

2006 Annual Wholesale Trade Survey Summary of Changes

The 2006 Annual Wholesale Trade Survey (AWTS) is comparable with the 2005 AWTS with the following exception:

Operating Expenses

Starting with survey year 2006, the AWTS collects total operating expenses for merchant wholesalers, excluding manufacturers' sales branches and offices (MSBOs). Total operating expenses has been collected for MSBOs since the 2003 AWTS.

Table 1. Estimated Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2006

[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 ¹	2003 ¹	2004 ¹	2005 ¹	2006
42	Sales	U.S. Merchant Wholesalers	4,151,597	4,345,336	4,799,679	5,181,420	5,585,008
423	Sales	..Durable goods	2,171,268	2,217,701	2,488,629	2,643,390	2,868,396
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	598,718	606,754	646,961	654,754	710,009
4232	Sales	..Furniture and Home Furnishings	71,428	71,894	76,290	79,666	84,375
4233	Sales	..Lumber & Other Construction Materials	115,507	127,683	153,323	168,358	173,662
4234	Sales	..Professional and Commercial Equipment and Supplies	406,447	421,660	454,888	483,395	517,726
42343	Sales	...Computer and Computer Peripheral Equipment and Software	232,521	239,345	257,018	275,503	281,574
4235	Sales	..Metals and Minerals, ex. Petroleum	117,455	118,967	167,376	190,117	216,178
4236	Sales	..Electrical Goods	322,376	321,530	357,976	376,035	409,804
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	84,579	85,497	93,167	101,302	110,588
4238	Sales	..Machinery, Equipment, and Supplies	297,936	304,043	343,641	381,233	416,431
4239	Sales	..Miscellaneous Durable Goods	156,822	159,673	195,007	208,530	229,623
424	Sales	..Nondurable goods	1,980,329	2,127,635	2,311,050	2,538,030	2,716,612
4241	Sales	..Paper and Paper Products	114,411	116,230	127,191	135,877	140,251
4242	Sales	..Drugs and Druggists' Sundries	386,858	426,650	464,161	506,061	518,513
4243	Sales	..Apparel, Piece Goods, and Notions	118,346	116,022	120,731	125,953	135,738
4244	Sales	..Groceries and Related Products	511,438	541,809	552,146	574,953	605,417
4245	Sales	..Farm Product Raw Materials	103,403	115,129	122,997	118,271	130,482
4246	Sales	..Chemicals and Allied Products	115,554	120,552	132,922	148,275	153,772
4247	Sales	..Petroleum and Petroleum Products	321,246	378,612	449,830	566,277	653,256
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	87,559	90,738	95,213	101,886	109,197
4249	Sales	..Miscellaneous Nondurable Goods	221,514	221,893	245,859	260,477	269,986
42	Inventories	U.S. Merchant Wholesalers	359,857	373,552	409,286	442,750	476,692
423	Inventories	..Durable goods	212,477	220,765	249,958	270,733	292,199
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	37,006	43,437	45,905	50,206	51,105
4232	Inventories	..Furniture and Home Furnishings	7,092	7,400	7,772	8,233	8,780
4233	Inventories	..Lumber & Other Construction Materials	10,300	11,929	15,129	16,524	17,080
4234	Inventories	..Professional and Commercial Equipment and Supplies	30,008	30,416	32,904	34,676	38,023
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	10,014	10,538	11,256	11,441	11,789
4235	Inventories	..Metals and Minerals, ex. Petroleum	14,750	14,848	22,614	23,782	29,567
4236	Inventories	..Electrical Goods	28,188	27,295	29,727	32,098	35,747
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	12,855	12,910	14,325	15,385	16,635
4238	Inventories	..Machinery, Equipment, and Supplies	53,495	52,213	58,803	65,237	70,866
4239	Inventories	..Miscellaneous Durable Goods	18,783	20,317	22,779	24,592	24,396
424	Inventories	..Nondurable goods	147,380	152,787	159,328	172,017	184,493
4241	Inventories	..Paper and Paper Products	6,527	6,514	7,370	8,009	8,502
4242	Inventories	..Drugs and Druggists' Sundries	41,848	42,536	42,899	43,244	44,586
4243	Inventories	..Apparel, Piece Goods, and Notions	15,983	15,486	15,840	16,598	17,899
4244	Inventories	..Groceries and Related Products	24,180	26,687	27,808	30,209	32,568
4245	Inventories	..Farm Product Raw Materials	12,217	15,112	11,903	13,329	18,627
4246	Inventories	..Chemicals and Allied Products	9,568	9,568	10,270	11,300	11,769
4247	Inventories	..Petroleum and Petroleum Products	10,965	10,948	14,609	18,690	19,933
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	7,547	7,804	8,282	8,898	9,383
4249	Inventories	..Miscellaneous Nondurable Goods	18,545	18,132	20,347	21,740	21,226

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/wholesale/www/methodology/011341.html>.

Footnotes:

¹ Revised data.

Table 2. Estimated Sales and Inventories of U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 through 2006

[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 ¹	1999 ¹	2000 ¹	2001 ¹	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006
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	3,585,641	3,908,987
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	1,775,626	1,932,088
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	183,741	212,357	222,243	234,902	251,947	257,317	277,765	293,072	319,455
4232	Sales	..Furniture and Home Furnishings	43,020	46,925	52,697	52,433	53,484	54,758	58,298	60,943	65,765
4233	Sales	..Lumber & Other Construction Materials	79,784	88,505	87,179	89,730	95,091	105,672	128,624	140,947	145,693
4234	Sales	..Professional and Commercial Equipment and Supplies	257,518	281,843	282,230	267,795	272,462	272,609	296,276	309,601	323,555
42343	Sales	...Computer and Computer Peripheral Equipment and Software	157,836	175,779	174,848	153,845	150,618	144,319	157,547	163,010	163,094
4235	Sales	..Metals and Minerals, ex. Petroleum	88,514	86,514	93,806	84,847	81,746	81,393	121,160	136,874	157,749
4236	Sales	..Electrical Goods	201,145	224,125	260,041	231,864	222,957	227,129	253,761	267,224	298,647
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	65,540	68,505	72,056	69,047	70,431	71,235	77,524	83,708	91,724
4238	Sales	..Machinery, Equipment, and Supplies	243,698	247,993	256,089	247,226	227,758	230,838	260,190	288,571	313,878
4239	Sales	..Miscellaneous Durable Goods	143,585	149,604	160,332	144,351	145,627	147,993	181,023	194,686	215,622
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	1,810,015	1,976,899
4241	Sales	..Paper and Paper Products	69,102	73,158	77,774	76,232	72,646	73,895	81,584	87,501	92,399
4242	Sales	..Drugs and Druggists' Sundries	125,599	151,527	175,979	210,672	245,625	273,546	296,556	328,954	349,973
4243	Sales	..Apparel, Piece Goods, and Notions	86,821	90,369	96,501	98,961	105,803	104,392	108,432	112,757	122,449
4244	Sales	..Groceries and Related Products	341,626	356,093	374,725	377,179	385,881	405,322	409,743	428,586	450,754
4245	Sales	..Farm Product Raw Materials	110,042	100,411	102,666	100,886	103,403	115,129	122,997	118,271	130,482
4246	Sales	..Chemicals and Allied Products	56,300	57,713	62,259	64,183	67,721	69,736	76,369	88,232	92,760
4247	Sales	..Petroleum and Petroleum Products	119,015	139,739	195,766	191,529	192,666	225,707	274,942	357,198	436,216
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	61,759	67,330	71,337	74,854	79,189	82,215	85,607	90,370	96,403
4249	Sales	..Miscellaneous Nondurable Goods	150,311	156,448	170,874	168,461	161,091	163,398	185,669	198,146	205,463
42	Inventories	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	272,575	290,317	309,550	298,237	302,188	307,978	337,508	362,208	392,791
423	Inventories	.Durable goods	175,994	188,043	199,156	183,440	183,339	186,061	211,436	227,487	247,544
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	23,453	26,796	28,751	27,509	29,917	31,261	33,020	36,383	38,338
4232	Inventories	..Furniture and Home Furnishings	5,268	5,673	6,341	5,938	6,243	6,560	6,836	7,299	7,750
4233	Inventories	..Lumber & Other Construction Materials	7,365	8,130	8,333	8,283	8,687	10,213	13,065	14,089	14,570
4234	Inventories	..Professional and Commercial Equipment and Supplies	26,698	28,023	27,699	24,122	24,573	24,556	26,464	27,357	29,582
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	12,985	13,532	12,095	9,309	8,996	9,496	10,194	10,263	10,623
4235	Inventories	..Metals and Minerals, ex. Petroleum	12,947	12,921	13,521	12,153	12,335	12,508	19,625	20,091	25,442
4236	Inventories	..Electrical Goods	24,234	27,346	31,143	26,413	25,158	24,487	26,788	28,255	31,732
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	10,181	10,529	11,601	11,125	11,267	11,419	12,731	13,600	14,715
4238	Inventories	..Machinery, Equipment, and Supplies	47,762	49,948	51,455	49,633	47,159	45,624	51,090	56,765	61,995
4239	Inventories	..Miscellaneous Durable Goods	18,086	18,677	20,312	18,264	18,000	19,433	21,817	23,648	23,420
424	Inventories	.Nondurable goods	96,581	102,274	110,394	114,797	118,849	121,917	126,072	134,721	145,247
4241	Inventories	..Paper and Paper Products	5,890	5,894	6,566	5,716	5,291	5,264	5,992	6,451	6,686
4242	Inventories	..Drugs and Druggists' Sundries	15,873	19,195	23,700	30,306	31,561	31,715	31,316	30,530	31,420
4243	Inventories	..Apparel, Piece Goods, and Notions	14,021	13,538	13,886	14,156	14,478	13,768	14,119	14,641	15,905
4244	Inventories	..Groceries and Related Products	19,037	20,343	20,445	19,182	20,278	20,245	20,852	22,841	24,627
4245	Inventories	..Farm Product Raw Materials	10,912	10,760	11,759	11,758	12,217	15,112	11,903	13,329	18,627
4246	Inventories	..Chemicals and Allied Products	5,783	6,123	6,141	6,303	6,814	6,827	7,480	8,299	8,525
4247	Inventories	..Petroleum and Petroleum Products	3,793	4,363	5,243	5,318	6,136	6,636	9,496	11,938	12,520
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	5,796	6,152	6,504	6,364	6,956	7,172	7,623	8,218	8,681
4249	Inventories	..Miscellaneous Nondurable Goods	15,476	15,906	16,150	15,694	15,118	15,178	17,291	18,474	18,256

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/wholesale/www/methodology/011341.html>.

Footnotes:

¹ Revised data.

