

# **2010 Annual Wholesale Trade Survey**

## **Summary of Changes**

AWTS estimates were revised to reflect historical corrections to current sample data. Corrections are made to replace previously reported data with more accurate data received at a later date or to replace imputed data with reported data obtained from the company. For more information, refer to the Benchmarking section of the Annual Methodology link located below.

# Annual Methodology

**Confidentiality:** [Title 13](#) of the United States Code authorizes the Census Bureau to conduct censuses and surveys. Section 9 of the same Title requires that any information collected from the public under the authority of Title 13 be maintained as confidential. Section 214 of Title 13 and Sections 3559 and 3571 of Title 18 of the United States Code provide for the imposition of penalties of up to five years in prison and up to \$250,000 in fines for wrongful disclosure of confidential census information. The Census Bureau's internal Disclosure Review Board sets the confidentiality rules for all data releases. A checklist approach is used to ensure that all potential risks to the confidentiality of the data are considered and addressed.

**Disclosure Statement:** A disclosure of data occurs when an individual can use published statistical information to identify either an individual or firm that has provided information under a pledge of confidentiality. Disclosure limitation is the process used to protect the confidentiality of the survey data provided by an individual or [firm](#). Using disclosure limitation procedures, the Census Bureau modifies or removes the characteristics that put confidential information at risk for disclosure. Although it may appear that a table shows information about a specific individual or business, the Census Bureau has taken steps to disguise or suppress the original data while making sure the results are still useful. The techniques used by the Census Bureau to protect confidentiality in tabulations vary, depending on the type of data.

**Sampling Frame:** Companies, parts of companies (defined by Employer Identification Numbers, or [EINs](#)), and single-unit [establishments](#) (also defined by EINs) that are located in the United States, have paid employees, and are classified in wholesale trade as defined by the 2002 NAICS. This includes wholesalers that take title to the goods they sell such as jobbers, industrial distributors, exporters, importers, and [Manufacturers' Sales Branches and Offices](#) (MSBOs), as well as companies that do not take title of the goods they sell such as [agents](#), merchandise or commodity brokers, commission merchants, and electronic business-to-business markets. The EIN is the identifier employer businesses use to report Social Security payroll withholdings to the Federal government. Read more about the AWTS sampling frame in Appendix A.

**Sample Design and Size:** The [sample](#) for AWTS consists of three separate samples: (1) a sample of merchant wholesalers, excluding MSBOs, (2) a sample of MSBOs, and (3) a sample of wholesale electronic markets and agents and brokers. AWTS uses a stratified, one-stage design with primary strata defined by industry (e.g., Motor Vehicle and Motor Vehicle Parts, Furniture and Home Furnishings, Grocery, etc.). There are 59 primary strata: 40 from the merchant wholesale sample, 17 from the MSBOs sample, and 2 from the Agents and Brokers sample. The primary strata are substratified into 4, 7, 10, or 13 annual sales size strata. The largest sales size stratum within each industry stratum consists of companies, all of which are selected with certainty (sampling [weight](#) equal to one). The other strata are populated by EINs. Sample sizes are computed to meet multiple coefficient of variation constraints on estimated annual sales and end-of-year inventory totals. Constraints are specified at detailed industry levels and at broad levels up to the total wholesale level. Sampling weights range from 1 to 250. Units are selected independently between strata using simple random sampling without replacement within the size substrata. The sample consists of approximately 2,100 certainty companies and 5,900 EINs. Updates to the sample are made on a quarterly basis to account for new businesses, deaths, and other changes to the universe. Read more about how the AWTS sample is stratified, selected, and maintained in Appendix B.

**Data Collection:** Data are collected by mail, fax, Internet, and telephone. Response is mandatory under the authority of an Act of Congress, [Title 13](#), United States Code, Sections 182, 224, and 225. Firms in the AWTS sample are asked to report their data for the year just ending. Two years of data are requested in the year in which a new sample is introduced.

**Data Items Requested:** Data items requested include annual sales, e-commerce sales, number of establishments covered by the report, value of [inventories](#), inventory by valuation, inventory outside of the United States, total purchases of products, total operating expenses and the ending date of the report period if the data provided are for a period other than the calendar year.

**Estimation and Sampling Variance:** Total estimates are computed using the Horvitz-Thompson estimator (i.e., as the sum of weighted data (reported or imputed) for all selected sampling units that meet the sample canvass and tabulation criteria). The weight for a given sampling unit is the reciprocal of its probability of selection into the AWTS sample. These estimates are input to a benchmarking procedure, as described below. Variances are estimated using the method of random groups and are used to determine if measured changes

are statistically significant. Read more about how the AWTS arrives at its estimates and the reliability of those estimates in Appendix C.

**Response Rates:** Economic surveys at the Census Bureau are required to compute two different types of response rates: a unit response rate and weighted item response rates. Read more about AWTS response rates (including the 2010 rates) in Appendix D.

**Benchmarking:** Final results of the 2007 Economic Census are used to benchmark the AWTS sales estimates for MSBOs and merchant wholesale excluding MSBOs. Prior to benchmarking to final 2007 Economic Census results, two operations are performed:

- Historical corrections are made to current sample data back to 2004. Corrections are made to replace previously reported data with more accurate data received at a later date or to replace imputed data with reported data obtained from the company.
- Sales estimates from the current sample are linked to the published census-adjusted estimates from the prior sample. For a given detailed industry based on the 2002 North American Industry Classification System (NAICS), the linking is performed by multiplying the sample-based sales estimate by a ratio. The numerator and denominator of the ratio are as follows:
  - The numerator is the 2004 published census-adjusted sales estimate for the industry from the prior sample.
  - The denominator is the 2004 sales estimate for the industry from the current sample.

