

2005 Annual Wholesale Trade Survey Summary of Changes

The 2005 Annual Wholesale Trade Survey (AWTS) is directly comparable with the 2004 AWTS with the following exceptions:

Sample Revision

The current sample is introduced with the 2005 AWTS. Annual estimates from this new sample are released for the first time with the 2005 tables, including estimates for Wholesale Electronic Markets and Agents and Brokers (NAICS 425).

For merchant wholesalers, excluding manufacturers' sales branches and offices (MSBOs), estimates of end-of-year inventories, purchases, and gross margin for 1999 through 2004 are revised due to the introduction of the new sample. Additionally, for MSBOs, estimates of end-of-year inventories and expenses for 2002 through 2004 are revised due to the introduction of the new sample. MSBOs were first covered in the AWTS starting with the 2003 survey year, in which both 2002 and 2003 data were collected.

Change to Inventory Definition

The inventory questions and instructions for reporting inventories in the 2005 AWTS were changed. In past surveys respondents were asked to conform to the AWTS definition of inventories. A list of what to include and exclude was provided. As part of a study on inventory measurement we found that the list of what to include and exclude matched Generally Accepted Accounting Principles (GAAP) except where respondents were asked to exclude inventory not physically held in the United States. Under GAAP rules, inventory is recorded on an ownership basis wherever held. Further research done as part of this study, in a series of cognitive interviews with respondents, indicated that most companies were, in fact, already reporting inventories according to GAAP (not excluding foreign held inventories). Therefore, we changed our inventory questions and instructions for the 2005 AWTS (which collected data for both 2004 and 2005) to reflect inventories wherever held. Since most respondents were already reporting according to GAAP it is not expected that this change significantly impacted the data.

Foreign Inventories

While the change to the inventory instructions should be producing more accurate and consistent inventory data, it does not provide domestic inventory measures needed for the National Accounts. In order to provide the necessary data so that domestic inventory can be calculated we added a question on foreign inventories. This question asks respondents to report the value of any owned inventories that were held or were in transit outside the United States. Domestic inventory can now be calculated by subtracting foreign inventory from the total inventory.

Table 1. Estimated Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2005

[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 the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	2002	2003	2004	2005
42	Sales	U.S. Merchant Wholesalers	4,151,597	4,345,336	4,799,679	5,177,338
423	Sales	.Durable goods	2,171,268	2,217,701	2,488,629	2,641,776
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	598,718	606,754	646,961	655,498
4232	Sales	..Furniture and Home Furnishings	71,428	71,894	76,290	79,714
4233	Sales	..Lumber & Other Construction Materials	115,507	127,683	153,323	168,419
4234	Sales	..Professional and Commercial Equipment and Supplies	406,447	421,660	454,888	482,177
42343	Sales	...Computer and Computer Peripheral Equipment and Software	232,521	239,345	257,018	273,478
4235	Sales	..Metals and Minerals, ex. Petroleum	117,455	118,967	167,376	188,488
4236	Sales	..Electrical Goods	322,376	321,530	357,976	375,252
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	84,579	85,497	93,167	101,655
4238	Sales	..Machinery, Equipment, and Supplies	297,936	304,043	343,641	385,085
4239	Sales	..Miscellaneous Durable Goods	156,822	159,673	195,007	205,488
424	Sales	.Nondurable goods	1,980,329	2,127,635	2,311,050	2,535,562
4241	Sales	..Paper and Paper Products	114,411	116,230	127,191	133,752
4242	Sales	..Drugs and Druggists' Sundries	386,858	426,650	464,161	506,114
4243	Sales	..Apparel, Piece Goods, and Notions	118,346	116,022	120,731	125,629
4244	Sales	..Groceries and Related Products	511,438	541,809	552,146	580,481
4245	Sales	..Farm Product Raw Materials	103,403	115,129	122,997	115,288
4246	Sales	..Chemicals and Allied Products	115,554	120,552	132,922	149,067
4247	Sales	..Petroleum and Petroleum Products	321,246	378,612	449,830	562,712
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	87,559	90,738	95,213	102,047
4249	Sales	..Miscellaneous Nondurable Goods	221,514	221,893	245,859	260,472
42	Inventories	U.S. Merchant Wholesalers	345,498	356,720	390,936	421,445
423	Inventories	.Durable goods	208,621	216,169	244,472	262,438
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	36,729	42,867	45,366	49,123
4232	Inventories	..Furniture and Home Furnishings	7,004	7,282	7,623	7,963
4233	Inventories	..Lumber & Other Construction Materials	10,121	11,679	14,767	15,771
4234	Inventories	..Professional and Commercial Equipment and Supplies	29,388	29,805	32,304	33,457
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	10,247	10,871	11,709	11,801
4235	Inventories	..Metals and Minerals, ex. Petroleum	14,355	14,425	21,996	22,211
4236	Inventories	..Electrical Goods	28,313	27,421	29,868	31,689
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	12,452	12,504	13,865	14,958
4238	Inventories	..Machinery, Equipment, and Supplies	51,892	50,375	56,511	63,563
4239	Inventories	..Miscellaneous Durable Goods	18,367	19,811	22,172	23,703
424	Inventories	.Nondurable goods	136,877	140,551	146,464	159,007
4241	Inventories	..Paper and Paper Products	6,304	6,294	7,135	7,627
4242	Inventories	..Drugs and Druggists' Sundries	35,383	35,783	35,708	35,567
4243	Inventories	..Apparel, Piece Goods, and Notions	15,468	14,881	15,172	16,045
4244	Inventories	..Groceries and Related Products	23,069	24,754	25,767	28,264
4245	Inventories	..Farm Product Raw Materials	10,785	13,062	9,752	11,459
4246	Inventories	..Chemicals and Allied Products	8,860	8,875	9,577	10,490
4247	Inventories	..Petroleum and Petroleum Products	11,129	11,171	14,968	19,347
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	7,655	7,937	8,443	9,058
4249	Inventories	..Miscellaneous Nondurable Goods	18,224	17,794	19,942	21,150

Notes:

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices. Prior to the revision, manufacturers' sales branches and offices 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: 1998 through 2005