Table 3. Estimated Sales and Inventories of U.S. Manufacturers' Sales Branches and Offices: 2002 through 2006

[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 ¹	2003 ¹	2004 ¹	2005 ¹	2006
42	Sales	U.S. Manufacturers' Sales Branches and Offices	1,316,069	1,383,052	1,503,159	1,595,779	1,676,021
423	Sales	.Durable goods	749,765	768,757	834,008	867,764	936,308
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	346,771	349,437	369,196	361,682	390,554
4232	Sales	..Furniture and Home Furnishings	17,944	17,136	17,992	18,723	18,610
4233	Sales	..Lumber & Other Construction Materials	20,416	22,011	24,699	27,411	27,969
4234	Sales	..Professional and Commercial Equipment and Supplies	133,985	149,051	158,612	173,794	194,171
42343	Sales	...Computer and Computer Peripheral Equipment and Software	81,903	95,026	99,471	112,493	118,480
4235	Sales	..Metals and Minerals, ex. Petroleum	35,709	37,574	46,216	53,243	58,429
4236	Sales	..Electrical Goods	99,419	94,401	(S)	108,811	(S)
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	14,148	14,262	15,643	17,594	18,864
4238	Sales	..Machinery, Equipment, and Supplies	70,178	73,205	83,451	92,662	102,553
4239	Sales	..Miscellaneous Durable Goods	(S)	(S)	13,984	13,844	14,001
424	Sales	.Nondurable goods	566,304	614,295	669,151	728,015	739,713
4241	Sales	..Paper and Paper Products	41,765	42,335	45,607	48,376	47,852
4242	Sales	..Drugs and Druggists' Sundries	141,233	153,104	167,605	177,107	168,540
4243	Sales	..Apparel, Piece Goods, and Notions	12,543	11,630	12,299	13,196	13,289
4244	Sales	..Groceries and Related Products	125,557	136,487	142,403	146,367	154,663
4246	Sales	..Chemicals and Allied Products	47,833	50,816	56,553	60,043	61,012
4247	Sales	..Petroleum and Petroleum Products	128,580	152,905	174,888	209,079	217,040
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	8,370	8,523	9,606	11,516	(S)
4249	Sales	..Miscellaneous Nondurable Goods	60,423	58,495	60,190	62,331	64,523
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	57,669	65,574	71,778	80,542	83,901
423	Inventories	.Durable goods	29,138	34,704	38,522	43,246	44,655
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	7,089	12,176	12,885	13,823	12,767
4232	Inventories	..Furniture and Home Furnishings	849	840	936	934	1,030
4233	Inventories	..Lumber & Other Construction Materials	1,613	1,716	2,064	2,435	2,510
4234	Inventories	..Professional and Commercial Equipment and Supplies	5,435	5,860	6,440	7,319	8,441
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	1,018	1,042	1,062	1,178	1,166
4235	Inventories	..Metals and Minerals, ex. Petroleum	2,415	2,340	2,989	3,691	4,125
4236	Inventories	..Electrical Goods	3,030	2,808	2,939	3,843	4,015
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	1,588	1,491	1,594	1,785	1,920
4238	Inventories	..Machinery, Equipment, and Supplies	6,336	6,589	7,713	8,472	8,871
4239	Inventories	..Miscellaneous Durable Goods	(S)	(S)	962	944	976
424	Inventories	.Nondurable goods	28,531	30,870	33,256	37,296	39,246
4241	Inventories	..Paper and Paper Products	1,236	1,250	1,378	1,558	1,816
4242	Inventories	..Drugs and Druggists' Sundries	10,287	10,821	11,583	12,714	13,166
4243	Inventories	..Apparel, Piece Goods, and Notions	1,505	1,718	1,721	1,957	1,994
4244	Inventories	..Groceries and Related Products	3,902	6,442	6,956	7,368	7,941
4246	Inventories	..Chemicals and Allied Products	2,754	2,741	2,790	3,001	3,244
4247	Inventories	..Petroleum and Petroleum Products	4,829	4,312	5,113	6,752	7,413
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	591	632	(S)	680	702
4249	Inventories	..Miscellaneous Nondurable Goods	3,427	2,954	3,056	3,266	2,970

Notes:

(S) Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

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

Estimates have not been adjusted for price changes. Table 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/wholesale/www/methodology/011341.html>.

Footnotes:

¹ Revised data.

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 2006

[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 ¹	1999 ¹	2000 ¹	2001 ¹	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006
42	Purchases	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	1,942,911	2,081,214	2,265,679	2,227,487	2,271,982	2,391,719	2,683,911	2,936,446	3,199,737
		Durable goods	1,011,882	1,090,372	1,150,828	1,086,989	1,083,561	1,111,138	1,284,697	1,376,692	1,498,679
4231	Purchases	..Motor Vehicle and Motor Vehicle Parts and Supplie	145,700	169,932	176,556	186,825	201,263	211,621	231,101	245,238	269,502
4232	Purchases	..Furniture and Home Furnishing	31,026	33,579	37,328	36,413	36,663	37,537	40,665	42,826	45,826
4233	Purchases	..Lumber & Other Construction Material:	65,528	72,629	70,805	71,535	75,528	83,925	102,632	110,842	114,064
4234	Purchases	..Professional and Commercial Equipment and Supplie	200,876	220,305	219,099	201,458	202,056	201,943	221,761	232,256	242,106
42343	Purchases	...Computer and Computer Peripheral Equipment and Software	132,911	149,394	147,740	126,843	122,895	118,894	130,001	135,732	136,011
4235	Purchases	..Metals and Minerals, ex. Petroleum	72,164	69,580	74,959	66,971	64,550	64,690	96,669	107,983	126,125
4236	Purchases	..Electrical Goods	157,064	174,866	203,517	180,124	173,874	178,185	200,841	210,671	234,036
4237	Purchases	..Hardware, and Plumbing and Heating Equipment and Supplie	49,491	51,323	53,666	49,073	50,130	50,360	56,590	61,554	67,091
4238	Purchases	..Machinery, Equipment, and Supplies	179,982	183,157	189,528	181,955	166,231	167,962	191,442	213,713	230,892
4239	Purchases	..Miscellaneous Durable Goods	110,051	115,001	125,371	112,635	113,266	114,915	143,096	151,609	169,037
		Nondurable goods	931,029	990,842	1,114,851	1,140,498	1,188,421	1,280,581	1,399,214	1,559,754	1,701,058
4241	Purchases	..Paper and Paper Products	54,108	57,401	61,458	60,622	57,718	59,143	64,850	69,081	71,653
4242	Purchases	..Drugs and Druggists' Sundries:	110,654	134,210	158,717	189,023	221,198	251,103	273,033	300,515	320,921
4243	Purchases	..Apparel, Piece Goods, and Notions:	61,681	62,683	67,160	67,329	72,063	71,006	72,084	77,446	85,867
4244	Purchases	..Groceries and Related Products	288,827	299,051	315,322	315,601	321,942	331,254	345,193	365,920	383,150
4245	Purchases	..Farm Product Raw Materials	101,678	92,471	95,473	92,124	95,402	106,030	113,478	108,950	118,169
4246	Purchases	..Chemicals and Allied Products	42,413	43,150	46,983	47,725	49,847	51,501	57,493	63,045	71,481
4247	Purchases	..Petroleum and Petroleum Products	106,976	126,908	180,222	178,023	181,365	215,627	255,897	338,735	408,670
4248	Purchases	..Beer, Wine, and Distilled Alcoholic Beverage:	46,654	50,726	53,659	56,054	59,523	62,525	63,407	66,677	71,873
4249	Purchases	..Miscellaneous Nondurable Goods	118,038	124,242	135,857	133,997	129,363	132,392	153,779	163,385	169,274
42	Gross margins	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	497,884	535,687	568,108	546,352	567,497	576,355	642,139	673,895	739,833
		Durable goods	305,286	328,048	346,958	319,490	337,841	340,528	395,299	414,985	453,466
4231	Gross margins	..Motor Vehicle and Motor Vehicle Parts and Supplie	39,182	45,768	47,642	46,835	53,092	47,040	64,850	69,081	71,653
4232	Gross margins	..Furniture and Home Furnishing	12,378	13,751	16,037	15,617	17,126	17,538	18,009	18,580	20,390
4233	Gross margins	..Lumber & Other Construction Material:	13,877	16,641	16,577	18,145	19,967	23,273	28,844	31,129	32,110
4234	Gross margins	..Professional and Commercial Equipment and Supplie	55,835	62,863	62,807	62,760	70,857	70,649	76,423	78,238	83,674
42343	Gross margins	...Computer and Computer Peripheral Equipment and Software	24,478	26,932	25,671	24,216	27,410	25,925	28,244	27,347	27,443
4235	Gross margins	..Metals and Minerals, ex. Petroleum	16,959	16,908	19,448	16,508	17,378	16,876	31,608	29,357	36,975
4236	Gross margins	..Electrical Goods	45,997	52,371	60,321	47,010	47,828	48,273	55,221	58,020	68,088
4237	Gross margins	..Hardware, and Plumbing and Heating Equipment and Supplie	16,858	17,530	19,462	19,498	20,443	21,027	22,246	23,023	25,748
4238	Gross margins	..Machinery, Equipment, and Supplies	69,715	67,022	68,068	63,449	59,053	61,341	74,214	80,533	88,216
4239	Gross margins	..Miscellaneous Durable Goods	34,485	35,194	36,596	29,668	32,097	34,511	40,311	44,908	46,357
		Nondurable goods	192,598	207,639	221,150	226,862	229,656	235,827	246,840	258,910	286,367
4241	Gross margins	..Paper and Paper Products	14,942	15,761	16,989	14,760	14,503	14,725	17,462	18,879	20,981
4242	Gross margins	..Drugs and Druggists' Sundries:	17,147	20,639	21,767	23,255	25,682	22,597	23,124	27,653	29,942
4243	Gross margins	..Apparel, Piece Goods, and Notions:	25,569	27,203	29,689	31,902	34,062	32,676	36,699	35,833	37,846
4244	Gross margins	..Groceries and Related Products	52,825	58,348	59,505	60,315	65,035	74,035	65,157	64,655	69,390
4245	Gross margins	..Farm Product Raw Materials	7,998	7,788	8,192	8,761	8,460	11,994	6,310	10,747	17,611
4246	Gross margins	..Chemicals and Allied Products	14,237	14,903	15,294	16,620	18,385	18,248	19,529	20,006	21,505
4247	Gross margins	..Petroleum and Petroleum Products	11,492	13,401	16,424	13,581	12,119	10,580	21,905	20,905	28,128
4248	Gross margins	..Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,960	18,660	20,258	20,258	19,906	22,651	24,288	24,993
4249	Gross margins	..Miscellaneous Nondurable Goods	32,965	32,636	35,261	34,008	31,152	31,066	34,003	35,944	35,971
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	20.5	20.6	20.2	19.6	20.0	19.5	19.5	18.8	18.9
		Durable goods	23.4	23.3	23.3	22.5	23.8	23.5	23.9	23.4	23.5
4231	Gross margins as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	21.3	21.6	21.4	19.9	21.1	18.3	17.4	17.5	16.3
4232	Gross margins as a percent of sales	..Furniture and Home Furnishings	28.8	29.3	30.4	29.8	32.0	32.0	30.9	30.5	31.0
4233	Gross margins as a percent of sales	..Lumber & Other Construction Materials	17.4	18.8	19.0	20.2	21.0	22.0	22.4	22.1	22.0
4234	Gross margins as a percent of sales	..Professional and Commercial Equipment and Supplies	21.7	22.3	22.3	23.4	26.0	25.9	25.8	25.3	25.9
42343	Gross margins as a percent of sales	...Computer and Computer Peripheral Equipment and Software	15.5	15.3	14.7	15.7	18.2	18.0	17.9	16.8	16.8
4235	Gross margins as a percent of sales	..Metals and Minerals, ex. Petroleum	19.2	19.5	20.7	19.5	21.3	20.7	26.1	21.5	23.4
4236	Gross margins as a percent of sales	..Electrical Goods	22.9	23.4	23.2	20.3	21.5	21.3	21.8	21.7	22.8
4237	Gross margins as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	25.7	25.6	27.0	28.2	29.0	29.5	28.7	27.5	28.1
4238	Gross margins as a percent of sales	..Machinery, Equipment, and Supplies	28.6	27.0	26.6	25.7	25.9	26.6	28.5	27.9	28.1
4239	Gross margins as a percent of sales	..Miscellaneous Durable Goods	24.0	23.5	22.8	20.6	22.0	23.3	22.3	23.1	21.5
		Nondurable goods	17.2	17.4	16.7	16.6	16.2	15.6	15.0	14.3	14.5
4241	Gross margins as a percent of sales	..Paper and Paper Products	21.6	21.5	21.8	19.4	20.0	19.9	21.4	21.6	22.7
4242	Gross margins as a percent of sales	..Drugs and Druggists' Sundries	13.7	13.6	12.4	13.4	10.5	8.3	7.8	8.4	8.6
4243	Gross margins as a percent of sales	..Apparel, Piece Goods, and Notions	29.5	30.1	30.8	32.2	32.2	31.3	33.9	31.8	30.9
4244	Gross margins as a percent of sales	..Groceries and Related Products	15.5	16.4	15.9	16.0	16.9	18.3	15.9	15.1	15.4
4245	Gross margins as a percent of sales	..Farm Product Raw Materials	7.3	7.8	8.0	8.7	8.2	10.4	5.1	9.1	13.5
4246	Gross margins as a percent of sales	..Chemicals and Allied Products	25.3	25.8	24.6	25.9	27.2	26.2	25.6	22.7	23.2
4247	Gross margins as a percent of sales	..Petroleum and Petroleum Products	9.7	9.6	8.4	7.1	6.3	4.7	8.0	5.9	6.5
4248	Gross margins as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	25.0	25.2	25.3	24.9	25.6	24.2	26.5	26.9	25.9
4249	Gross margins as a percent of sales	..Miscellaneous Nondurable Goods	21.9	20.9	20.6	20.2	19.3	19.0	18.3	18.1	17.5

