessories, and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of hydraulic and pneumatic (fluid-power) commodities.

4238303 General-Purpose Industrial Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of general-purpose industrial machinery and equipment.

4238304 Metalworking Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of metalworking machinery and equipment and machine tool accessories.

4238305 Materials Handling Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of fork lift trucks, industrial trucks and tractors, industrial cranes, conveyor systems, hoists, elevators, and other materials handling equipment.

4238306 Oil Well, Oil Refinery, and Pipeline Machinery, Equipment, and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of oil refining and oil well machinery, equipment, and supplies.

4238307 Other Industrial Machinery and Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specific-use industrial machinery and equipment.

42384 Industrial Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of supplies for machinery and equipment generally used in manufacturing, oil well, and warehousing activities.

423840 Industrial Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of supplies for machinery and equipment generally used in manufacturing, oil well, and warehousing activities.

4238401 General-Line Industrial Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a combination or general line of industrial materials and supplies.

4238402 Mechanical Power Transmission Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of mechanical power transmission equipment and supplies.

4238403 Welding Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of gas-welding supplies (excluding gases), arc-welding supplies, and resistance-welding supplies.

4238404 Industrial Containers and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of industrial containers and supplies.

4238405 Industrial Valves and Fittings (Except Fluid-Power) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of valves and fittings, other than plumbing and heating, or hydraulic and pneumatic.

4238406 Other Industrial Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of industrial supplies not included elsewhere.

42385 Service Establishment Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialized equipment and supplies of the type used by service establishments (except specialized equipment and supplies used in offices, stores, hotels, restaurants, schools, health and medical facilities, photographic facilities, and specialized equipment used in transportation and construction activities).

423850 Service Establishment Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialized equipment and supplies of the type used by service establishments (except specialized equipment and supplies used in offices, stores, hotels, restaurants, schools, health and medical facilities, photographic facilities, and specialized equipment used in transportation and construction activities).

4238501 Beauty and Barber Shop Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of barber shop and beauty parlor equipment and supplies (furniture, hydraulic chairs, driers, shampoos, wave solutions, permanent waving supplies, barber soaps, and manicuring supplies, etc.).

4238502 Custodial and Janitors' Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of custodial and janitorial equipment and supplies.

4238503 Laundry and Dry-Cleaning Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of equipment and supplies to the laundry and dry-cleaning trade, such as washing, drying, ironing, and pressing machines; laundry chemicals; dry-cleaning fluids; marking equipment; laundry trays and baskets.

4238504 Other Service Establishment Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of municipality equipment and supplies (water systems, fire department

supplies, and parking equipment), shoe service equipment and supplies, tailors' and furriers' supplies, upholsterers' supplies, undertakers' supplies, and other service establishment equipment and supplies not included elsewhere.

42386 Transportation Equipment and Supplies (Except Motor Vehicle) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of transportation equipment and supplies (except marine pleasure craft and motor vehicles).

423860 Transportation Equipment and Supplies (Except Motor Vehicle) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of transportation equipment and supplies (except marine pleasure craft and motor vehicles).

4238601 Aircraft and Aeronautical Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of aircraft and aeronautical equipment and frames, parts, supplies, and accessories for such equipment.

4238602 Marine Machinery, Equipment, and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of ships, boats, and marine propulsion machinery, equipment, and parts.

4238603 Other Transportation Equipment and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of railroad equipment, such as rolling stock and maintenance equipment, and equipment and supplies used in the maintenance and repair of subways, tramways, aerial hoists, or horse drawn vehicles.

4239 Miscellaneous Durable Goods Merchant Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42391, Sporting and Recreational Goods and Supplies Merchant Wholesalers;

42392, Toy and Hobby Goods and Supplies Merchant Wholesalers;

42393, Recyclable Material Merchant Wholesalers;

42394, Jewelry, Watch, Precious Stone, and Precious Metal Merchant Wholesalers; and

42399, Other Miscellaneous Durable Goods Merchant Wholesalers.

42391 Sporting and Recreational Goods and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and/or marine pleasure craft, equipment, and supplies.

423910 Sporting and Recreational Goods and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and/or marine pleasure craft, equipment, and supplies.

42392 Toy and Hobby Goods and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of games, toys, fireworks, playing cards, hobby goods and supplies, and/or related goods.

423920 Toy and Hobby Goods and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of games, toys, fireworks, playing cards, hobby goods and supplies, and/or related goods.