[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 the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	1998	1999	2000	2001	2002	2003	2004	2005
42	Sales	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	2,427,120	2,599,159	2,814,554	2,785,152	2,835,528	2,962,284	3,296,520	3,585,038
423	Sales	.Durable goods	1,306,545	1,406,371	1,486,673	1,422,195	1,421,503	1,448,944	1,654,621	1,778,412
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	183,741	212,357	222,243	234,902	251,947	257,317	277,765	294,376
4232	Sales	..Furniture and Home Furnishings	43,020	46,925	52,697	52,433	53,484	54,758	58,298	60,978
4233	Sales	..Lumber & Other Construction Materials	79,784	88,505	87,179	89,730	95,091	105,672	128,624	140,905
4234	Sales	..Professional and Commercial Equipment and Supplies	257,518	281,843	282,230	267,795	272,462	272,609	296,276	311,454
42343	Sales	...Computer and Computer Peripheral Equipment and Software	157,836	175,779	174,848	153,845	150,618	144,319	157,547	164,348
4235	Sales	..Metals and Minerals, ex. Petroleum	88,514	86,514	93,806	84,847	81,746	81,393	121,160	136,831
4236	Sales	..Electrical Goods	201,145	224,125	260,041	231,864	222,957	227,129	253,761	266,112
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	65,540	68,505	72,056	69,047	70,431	71,235	77,524	84,550
4238	Sales	..Machinery, Equipment, and Supplies	243,698	247,993	256,089	247,226	227,758	230,838	260,190	291,514
4239	Sales	..Miscellaneous Durable Goods	143,585	149,604	160,332	144,351	145,627	147,993	181,023	191,692
424	Sales	.Nondurable goods	1,120,575	1,192,788	1,327,881	1,362,957	1,414,025	1,513,340	1,641,899	1,806,626
4241	Sales	..Paper and Paper Products	69,102	73,158	77,774	76,232	72,646	73,895	81,584	87,829
4242	Sales	..Drugs and Druggists' Sundries	125,599	151,527	175,979	210,672	245,625	273,546	296,556	330,917
4243	Sales	..Apparel, Piece Goods, and Notions	86,821	90,369	96,501	98,961	105,803	104,392	108,432	112,719
4244	Sales	..Groceries and Related Products	341,626	356,093	374,725	377,179	385,881	405,322	409,743	429,290
4245	Sales	..Farm Product Raw Materials	110,042	100,411	102,666	100,886	103,403	115,129	122,997	115,288
4246	Sales	..Chemicals and Allied Products	56,300	57,713	62,259	64,183	67,721	69,736	76,369	87,295
4247	Sales	..Petroleum and Petroleum Products	119,015	139,739	195,766	191,529	192,666	225,707	274,942	353,387
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	61,759	67,330	71,337	74,854	79,189	82,215	85,607	91,316
4249	Sales	..Miscellaneous Nondurable Goods	150,311	156,448	170,874	168,461	161,091	163,398	185,669	198,585
42	Inventories	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	272,575	289,746	308,443	296,594	300,049	305,088	334,190	358,943
423	Inventories	.Durable goods	175,994	187,789	198,635	182,648	182,307	184,765	209,626	225,097
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	23,453	26,842	28,855	27,676	30,154	31,572	33,414	36,346
4232	Inventories	..Furniture and Home Furnishings	5,268	5,652	6,296	5,867	6,144	6,430	6,674	7,059
4233	Inventories	..Lumber & Other Construction Materials	7,365	8,094	8,253	8,158	8,514	9,970	12,711	13,701
4234	Inventories	..Professional and Commercial Equipment and Supplies	26,698	28,110	27,882	24,392	24,931	24,999	27,022	27,753
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	12,985	13,644	12,333	9,637	9,404	10,008	10,829	10,805
4235	Inventories	..Metals and Minerals, ex. Petroleum	12,947	12,884	13,447	12,042	12,188	12,324	19,313	19,327
4236	Inventories	..Electrical Goods	24,234	27,353	31,159	26,438	25,191	24,528	26,840	28,522
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	10,181	10,509	11,560	11,062	11,181	11,311	12,590	13,622
4238	Inventories	..Machinery, Equipment, and Supplies	47,762	49,716	50,971	48,900	46,204	44,460	49,587	55,746
4239	Inventories	..Miscellaneous Durable Goods	18,086	18,629	20,212	18,113	17,800	19,171	21,475	23,021
424	Inventories	.Nondurable goods	96,581	101,957	109,808	113,946	117,742	120,323	124,564	133,846
4241	Inventories	..Paper and Paper Products	5,890	5,902	6,581	5,738	5,320	5,299	6,038	6,483
4242	Inventories	..Drugs and Druggists' Sundries	15,873	19,218	23,757	30,411	31,721	31,931	31,585	30,760
4243	Inventories	..Apparel, Piece Goods, and Notions	14,021	13,478	13,770	13,982	14,242	13,481	13,770	14,438
4244	Inventories	..Groceries and Related Products	19,037	20,400	20,569	19,369	20,533	20,567	21,246	23,563
4245	Inventories	..Farm Product Raw Materials	10,912	10,401	11,058	10,699	10,785	13,062	9,752	11,459
4246	Inventories	..Chemicals and Allied Products	5,783	6,131	6,158	6,329	6,851	6,875	7,541	8,203
4247	Inventories	..Petroleum and Petroleum Products	3,793	4,391	5,306	5,425	6,296	6,855	9,850	12,562
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	5,796	6,168	6,538	6,418	7,033	7,272	7,750	8,354
4249	Inventories	..Miscellaneous Nondurable Goods	15,476	15,868	16,071	15,575	14,961	14,981	17,032	18,024

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 U.S. Manufacturers' Sales Branches and Offices: 2002 through 2005

[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 the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	2002	2003	2004	2005
42	Sales	U.S. Manufacturers' Sales Branches and Offices	1,316,069	1,383,052	1,503,159	1,592,300
423	Sales	..Durable goods	749,765	768,757	834,008	863,364
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	346,771	349,437	369,196	361,122
4232	Sales	..Furniture and Home Furnishings	17,944	17,136	17,992	18,736
4233	Sales	..Lumber & Other Construction Materials	20,416	22,011	24,699	27,514
4234	Sales	..Professional and Commercial Equipment and Supplies	133,985	149,051	158,612	170,723
42343	Sales	...Computer and Computer Peripheral Equipment and Software	81,903	95,026	99,471	109,130
4235	Sales	..Metals and Minerals, ex. Petroleum	35,709	37,574	46,216	51,657
4236	Sales	..Electrical Goods	99,419	94,401	104,215	109,140
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	14,148	14,262	15,643	17,105
4238	Sales	..Machinery, Equipment, and Supplies	70,178	73,205	83,451	93,571
4239	Sales	..Miscellaneous Durable Goods	(S)	(S)	13,984	13,796
424	Sales	..Nondurable goods	566,304	614,295	669,151	728,936
4241	Sales	..Paper and Paper Products	41,765	42,335	45,607	45,923
4242	Sales	..Drugs and Druggists' Sundries	141,233	153,104	167,605	175,197
4243	Sales	..Apparel, Piece Goods, and Notions	12,543	11,630	12,299	12,910
4244	Sales	..Groceries and Related Products	125,557	136,487	142,403	151,191
4246	Sales	..Chemicals and Allied Products	47,833	50,816	56,553	61,772
4247	Sales	..Petroleum and Petroleum Products	128,580	152,905	174,888	209,325
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	8,370	8,523	9,606	10,731
4249	Sales	..Miscellaneous Nondurable Goods	60,423	58,495	60,190	61,887
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	45,449	51,632	56,746	62,502
423	Inventories	..Durable goods	26,314	31,404	34,846	37,341
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	6,575	11,295	11,952	12,777
4232	Inventories	..Furniture and Home Furnishings	860	852	949	904
4233	Inventories	..Lumber & Other Construction Materials	1,607	1,709	2,056	2,070
4234	Inventories	..Professional and Commercial Equipment and Supplies	4,457	4,806	5,282	5,704
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	843	863	880	996
4235	Inventories	..Metals and Minerals, ex. Petroleum	2,167	2,101	2,683	2,884
4236	Inventories	..Electrical Goods	3,122	2,893	3,028	3,167
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	1,271	1,193	1,275	1,336
4238	Inventories	..Machinery, Equipment, and Supplies	5,688	5,915	6,924	7,817
4239	Inventories	..Miscellaneous Durable Goods	(S)	(S)	697	682
424	Inventories	..Nondurable goods	19,135	20,228	21,900	25,161
4241	Inventories	..Paper and Paper Products	984	995	1,097	1,144
4242	Inventories	..Drugs and Druggists' Sundries	3,662	3,852	4,123	4,807
4243	Inventories	..Apparel, Piece Goods, and Notions	1,226	1,400	1,402	1,607
4244	Inventories	..Groceries and Related Products	2,536	4,187	4,521	4,701
4246	Inventories	..Chemicals and Allied Products	2,009	2,000	2,036	2,287
4247	Inventories	..Petroleum and Petroleum Products	4,833	4,316	5,118	6,785
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	622	665	693	704
4249	Inventories	..Miscellaneous Nondurable Goods	3,263	2,813	2,910	3,126

Notes:

(S) Denotes an estimate that 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. 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 U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 Through 2005