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/wholesale/www/methodology/011341.html>.

Footnotes:

¹ Revised data.

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2006

[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 ¹	2003 ¹	2004 ¹	2005 ¹	2006
42	Operating expenses	U.S. Merchant Wholesalers	NA	NA	NA	NA	660,307
423	Operating expenses	.Durable goods	NA	NA	NA	NA	393,085
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	51,940
4232	Operating expenses	..Furniture and Home Furnishings	NA	NA	NA	NA	17,741
4233	Operating expenses	..Lumber & Other Construction Materials	NA	NA	NA	NA	26,959
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	82,619
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	36,413
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	21,575
4236	Operating expenses	..Electrical Goods	NA	NA	NA	NA	62,706
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	22,526
4238	Operating expenses	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	70,260
4239	Operating expenses	..Miscellaneous Durable Goods	NA	NA	NA	NA	36,759
424	Operating expenses	.Nondurable goods	NA	NA	NA	NA	267,222
4241	Operating expenses	..Paper and Paper Products	NA	NA	NA	NA	26,164
4242	Operating expenses	..Drugs and Druggists' Sundries	NA	NA	NA	NA	38,637
4243	Operating expenses	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	27,268
4244	Operating expenses	..Groceries and Related Products	NA	NA	NA	NA	73,366
4245	Operating expenses	..Farm Product Raw Materials	NA	NA	NA	NA	10,436
4246	Operating expenses	..Chemicals and Allied Products	NA	NA	NA	NA	19,202
4247	Operating expenses	..Petroleum and Petroleum Products	NA	NA	NA	NA	18,955
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	19,209
4249	Operating expenses	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	33,985
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers	NA	NA	NA	NA	11.8
423	Operating expenses as a percent of sales	.Durable goods	NA	NA	NA	NA	13.7
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	7.3
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	NA	NA	NA	NA	21.0
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	NA	NA	NA	NA	15.5
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.0
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.9
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	10.0
4236	Operating expenses as a percent of sales	..Electrical Goods	NA	NA	NA	NA	15.3
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	20.4
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	16.9
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	NA	NA	NA	NA	16.0
424	Operating expenses as a percent of sales	.Nondurable goods	NA	NA	NA	NA	9.8
4241	Operating expenses as a percent of sales	..Paper and Paper Products	NA	NA	NA	NA	18.7
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	NA	NA	NA	NA	7.5
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	20.1
4244	Operating expenses as a percent of sales	..Groceries and Related Products	NA	NA	NA	NA	12.1
4245	Operating expenses as a percent of sales	..Farm Product Raw Materials	NA	NA	NA	NA	8.0
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	NA	NA	NA	NA	12.5
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	NA	NA	NA	NA	2.9
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	17.6
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	12.6

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006
42	Operating expenses	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	512,461
423	Operating expenses	.Durable goods	NA	NA	NA	NA	313,754
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	39,554
4232	Operating expenses	..Furniture and Home Furnishings	NA	NA	NA	NA	15,203
4233	Operating expenses	..Lumber & Other Construction Materials	NA	NA	NA	NA	23,753
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	54,862
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	19,667
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	19,174
4236	Operating expenses	..Electrical Goods	NA	NA	NA	NA	48,111
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	19,957
4238	Operating expenses	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	58,518
4239	Operating expenses	..Miscellaneous Durable Goods	NA	NA	NA	NA	34,622
424	Operating expenses	.Nondurable goods	NA	NA	NA	NA	198,707
4241	Operating expenses	..Paper and Paper Products	NA	NA	NA	NA	16,899
4242	Operating expenses	..Drugs and Druggists' Sundries	NA	NA	NA	NA	17,460
4243	Operating expenses	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	25,809
4244	Operating expenses	..Groceries and Related Products	NA	NA	NA	NA	53,002
4245	Operating Expenses	..Farm Product Raw Materials	NA	NA	NA	NA	10,436
4246	Operating expenses	..Chemicals and Allied Products	NA	NA	NA	NA	15,160
4247	Operating expenses	..Petroleum and Petroleum Products	NA	NA	NA	NA	13,531
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	17,598
4249	Operating expenses	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	28,812
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	13.1
423	Operating expenses as a percent of sales	.Durable goods	NA	NA	NA	NA	16.2
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	12.4
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	NA	NA	NA	NA	23.1
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	NA	NA	NA	NA	16.3
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	17.0
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.1
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	12.2
4236	Operating expenses as a percent of sales	..Electrical Goods	NA	NA	NA	NA	16.1
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	21.8
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	18.6
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	NA	NA	NA	NA	16.1
424	Operating expenses as a percent of sales	.Nondurable goods	NA	NA	NA	NA	10.1
4241	Operating expenses as a percent of sales	..Paper and Paper Products	NA	NA	NA	NA	18.3
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	NA	NA	NA	NA	5.0
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	21.1
4244	Operating expenses as a percent of sales	..Groceries and Related Products	NA	NA	NA	NA	11.8
4245	Operating expenses as a percent of sales	..Farm Product Raw Materials	NA	NA	NA	NA	8.0
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	NA	NA	NA	NA	16.3
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	NA	NA	NA	NA	3.1
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18.3
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.0

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006
42	Operating expenses	Manufacturers' Sales Branches and Offices	109,711	115,920	125,155	135,128	147,846
423	Operating expenses	.Durable goods	56,037	58,647	64,192	69,748	79,331
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	7,106	8,265	8,402	8,432	12,386
4232	Operating expenses	..Furniture and Home Furnishings	2,214	2,215	2,488	2,436	2,538
4233	Operating expenses	..Lumber & Other Construction Materials	2,154	2,301	2,533	2,805	3,206
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	18,979	18,811	20,206	23,518	27,757
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	11,823	10,852	10,219	13,249	16,746
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	1,705	1,753	2,126	2,336	2,401
4236	Operating expenses	..Electrical Goods	12,916	11,765	13,382	13,996	14,595
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	2,133	2,120	2,302	2,432	2,569
4238	Operating expenses	..Machinery, Equipment, and Supplies	7,942	9,640	10,524	11,709	11,742
4239	Operating expenses	..Miscellaneous Durable Goods	(S)	(S)	2,229	2,084	2,137
424	Operating expenses	.Nondurable goods	53,674	57,273	60,963	65,380	68,515
4241	Operating expenses	..Paper and Paper Products	7,577	7,594	7,533	9,548	9,265
4242	Operating expenses	..Drugs and Druggists' Sundries	17,277	19,045	20,817	20,779	21,177
4243	Operating expenses	..Apparel, Piece Goods, and Notions	1,193	1,164	1,284	1,409	1,459
4244	Operating expenses	..Groceries and Related Products	14,239	15,370	16,293	16,924	20,364
4246	Operating expenses	..Chemicals and Allied Products	4,046	4,055	4,410	4,531	4,042
4247	Operating expenses	..Petroleum and Petroleum Products	3,728	4,180	4,293	5,430	5,424
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	1,138	1,150	1,337	1,491	1,611
4249	Operating expenses	..Miscellaneous Nondurable Goods	4,476	4,715	4,996	5,268	5,173
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	8.3	8.4	8.3	8.5	8.8
423	Operating expenses as a percent of sales	.Durable goods	7.5	7.6	7.7	8.0	8.5
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	2.4	2.3	2.3	3.2
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	12.3	12.9	13.8	13.0	13.6
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	10.6	10.5	10.3	10.2	11.5
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	14.2	12.6	12.7	13.5	14.3
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	14.4	11.4	10.3	11.8	14.1
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	4.8	4.7	4.6	4.4	4.1
4236	Operating expenses as a percent of sales	..Electrical Goods	13.0	12.5	12.8	12.9	(S)
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	15.1	14.9	14.7	13.8	13.6
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	11.3	13.2	12.6	12.6	11.5
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	(S)	(S)	15.9	15.1	15.3
424	Operating expenses as a percent of sales	.Nondurable goods	9.5	9.3	9.1	9.0	9.3
4241	Operating expenses as a percent of sales	..Paper and Paper Products	18.1	17.9	16.5	19.7	19.4
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	12.2	12.4	12.4	11.7	12.6
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	9.5	10.0	10.4	10.7	11.0
4244	Operating expenses as a percent of sales	..Groceries and Related Products	11.3	11.3	11.4	11.6	13.2
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	8.5	8.0	7.8	7.6	6.6
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	2.9	2.7	2.5	2.6	2.5
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	13.6	13.5	13.9	13.0	(S)
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	7.4	8.1	8.3	8.5	(S)

Notes:

NA Estimate is not available because operating expenses for U.S. Merchant Wholesalers except Manufacturers Sales Branches and Offices were not collected prior to 2006.

(S) Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

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

Estimates have not been adjusted for price changes. Table 5A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at <http://www.census.gov/wholesale/www/methodology/011341.html>.