42393 Recyclable Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of automotive scrap, industrial scrap, and other recyclable materials. Included in this industry are auto wreckers primarily engaged in dismantling motor vehicles for the purpose of wholesaling scrap.

423930 Recyclable Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of automotive scrap, industrial scrap, and other recyclable materials. Included in this industry are auto wreckers primarily engaged in dismantling motor vehicles for the purpose of wholesaling scrap.

4239301 Iron and Steel Scrap Merchant Wholesalers - Processors and Dealers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of all forms of scrap iron and scrap steel.

42393011 Iron and Steel Scrap Merchant Wholesalers - Processors (Using Power Processing Equipment)

This industry comprises establishments primarily engaged in breaking up, sorting, and the merchant wholesale distribution of all forms of scrap iron and scrap steel using power processing equipment. Power processing equipment includes operating cranes, hydraulic or motor shears, baling equipment, cable strippers, etc.

42393012 Iron and Steel Scrap Merchant Wholesalers - Dealers (Not Using Power Processing Equipment)

This industry comprises establishments primarily engaged in the merchant wholesale distribution of all forms of scrap iron and scrap steel, but which do not operate power processing and preparation equipment.

4239302 Recyclable Paper and Paperboard Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of paper and paperboard scrap and waste.

4239303 Other Recyclable Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of recyclable scrap and waste, nonferrous metals, textiles, glass, plastics, rubber, and oil.

42394 Jewelry, Watch, Precious Stone, and Precious Metal Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of jewelry, precious and semiprecious stones, precious metals and metal flatware, costume jewelry, watches, clocks, silverware, and/or jewelers' findings.

423940 Jewelry, Watch, Precious Stone, and Precious Metal Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of jewelry, precious and semiprecious stones, precious metals and metal flatware, costume jewelry, watches, clocks, silverware, and/or jewelers' findings.

4239401 Jewelry, Watch, Precious Stone, and Silverware Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of jewelry (including costume), precious stones, watches, clocks, silverware, and jewelers' findings.

4239402 Precious Metal (Except Ore) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of precious metals.

42399 Other Miscellaneous Durable Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of durable goods (except motor vehicle and motor vehicle parts and supplies; furniture and home furnishings; lumber and other construction materials; professional and commercial equipment and supplies; metals and minerals (except petroleum); electrical goods; hardware, and plumbing and heating equipment and supplies; machinery, equipment and supplies; sporting and recreational goods and supplies; toy and hobby goods and supplies; recyclable materials; and jewelry, watches, precious stones and precious metals).

423990 Other Miscellaneous Durable Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of durable goods (except motor vehicle and motor vehicle parts and supplies; furniture and home furnishings; lumber and other construction materials; professional and commercial equipment and supplies; metals and minerals (except petroleum); electrical goods; hardware, and plumbing and heating equipment and supplies; machinery, equipment and supplies; sporting and recreational goods and supplies; toy and hobby goods and supplies; recyclable materials; and jewelry, watches, precious stones and precious metals).

4239901 Musical Instruments and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of musical instruments and supplies.

4239902 Forest Products (Except Lumber) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of timber products, such as ties, logs, poles, stumps, and cordwood.

4239903 General Merchandise (Durable Goods) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a general line of durable goods with no one product line accounting for more than 25 percent of the total sales.

4239904 Prerecorded Media Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of prerecorded compact discs, tapes, phonograph records, video cassettes, and other video tapes or discs.

42399041 Compact Discs, Prerecorded Audio Tapes, and Phonograph Records Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of prerecorded compact discs, audio tapes, and phonograph records.

42399042 Prerecorded Video Tapes Merchant Wholesalers

This industry comprises establishments primarily engaged in purchasing and reselling prerecorded video cassettes and other videotapes or discs to other wholesalers, video rental stores, and other retailers.

4239905 Fire Extinguishers and Fire Safety Equipment Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of fire extinguishers and fire safety equipment.

4239906 Other Durable Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of durable goods such as game machines, gas lighting fixtures, luggage, and signs (except electric).

424 Nondurable Goods Merchant Wholesalers

Industries in the Nondurable Goods Merchant Wholesalers subsector sell nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods merchant wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

4241 Paper and Paper Product Merchant Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42411, Printing and Writing Paper Merchant Wholesalers;

42412, Stationery and Office Supplies Merchant Wholesalers; and

42413, Industrial and Personal Service Paper Merchant Wholesalers.