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

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	1998	1999	2000	2001	2002	2003	2004	2005
42	Purchases	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	1,942,911	2,080,527	2,264,058	2,224,905	2,268,465	2,387,042	2,677,312	2,921,385
423	Purchases	.Durable goods	1,011,882	1,089,096	1,148,119	1,082,923	1,078,283	1,104,592	1,276,088	1,367,832
4231	Purchases	..Motor Vehicle and Motor Vehicle Parts and Supplies	145,700	170,153	177,071	187,664	202,469	213,221	233,184	246,896
4232	Purchases	..Furniture and Home Furnishings	31,026	33,590	37,352	36,451	36,715	37,604	40,651	42,957
4233	Purchases	..Lumber & Other Construction Materials	65,528	72,571	70,672	71,331	75,243	83,538	102,087	110,329
4234	Purchases	..Professional and Commercial Equipment and Supplies	200,876	219,537	217,407	198,902	198,654	197,695	216,330	227,225
42343	Purchases	...Computer and Computer Peripheral Equipment and Software	132,911	149,000	146,850	125,513	121,180	116,823	127,387	133,792
4235	Purchases	..Metals and Minerals, ex. Petroleum	72,164	69,556	74,911	66,901	64,460	64,578	96,488	107,861
4236	Purchases	..Electrical Goods	157,064	174,732	203,218	179,642	173,233	177,371	199,775	209,097
4237	Purchases	..Hardware, and Plumbing and Heating Equipment and Supplies	49,491	51,324	53,668	49,077	50,135	50,367	56,599	61,776
4238	Purchases	..Machinery, Equipment, and Supplies	179,982	182,785	188,770	180,811	164,765	166,133	189,046	212,887
4239	Purchases	..Miscellaneous Durable Goods	110,051	114,848	125,050	112,144	112,609	114,085	141,928	148,804
424	Purchases	.Nondurable goods	931,029	991,431	1,115,939	1,141,982	1,190,182	1,282,450	1,401,224	1,553,553
4241	Purchases	..Paper and Paper Products	54,108	57,332	61,312	60,394	57,417	58,760	64,359	68,864
4242	Purchases	..Drugs and Druggists' Sundries	110,654	133,900	157,960	187,672	219,073	248,042	268,943	299,462
4243	Purchases	..Apparel, Piece Goods, and Notions	61,681	62,957	67,719	68,193	73,273	72,530	73,949	76,535
4244	Purchases	..Groceries and Related Products	288,827	299,703	316,672	317,685	324,787	334,912	349,749	367,882
4245	Purchases	..Farm Product Raw Materials	101,678	92,465	95,462	92,108	95,380	106,001	113,442	106,181
4246	Purchases	..Chemicals and Allied Products	42,413	43,117	46,916	47,622	49,703	51,314	57,248	67,485
4247	Purchases	..Petroleum and Petroleum Products	106,976	126,876	180,146	177,885	181,165	215,337	255,490	334,766
4248	Purchases	..Beer, Wine, and Distilled Alcoholic Beverages	46,654	50,725	53,656	56,050	59,517	62,517	63,398	67,629
4249	Purchases	..Miscellaneous Nondurable Goods	118,038	124,356	136,096	134,373	129,867	133,037	154,646	164,749
42	Gross margins	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	497,884	535,803	569,193	548,398	570,518	580,281	648,310	688,406
423	Gross margins	.Durable goods	305,286	329,070	349,400	323,285	342,879	346,810	403,394	426,051
4231	Gross margins	..Motor Vehicle and Motor Vehicle Parts and Supplies	39,182	45,593	47,185	46,059	51,956	45,514	46,423	50,412
4232	Gross margins	..Furniture and Home Furnishings	12,378	13,719	15,989	15,553	17,046	17,440	17,891	18,406
4233	Gross margins	..Lumber & Other Construction Materials	13,877	16,663	16,666	18,304	20,204	23,590	29,278	31,566
4234	Gross margins	..Professional and Commercial Equipment and Supplies	55,835	63,718	64,595	65,403	74,347	74,982	81,969	84,960
42343	Gross margins	...Computer and Computer Peripheral Equipment and Software	24,478	27,438	26,687	25,636	25,205	28,100	30,981	30,532
4235	Gross margins	..Metals and Minerals, ex. Petroleum	16,959	16,895	19,458	16,541	17,432	16,951	31,661	28,984
4236	Gross margins	..Electrical Goods	45,997	52,512	60,629	47,501	48,477	49,095	56,298	58,697
4237	Gross margins	..Hardware, and Plumbing and Heating Equipment and Supplies	16,858	17,509	19,439	19,472	20,415	20,998	22,204	23,806
4238	Gross margins	..Machinery, Equipment, and Supplies	69,715	67,162	68,574	64,344	60,297	62,961	76,271	84,786
4239	Gross margins	..Miscellaneous Durable Goods	34,485	35,299	36,865	30,108	32,705	35,279	41,399	44,434
424	Gross margins	.Nondurable goods	192,598	206,733	219,793	225,113	227,639	233,471	244,916	262,355
4241	Gross margins	..Paper and Paper Products	14,942	15,838	17,141	14,995	14,811	15,114	17,964	19,410
4242	Gross margins	..Drugs and Druggists' Sundries	17,147	20,972	22,558	29,654	27,862	25,714	27,267	30,630
4243	Gross margins	..Apparel, Piece Goods, and Notions	25,569	26,869	29,074	30,980	32,790	31,101	34,772	36,852
4244	Gross margins	..Groceries and Related Products	52,825	57,753	58,222	58,294	62,258	70,444	60,673	63,725
4245	Gross margins	..Farm Product Raw Materials	7,998	7,435	7,861	8,419	8,109	11,405	6,245	10,814
4246	Gross margins	..Chemicals and Allied Products	14,237	14,944	15,370	16,732	18,540	18,446	19,787	20,472
4247	Gross margins	..Petroleum and Petroleum Products	11,492	13,461	16,536	13,763	12,372	10,929	22,447	21,333
4248	Gross margins	..Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,977	18,051	18,684	20,287	19,937	22,687	24,291
4249	Gross margins	..Miscellaneous Nondurable Goods	32,965	32,484	34,981	33,592	30,610	30,381	33,074	34,828
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	20.51	20.61	20.22	19.69	20.12	19.59	19.67	19.20
423	Gross margins as a percent of sales	.Durable goods	23.37	23.40	23.50	22.73	24.12	23.94	24.38	23.96
4231	Gross margins as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	21.32	21.47	21.23	19.61	20.62	17.69	16.71	17.13
4232	Gross margins as a percent of sales	..Furniture and Home Furnishings	28.77	29.24	30.34	29.66	31.87	31.85	30.69	30.18
4233	Gross margins as a percent of sales	..Lumber & Other Construction Materials	17.39	18.83	19.12	20.40	21.25	22.32	22.76	22.40
4234	Gross margins as a percent of sales	..Professional and Commercial Equipment and Supplies	21.68	22.61	22.89	24.42	27.29	27.51	27.67	27.28
42343	Gross margins as a percent of sales	...Computer and Computer Peripheral Equipment and Software	15.51	15.61	15.26	16.66	19.39	19.47	19.66	18.58
4235	Gross margins as a percent of sales	..Metals and Minerals, ex. Petroleum	19.16	19.53	20.74	19.50	21.32	20.83	26.13	21.18
4236	Gross margins as a percent of sales	..Electrical Goods	22.87	23.43	23.32	20.49	21.74	21.62	22.19	22.06
4237	Gross margins as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	25.72	25.56	26.98	28.20	28.99	29.48	28.64	28.16
4238	Gross margins as a percent of sales	..Machinery, Equipment, and Supplies	28.61	27.08	26.78	26.03	26.47	27.27	29.31	29.08
4239	Gross margins as a percent of sales	..Miscellaneous Durable Goods	24.02	23.59	22.99	20.86	22.46	23.84	22.87	23.18
424	Gross margins as a percent of sales	.Nondurable goods	17.19	17.33	16.55	16.52	16.10	15.43	14.92	14.52
4241	Gross margins as a percent of sales	..Paper and Paper Products	21.62	21.65	22.04	19.67	20.39	20.45	22.02	22.10
4242	Gross margins as a percent of sales	..Drugs and Druggists' Sundries	13.85	13.84	12.82	14.08	11.34	9.40	9.19	9.26
4243	Gross margins as a percent of sales	..Apparel, Piece Goods, and Notions	29.45	29.73	30.13	31.31	30.99	29.79	32.07	32.69
4244	Gross margins as a percent of sales	..Groceries and Related Products	15.46	16.22	15.54	15.46	16.13	17.38	14.81	14.84
4245	Gross margins as a percent of sales	..Farm Product Raw Materials	7.27	7.40	7.66	8.35	7.84	9.91	5.08	9.38
4246	Gross margins as a percent of sales	..Chemicals and Allied Products	25.29	25.89	24.69	26.07	27.38	26.45	25.91	23.45
4247	Gross margins as a percent of sales	..Petroleum and Petroleum Products	9.66	9.63	8.45	7.19	6.42	4.84	8.16	6.04
4248	Gross margins as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	24.97	25.21	25.30	24.96	25.62	24.25	26.50	26.60
4249	Gross margins as a percent of sales	..Miscellaneous Nondurable Goods	21.93	20.76	20.47	19.94	19.00	18.59	17.81	17.54

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 as a Percent of Sales for U.S. Manufacturers' Sales Branches and Offices: 2002 through 2005