Footnotes:

¹ Revised data.

Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2006

[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)	2004¹	2005¹	2006
4251	Total sales	512,008	533,464	574,227
4251	.Sales on own account	11,850	12,020	12,721
4251	.Sales made on the account of others	500,158	521,444	561,506
4251	Commissions received for sales made on the account of others			
4251	.Amount	18,919	20,376	21,986
4251	.As a percent of sales on the account of others	3.8	3.9	3.9
4251	Operating Expenses			
4251	.Amount	15,031	15,739	16,778
4251	.As a percent of total sales	2.9	3.0	2.9

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/wholesale/www/methodology/011341.html>.

Footnotes:

¹ Revised data.

Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2006

[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)	2006				
		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	476,692	458,113	96.1	18,579	3.9
423	.Durable goods	292,199	279,094	95.5	13,105	4.5
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	51,105	45,885	89.8	5,220	10.2
4232	..Furniture and Home Furnishings	8,780	8,466	96.4	314	3.6
4233	..Lumber & Other Construction Materials	17,080	16,808	98.4	272	1.6
4234	..Professional and Commercial Equipment and Supplies	38,023	36,501	96.0	1,522	4.0
42343	...Computer and Computer Peripheral Equipment and Software	11,789	11,120	94.3	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	29,567	28,531	96.5	1,036	3.5
4236	..Electrical Goods	35,747	33,180	92.8	2,567	7.2
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	16,635	16,367	98.4	268	1.6
4238	..Machinery, Equipment, and Supplies	70,866	69,686	98.3	1,180	1.7
4239	..Miscellaneous Durable Goods	24,396	23,670	97.0	726	3.0
424	.Nondurable goods	184,493	179,019	97.0	5,474	3.0
4241	..Paper and Paper Products	8,502	8,321	97.9	181	2.1
4242	..Drugs and Druggists' Sundries	44,586	43,705	98.0	881	2.0
4243	..Apparel, Piece Goods, and Notions	17,899	16,624	92.9	1,275	7.1
4244	..Groceries and Related Products	32,568	31,722	97.4	(S)	(S)
4245	..Farm Product Raw Materials	18,627	18,437	99.0	(S)	(S)
4246	..Chemicals and Allied Products	11,769	11,537	98.0	232	2.0
4247	..Petroleum and Petroleum Products	19,933	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	9,383	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	21,226	(D)	(D)	(D)	(D)
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	392,791	377,249	96.0	15,542	4.0
423	.Durable goods	247,544	235,987	95.3	11,557	4.7
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	38,338	33,896	88.4	4,442	11.6
4232	..Furniture and Home Furnishings	7,750	7,459	96.3	291	3.8
4233	..Lumber & Other Construction Materials	14,570	14,318	98.3	252	1.7
4234	..Professional and Commercial Equipment and Supplies	29,582	28,244	95.5	1,338	4.5
42343	...Computer and Computer Peripheral Equipment and Software	10,623	10,096	95.0	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	25,442	24,552	96.5	890	3.5
4236	..Electrical Goods	31,732	29,274	92.3	2,458	7.8
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	14,715	14,469	98.3	246	1.7
4238	..Machinery, Equipment, and Supplies	61,995	61,047	98.5	948	1.5
4239	..Miscellaneous Durable Goods	23,420	22,728	97.1	692	3.0
424	.Nondurable goods	145,247	141,262	97.3	3,985	2.7
4241	..Paper and Paper Products	6,686	6,539	97.8	(S)	(S)
4242	..Drugs and Druggists' Sundries	31,420	31,291	99.6	(S)	(S)
4243	..Apparel, Piece Goods, and Notions	15,905	14,775	92.9	1,130	7.1
4244	..Groceries and Related Products	24,627	24,017	97.5	(S)	(S)
4245	..Farm Product Raw Materials	18,627	18,437	99.0	(S)	(S)
4246	..Chemicals and Allied Products	8,525	8,322	97.6	203	2.4
4247	..Petroleum and Petroleum Products	12,520	11,174	89.3	1,346	10.8
4248	..Beer, Wine, and Distilled Alcoholic Beverages	8,681	8,582	98.9	(S)	(S)
4249	..Miscellaneous Nondurable Goods	18,256	18,125	99.3	131	0.7
42	U.S. Manufacturers' Sales Branches and Offices	83,901	80,864	96.4	3,037	3.6
423	.Durable goods	44,655	43,107	96.5	1,548	3.5
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	12,767	11,989	93.9	778	6.1
4232	..Furniture and Home Furnishings	1,030	1,007	97.8	(S)	(S)
4233	..Lumber & Other Construction Materials	2,510	2,490	99.2	20	0.8
4234	..Professional and Commercial Equipment and Supplies	8,441	8,257	97.8	184	2.2
42343	...Computer and Computer Peripheral Equipment and Software	1,166	1,024	87.8	142	12.2
4235	..Metals and Minerals, ex. Petroleum	4,125	3,979	96.5	(S)	(S)
4236	..Electrical Goods	4,015	3,906	97.3	109	2.7
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	1,920	1,898	98.9	22	1.2
4238	..Machinery, Equipment, and Supplies	8,871	8,639	97.4	232	2.6
4239	..Miscellaneous Durable Goods	976	942	96.5	(S)	(S)
424	.Nondurable goods	39,246	37,757	96.2	1,489	3.8
4241	..Paper and Paper Products	1,816	1,782	98.1	34	1.9
4242	..Drugs and Druggists' Sundries	13,166	12,414	94.3	752	5.7
4243	..Apparel, Piece Goods, and Notions	1,994	1,849	92.7	(S)	(S)
4244	..Groceries and Related Products	7,941	7,705	97.0	236	3.0
4246	..Chemicals and Allied Products	3,244	3,215	99.1	(S)	(S)
4247	..Petroleum and Petroleum Products	7,413	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	702	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	2,970	(D)	(D)	(D)	(D)

2002 NAICS CODE	Kind of Business (sub-parts indicated by one or more leading dots)	2005				
		Total Inventories ¹	Inventories Held Inside the United States		Inventories Held Outside the United States	
			Value ¹	As Percent of Total Inventories ¹	Value ¹	As Percent of Total Inventories ¹
42	U.S. Merchant Wholesalers	442,750	427,089	96.5	15,661	3.5
423	.Durable goods	270,733	259,564	95.9	11,169	4.1
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	50,206	45,870	91.4	4,336	8.6
4232	..Furniture and Home Furnishings	8,233	7,998	97.2	235	2.9
4233	..Lumber & Other Construction Materials	16,524	16,186	98.0	338	2.1
4234	..Professional and Commercial Equipment and Supplies	34,676	32,996	95.2	1,680	4.8
42343	...Computer and Computer Peripheral Equipment and Software	11,441	10,682	93.4	759	6.6
4235	..Metals and Minerals, ex. Petroleum	23,782	23,072	97.0	710	3.0
4236	..Electrical Goods	32,098	30,084	93.7	2,014	6.3
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	15,385	15,248	99.1	137	0.9
4238	..Machinery, Equipment, and Supplies	65,237	64,283	98.5	954	1.5
4239	..Miscellaneous Durable Goods	24,592	23,827	96.9	765	3.1
424	.Nondurable goods	172,017	167,525	97.4	4,492	2.6
4241	..Paper and Paper Products	8,009	7,867	98.2	(S)	(S)
4242	..Drugs and Druggists' Sundries	43,244	42,396	98.0	848	2.0
4243	..Apparel, Piece Goods, and Notions	16,598	15,217	91.7	1,381	8.3
4244	..Groceries and Related Products	30,209	29,454	97.5	(S)	(S)
4245	..Farm Product Raw Materials	13,329	13,177	98.9	(S)	(S)
4246	..Chemicals and Allied Products	11,300	11,097	98.2	203	1.8
4247	..Petroleum and Petroleum Products	18,690	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	8,898	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	21,740	(D)	(D)	(D)	(D)
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	362,208	349,228	96.4	12,980	3.6
423	.Durable goods	227,487	217,796	95.7	9,691	4.3
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	36,383	32,765	90.1	3,618	9.9
4232	..Furniture and Home Furnishings	7,299	7,086	97.1	213	2.9
4233	..Lumber & Other Construction Materials	14,089	13,782	97.8	(S)	(S)
4234	..Professional and Commercial Equipment and Supplies	27,357	25,872	94.6	1,485	5.4
42343	...Computer and Computer Peripheral Equipment and Software	10,263	9,655	94.1	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	20,091	19,480	97.0	611	3.0
4236	..Electrical Goods	28,255	26,335	93.2	1,920	6.8
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	13,600	13,467	99.0	133	1.0
4238	..Machinery, Equipment, and Supplies	56,765	56,088	98.8	677	1.2
4239	..Miscellaneous Durable Goods	23,648	22,921	96.9	727	3.1
424	.Nondurable goods	134,721	131,432	97.6	3,289	2.4
4241	..Paper and Paper Products	6,451	6,317	97.9	(S)	(S)
4242	..Drugs and Druggists' Sundries	30,530	30,384	99.5	146	0.5
4243	..Apparel, Piece Goods, and Notions	14,641	13,358	91.2	1,283	8.8
4244	..Groceries and Related Products	22,841	22,183	97.1	(S)	(S)
4245	..Farm Product Raw Materials	13,329	13,177	98.9	(S)	(S)
4246	..Chemicals and Allied Products	8,299	8,116	97.8	183	2.2
4247	..Petroleum and Petroleum Products	11,938	11,684	97.9	254	2.1
4248	..Beer, Wine, and Distilled Alcoholic Beverages	8,218	7,916	96.3	(S)	(S)
4249	..Miscellaneous Nondurable Goods	18,474	18,297	99.0	(S)	(S)
42	U.S. Manufacturers' Sales Branches and Offices	80,542	77,861	96.7	2,681	3.3
423	.Durable goods	43,246	41,768	96.6	1,478	3.4
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	13,823	13,105	94.8	718	5.2
4232	..Furniture and Home Furnishings	934	912	97.6	22	2.4
4233	..Lumber & Other Construction Materials	2,435	2,404	98.7	31	1.3
4234	..Professional and Commercial Equipment and Supplies	7,319	7,124	97.3	195	2.7
42343	...Computer and Computer Peripheral Equipment and Software	1,178	1,027	87.2	151	12.8
4235	..Metals and Minerals, ex. Petroleum	3,691	3,592	97.3	(S)	(S)
4236	..Electrical Goods	3,843	3,749	97.6	94	2.5
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	1,785	1,781	99.8	(S)	(S)
4238	..Machinery, Equipment, and Supplies	8,472	8,195	96.7	277	3.3
4239	..Miscellaneous Durable Goods	944	906	96.0	(S)	(S)
424	.Nondurable goods	37,296	36,093	96.8	1,203	3.2
4241	..Paper and Paper Products	1,558	1,550	99.5	8	0.5
4242	..Drugs and Druggists' Sundries	12,714	12,012	94.5	702	5.5
4243	..Apparel, Piece Goods, and Notions	1,957	1,859	95.0	(S)	(S)
4244	..Groceries and Related Products	7,368	7,271	98.7	97	1.3
4246	..Chemicals and Allied Products	3,001	2,981	99.3	(S)	(S)
4247	..Petroleum and Petroleum Products	6,752	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	680	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	3,266	(D)	(D)	(D)	(D)

Notes:

(Z) Estimate is less than 0.05%.