42411 Printing and Writing Paper Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of bulk printing and/or writing paper generally on rolls for further processing.

424110 Printing and Writing Paper Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of bulk printing and/or writing paper generally on rolls for further processing.

42412 Stationery and Office Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of stationery, office supplies and/or gift wrap.

424120 Stationery and Office Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of stationery, office supplies and/or gift wrap.

42413 Industrial and Personal Service Paper Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of kraft wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

424130 Industrial and Personal Service Paper Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of kraft wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

4242 Drugs and Druggists' Sundries Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

42421 Drugs and Druggists' Sundries Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

424210 Drugs and Druggists' Sundries Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

4242101 General-Line Drugs Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a combination or general line of drugs, drug proprietaries, and druggists' sundries.

4242102 Specialty-Line Drugs, Pharmaceuticals, Cosmetics, and Toiletries Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of specialty-line drugs, pharmaceuticals, cosmetics, and toiletries.

4243 Apparel, Piece Goods, and Notions Merchant Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42431, Piece Goods, Notions, and Other Dry Goods Merchant Wholesalers;

42432, Men's and Boys' Clothing and Furnishings Merchant Wholesalers;

42433, Women's, Children's, and Infants' Clothing and Accessories Merchant Wholesalers; and

42434, Footwear Merchant Wholesalers.

42431 Piece Goods, Notions, and Other Dry Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of piece goods, fabrics, knitting yarns (except industrial), thread and other notions, and/or hair accessories.

424310 Piece Goods, Notions, and Other Dry Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of piece goods, fabrics, knitting yarns (except industrial), thread and other notions, and/or hair accessories.

4243101 Piece Goods Merchant Wholesalers - Jobbers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of woven and knit fabrics.

4243102 Notions and Other Dry Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of notions (i.e., sewing accessories, etc.), and other dry goods, except piece goods.

42432 Men's and Boys' Clothing and Furnishings Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of men's and/or boys' clothing and furnishings.

424320 Men's and Boys' Clothing and Furnishings Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of men's and/or boys' clothing and furnishings.

42433 Women's, Children's, and Infants' Clothing and Accessories Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

424330 Women's, Children's, and Infants' Clothing and Accessories Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

42434 Footwear Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of footwear (including athletic) of leather, rubber, and other materials.

424340 Footwear Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of footwear (including athletic) of leather, rubber, and other materials.

4244 Grocery and Related Product Merchant Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

- 42441, General Line Grocery Merchant Wholesalers;
- 42442, Packaged Frozen Food Merchant Wholesalers;
- 42443, Dairy Product (except Dried or Canned) Merchant Wholesalers;
- 42444, Poultry and Poultry Product Merchant Wholesalers;
- 42445, Confectionery Merchant Wholesalers;
- 42446, Fish and Seafood Merchant Wholesalers;
- 42447, Meat and Meat Product Merchant Wholesalers;
- 42448, Fresh Fruit and Vegetable Merchant Wholesalers; and
- 42449, Other Grocery and Related Products Merchant Wholesalers.

42441 General Line Grocery Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a general line (wide range) of groceries.

424410 General Line Grocery Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a general line (wide range) of groceries.

4244101 General Line Grocery Merchant Wholesalers - Voluntary Group

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a general line of groceries and sponsoring (or affiliated with sponsors of) voluntary organization of food retailers which distributes a general line of groceries to these voluntary groups. These also include any voluntary group grocery merchant wholesalers commonly engaged in joint advertising or other sales promotions under a group name or identification. Merchant wholesale establishments sponsoring such voluntary groups are included here regardless of the portion of their sales made to the retail organization's members.

4244102 General Line Grocery Merchant Wholesalers - Retail Cooperative

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a general line of groceries and owned and operated cooperatively by groups of independent food retailers buying collectively which are primarily engaged in merchant wholesale selling and distributing a general line of groceries. These establishments function primarily as a merchant wholesale cooperative company selling chiefly to member retailers, but sometimes do a regular merchant wholesale business.

4244103 Other General Line Grocery Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a general line of groceries, including cash-and-carry food establishments, not sponsoring or affiliated with any voluntary or cooperative groups.

42442 Packaged Frozen Food Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of packaged frozen foods (except dairy products).

424420 Packaged Frozen Food Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of packaged frozen foods (except dairy products).

42443 Dairy Product (Except Dried or Canned) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of dairy products (except dried or canned).

424430 Dairy Product (Except Dried or Canned) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of dairy products (except dried or canned).