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

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	2002	2003	2004	2005
42	Operating expenses	Manufacturers' Sales Branches and Offices	91,627	96,723	104,803	110,993
423	Operating expenses	.Durable goods	52,992	55,387	60,660	65,340
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	6,581	7,654	7,781	7,904
4232	Operating expenses	..Furniture and Home Furnishings	1,805	1,806	2,029	1,963
4233	Operating expenses	..Lumber & Other Construction Materials	2,127	2,273	2,502	2,684
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	17,607	17,451	18,746	21,143
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	9,916	9,102	8,571	10,682
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	1,779	1,829	2,218	2,415
4236	Operating expenses	..Electrical Goods	12,538	11,422	12,991	13,635
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	2,277	2,264	2,458	2,562
4238	Operating expenses	..Machinery, Equipment, and Supplies	7,462	9,057	9,888	11,131
4239	Operating expenses	..Miscellaneous Durable Goods	(S)	(S)	2,047	1,903
424	Operating expenses	.Nondurable goods	38,635	41,336	44,143	45,653
4241	Operating expenses	..Paper and Paper Products	2,875	2,881	2,858	2,767
4242	Operating expenses	..Drugs and Druggists' Sundries	11,281	12,436	13,593	12,953
4243	Operating expenses	..Apparel, Piece Goods, and Notions	1,187	1,159	1,278	1,335
4244	Operating expenses	..Groceries and Related Products	11,712	12,642	13,401	13,925
4246	Operating expenses	..Chemicals and Allied Products	3,520	3,528	3,837	4,077
4247	Operating expenses	..Petroleum and Petroleum Products	3,546	3,975	4,083	5,176
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	930	940	1,093	1,219
4249	Operating expenses	..Miscellaneous Nondurable Goods	3,584	3,775	4,000	4,201
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	7.0	7.0	7.0	7.0
423	Operating expenses as a percent of sales	.Durable goods	7.1	7.2	7.3	7.6
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	1.9	2.2	2.1	2.2
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	10.1	10.5	11.3	10.5
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	10.4	10.3	10.1	9.8
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	13.1	11.7	11.8	12.4
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	12.1	9.6	8.6	9.8
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	5.0	4.9	4.8	4.7
4236	Operating expenses as a percent of sales	..Electrical Goods	12.6	12.1	12.5	12.5
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	16.1	15.9	15.7	15.0
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	10.6	12.4	11.9	11.9
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	(S)	(S)	14.6	13.8
424	Operating expenses as a percent of sales	.Nondurable goods	6.8	6.7	6.6	6.3
4241	Operating expenses as a percent of sales	..Paper and Paper Products	6.9	6.8	6.3	6.0
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	8.0	8.1	8.1	7.4
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	9.5	10.0	10.4	10.3
4244	Operating expenses as a percent of sales	..Groceries and Related Products	9.3	9.3	9.4	9.2
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	7.4	6.9	6.8	6.6
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	2.8	2.6	2.3	2.5
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	11.1	11.0	11.4	11.4
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	5.9	6.5	6.7	6.8

Notes:

(S) Denotes an 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.

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 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2005

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have **not** been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item (sub-parts indicated by one or more leading dots)	2004	2005
4251	Total sales	526,928	558,937
4251	.Sales on own account	4,502	6,060
4251	.Sales made on the account of others	522,426	552,877
4251	Commissions received for sales made on the account of others		
4251	.Amount	23,337	23,880
4251	.As a percent of sales on the account of others	4.47	4.32
4251	Operating Expenses	16,266	16,761

Notes:

Estimates have not been adjusted for price changes. Table 6A 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 7. Estimated 2005 Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States

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

2002 NAICS CODE	Kind of Business (sub-parts indicated by one or more leading dots)	Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
42	U.S. Merchant Wholesalers	421,445	406,532	96.5	14,913	3.5
423	.Durable goods	262,438	251,652	95.9	10,786	4.1
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	49,123	44,995	91.6	4,128	8.4
4232	..Furniture and Home Furnishings	7,963	7,731	97.1	232	2.9
4233	..Lumber & Other Construction Materials	15,771	15,420	97.8	(S)	(S)
4234	..Professional and Commercial Equipment and Supplies	33,457	31,778	95.0	1,679	5.0
42343	...Computer and Computer Peripheral Equipment and Software	11,801	11,002	93.2	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	22,211	21,494	96.8	717	3.2
4236	..Electrical Goods	31,689	29,952	94.5	1,737	5.5
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	14,958	14,841	99.2	117	0.8
4238	..Machinery, Equipment, and Supplies	63,563	62,512	98.4	1,051	1.7
4239	..Miscellaneous Durable Goods	23,703	22,929	96.7	774	3.3
424	.Nondurable goods	159,007	154,880	97.4	4,127	2.6
4241	..Paper and Paper Products	7,627	7,481	98.1	(S)	(S)
4242	..Drugs and Druggists' Sundries	35,567	35,208	99.0	359	1.0
4243	..Apparel, Piece Goods, and Notions	16,045	14,851	92.6	1,194	7.4
4244	..Groceries and Related Products	28,264	27,448	97.1	(S)	(S)
4245	..Farm Product Raw Materials	11,459	11,313	98.7	(S)	(S)
4246	..Chemicals and Allied Products	10,490	10,286	98.1	204	1.9
4247	..Petroleum and Petroleum Products	19,347	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	9,058	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	21,150	20,935	99.0	(S)	(S)
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	358,943	346,200	96.5	12,743	3.6
423	.Durable goods	225,097	215,726	95.8	9,371	4.2
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	36,346	32,918	90.6	3,428	9.4
4232	..Furniture and Home Furnishings	7,059	6,850	97.0	209	3.0
4233	..Lumber & Other Construction Materials	13,701	13,392	97.7	(S)	(S)
4234	..Professional and Commercial Equipment and Supplies	27,753	26,229	94.5	1,524	5.5
42343	...Computer and Computer Peripheral Equipment and Software	10,805	10,139	93.8	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	19,327	18,714	96.8	613	3.2
4236	..Electrical Goods	28,522	26,848	94.1	1,674	5.9
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	13,622	13,509	99.2	113	0.8
4238	..Machinery, Equipment, and Supplies	55,746	54,979	98.6	(S)	(S)
4239	..Miscellaneous Durable Goods	23,021	22,287	96.8	734	3.2
424	.Nondurable goods	133,846	130,474	97.5	3,372	2.5
4241	..Paper and Paper Products	6,483	6,348	97.9	(S)	(S)
4242	..Drugs and Druggists' Sundries	30,760	30,613	99.5	(S)	(S)
4243	..Apparel, Piece Goods, and Notions	14,438	13,301	92.1	1,137	7.9
4244	..Groceries and Related Products	23,563	22,848	97.0	(S)	(S)
4245	..Farm Product Raw Materials	11,459	11,313	98.7	(S)	(S)
4246	..Chemicals and Allied Products	8,203	8,018	97.7	185	2.3
4247	..Petroleum and Petroleum Products	12,562	12,139	96.6	423	3.4
4248	..Beer, Wine, and Distilled Alcoholic Beverages	8,354	8,051	96.4	(S)	(S)
4249	..Miscellaneous Nondurable Goods	18,024	17,843	99.0	(S)	(S)
42	U.S. Manufacturers' Sales Branches and Offices	62,502	60,332	96.5	2,170	3.5
423	.Durable goods	37,341	35,926	96.2	1,415	3.8
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	12,777	12,077	94.5	700	5.5
4232	..Furniture and Home Furnishings	904	881	97.5	23	2.5
4233	..Lumber & Other Construction Materials	2,070	2,028	98.0	42	2.0
4234	..Professional and Commercial Equipment and Supplies	5,704	5,549	97.3	155	2.7
42343	...Computer and Computer Peripheral Equipment and Software	996	863	86.7	133	13.4
4235	..Metals and Minerals, ex. Petroleum	2,884	2,780	96.4	(S)	(S)
4236	..Electrical Goods	3,167	3,104	98.0	(S)	(S)
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	1,336	1,332	99.7	(S)	(S)
4238	..Machinery, Equipment, and Supplies	7,817	7,533	96.4	284	3.6
4239	..Miscellaneous Durable Goods	682	642	94.1	(S)	(S)
424	.Nondurable goods	25,161	24,406	97.0	755	3.0
4241	..Paper and Paper Products	1,144	1,133	99.0	11	1.0
4242	..Drugs and Druggists' Sundries	4,807	4,595	95.6	(S)	(S)
4243	..Apparel, Piece Goods, and Notions	1,607	1,550	96.5	57	3.6
4244	..Groceries and Related Products	4,701	4,600	97.9	101	2.2
4246	..Chemicals and Allied Products	2,287	2,268	99.2	(S)	(S)
4247	..Petroleum and Petroleum Products	6,785	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	704	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	3,126	3,092	98.9	34	1.1

Notes:

(D) Denotes an estimate withheld to avoid disclosing data of individual companies; data are included in higher level totals.