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

(S) Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

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

Estimates have not been adjusted for price changes. Table 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/wholesale/www/methodology/011341.html>.

Inventory component percentages may not sum to 100% due to rounding.

Footnote:

¹ Revised data.

Table 1A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2006

[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 ²	2003 ²	2004 ²	2005 ²	2006
42	Sales	U.S. Merchant Wholesalers	0.0	0.4	0.7	0.7	0.9
423	Sales	..Durable goods	0.0	0.6	0.7	0.6	0.7
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.3	0.5	0.8	0.9
4232	Sales	..Furniture and Home Furnishings	0.0	1.0	2.6	2.8	3.3
4233	Sales	..Lumber & Other Construction Materials	0.0	2.4	2.9	3.0	3.3
4234	Sales	..Professional and Commercial Equipment and Supplies	0.0	1.2	1.7	1.8	2.1
42343	Sales	...Computer and Computer Peripheral Equipment and Software	0.0	1.6	2.5	2.6	2.8
4235	Sales	..Metals and Minerals, ex. Petroleum	0.0	0.9	1.8	2.0	2.2
4236	Sales	..Electrical Goods	0.0	1.5	2.3	2.3	2.6
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.7	2.1	2.9	3.4
4238	Sales	..Machinery, Equipment, and Supplies	0.0	0.9	1.9	1.8	1.9
4239	Sales	..Miscellaneous Durable Goods	0.0	2.2	2.9	3.2	3.7
424	Sales	..Nondurable goods	0.0	0.6	1.2	1.4	1.6
4241	Sales	..Paper and Paper Products	0.0	1.1	2.3	3.0	3.3
4242	Sales	..Drugs and Druggists' Sundries	0.0	1.0	3.9	3.8	4.0
4243	Sales	..Apparel, Piece Goods, and Notions	0.0	1.3	2.2	2.6	2.8
4244	Sales	..Groceries and Related Products	0.0	1.8	3.1	3.3	3.4
4245	Sales	..Farm Product Raw Materials	0.0	2.8	3.5	3.9	4.1
4246	Sales	..Chemicals and Allied Products	0.0	0.9	3.6	3.7	3.9
4247	Sales	..Petroleum and Petroleum Products	0.0	0.9	1.6	2.2	3.6
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.0	1.7	1.9	1.9
4249	Sales	..Miscellaneous Nondurable Goods	0.0	2.3	3.1	3.0	2.8
42	Inventories	U.S. Merchant Wholesalers	0.8	0.9	1.2	1.0	1.1
423	Inventories	..Durable goods	1.1	1.3	1.5	1.3	1.2
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.8	1.6	2.1	1.6
4232	Inventories	..Furniture and Home Furnishings	3.7	3.7	3.2	3.4	3.5
4233	Inventories	..Lumber & Other Construction Materials	3.0	3.8	4.7	4.8	5.1
4234	Inventories	..Professional and Commercial Equipment and Supplies	5.2	5.5	2.3	2.5	2.9
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	4.8	7.6	5.6	4.1	4.9
4235	Inventories	..Metals and Minerals, ex. Petroleum	3.1	3.6	3.1	3.8	3.8
4236	Inventories	..Electrical Goods	3.5	4.4	4.0	3.4	3.9
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	3.0	3.4	3.3	3.6	3.9
4238	Inventories	..Machinery, Equipment, and Supplies	1.5	2.4	3.3	3.1	2.6
4239	Inventories	..Miscellaneous Durable Goods	3.1	5.2	5.1	4.9	6.2
424	Inventories	..Nondurable goods	1.0	1.0	1.7	1.7	2.0
4241	Inventories	..Paper and Paper Products	2.2	2.6	5.0	5.5	5.2
4242	Inventories	..Drugs and Druggists' Sundries	2.1	2.0	3.2	3.6	3.4
4243	Inventories	..Apparel, Piece Goods, and Notions	3.2	3.9	5.1	5.5	4.7
4244	Inventories	..Groceries and Related Products	2.9	4.1	7.8	8.1	8.1
4245	Inventories	..Farm Product Raw Materials	6.3	9.0	4.5	4.8	4.9
4246	Inventories	..Chemicals and Allied Products	3.3	3.9	5.9	6.3	7.5
4247	Inventories	..Petroleum and Petroleum Products	1.3	1.7	3.4	3.2	4.1
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	2.1	2.5	4.6	4.2	2.9
4249	Inventories	..Miscellaneous Nondurable Goods	4.6	5.0	4.7	4.8	5.0

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/wholesale/www/methodology/011341.html>

Footnotes:

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

² Revised data.

Table 2A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 through 2006

[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 ²	1999 ²	2000 ²	2001 ²	2002 ²	2003 ²	2004 ²	2005 ²	2006
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	0.9
423	Sales	.Durable goods	1.0	1.0	1.1	1.5	0.0	0.8	0.9	0.9	1.0
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.6	2.6	2.8	3.1	0.0	0.8	1.2	1.6	1.8
4232	Sales	..Furniture and Home Furnishings	2.4	2.5	2.3	3.2	0.0	1.4	3.0	3.4	3.9
4233	Sales	..Lumber & Other Construction Materials	2.5	2.5	3.5	7.3	0.0	2.9	3.2	3.2	3.5
4234	Sales	..Professional and Commercial Equipment and Supplies	2.6	2.8	3.4	4.0	0.0	1.9	2.3	2.6	3.1
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	3.2
4235	Sales	..Metals and Minerals, ex. Petroleum	2.0	2.5	3.2	3.3	0.0	1.4	2.4	2.7	2.8
4236	Sales	..Electrical Goods	2.3	2.3	2.3	3.6	0.0	2.0	3.1	3.2	3.6
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	1.2	1.2	1.7	2.2	0.0	0.9	1.6	2.5	2.9
4238	Sales	..Machinery, Equipment, and Supplies	2.0	2.3	2.8	3.3	0.0	1.0	1.6	1.5	1.7
4239	Sales	..Miscellaneous Durable Goods	2.9	2.8	3.1	4.0	0.0	2.4	3.1	3.3	3.8
424	Sales	.Nondurable goods	0.8	1.1	1.3	1.1	0.0	0.7	0.9	1.1	1.5
4241	Sales	..Paper and Paper Products	1.4	1.9	2.4	2.3	0.0	1.7	3.6	3.9	4.6
4242	Sales	..Drugs and Druggists' Sundries	2.0	2.0	2.5	2.8	0.0	1.5	1.9	2.2	2.4
4243	Sales	..Apparel, Piece Goods, and Notions	2.4	2.8	3.4	4.3	0.0	1.4	2.0	2.3	2.6
4244	Sales	..Groceries and Related Products	1.3	1.7	1.7	2.3	0.0	1.4	1.7	1.9	2.4
4245	Sales	..Farm Product Raw Materials	3.3	3.5	3.8	4.4	0.0	2.8	3.5	3.9	4.1
4246	Sales	..Chemicals and Allied Products	2.4	3.0	3.4	4.1	0.0	1.4	2.5	2.4	3.0
4247	Sales	..Petroleum and Petroleum Products	4.4	4.7	4.5	4.1	0.0	1.4	2.6	3.5	5.4
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	1.0	1.4	1.9	2.6	0.0	1.1	1.9	2.1	2.1
4249	Sales	..Miscellaneous Nondurable Goods	3.2	4.7	4.5	5.3	0.0	3.2	4.1	3.9	3.7
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	1.1
423	Inventories	.Durable goods	1.5	1.4	1.6	1.9	1.2	1.4	1.6	1.5	1.4
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.7	3.2	2.8	2.2	1.9	2.4	2.5	3.0	2.2
4232	Inventories	..Furniture and Home Furnishings	4.0	3.9	4.3	5.2	4.0	4.0	3.8	4.0	4.1
4233	Inventories	..Lumber & Other Construction Materials	4.0	3.9	4.2	4.1	3.5	4.3	4.8	4.9	5.2
4234	Inventories	..Professional and Commercial Equipment and Supplies	4.0	4.0	5.2	6.5	5.9	6.3	3.1	3.2	3.7
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	5.0	4.5	6.6	10.9	4.8	8.0	6.2	4.6	5.3
4235	Inventories	..Metals and Minerals, ex. Petroleum	4.1	4.2	4.3	4.5	3.0	3.5	3.5	4.5	4.2
4236	Inventories	..Electrical Goods	2.9	2.8	2.6	3.3	3.0	4.2	4.3	4.0	4.4
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	2.5	3.1	3.7	5.2	3.2	3.7	3.8	3.9	4.1
4238	Inventories	..Machinery, Equipment, and Supplies	2.8	3.3	3.7	3.7	1.4	2.0	3.6	3.4	2.7
4239	Inventories	..Miscellaneous Durable Goods	3.9	3.7	3.8	4.1	3.1	5.2	5.4	5.2	6.5
424	Inventories	.Nondurable goods	1.4	1.5	1.4	1.6	1.1	1.3	1.3	1.4	1.8
4241	Inventories	..Paper and Paper Products	3.1	3.4	3.8	3.4	2.5	3.0	5.6	5.9	6.0
4242	Inventories	..Drugs and Druggists' Sundries	2.5	3.1	3.3	3.3	2.2	2.1	3.1	3.6	3.6
4243	Inventories	..Apparel, Piece Goods, and Notions	3.3	3.2	3.6	3.8	3.4	3.9	3.9	4.4	3.9
4244	Inventories	..Groceries and Related Products	2.8	2.7	2.8	3.7	3.0	3.5	6.2	6.4	6.9
4245	Inventories	..Farm Product Raw Materials	4.3	5.8	8.1	9.3	6.3	9.0	4.5	4.8	4.9
4246	Inventories	..Chemicals and Allied Products	4.3	4.0	4.4	4.6	3.8	4.5	4.7	4.8	5.4
4247	Inventories	..Petroleum and Petroleum Products	4.3	4.4	4.0	4.3	2.2	2.9	5.1	4.8	6.2
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	1.9	2.1	2.5	3.2	2.3	2.7	4.9	4.5	3.1
4249	Inventories	..Miscellaneous Nondurable Goods	5.4	6.1	6.2	5.5	5.3	5.6	5.5	5.4	5.2

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/wholesale/www/methodology/011341.html>.

Footnotes:

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

² Revised data.