4244301 Raw Milk Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of raw milk and raw cream, including milk cooling stations operated by farm assemblers.

4244302 Dairy Product (Except Raw Milk) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of processed dairy products, except raw, dried, or canned.

42444 Poultry and Poultry Product Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of poultry and/or poultry products (except canned and packaged frozen).

424440 Poultry and Poultry Product Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of poultry and/or poultry products (except canned and packaged frozen).

4244401 Live Poultry Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of live poultry.

4244402 Poultry and Poultry Product (Except Live) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of poultry and poultry products (except canned and packaged frozen products and live poultry).

42445 Confectionery Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

424450 Confectionery Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

42446 Fish and Seafood Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of fish and seafood (except canned or packaged frozen).

424460 Fish and Seafood Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of fish and seafood (except canned or packaged frozen).

42447 Meat and Meat Product Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of meats and meat products (except canned and packaged frozen) and/or lard.

424470 Meat and Meat Product Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of meats and meat products (except canned and packaged frozen) and/or lard.

42448 Fresh Fruit and Vegetable Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of fresh fruits and vegetables.

424480 Fresh Fruit and Vegetable Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of fresh fruits and vegetables.

42449 Other Grocery and Related Products Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in the bottling and merchant wholesale distribution of spring and mineral waters processed by others.

424490 Other Grocery and Related Products Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in the bottling and merchant wholesale distribution of spring and mineral waters processed by others.

4244901 Coffee, Tea, and Spice Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of coffee, soluble coffee, tea (bagged, packaged, loose, or powdered) and spices.

4244902 Bread and Baked Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of bread, cakes, biscuits, doughnuts, pastries, crackers, pretzels, and other bakery products (except frozen).

4244903 Soft Drinks and Bottled Water Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of soft drinks and unprocessed bottled water.

4244904 Canned Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of canned or bottled fruits, vegetables, juice, baby food, meat, poultry, fish, seafood, and dairy products (condensed or evaporated).

4244905 Food and Beverage Basic Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of basic food and beverage materials.

4244906 Other Grocery Specialties Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of grocery specialties, such as flour, refined sugar, breakfast cereals, butter substitutes (e.g., margarine), cooking oils, dried fruits, dried beans (packaged), honey, jams and jellies, pickles, preserves and sauces, polished rice, sandwiches, vegetable shortening, and other grocery specialties not included elsewhere.

4245 Farm Product Raw Material Merchant Wholesalers

This industry group comprises establishments primarily engaged in the merchant wholesale distribution of agricultural products (except raw milk, live poultry, and fresh fruit and vegetables), such as grains, field beans, livestock, and other farm product raw materials (excluding seeds).

42451 Grain and Field Bean Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

424510 Grain and Field Bean Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans;

and soybeans and other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

42452 Livestock Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of livestock (except horses and mules).

424520 Livestock Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of livestock (except horses and mules).

42459 Other Farm Product Raw Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

424590 Other Farm Product Raw Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

4245901 Hides, Skins, and Pelts Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of untanned hides and skins, such as cattle hides, sheep skins, and goat skins; raw furs; and pelts of fur-bearing animals.

4245902 Leaf Tobacco Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of leaf tobacco.

4245903 Wool, Wool Tops, and Mohair Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of mohair (raw), raw wool, wool noils, wool tops, and wool clippings.

4245904 Cotton Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale buying and/or marketing of cotton.

4245905 Other Farm Product Raw Material Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale buying and/or marketing of other farm products.

4246 Chemical and Allied Products Merchant Wholesalers

This industry group comprises establishments primarily engaged in the merchant wholesale distribution of chemicals; plastics materials and basic forms and shapes; and allied products.

42461 Plastics Materials and Basic Forms and Shapes Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

424610 Plastics Materials and Basic Forms and Shapes Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

42469 Other Chemical and Allied Products Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

424690 Other Chemical and Allied Products Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

4246901 Industrial Gases (Except LP) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of industrial gases (compressed and liquefied) regardless of use, such as oxygen and acetylene.

4246902 Other Chemical and Allied Products Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of chemicals and allied products (except industrial gases), such as acids, industrial and heavy chemicals (except gases), dyestuffs, industrial salts, naval stores, rosin, and turpentine.

4247 Petroleum and Petroleum Products Merchant Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42471, Petroleum Bulk Stations and Terminals; and

42472, Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals).