(S) Denotes an 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.

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

Estimates have not been adjusted for price changes. Table 7A 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 Variability¹ for Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2005

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

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling Variability ¹			
			2002	2003	2004	2005
42	Sales	U.S. Merchant Wholesalers	0.0	0.4	0.7	0.7
423	Sales	.Durable goods	0.0	0.6	0.7	0.6
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.3	0.5	0.6
4232	Sales	..Furniture and Home Furnishings	0.0	1.0	2.6	2.6
4233	Sales	..Lumber & Other Construction Materials	0.0	2.4	2.7	2.7
4234	Sales	..Professional and Commercial Equipment and Supplies	0.0	1.2	1.7	1.8
42343	Sales	...Computer and Computer Peripheral Equipment and Software	0.0	1.6	2.3	2.4
4235	Sales	..Metals and Minerals, ex. Petroleum	0.0	0.9	1.8	2.1
4236	Sales	..Electrical Goods	0.0	1.5	2.3	2.3
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.7	1.3	1.8
4238	Sales	..Machinery, Equipment, and Supplies	0.0	0.9	1.9	1.8
4239	Sales	..Miscellaneous Durable Goods	0.0	2.2	3.1	3.2
424	Sales	.Nondurable goods	0.0	0.6	1.1	1.2
4241	Sales	..Paper and Paper Products	0.0	1.1	2.3	2.6
4242	Sales	..Drugs and Druggists' Sundries	0.0	1.0	3.7	3.8
4243	Sales	..Apparel, Piece Goods, and Notions	0.0	1.3	1.7	1.9
4244	Sales	..Groceries and Related Products	0.0	1.8	2.0	2.3
4245	Sales	..Farm Product Raw Materials	0.0	2.8	3.5	4.0
4246	Sales	..Chemicals and Allied Products	0.0	0.9	2.8	2.9
4247	Sales	..Petroleum and Petroleum Products	0.0	0.9	1.7	1.8
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.0	2.9	3.1
4249	Sales	..Miscellaneous Nondurable Goods	0.0	2.3	3.1	3.0
42	Inventories	U.S. Merchant Wholesalers	0.8	0.9	1.0	0.8
423	Inventories	.Durable goods	1.1	1.3	1.2	1.1
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.8	1.9	2.1
4232	Inventories	..Furniture and Home Furnishings	3.7	3.7	4.1	4.1
4233	Inventories	..Lumber & Other Construction Materials	3.0	3.8	5.2	5.2
4234	Inventories	..Professional and Commercial Equipment and Supplies	5.2	5.5	2.5	2.9
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	4.8	7.6	5.3	4.5
4235	Inventories	..Metals and Minerals, ex. Petroleum	3.1	3.6	2.6	3.2
4236	Inventories	..Electrical Goods	3.5	4.4	3.5	3.4
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	3.0	3.4	3.4	3.3
4238	Inventories	..Machinery, Equipment, and Supplies	1.5	2.4	2.9	2.8
4239	Inventories	..Miscellaneous Durable Goods	3.1	5.2	6.2	6.3
424	Inventories	.Nondurable goods	1.0	1.0	1.4	1.4
4241	Inventories	..Paper and Paper Products	2.2	2.6	4.8	4.9
4242	Inventories	..Drugs and Druggists' Sundries	2.1	2.0	2.6	3.0
4243	Inventories	..Apparel, Piece Goods, and Notions	3.2	3.9	3.9	4.1
4244	Inventories	..Groceries and Related Products	2.9	4.1	5.2	4.9
4245	Inventories	..Farm Product Raw Materials	6.3	9.0	4.6	4.3
4246	Inventories	..Chemicals and Allied Products	3.3	3.9	4.5	5.4
4247	Inventories	..Petroleum and Petroleum Products	1.3	1.7	3.7	3.6
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	2.1	2.5	4.4	4.0
4249	Inventories	..Miscellaneous Nondurable Goods	4.6	5.0	4.9	5.2

Notes:

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>.

Footnotes:

¹Estimated measures of sampling variability for sales and inventories are given as coefficients of variation.

Table 2A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 through 2005

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

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling Variability ¹							
			1998	1999	2000	2001	2002	2003	2004	2005
42	Sales	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	0.7	0.8	0.9	1.0	0.0	0.5	0.7	0.7
423	Sales	.Durable goods	1.0	1.0	1.1	1.5	0.0	0.8	0.9	0.9
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.6	2.6	2.8	3.1	0.0	0.8	1.2	1.3
4232	Sales	..Furniture and Home Furnishings	2.4	2.5	2.3	3.2	0.0	1.4	3.0	3.3
4233	Sales	..Lumber & Other Construction Materials	2.5	2.5	3.5	7.3	0.0	2.9	3.2	3.2
4234	Sales	..Professional and Commercial Equipment and Supplies	2.6	2.8	3.4	4.0	0.0	1.9	2.3	2.6
42343	Sales	...Computer and Computer Peripheral Equipment and Software	3.8	4.5	5.8	6.8	0.0	1.9	2.6	3.0
4235	Sales	..Metals and Minerals, ex. Petroleum	2.0	2.5	3.2	3.3	0.0	1.4	2.4	2.8
4236	Sales	..Electrical Goods	2.3	2.3	2.3	3.6	0.0	2.0	3.1	3.2
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	1.2	1.2	1.7	2.2	0.0	0.9	1.6	2.2
4238	Sales	..Machinery, Equipment, and Supplies	2.0	2.3	2.8	3.3	0.0	1.0	1.6	1.6
4239	Sales	..Miscellaneous Durable Goods	2.9	2.8	3.1	4.0	0.0	2.4	3.1	3.3
424	Sales	.Nondurable goods	0.8	1.1	1.3	1.1	0.0	0.7	0.9	1.2
4241	Sales	..Paper and Paper Products	1.4	1.9	2.4	2.3	0.0	1.7	3.6	3.9
4242	Sales	..Drugs and Druggists' Sundries	2.0	2.0	2.5	2.8	0.0	1.5	1.9	2.3
4243	Sales	..Apparel, Piece Goods, and Notions	2.4	2.8	3.4	4.3	0.0	1.4	2.0	2.1
4244	Sales	..Groceries and Related Products	1.3	1.7	1.7	2.3	0.0	1.4	1.7	2.0
4245	Sales	..Farm Product Raw Materials	3.3	3.5	3.8	4.4	0.0	2.8	3.5	4.0
4246	Sales	..Chemicals and Allied Products	2.4	3.0	3.4	4.1	0.0	1.4	2.5	2.4
4247	Sales	..Petroleum and Petroleum Products	4.4	4.7	4.5	4.1	0.0	1.4	2.6	3.0
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	1.0	1.4	1.9	2.6	0.0	1.1	3.0	3.2
4249	Sales	..Miscellaneous Nondurable Goods	3.2	4.7	4.5	5.3	0.0	3.2	4.1	4.0
42	Inventories	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	1.2	1.1	1.2	1.4	0.9	1.0	1.1	1.0
423	Inventories	.Durable goods	1.5	1.4	1.6	1.9	1.2	1.4	1.5	1.3
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.7	3.2	2.8	2.2	1.9	2.4	2.7	3.1
4232	Inventories	..Furniture and Home Furnishings	4.0	3.9	4.3	5.2	4.0	4.0	4.7	4.8
4233	Inventories	..Lumber & Other Construction Materials	4.0	3.9	4.2	4.1	3.5	4.3	5.6	5.6
4234	Inventories	..Professional and Commercial Equipment and Supplies	4.0	4.0	5.2	6.5	5.9	6.3	3.2	3.6
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	5.0	4.5	6.6	10.9	4.8	8.0	5.6	4.6
4235	Inventories	..Metals and Minerals, ex. Petroleum	4.1	4.2	4.3	4.5	3.0	3.5	2.9	3.7
4236	Inventories	..Electrical Goods	2.9	2.8	2.6	3.3	3.0	4.2	3.8	3.8
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	2.5	3.1	3.7	5.2	3.2	3.7	4.0	3.8
4238	Inventories	..Machinery, Equipment, and Supplies	2.8	3.3	3.7	3.7	1.4	2.0	3.2	3.2
4239	Inventories	..Miscellaneous Durable Goods	3.9	3.7	3.8	4.1	3.1	5.2	6.3	6.3
424	Inventories	.Nondurable goods	1.4	1.5	1.4	1.6	1.1	1.3	1.5	1.5
4241	Inventories	..Paper and Paper Products	3.1	3.4	3.8	3.4	2.5	3.0	5.4	5.6
4242	Inventories	..Drugs and Druggists' Sundries	2.5	3.1	3.3	3.3	2.2	2.1	2.9	3.5
4243	Inventories	..Apparel, Piece Goods, and Notions	3.3	3.2	3.6	3.8	3.4	3.9	4.2	4.4
4244	Inventories	..Groceries and Related Products	2.8	2.7	2.8	3.7	3.0	3.5	5.7	5.2
4245	Inventories	..Farm Product Raw Materials	4.3	5.8	8.1	9.3	6.3	9.0	4.6	4.3
4246	Inventories	..Chemicals and Allied Products	4.3	4.0	4.4	4.6	3.8	4.5	5.3	6.1
4247	Inventories	..Petroleum and Petroleum Products	4.3	4.4	4.0	4.3	2.2	2.9	4.9	4.6
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	1.9	2.1	2.5	3.2	2.3	2.7	4.8	4.3
4249	Inventories	..Miscellaneous Nondurable Goods	5.4	6.1	6.2	5.5	5.3	5.6	5.0	5.9