Table 3A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of Manufacturers' Sales Branches and Offices: 2002 through 2006

[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 ¹	2003 ¹	2004 ¹	2005 ¹	2006
42	Sales	U.S. Manufacturers' Sales Branches and Offices	0.0	0.4	1.4	1.6	1.6
423	Sales	..Durable goods	0.0	0.3	0.8	0.9	1.1
4231	Sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.1	0.6	0.9	1.0
4232	Sales	..Furniture and Home Furnishings	0.0	0.1	2.7	2.7	3.2
4233	Sales	..Lumber & Other Construction Materials	0.0	0.6	5.8	6.4	6.4
4234	Sales	..Professional and Commercial Equipment and Supplies	0.0	0.3	1.7	1.7	1.8
42343	Sales	...Computer and Computer Peripheral Equipment and Software	0.0	3.3	3.2	3.2	3.1
4235	Sales	..Metals and Minerals, ex. Petroleum	0.0	0.7	1.3	1.5	1.8
4236	Sales	..Electrical Goods	0.0	1.4	(S)	2.2	(S)
4237	Sales	..Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.3	8.7	9.8	11.6
4238	Sales	..Machinery, Equipment, and Supplies	0.0	1.6	3.5	3.6	4.1
4239	Sales	..Miscellaneous Durable Goods	(S)	(S)	4.9	5.1	5.2
424	Sales	..Nondurable goods	0.0	0.9	3.1	3.4	3.5
4241	Sales	..Paper and Paper Products	0.0	0.5	0.9	4.0	3.9
4242	Sales	..Drugs and Druggists' Sundries	0.0	0.2	9.5	9.4	10.6
4243	Sales	..Apparel, Piece Goods, and Notions	0.0	3.0	11.0	12.7	10.4
4244	Sales	..Groceries and Related Products	0.0	3.7	9.4	9.5	9.6
4246	Sales	..Chemicals and Allied Products	0.0	0.5	7.3	7.8	7.6
4247	Sales	..Petroleum and Petroleum Products	0.0	(Z)	0.2	0.5	0.9
4248	Sales	..Beer, Wine, and Distilled Alcoholic Beverages	0.0	(Z)	0.1	0.3	(S)
4249	Sales	..Miscellaneous Nondurable Goods	0.0	0.5	0.5	1.0	0.9
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	2.4	2.6	2.9	2.8	3.1
423	Inventories	..Durable goods	2.8	2.1	2.3	2.4	3.2
4231	Inventories	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	1.3	2.3	2.2	2.3
4232	Inventories	..Furniture and Home Furnishings	2.4	2.7	8.4	8.5	12.1
4233	Inventories	..Lumber & Other Construction Materials	2.9	2.7	7.8	7.7	7.6
4234	Inventories	..Professional and Commercial Equipment and Supplies	5.5	5.1	6.9	6.2	6.8
42343	Inventories	...Computer and Computer Peripheral Equipment and Software	14.0	11.4	11.0	11.7	12.0
4235	Inventories	..Metals and Minerals, ex. Petroleum	7.4	7.1	6.4	5.6	6.3
4236	Inventories	..Electrical Goods	13.1	12.5	8.2	6.3	7.1
4237	Inventories	..Hardware, and Plumbing and Heating Equipment and Supplies	5.8	4.5	22.8	24.1	24.1
4238	Inventories	..Machinery, Equipment, and Supplies	14.4	13.7	6.7	6.3	5.6
4239	Inventories	..Miscellaneous Durable Goods	(S)	(S)	12.4	12.3	12.8
424	Inventories	..Nondurable goods	2.7	4.2	5.8	5.6	6.0
4241	Inventories	..Paper and Paper Products	5.1	5.3	5.5	9.7	8.6
4242	Inventories	..Drugs and Druggists' Sundries	14.0	14.3	4.9	5.4	5.3
4243	Inventories	..Apparel, Piece Goods, and Notions	10.1	9.7	21.1	19.9	15.4
4244	Inventories	..Groceries and Related Products	7.9	18.0	21.9	21.8	21.9
4246	Inventories	..Chemicals and Allied Products	5.3	5.8	15.6	15.5	18.2
4247	Inventories	..Petroleum and Petroleum Products	1.0	1.0	3.3	3.5	4.0
4248	Inventories	..Beer, Wine, and Distilled Alcoholic Beverages	(Z)	(Z)	(S)	1.9	1.9
4249	Inventories	..Miscellaneous Nondurable Goods	5.1	6.1	7.5	8.8	9.0

Notes:

(Z) Estimate is less than 0.05%.

(S) Corresponding estimate in Table 3 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/S20-0 v1.0 Data Release.pdf>. There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates 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/wholesale/www/methodology/011341.html>.

Footnotes:

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

² Revised data.

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 2006

[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 ²	1999 ²	2000 ²	2001 ²	2002 ²	2003 ²	2004 ²	2005 ²	2006
42	Purchases	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	0.6	0.8	0.9	1.0	0.4	0.6	0.7	0.7	1.0
423	Purchases	..Durable goods	1.0	1.1	1.3	1.5	0.6	1.0	1.0	0.8	0.9
4231	Purchases	...Motor Vehicle and Motor Vehicle Parts and Supplies	3.0	3.0	3.1	3.6	0.7	0.9	1.2	1.7	2.0
4232	Purchases	...Furniture and Home Furnishings	2.3	2.1	2.1	3.2	0.7	1.6	3.2	3.5	4.0
4233	Purchases	...Lumber & Other Construction Materials	2.3	2.4	3.7	8.6	2.3	3.4	3.2	3.1	3.5
4234	Purchases	...Professional and Commercial Equipment and Supplies	2.5	2.7	3.5	4.2	2.5	2.5	2.6	2.8	3.2
42343	Purchases	...Computer and Computer Peripheral Equipment and Software	3.6	4.4	5.8	6.8	1.5	2.1	2.8	3.1	3.2
4235	Purchases	...Metals and Minerals, ex. Petroleum	2.2	2.9	3.5	3.7	1.0	1.8	2.5	2.7	2.7
4236	Purchases	...Electrical Goods	2.3	2.4	2.4	3.7	0.5	1.9	3.2	3.2	3.7
4237	Purchases	...Hardware, and Plumbing and Heating Equipment and Supplies	1.3	1.2	2.0	2.4	1.0	1.2	1.8	2.5	3.0
4238	Purchases	...Machinery, Equipment, and Supplies	2.2	2.4	3.0	3.5	1.2	1.3	2.0	1.9	2.1
4239	Purchases	...Miscellaneous Durable Goods	2.5	2.6	3.3	4.5	1.7	3.2	3.2	3.5	3.7
424	Purchases	..Nondurable goods	0.7	1.0	1.2	1.0	0.4	0.7	1.0	1.2	1.6
4241	Purchases	...Paper and Paper Products	1.6	2.2	2.7	2.5	0.7	2.0	3.6	4.0	4.8
4242	Purchases	...Drugs and Druggists' Sundries	2.1	2.0	2.3	2.6	0.6	1.7	1.8	2.1	2.1
4243	Purchases	...Apparel, Piece Goods, and Notions	2.5	2.8	3.5	4.5	1.2	1.6	2.3	2.4	2.7
4244	Purchases	...Groceries and Related Products	1.1	1.6	1.5	2.0	0.7	1.1	2.3	2.2	2.8
4245	Purchases	...Farm Product Raw Materials	3.3	3.6	3.8	4.4	2.1	2.7	3.8	4.0	4.2
4246	Purchases	...Chemicals and Allied Products	2.1	2.8	3.4	4.1	1.4	2.1	2.5	2.5	2.8
4247	Purchases	...Petroleum and Petroleum Products	4.3	4.5	4.5	4.0	0.4	1.4	2.5	3.5	5.5
4248	Purchases	...Beer, Wine, and Distilled Alcoholic Beverages	1.2	1.5	1.7	2.5	0.5	1.3	1.8	2.0	2.1
4249	Purchases	...Miscellaneous Nondurable Goods	3.3	5.0	4.8	5.7	2.7	3.3	4.1	4.0	3.8
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	1.2	1.2
423	Gross margins	..Durable goods	x	1.2	1.4	2.0	1.0	1.4	x	1.3	1.4
4231	Gross margins	...Motor Vehicle and Motor Vehicle Parts and Supplies	x	2.4	2.5	2.0	2.2	3.8	x	2.9	3.0
4232	Gross margins	...Furniture and Home Furnishings	x	4.1	3.6	4.6	2.2	2.8	x	4.1	4.6
4233	Gross margins	...Lumber & Other Construction Materials	x	3.8	4.0	3.7	4.2	4.3	x	4.3	4.7
4234	Gross margins	...Professional and Commercial Equipment and Supplies	x	3.6	4.6	5.3	3.6	3.9	x	3.5	3.8
42343	Gross margins	...Computer and Computer Peripheral Equipment and Software	x	6.3	8.4	10.1	6.2	7.9	x	4.8	5.2
4235	Gross margins	...Metals and Minerals, ex. Petroleum	x	5.5	4.4	5.3	3.4	4.4	x	3.8	4.1
4236	Gross margins	...Electrical Goods	x	3.3	3.4	4.3	2.4	4.2	x	3.5	4.1
4237	Gross margins	...Hardware, and Plumbing and Heating Equipment and Supplies	x	2.7	2.3	3.5	2.3	3.0	x	4.1	4.3
4238	Gross margins	...Machinery, Equipment, and Supplies	x	3.0	3.5	3.7	2.2	2.3	x	2.5	2.4
4239	Gross margins	...Miscellaneous Durable Goods	x	4.2	3.9	4.6	3.8	5.3	x	4.9	7.9
424	Gross margins	..Nondurable goods	x	2.0	2.1	2.3	1.5	1.7	x	1.5	1.8
4241	Gross margins	...Paper and Paper Products	x	2.1	2.5	2.7	2.5	3.7	x	6.5	6.7
4242	Gross margins	...Drugs and Druggists' Sundries	x	7.4	7.6	4.6	4.9	4.8	x	9.0	10.5
4243	Gross margins	...Apparel, Piece Goods, and Notions	x	3.9	4.6	4.8	2.5	4.3	x	4.0	3.8
4244	Gross margins	...Groceries and Related Products	x	3.8	4.3	5.9	4.0	4.2	x	4.3	3.8
4245	Gross margins	...Farm Product Raw Materials	x	5.2	8.0	8.4	9.8	13.3	x	14.3	5.6
4246	Gross margins	...Chemicals and Allied Products	x	5.9	5.2	7.0	4.1	4.7	x	4.5	5.3
4247	Gross margins	...Petroleum and Petroleum Products	x	6.8	6.2	7.0	4.5	4.5	x	6.1	6.2
4248	Gross margins	...Beer, Wine, and Distilled Alcoholic Beverages	x	2.1	3.1	3.4	1.5	1.6	x	2.7	2.9
4249	Gross margins	...Miscellaneous Nondurable Goods	x	5.1	4.5	4.4	3.8	6.0	x	5.4	5.2
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	0.1
423	Gross margins as a percent of sales	..Durable goods	x	0.2	0.2	0.2	0.3	0.3	x	0.2	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	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	0.6	0.7
4233	Gross margins as a percent of sales	...Lumber & Other Construction Materials	x	0.5	0.5	0.9	0.8	0.8	x	0.5	0.5
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	0.6	0.6
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	0.6	0.6
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	0.6
4236	Gross margins as a percent of sales	...Electrical Goods	x	0.5	0.6	0.5	0.5	0.7	x	0.3	0.3
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	0.7	0.7
4238	Gross margins as a percent of sales	...Machinery, Equipment, and Supplies	x	0.5	0.5	0.5	0.6	0.5	x	0.7	0.7
4239	Gross margins as a percent of sales	...Miscellaneous Durable Goods	x	0.5	0.6	0.7	1.1	1.3	x	0.9	1.1
424	Gross margins as a percent of sales	..Nondurable goods	x	0.2	0.2	0.3	0.2	0.2	x	0.2	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	0.9	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	0.7	0.7
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	0.7
4244	Gross margins as a percent of sales	...Groceries and Related Products	x	0.5	0.6	0.7	0.6	0.6	x	0.7	0.6
4245	Gross margins as a percent of sales	...Farm Product Raw Materials	x	0.3	0.5	0.6	0.7	1.1	x	1.1	0.5
4246	Gross margins as a percent of sales	...Chemicals and Allied Products	x	1.0	0.8	1.1	1.1	1.2	x	0.8	0.8
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	0.2
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	0.5
4249	Gross margins as a percent of sales	...Miscellaneous Nondurable Goods	x	0.6	0.7	0.8	0.7	1.0	x	0.7	0.6

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/wholesale/www/methodology/011341.html>.