42471 Petroleum Bulk Stations and Terminals

This industry comprises establishments with bulk liquid storage facilities primarily engaged in the merchant wholesale distribution of crude petroleum and petroleum products, including liquefied petroleum gas.

424710 Petroleum Bulk Stations and Terminals

This industry comprises establishments with bulk liquid storage facilities primarily engaged in the merchant wholesale distribution of crude petroleum and petroleum products, including liquefied petroleum gas.

4247101 Petroleum Bulk Stations and Terminals (Except LP)

This industry comprises establishments primarily engaged in the merchant wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage stations or terminals.

42471011 Petroleum Bulk Stations (Except LP)

This industry comprises establishments primarily engaged in the merchant wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage stations for resale. Bulk storage stations have bulk storage capacity of 10,000 to 100,000 gallons, or 100,000 to 2,100,000 gallons and do not receive their supplies primarily from tanker, barge, or pipeline.

42471012 Petroleum Bulk Terminals (Except LP)

This industry comprises establishments primarily engaged in the merchant wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage terminals. Bulk storage terminals have bulk storage capacity of 2,100,000 gallons or more, or have bulk storage capacity of 100,000 gallons or more and receive products primarily by tanker, barge, or pipeline.

4247102 Liquefied Petroleum Bulk Stations and Terminals

This industry comprises establishments primarily engaged in the merchant wholesale distribution of liquefied petroleum gases from bulk storage stations or terminals for resale. Bulk storage stations or terminals have bulk storage capacity of 10,000 gallons or more.

42472 Petroleum and Petroleum Products Merchant Wholesalers (Except Bulk Stations and Terminals)

This industry comprises establishments primarily engaged in the merchant wholesale distribution of petroleum and petroleum products (except from bulk liquid storage facilities).

424720 Petroleum and Petroleum Products Merchant Wholesalers (Except Bulk Stations and Terminals)

This industry comprises establishments primarily engaged in the merchant wholesale distribution of petroleum and petroleum products (except from bulk liquid storage facilities).

4248 Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42481, Beer and Ale Merchant Wholesalers; and

42482, Wine and Distilled Alcoholic Beverage Merchant Wholesalers.

42481 Beer and Ale Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of beer, ale, porter, and other fermented malt beverages.

424810 Beer and Ale Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of beer, ale, porter, and other fermented malt beverages.

42482 Wine and Distilled Alcoholic Beverage Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

424820 Wine and Distilled Alcoholic Beverage Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

4249 Miscellaneous Nondurable Goods Merchant Wholesalers

This industry group comprises establishments primarily engaged in the merchant wholesale distribution of nondurable goods, such as farm supplies; books, periodicals and

newspapers; flowers; nursery stock; paints; varnishes; tobacco and tobacco products; and other miscellaneous nondurable goods, such as cut Christmas trees and pet supplies.

42491 Farm Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

424910 Farm Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

4249101 Farm Supplies Merchant Wholesalers - Farm Dealers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of farm supplies primarily sold directly to farmers for farm use.

4249102 Farm Supplies Merchant Wholesalers - Wholesale Distributors

This industry comprises establishments primarily engaged in the merchant wholesale distribution of farm supplies primarily sold directly to governments, institutions, farm dealers, export sales, and other nonfarm accounts.

42492 Book, Periodical, and Newspaper Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of books, periodicals, and newspapers.

424920 Book, Periodical, and Newspaper Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of books, periodicals, and newspapers.

42493 Flower, Nursery Stock, and Florists' Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of flowers, florists' supplies, and/or nursery stock (except plant seeds and plant bulbs).

424930 Flower, Nursery Stock, and Florists' Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of flowers, florists' supplies, and/or nursery stock (except plant seeds and plant bulbs).

42494 Tobacco and Tobacco Product Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

424940 Tobacco and Tobacco Product Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

42495 Paint, Varnish, and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

424950 Paint, Varnish, and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

4249501 Paint, Varnish, and Supplies Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

42499 Other Miscellaneous Nondurable Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

424990 Other Miscellaneous Nondurable Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

4249901 Art Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of art goods such as artists' supplies, curios, and souvenirs.

4249902 General Merchandise (Nondurable Goods) Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of a general line of nondurable goods with no one product line accounting for more than 25 percent of the total sales.

4249903 Textile Bags, Bagging, and Burlap Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of textile bags, and bagging burlap, and canvas and felt products.

4249904 Other Nondurable Goods Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies; art goods; and textile bags, bagging, and burlap).