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>.

Footnote:

¹Estimated measures of sampling variability for sales and inventories are given as coefficients of variation.

Table 3A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of Manufacturers' Sales Branches and Offices: 2002 through 2005

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

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling Variability ¹			
			2002	2003	2004	2005
42	Sales	U.S. Manufacturers' Sales Branches and Offices	0.0	0.4	1.4	1.3
423	Sales	.Durable goods	0.0	0.3	0.6	0.7
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.1	0.6	0.9
4232	Sales	..Furniture and Home Furnishings	0.0	0.1	2.7	1.3
4233	Sales	..Lumber & Other Construction Materials	0.0	0.6	0.7	0.9
4234	Sales	..Professional and Commercial Equipment and Supplies	0.0	0.3	1.7	1.8
42343	Sales	...Computer and Computer Peripheral Equipment and Software	0.0	3.3	2.2	2.2
4235	Sales	..Metals and Minerals, ex. Petroleum	0.0	0.7	1.3	1.6
4236	Sales	..Electrical Goods	0.0	1.4	2.0	2.6
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.3	0.7	2.0
4238	Sales	..Machinery, Equipment, and Supplies	0.0	1.6	3.5	3.8
4239	Sales	..Miscellaneous Durable Goods	(S)	(S)	10.1	11.0
424	Sales	.Nondurable goods	0.0	0.9	3.1	3.2
4241	Sales	..Paper and Paper Products	0.0	0.5	0.9	0.8
4242	Sales	..Drugs and Druggists' Sundries	0.0	0.2	9.4	9.8
4243	Sales	..Apparel, Piece Goods, and Notions	0.0	3.0	6.0	6.3
4244	Sales	..Groceries and Related Products	0.0	3.7	3.6	4.1
4246	Sales	..Chemicals and Allied Products	0.0	0.5	6.5	6.6
4247	Sales	..Petroleum and Petroleum Products	0.0	(Z)	4.8	4.4
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	0.0	0.0	16.4	16.8
4249	Sales	..Miscellaneous Nondurable Goods	0.0	0.5	0.5	0.9
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	2.4	2.6	2.0	2.0
423	Inventories	.Durable goods	2.8	2.1	1.8	1.5
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	1.3	2.2	2.1
4232	Inventories	..Furniture and Home Furnishings	2.4	2.7	8.0	7.7
4233	Inventories	..Lumber & Other Construction Materials	2.9	2.7	9.5	4.5
4234	Inventories	..Professional and Commercial Equipment and Supplies	5.5	5.1	3.3	3.4
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	14.0	11.4	3.2	8.4
4235	Inventories	..Metals and Minerals, ex. Petroleum	7.4	7.1	4.5	3.9
4236	Inventories	..Electrical Goods	13.1	12.5	9.3	12.0
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	5.8	4.5	7.4	8.0
4238	Inventories	..Machinery, Equipment, and Supplies	14.4	13.7	5.7	4.4
4239	Inventories	..Miscellaneous Durable Goods	(S)	(S)	16.1	17.6
424	Inventories	.Nondurable goods	2.7	4.2	3.6	3.7
4241	Inventories	..Paper and Paper Products	5.1	5.3	4.0	3.3
4242	Inventories	..Drugs and Druggists' Sundries	14.0	14.3	3.9	3.8
4243	Inventories	..Apparel, Piece Goods, and Notions	10.1	9.7	10.9	9.2
4244	Inventories	..Groceries and Related Products	7.9	18.0	9.2	9.1
4246	Inventories	..Chemicals and Allied Products	5.3	5.8	9.3	11.0
4247	Inventories	..Petroleum and Petroleum Products	1.0	1.0	8.8	8.7
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	0.0	0.0	4.9	4.9
4249	Inventories	..Miscellaneous Nondurable Goods	5.1	6.1	6.7	7.8

Notes:

(Z) Estimate is less than 0.05%.

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

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>.

Footnote:

¹Estimated measures of sampling variability for sales and inventories are calculated as coefficients of variation.

Table 4A. Estimated Measures of Sampling Variability¹ for Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 Through 2005