Footnotes:

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

² Revised data.

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2006

[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 ²	2003 ²	2004 ²	2005 ²	2006
42	Operating expenses	U.S. Merchant Wholesalers	NA	NA	NA	NA	1.3
423	Operating expenses	.Durable goods	NA	NA	NA	NA	1.3
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	1.6
4232	Operating expenses	..Furniture and Home Furnishings	NA	NA	NA	NA	3.8
4233	Operating expenses	..Lumber & Other Construction Materials	NA	NA	NA	NA	3.8
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	2.7
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	3.7
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	4.8
4236	Operating expenses	..Electrical Goods	NA	NA	NA	NA	4.1
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	3.2
4238	Operating expenses	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	2.4
4239	Operating expenses	..Miscellaneous Durable Goods	NA	NA	NA	NA	7.4
424	Operating expenses	.Nondurable goods	NA	NA	NA	NA	2.0
4241	Operating expenses	..Paper and Paper Products	NA	NA	NA	NA	6.5
4242	Operating expenses	..Drugs and Druggists' Sundries	NA	NA	NA	NA	5.9
4243	Operating expenses	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	2.2
4244	Operating expenses	..Groceries and Related Products	NA	NA	NA	NA	5.0
4245	Operating Expenses	..Farm Product Raw Materials	NA	NA	NA	NA	18.9
4246	Operating expenses	..Chemicals and Allied Products	NA	NA	NA	NA	4.6
4247	Operating expenses	..Petroleum and Petroleum Products	NA	NA	NA	NA	7.7
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.2
4249	Operating expenses	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	4.4
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers	NA	NA	NA	NA	0.1
423	Operating expenses as a percent of sales	.Durable goods	NA	NA	NA	NA	0.1
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	0.1
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	NA	NA	NA	NA	0.4
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	NA	NA	NA	NA	0.3
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	0.2
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	0.2
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	0.3
4236	Operating expenses as a percent of sales	..Electrical Goods	NA	NA	NA	NA	0.4
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	0.5
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.4
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	NA	NA	NA	NA	0.9
424	Operating expenses as a percent of sales	.Nondurable goods	NA	NA	NA	NA	0.2
4241	Operating expenses as a percent of sales	..Paper and Paper Products	NA	NA	NA	NA	1.0
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	NA	NA	NA	NA	0.3
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	0.5
4244	Operating expenses as a percent of sales	..Groceries and Related Products	NA	NA	NA	NA	0.7
4245	Operating expenses as a percent of sales	..Farm Product Raw Materials	NA	NA	NA	NA	1.3
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	NA	NA	NA	NA	0.4
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	NA	NA	NA	NA	0.2
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	0.3
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	0.4

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling Variability ¹				
			2002 ²	2003 ²	2004 ²	2005 ²	2006
42	Operating expenses	U.S. Merchant Wholesalers, except Manufacturers'	NA	NA	NA	NA	1.7
423	Operating expenses	..Durable goods	NA	NA	NA	NA	1.6
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	2.1
4232	Operating expenses	..Furniture and Home Furnishings	NA	NA	NA	NA	4.4
4233	Operating expenses	..Lumber & Other Construction Materials	NA	NA	NA	NA	4.1
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	3.8
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	5.5
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.2
4236	Operating expenses	..Electrical Goods	NA	NA	NA	NA	4.3
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	3.4
4238	Operating expenses	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	2.1
4239	Operating expenses	..Miscellaneous Durable Goods	NA	NA	NA	NA	8.1
424	Operating expenses	..Nondurable goods	NA	NA	NA	NA	2.3
4241	Operating expenses	..Paper and Paper Products	NA	NA	NA	NA	6.2
4242	Operating expenses	..Drugs and Druggists' Sundries	NA	NA	NA	NA	10.2
4243	Operating expenses	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	2.4
4244	Operating expenses	..Groceries and Related Products	NA	NA	NA	NA	6.4
4245	Operating Expenses	..Farm Product Raw Materials	NA	NA	NA	NA	18.9
4246	Operating expenses	..Chemicals and Allied Products	NA	NA	NA	NA	4.4
4247	Operating expenses	..Petroleum and Petroleum Products	NA	NA	NA	NA	10.8
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.4
4249	Operating expenses	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	4.9
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, except Manufacturers'	NA	NA	NA	NA	0.2
423	Operating expenses as a percent of sales	..Durable goods	NA	NA	NA	NA	0.2
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	0.2
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	NA	NA	NA	NA	0.5
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	NA	NA	NA	NA	0.3
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	0.4
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	0.5
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	0.5
4236	Operating expenses as a percent of sales	..Electrical Goods	NA	NA	NA	NA	0.4
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	0.4
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.4
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	NA	NA	NA	NA	1.0
424	Operating expenses as a percent of sales	..Nondurable goods	NA	NA	NA	NA	0.2
4241	Operating expenses as a percent of sales	..Paper and Paper Products	NA	NA	NA	NA	0.7
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	NA	NA	NA	NA	0.4
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	0.5
4244	Operating expenses as a percent of sales	..Groceries and Related Products	NA	NA	NA	NA	0.8
4245	Operating expenses as a percent of sales	..Farm Product Raw Materials	NA	NA	NA	NA	1.3
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	NA	NA	NA	NA	0.6
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	NA	NA	NA	NA	0.2
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	0.3
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	0.5

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	Estimated Measures of Sampling Variability ¹				
			2002 ²	2003 ²	2004 ²	2005 ²	2006
42	Operating expenses	Manufacturers' Sales Branches and Offices	3.1	2.7	1.7	1.8	1.9
423	Operating expenses	..Durable goods	4.2	3.6	1.7	1.6	2.1
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	1.6	0.9	0.9	1.5
4232	Operating expenses	..Furniture and Home Furnishings	7.4	7.8	6.0	3.9	4.3
4233	Operating expenses	..Lumber & Other Construction Materials	3.7	4.0	6.0	5.9	5.3
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	2.4	2.8	2.4	2.4	2.1
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	5.6	7.5	4.2	3.8	3.2
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	11.1	11.0	2.8	2.7	4.2
4236	Operating expenses	..Electrical Goods	12.7	10.4	3.0	3.3	6.5
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	3.4	3.4	3.1	3.3	4.0
4238	Operating expenses	..Machinery, Equipment, and Supplies	5.2	15.2	6.9	6.5	6.7
4239	Operating expenses	..Miscellaneous Durable Goods	(S)	(S)	6.2	6.4	7.7
424	Operating expenses	..Nondurable goods	2.2	1.9	3.3	3.9	3.6
4241	Operating expenses	..Paper and Paper Products	4.3	4.3	14.4	16.8	15.4
4242	Operating expenses	..Drugs and Druggists' Sundries	3.6	3.7	7.7	7.8	7.7
4243	Operating expenses	..Apparel, Piece Goods, and Notions	7.2	8.7	7.5	8.5	9.2
4244	Operating expenses	..Groceries and Related Products	5.8	4.8	7.1	6.8	6.7
4246	Operating expenses	..Chemicals and Allied Products	3.1	2.6	7.4	9.2	9.0
4247	Operating expenses	..Petroleum and Petroleum Products	4.8	4.0	5.9	4.8	5.7
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	(Z)	(Z)	6.6	6.8	6.0
4249	Operating expenses	..Miscellaneous Nondurable Goods	4.4	4.8	10.3	9.9	10.2
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	0.2	0.2	0.1	0.1	0.1
423	Operating expenses as a percent of sales	..Durable goods	0.3	0.3	0.1	0.1	0.1
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	(Z)	(Z)	(Z)	(Z)	(Z)
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	0.7	0.8	0.8	0.4	0.4
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	0.4	0.4	0.5	0.5	0.5
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	0.4	0.4	0.2	0.2	0.2
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	0.6	0.7	0.2	0.2	0.1
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	0.5	0.4	0.1	0.1	0.1
4236	Operating expenses as a percent of sales	..Electrical Goods	1.9	1.7	0.3	0.3	(S)
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	0.6	0.5	0.7	0.7	0.8
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	0.4	1.1	0.7	0.7	0.6
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	(S)	(S)	1.0	1.0	1.1
424	Operating expenses as a percent of sales	..Nondurable goods	0.2	0.1	0.2	0.3	0.3
4241	Operating expenses as a percent of sales	..Paper and Paper Products	0.3	0.3	2.4	3.5	3.1
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	0.3	0.3	0.5	0.4	0.5
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	0.7	0.8	0.6	0.7	0.7
4244	Operating expenses as a percent of sales	..Groceries and Related Products	0.6	0.5	0.7	0.7	0.7
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	0.2	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	0.1
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	(Z)	(Z)	0.9	0.8	(S)
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	0.3	0.4	0.8	0.8	(S)

Notes:

NA Corresponding estimate in Table 5 is not available because operating expenses for U.S. Merchant Wholesalers except Manufacturers Sales Branches and Offices were not collected prior to 2006.

(Z) Estimate is less than 0.05%.

(S) Corresponding estimate in Table 5 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at <http://www.census.gov/wholesale/www/methodology/011341.html>.

Footnotes:

¹ Estimated 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.

² Revised data.

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 2006

[Estimates are shown as a percentage of sales 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 Variability ¹		
		2004 ²	2005 ²	2006
4251	Total sales	4.3	4.8	5.2
4251	.Sales on own account	16.6	18.7	17.7
4251	.Sales made on the account of others	4.4	4.9	5.4
4251	Commissions received for sales made on the account of others			
4251	.Amount	5.6	6.4	7.6
4251	.As a percent of sales on the account of others	0.1	0.1	0.1
4251	Operating Expenses			
4251	.Amount	5.9	5.6	5.6
4251	.As a percent of sales on the account of others	3.5	3.1	3.0

Notes:

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at <http://www.census.gov/wholesale/www/methodology/011341.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 given as coefficients of variation. Estimated measures of sampling variability for commissions received as a percent of sales on the account of others are given as standard error.

² Revised data.

Table 7a. Estimated Measures of Sampling Variability¹ for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2006

[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.]