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

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling Variability ¹							
			1998	1999	2000	2001	2002	2003	2004	2005
42	Purchases	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	0.6	0.8	0.9	1.0	0.4	0.6	0.6	0.7
423	Purchases	.Durable goods	1.0	1.1	1.3	1.5	0.6	1.0	0.9	0.8
4231	Purchases	..Motor Vehicle and Motor Vehicle Parts and Supplies	3.0	3.0	3.1	3.6	0.7	0.9	1.2	1.4
4232	Purchases	..Furniture and Home Furnishings	2.3	2.1	2.1	3.2	0.7	1.6	3.2	3.4
4233	Purchases	..Lumber & Other Construction Materials	2.3	2.4	3.7	8.6	2.3	3.4	3.1	3.0
4234	Purchases	..Professional and Commercial Equipment and Supplies	2.5	2.7	3.5	4.2	2.5	2.5	2.6	2.8
42343	Purchases	...Computer and Computer Peripheral Equipment and Software	3.6	4.4	5.8	6.8	1.5	2.1	2.7	3.0
4235	Purchases	..Metals and Minerals, ex. Petroleum	2.2	2.9	3.5	3.7	1.0	1.8	2.5	2.9
4236	Purchases	..Electrical Goods	2.3	2.4	2.4	3.7	0.5	1.9	3.1	3.1
4237	Purchases	..Hardware, and Plumbing and Heating Equipment and Supplies	1.3	1.2	2.0	2.4	1.0	1.2	1.6	2.2
4238	Purchases	..Machinery, Equipment, and Supplies	2.2	2.4	3.0	3.5	1.2	1.3	2.0	1.9
4239	Purchases	..Miscellaneous Durable Goods	2.5	2.6	3.3	4.5	1.7	3.2	3.3	3.5
424	Purchases	.Nondurable goods	0.7	1.0	1.2	1.0	0.4	0.7	0.9	1.2
4241	Purchases	..Paper and Paper Products	1.6	2.2	2.7	2.5	0.7	2.0	3.7	4.1
4242	Purchases	..Drugs and Druggists' Sundries	2.1	2.0	2.3	2.6	0.6	1.7	1.8	2.1
4243	Purchases	..Apparel, Piece Goods, and Notions	2.5	2.8	3.5	4.5	1.2	1.6	2.4	2.5
4244	Purchases	..Groceries and Related Products	1.1	1.6	1.5	2.0	0.7	1.1	2.1	2.3
4245	Purchases	..Farm Product Raw Materials	3.3	3.8	3.8	4.4	2.1	2.7	3.7	4.0
4246	Purchases	..Chemicals and Allied Products	2.1	2.8	3.4	4.1	1.4	2.1	2.5	2.5
4247	Purchases	..Petroleum and Petroleum Products	4.3	4.5	4.5	4.0	0.4	1.4	2.5	3.0
4248	Purchases	..Beer, Wine, and Distilled Alcoholic Beverages	1.2	1.5	1.7	2.5	0.5	1.3	2.9	3.2
4249	Purchases	..Miscellaneous Nondurable Goods	3.3	5.0	4.8	5.7	2.7	3.3	4.0	4.0
42	Gross margins	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	x	1.2	1.2	1.5	0.8	1.0	x	1.3
423	Gross margins	.Durable goods	x	1.2	1.4	2.0	1.0	1.4	x	1.5
4231	Gross margins	..Motor Vehicle and Motor Vehicle Parts and Supplies	x	2.4	2.5	2.0	2.2	3.8	x	2.8
4232	Gross margins	..Furniture and Home Furnishings	x	4.1	3.6	4.6	2.2	2.8	x	3.9
4233	Gross margins	..Lumber & Other Construction Materials	x	3.8	4.0	3.7	4.2	4.3	x	4.6
4234	Gross margins	..Professional and Commercial Equipment and Supplies	x	3.6	4.6	5.3	3.6	3.9	x	4.4
42343	Gross margins	...Computer and Computer Peripheral Equipment and Software	x	6.3	8.4	10.1	6.2	7.9	x	6.8
4235	Gross margins	..Metals and Minerals, ex. Petroleum	x	5.5	4.4	5.3	3.4	4.4	x	3.7
4236	Gross margins	..Electrical Goods	x	3.3	3.4	4.3	2.4	4.2	x	4.2
4237	Gross margins	..Hardware, and Plumbing and Heating Equipment and Supplies	x	2.7	2.3	3.5	2.3	3.0	x	3.3
4238	Gross margins	..Machinery, Equipment, and Supplies	x	3.0	3.5	3.7	2.2	2.3	x	2.0
4239	Gross margins	..Miscellaneous Durable Goods	x	4.2	3.9	4.6	3.8	5.3	x	5.6
424	Gross margins	.Nondurable goods	x	2.0	2.1	2.3	1.5	1.7	x	1.8
4241	Gross margins	..Paper and Paper Products	x	2.1	2.5	2.7	2.5	3.7	x	6.3
4242	Gross margins	..Drugs and Druggists' Sundries	x	7.4	7.6	4.6	4.9	4.8	x	8.2
4243	Gross margins	..Apparel, Piece Goods, and Notions	x	3.9	4.6	4.8	2.5	4.3	x	3.3
4244	Gross margins	..Groceries and Related Products	x	3.8	4.3	5.9	4.0	4.2	x	2.9
4245	Gross margins	..Farm Product Raw Materials	x	5.2	8.0	8.4	9.8	13.3	x	6.9
4246	Gross margins	..Chemicals and Allied Products	x	5.9	5.2	7.0	4.1	4.7	x	4.5
4247	Gross margins	..Petroleum and Petroleum Products	x	6.8	6.2	7.0	4.5	4.5	x	5.6
4248	Gross margins	..Beer, Wine, and Distilled Alcoholic Beverages	x	2.1	3.1	3.4	1.5	1.6	x	3.5
4249	Gross margins	..Miscellaneous Nondurable Goods	x	5.1	4.5	4.4	3.8	6.0	x	5.4
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	x	0.2	0.2	0.2	0.2	0.2	x	0.2
423	Gross margins as a percent of sales	.Durable goods	x	0.2	0.2	0.2	0.3	0.3	x	0.2
4231	Gross margins as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	x	0.6	0.4	0.5	0.5	0.7	x	0.4
4232	Gross margins as a percent of sales	..Furniture and Home Furnishings	x	0.6	0.5	0.7	0.7	0.8	x	0.5
4233	Gross margins as a percent of sales	..Lumber & Other Construction Materials	x	0.5	0.5	0.9	0.8	0.8	x	0.6
4234	Gross margins as a percent of sales	..Professional and Commercial Equipment and Supplies	x	0.4	0.6	0.7	0.9	0.9	x	0.9
42343	Gross margins as a percent of sales	...Computer and Computer Peripheral Equipment and Software	x	0.5	0.6	0.9	1.2	1.3	x	1.0
4235	Gross margins as a percent of sales	..Metals and Minerals, ex. Petroleum	x	1.0	0.8	0.9	0.7	0.9	x	0.4
4236	Gross margins as a percent of sales	..Electrical Goods	x	0.5	0.6	0.5	0.5	0.7	x	0.4
4237	Gross margins as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	x	0.5	0.5	0.6	0.6	0.8	x	0.5
4238	Gross margins as a percent of sales	..Machinery, Equipment, and Supplies	x	0.5	0.5	0.5	0.6	0.5	x	0.6
4239	Gross margins as a percent of sales	..Miscellaneous Durable Goods	x	0.5	0.6	0.7	1.1	1.3	x	1.0
424	Gross margins as a percent of sales	.Nondurable goods	x	0.2	0.2	0.3	0.2	0.2	x	0.2
4241	Gross margins as a percent of sales	..Paper and Paper Products	x	0.4	0.4	0.5	0.6	0.8	x	1.0
4242	Gross margins as a percent of sales	..Drugs and Druggists' Sundries	x	0.9	0.7	0.4	0.6	0.5	x	0.6
4243	Gross margins as a percent of sales	..Apparel, Piece Goods, and Notions	x	0.6	0.7	0.6	0.8	1.1	x	0.9
4244	Gross margins as a percent of sales	..Groceries and Related Products	x	0.5	0.6	0.7	0.6	0.6	x	0.4
4245	Gross margins as a percent of sales	..Farm Product Raw Materials	x	0.3	0.5	0.6	0.7	1.1	x	0.4
4246	Gross margins as a percent of sales	..Chemicals and Allied Products	x	1.0	0.8	1.1	1.1	1.2	x	0.9
4247	Gross margins as a percent of sales	..Petroleum and Petroleum Products	x	0.3	0.3	0.4	0.4	0.3	x	0.3
4248	Gross margins as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	x	0.4	0.4	0.4	0.4	0.3	x	0.3
4249	Gross margins as a percent of sales	..Miscellaneous Nondurable Goods	x	0.6	0.7	0.8	0.7	1.0	x	0.5

Notes:

x Denotes an estimated measure of sampling variability that is not available due to the lack of prior year inventories from the same sample.

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

Footnote:

¹Estimated measures of sampling variability for purchases and gross margins are calculated as coefficients of variation. Estimated measures of sampling variability for gross margins as a percent of sales are calculated as standard error.

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for Manufacturers' Sales Branches and Offices: 2002 through 2005

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

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling Variability ¹			
			2002	2003	2004	2005
42	Operating expenses	Manufacturers' Sales Branches and Offices	3.1	2.7	1.7	1.8
423	Operating expenses	.Durable goods	4.2	3.6	1.3	1.6
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	1.6	0.9	2.4
4232	Operating expenses	..Furniture and Home Furnishings	7.4	7.8	11.7	1.5
4233	Operating expenses	..Lumber & Other Construction Materials	3.7	4.0	1.9	1.8
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	2.4	2.8	2.1	2.0
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	5.6	7.5	2.5	2.5
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	11.1	11.0	3.0	2.9
4236	Operating expenses	..Electrical Goods	12.7	10.4	3.3	3.6
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	3.4	3.4	3.0	3.5
4238	Operating expenses	..Machinery, Equipment, and Supplies	5.2	15.2	4.5	5.7
4239	Operating expenses	..Miscellaneous Durable Goods	(S)	(S)	5.7	6.3
424	Operating expenses	.Nondurable goods	2.2	1.9	4.0	4.3
4241	Operating expenses	..Paper and Paper Products	4.3	4.3	2.1	2.2
4242	Operating expenses	..Drugs and Druggists' Sundries	3.6	3.7	11.0	12.9
4243	Operating expenses	..Apparel, Piece Goods, and Notions	7.2	8.7	7.9	8.2
4244	Operating expenses	..Groceries and Related Products	5.8	4.8	4.4	4.6
4246	Operating expenses	..Chemicals and Allied Products	3.1	2.6	9.1	8.9
4247	Operating expenses	..Petroleum and Petroleum Products	4.8	4.0	4.4	3.0
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	0.0	0.0	15.2	15.5
4249	Operating expenses	..Miscellaneous Nondurable Goods	4.4	4.8	2.9	2.4
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	0.2	0.2	0.1	0.1
423	Operating expenses as a percent of sales	.Durable goods	0.3	0.3	0.1	0.1
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	(Z)	(Z)	0.1	0.1
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	0.7	0.8	0.1	0.1
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	0.4	0.4	0.2	0.2
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	0.4	0.4	0.1	0.1
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	0.6	0.7	0.1	0.1
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	0.5	0.4	0.1	0.1
4236	Operating expenses as a percent of sales	..Electrical Goods	1.9	1.7	0.3	0.3
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	0.6	0.5	0.4	0.4
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	0.4	1.1	0.4	0.4
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	(S)	(S)	1.0	1.0
424	Operating expenses as a percent of sales	.Nondurable goods	0.2	0.1	0.1	0.1
4241	Operating expenses as a percent of sales	..Paper and Paper Products	0.3	0.3	0.2	0.2
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	0.3	0.3	0.4	0.4
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	0.7	0.8	0.4	0.4
4244	Operating expenses as a percent of sales	..Groceries and Related Products	0.6	0.5	0.2	0.2
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	0.2	0.2	0.2	0.2
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	0.1	0.1	0.1	0.1
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	0.0	0.0	0.1	0.1
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	0.3	0.4	0.2	0.2

Notes:

(Z) Estimate is less than 0.05%.

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

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

Footnote:

¹Estimated measures of sampling variability for operating expenses are given as coefficients of variation. Estimated measures of sampling variability for operating expenses/sales ratios are given as standard errors.

Table 6a. Estimated Measures of Sampling Variability¹ for Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2005

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have not been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling	
		2004	2005
4251	Total sales	0.1	0.1
4251	.Sales on own account	0.2	0.3
4251	.Sales made on the account of others	0.1	0.1
4251	Commissions received for sales made on the account of others		
4251	.Amount	0.1	0.1
4251	.As a percent of sales on the account of others	(Z)	(Z)
4251	Operating Expenses	(Z)	(Z)

Notes:

(Z) Estimate is less than 0.05%.

Estimated measures of sampling variability for commissions as a percent of sales made on the account of others as a percent of sales are calculated as standard error. All other estimated measure of sampling variability in Table 6a are calculated as coefficients of variation.

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

Footnote:

¹ Estimated measures of sampling variability for sales on own account, sales made on the account of others, amount of commissions received for sales made on the account of others, and operating expenses are calculated as coefficients of variation. Estimated measures of sampling variability for commissions received as a percent of sales on the account of others are measured as standard error.

Table 7a. Estimated Measures of Sampling Variability¹ for 2005 Inventories of Merchant Wholesalers Held Inside and Outside the United States

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

2002 NAICS CODE	Kind of Business (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling Variability ¹				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
42	U.S. Merchant Wholesalers	0.8	0.9	0.1	3.7	0.1
423	.Durable goods	1.1	1.1	0.2	3.8	0.2
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	2.2	0.2	2.1	0.2
4232	..Furniture and Home Furnishings	4.1	4.1	0.4	15.6	0.4
4233	..Lumber & Other Construction Materials	5.2	5.1	0.5	(S)	(S)
4234	..Professional and Commercial Equipment and Supplies	2.9	2.8	0.6	13.7	0.6
42343	...Computer and Computer Peripheral Equipment and Software	4.5	3.7	1.3	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	3.2	3.3	0.4	12.0	0.4
4236	..Electrical Goods	3.4	3.8	0.9	14.7	0.9
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	3.3	3.2	0.1	18.0	0.1
4238	..Machinery, Equipment, and Supplies	2.8	2.7	0.2	16.5	0.2
4239	..Miscellaneous Durable Goods	6.3	6.3	0.4	16.0	0.4
424	.Nondurable goods	1.4	1.3	0.2	9.7	0.2
4241	..Paper and Paper Products	4.9	4.9	0.6	(S)	(S)
4242	..Drugs and Druggists' Sundries	3.0	3.1	0.2	19.3	0.2
4243	..Apparel, Piece Goods, and Notions	4.1	4.4	0.6	7.4	0.6
4244	..Groceries and Related Products	4.9	4.6	1.0	(S)	(S)
4245	..Farm Product Raw Materials	4.3	4.4	0.4	(S)	(S)
4246	..Chemicals and Allied Products	5.4	5.5	0.3	13.8	0.3
4247	..Petroleum and Petroleum Products	3.6	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	4.0	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	5.2	5.2	0.2	(S)	(S)
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	1.0	1.0	0.1	4.2	0.1
423	.Durable goods	1.3	1.4	0.2	4.4	0.2
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	3.1	3.3	0.3	2.6	0.3
4232	..Furniture and Home Furnishings	4.8	4.8	0.4	17.2	0.4
4233	..Lumber & Other Construction Materials	5.6	5.5	0.6	(S)	(S)
4234	..Professional and Commercial Equipment and Supplies	3.6	3.4	0.7	15.0	0.7
42343	...Computer and Computer Peripheral Equipment and Software	4.6	3.6	1.4	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	3.7	3.8	0.4	13.8	0.4
4236	..Electrical Goods	3.8	4.4	1.0	15.4	1.0
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	3.8	3.8	0.1	18.7	0.1
4238	..Machinery, Equipment, and Supplies	3.2	3.1	0.3	(S)	(S)
4239	..Miscellaneous Durable Goods	6.3	6.3	0.4	16.3	0.4
424	.Nondurable goods	1.5	1.4	0.3	11.9	0.3
4241	..Paper and Paper Products	5.6	5.6	0.7	(S)	(S)
4242	..Drugs and Druggists' Sundries	3.5	3.6	0.1	(S)	(S)
4243	..Apparel, Piece Goods, and Notions	4.4	4.6	0.6	7.8	0.6
4244	..Groceries and Related Products	5.2	4.8	1.1	(S)	(S)
4245	..Farm Product Raw Materials	4.3	4.4	0.4	(S)	(S)
4246	..Chemicals and Allied Products	6.1	6.3	0.4	15.0	0.4
4247	..Petroleum and Petroleum Products	4.6	4.7	0.2	4.2	0.2
4248	..Beer, Wine, and Distilled Alcoholic Beverages	4.3	4.5	1.5	(S)	(S)
4249	..Miscellaneous Nondurable Goods	5.9	5.8	0.3	(S)	(S)
42	U.S. Manufacturers' Sales Branches and Offices	2.0	2.0	0.2	4.2	0.2
423	.Durable goods	1.5	1.6	0.1	2.7	0.1
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	2.1	0.0	2.0	(Z)
4232	..Furniture and Home Furnishings	7.7	8.0	0.4	14.5	0.4
4233	..Lumber & Other Construction Materials	4.5	4.6	0.1	3.5	0.1
4234	..Professional and Commercial Equipment and Supplies	3.4	3.5	0.1	2.8	0.1
42343	...Computer and Computer Peripheral Equipment and Software	8.4	9.5	0.6	2.1	0.6
4235	..Metals and Minerals, ex. Petroleum	3.9	3.3	1.0	(S)	(S)
4236	..Electrical Goods	12.0	12.4	0.8	(S)	(S)
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	8.0	8.0	0.1	(S)	(S)
4238	..Machinery, Equipment, and Supplies	4.4	4.6	0.5	9.5	0.5
4239	..Miscellaneous Durable Goods	17.6	18.2	1.1	(S)	(S)
424	.Nondurable goods	3.7	3.8	0.3	9.2	0.3
4241	..Paper and Paper Products	3.3	3.4	0.0	4.5	(Z)
4242	..Drugs and Druggists' Sundries	3.8	4.3	1.3	(S)	(S)
4243	..Apparel, Piece Goods, and Notions	9.2	9.5	0.4	9.4	0.4
4244	..Groceries and Related Products	9.1	9.3	0.3	7.5	0.3
4246	..Chemicals and Allied Products	11.0	10.7	0.2	(S)	(S)
4247	..Petroleum and Petroleum Products	8.7	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	4.9	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	7.8	7.9	0.1	5.3	0.1

Note:

(Z) Estimate is less than 0.05%.

(D) Indicates that the corresponding estimate in Table 7 is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

(S) Indicates that the corresponding estimate in Table 7 does not meet publication standards because of high sampling variability or poor response quality.

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

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

Footnote:

¹Estimated measures of sampling variability for total inventories, the value of inventories held inside the United States and the value of inventories held outside the United States are calculated as coefficients of variation. Inventories held inside the United States as a percent of total inventories and inventories held outside the United States as a percent of total inventories are calculated as standard error.