		2006				
		Estimated Measures of Sampling Variability ¹				
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	1.1	1.1	0.1	2.3	0.1
423	.Durable goods	1.2	1.3	0.1	2.7	0.1
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	1.6	1.7	0.3	2.3	0.3
4232	..Furniture and Home Furnishings	3.5	3.6	0.3	7.8	0.3
4233	..Lumber & Other Construction Materials	5.1	5.1	0.4	25.1	0.4
4234	..Professional and Commercial Equipment and Supplies	2.9	2.9	0.5	13.9	0.5
42343	...Computer and Computer Peripheral Equipment and Software	4.9	4.3	1.2	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	3.8	3.9	0.5	12.7	0.5
4236	..Electrical Goods	3.9	4.4	0.9	10.6	0.9
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	3.9	3.7	0.3	26.2	0.3
4238	..Machinery, Equipment, and Supplies	2.6	2.6	0.2	15.4	0.2
4239	..Miscellaneous Durable Goods	6.2	6.1	0.5	23.9	0.5
424	.Nondurable goods	2.0	2.0	0.2	6.5	0.2
4241	..Paper and Paper Products	5.2	5.2	0.5	23.2	0.5
4242	..Drugs and Druggists' Sundries	3.4	3.6	0.3	10.0	0.3
4243	..Apparel, Piece Goods, and Notions	4.7	4.6	0.6	10.6	0.6
4244	..Groceries and Related Products	8.1	8.1	0.7	(S)	(S)
4245	..Farm Product Raw Materials	4.9	4.9	0.6	(S)	(S)
4246	..Chemicals and Allied Products	7.5	7.7	0.4	17.0	0.4
4247	..Petroleum and Petroleum Products	4.1	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	2.9	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	5.0	(D)	(D)	(D)	(D)
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	1.1	1.1	0.1	2.6	0.1
423	.Durable goods	1.4	1.5	0.2	3.1	0.2
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	2.5	0.4	2.8	0.4
4232	..Furniture and Home Furnishings	4.1	4.3	0.4	9.0	0.4
4233	..Lumber & Other Construction Materials	5.2	5.2	0.4	27.2	0.4
4234	..Professional and Commercial Equipment and Supplies	3.7	3.8	0.7	15.8	0.7
42343	...Computer and Computer Peripheral Equipment and Software	5.3	4.4	1.3	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	4.2	4.4	0.5	13.7	0.5
4236	..Electrical Goods	4.4	5.1	1.1	11.0	1.1
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	4.1	3.8	0.4	28.6	0.4
4238	..Machinery, Equipment, and Supplies	2.7	2.7	0.3	18.9	0.3
4239	..Miscellaneous Durable Goods	6.5	6.3	0.5	25.4	0.5
424	.Nondurable goods	1.8	1.7	0.2	9.2	0.2
4241	..Paper and Paper Products	6.0	6.1	0.7	(S)	(S)
4242	..Drugs and Druggists' Sundries	3.6	3.7	0.1	(S)	(S)
4243	..Apparel, Piece Goods, and Notions	3.9	4.0	0.6	9.4	0.6
4244	..Groceries and Related Products	6.9	6.4	0.8	(S)	(S)
4245	..Farm Product Raw Materials	4.9	4.9	0.6	(S)	(S)
4246	..Chemicals and Allied Products	5.4	5.6	0.5	17.8	0.5
4247	..Petroleum and Petroleum Products	6.2	6.9	0.7	3.9	0.7
4248	..Beer, Wine, and Distilled Alcoholic Beverages	3.1	3.3	0.4	(S)	(S)
4249	..Miscellaneous Nondurable Goods	5.2	5.1	0.2	27.6	0.2
42	U.S. Manufacturers' Sales Branches and Offices	3.1	3.2	0.2	3.9	0.2
423	.Durable goods	3.2	3.3	0.2	3.8	0.2
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.3	2.3	(Z)	2.1	(Z)
4232	..Furniture and Home Furnishings	12.1	12.4	0.9	(S)	(S)
4233	..Lumber & Other Construction Materials	7.6	7.7	0.1	4.8	0.1
4234	..Professional and Commercial Equipment and Supplies	6.8	7.0	0.2	9.4	0.2
42343	...Computer and Computer Peripheral Equipment and Software	12.0	13.4	1.1	12.1	1.1
4235	..Metals and Minerals, ex. Petroleum	6.3	5.3	0.7	(S)	(S)
4236	..Electrical Goods	7.1	7.1	0.3	12.4	0.3
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	24.1	24.4	0.2	8.4	0.2
4238	..Machinery, Equipment, and Supplies	5.6	5.7	0.2	9.7	0.2
4239	..Miscellaneous Durable Goods	12.8	12.9	0.8	(S)	(S)
424	.Nondurable goods	6.0	6.2	0.3	7.7	0.3
4241	..Paper and Paper Products	8.6	8.6	0.1	5.5	0.1
4242	..Drugs and Druggists' Sundries	5.3	5.6	0.7	11.9	0.7
4243	..Apparel, Piece Goods, and Notions	15.4	14.4	0.7	(S)	(S)
4244	..Groceries and Related Products	21.9	22.7	0.9	19.8	0.9
4246	..Chemicals and Allied Products	18.2	18.3	0.3	(S)	(S)
4247	..Petroleum and Petroleum Products	4.0	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	1.9	1.9	(Z)	(Z)	(Z)
4249	..Miscellaneous Nondurable Goods	9.0	(D)	(D)	(D)	(D)

		2005 ²				
		Estimated Measures of Sampling Variability ¹				
		Total Inventories	Inventories Held Inside the United States		Inventories Held Outside the United States	
2002 NAICS CODE	Kind of Business (sub-parts indicated by one or more leading dots)		Value	As Percent of Total Inventories	Value	As Percent of Total Inventories
42	U.S. Merchant Wholesalers	1.0	1.0	0.1	3.7	0.1
423	.Durable goods	1.3	1.4	0.2	4.0	0.2
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	2.2	0.2	2.0	0.2
4232	..Furniture and Home Furnishings	3.4	3.4	0.4	15.8	0.4
4233	..Lumber & Other Construction Materials	4.8	4.7	0.5	29.6	0.5
4234	..Professional and Commercial Equipment and Supplies	2.5	2.4	0.6	14.2	0.6
42343	...Computer and Computer Peripheral Equipment and Software	4.1	3.2	1.4	28.5	1.4
4235	..Metals and Minerals, ex. Petroleum	3.8	4.0	0.4	12.2	0.4
4236	..Electrical Goods	3.4	3.9	0.9	12.2	0.9
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	3.6	3.6	0.2	20.9	0.2
4238	..Machinery, Equipment, and Supplies	3.1	3.1	0.3	19.8	0.3
4239	..Miscellaneous Durable Goods	4.9	4.9	0.4	15.4	0.4
424	.Nondurable goods	1.7	1.7	0.2	8.6	0.2
4241	..Paper and Paper Products	5.5	5.6	0.6	(S)	(S)
4242	..Drugs and Druggists' Sundries	3.6	3.7	0.2	8.2	0.2
4243	..Apparel, Piece Goods, and Notions	5.5	5.7	0.5	7.2	0.5
4244	..Groceries and Related Products	8.1	8.1	0.9	(S)	(S)
4245	..Farm Product Raw Materials	4.8	4.7	0.3	(S)	(S)
4246	..Chemicals and Allied Products	6.3	6.4	0.3	15.1	0.3
4247	..Petroleum and Petroleum Products	3.2	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	4.2	4.5	1.4	(S)	(S)
4249	..Miscellaneous Nondurable Goods	4.8	(D)	(D)	(D)	(D)
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	1.0	1.0	0.1	4.3	0.1
423	.Durable goods	1.5	1.6	0.2	4.4	0.2
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	3.0	3.3	0.3	2.4	0.3
4232	..Furniture and Home Furnishings	4.0	4.0	0.5	17.0	0.5
4233	..Lumber & Other Construction Materials	4.9	4.8	0.6	(S)	(S)
4234	..Professional and Commercial Equipment and Supplies	3.2	3.0	0.7	15.5	0.7
42343	...Computer and Computer Peripheral Equipment and Software	4.6	3.6	1.5	(S)	(S)
4235	..Metals and Minerals, ex. Petroleum	4.5	4.7	0.5	14.1	0.5
4236	..Electrical Goods	4.0	4.5	1.0	12.9	1.0
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	3.9	3.8	0.2	21.6	0.2
4238	..Machinery, Equipment, and Supplies	3.4	3.3	0.3	25.9	0.3
4239	..Miscellaneous Durable Goods	5.2	5.1	0.4	16.7	0.4
424	.Nondurable goods	1.4	1.2	0.3	12.6	0.3
4241	..Paper and Paper Products	5.9	5.9	0.7	(S)	(S)
4242	..Drugs and Druggists' Sundries	3.6	3.7	0.1	26.8	0.1
4243	..Apparel, Piece Goods, and Notions	4.4	4.6	0.6	6.8	0.6
4244	..Groceries and Related Products	6.4	6.0	1.1	(S)	(S)
4245	..Farm Product Raw Materials	4.8	4.7	0.3	(S)	(S)
4246	..Chemicals and Allied Products	4.8	4.9	0.4	15.0	0.4
4247	..Petroleum and Petroleum Products	4.8	4.9	0.1	4.3	0.1
4248	..Beer, Wine, and Distilled Alcoholic Beverages	4.5	4.8	1.5	(S)	(S)
4249	..Miscellaneous Nondurable Goods	5.4	5.4	0.3	(S)	(S)
42	U.S. Manufacturers' Sales Branches and Offices	2.8	2.8	0.1	3.6	0.1
423	.Durable goods	2.4	2.5	0.1	3.1	0.1
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	2.2	(Z)	2.1	(Z)
4232	..Furniture and Home Furnishings	8.5	8.8	0.4	15.1	0.4
4233	..Lumber & Other Construction Materials	7.7	7.8	0.1	4.8	0.1
4234	..Professional and Commercial Equipment and Supplies	6.2	6.4	0.2	9.5	0.2
42343	...Computer and Computer Peripheral Equipment and Software	11.7	12.2	0.6	10.7	0.6
4235	..Metals and Minerals, ex. Petroleum	5.6	4.8	0.6	(S)	(S)
4236	..Electrical Goods	6.3	6.3	0.2	12.5	0.2
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	24.1	24.1	0.1	(S)	(S)
4238	..Machinery, Equipment, and Supplies	6.3	6.4	0.3	11.1	0.3
4239	..Miscellaneous Durable Goods	12.3	12.5	0.9	(S)	(S)
424	.Nondurable goods	5.6	5.8	0.2	7.6	0.2
4241	..Paper and Paper Products	9.7	9.7	(Z)	5.6	0.6
4242	..Drugs and Druggists' Sundries	5.4	5.6	0.6	10.4	0.6
4243	..Apparel, Piece Goods, and Notions	19.9	18.6	0.6	(S)	(S)
4244	..Groceries and Related Products	21.8	22.1	0.2	10.2	0.2
4246	..Chemicals and Allied Products	15.5	15.5	0.2	(S)	(S)
4247	..Petroleum and Petroleum Products	3.5	(D)	(D)	(D)	(D)
4248	..Beer, Wine, and Distilled Alcoholic Beverages	1.9	(D)	(D)	(D)	(D)
4249	..Miscellaneous Nondurable Goods	8.8	(D)	(D)	(D)	(D)

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) Corresponding estimate in Table 7 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

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

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at <http://www.census.gov/wholesale/www/methodology/011341.html>.

Footnote:

¹ Estimated 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 given 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 given as standard error.

² Revised data.