The resulting sales estimates (call these "modified" sales estimates) for 2002 through 2010 are input to the benchmarking program. Using this program, the modified sales estimates for 2002 through 2010 are revised in a manner that:

- Uses the 2002 and 2007 Economic Census sales totals as constraints.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 2003 through 2010.

Refer to the estimates output from the benchmarking operation as "benchmarked."

A method similar to the one for adjusting sales is used to adjust end-of-year inventories and purchases estimates for merchant wholesalers, excluding MSBOs. First, the sales ratio described above is applied to the sample-based estimates for the given detailed industry for 2004 and subsequent years, resulting in adjusted estimates for these years. Then, the published adjusted estimates for 1998 through 2004 from the prior sample are input to the benchmarking program. Using this program, the estimates for 1999 through 2004 are revised in a manner that:

- Uses the published adjusted estimate for 1998 from the prior sample as a constraint, resulting in no revision to the published 1998 estimate.
- Uses the adjusted estimate for 2004 from the current sample as a constraint.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 1999 through 2004.

The resulting modified inventories and purchases estimates for 1997 through 2010 are input to the benchmarking program. Using this program, the modified estimates for 1997 through 2010 are revised in a manner that:

- Uses 1997, 2002, and 2007 constraints for inventories and purchases where the constraints are calculated by multiplying the modified inventories and purchases estimates just calculated by the ratio of the benchmarked-to-modified sales.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 1998 through 2010.

Benchmarked e-commerce estimates are produced in a manner similar to that used for inventories and purchases, except 1998 is used as a constraint because e-commerce was not collected prior to 1998.

For merchant wholesalers excluding MSBOs, benchmarked total expenses estimates for 2006 and subsequent years are calculated by multiplying the Horvitz-Thompson estimates of total expenses by the ratio of the benchmarked-to-modified sales estimates for the corresponding year. To compute benchmarked estimates of Electronic Data Interchange (EDI) sales for 2000 and subsequent years, first the modified EDI estimates are calculated as done for e-commerce. Then, the modified EDI estimates are multiplied by the ratio of the benchmarked-to-modified e-commerce estimates. Benchmarked foreign inventories estimates for 2005 and subsequent years are calculated by multiplying the Horvitz-Thompson estimates of foreign inventories by the ratio of the benchmarked-to-modified total inventories estimates for the corresponding year.

For MSBOs, benchmarked total inventories, expenses, and e-commerce estimates for 2002 and subsequent years are produced using the same methodology as used for the total inventories of merchant wholesalers excluding MSBOs. Benchmarked foreign inventory estimates for 2005 and subsequent years are produced using the same methodology as used for foreign inventories of merchant wholesalers excluding MSBOs.

For Wholesale Electronic Markets and Agents and Brokers (NAICS 425), benchmarked estimates for 2004 and subsequent years are produced by multiplying the Horvitz-Thompson estimates by a ratio. The numerator and denominator of the ratio are as follows:

- The numerator is the sum of the gross selling value and sales on own account from the 2007 Economic Census.
- The denominator is the sum of the Horvitz-Thompson estimates for gross selling value and sales on own account for 2007 from the AWTS sample.

Benchmarked estimates at aggregate industry levels are computed by summing the benchmarked estimates for the appropriate detailed industries comprising the aggregate.

**Table 1. Estimated Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2010**

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007 <sup>1</sup>	2008 <sup>1</sup>	2009 <sup>1</sup>	2010
<b>42</b>	<b>Sales</b>	<b>U.S. Merchant Wholesalers</b>	<b>4,162,169</b>	<b>4,371,003</b>	<b>4,846,072</b>	<b>5,255,385</b>	<b>5,600,568</b>	<b>5,888,989</b>	<b>6,148,518</b>	<b>5,157,837</b>	<b>5,773,411</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>2,171,268</b>	<b>2,221,409</b>	<b>2,496,552</b>	<b>2,661,620</b>	<b>2,840,889</b>	<b>2,898,089</b>	<b>2,834,079</b>	<b>2,306,739</b>	<b>2,618,197</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	598,718	604,752	643,118	651,655	680,696	670,929	565,130	458,834	562,275
4232	Sales	Furniture and Home Furnishings	71,428	73,952	80,445	85,670	91,638	92,477	85,766	70,382	72,022
4233	Sales	Lumber & Other Construction Materials	115,507	129,244	156,873	174,793	182,838	171,360	157,695	125,224	125,533
4234	Sales	Professional and Commercial Equipment and Supplies	406,447	419,149	448,955	469,437	482,464	485,743	501,032	473,326	508,202
42343	Sales	Computer and Computer Peripheral Equipment and Software	232,521	236,825	251,232	262,955	259,144	253,909	267,164	254,062	282,450
4235	Sales	Metals and Minerals, ex. Petroleum	117,455	119,520	168,567	192,116	219,092	227,049	241,218	143,205	175,721
4236	Sales	Electrical Goods	322,376	325,080	365,654	386,376	418,304	453,031	454,331	398,242	447,767
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	84,579	88,842	100,102	114,244	129,519	132,257	127,832	105,313	109,862
4238	Sales	Machinery, Equipment, and Supplies	297,936	303,202	341,908	387,925	419,280	429,560	453,711	357,634	397,720
4239	Sales	Miscellaneous Durable Goods	156,822	157,668	199,930	199,404	217,058	235,683	247,364	174,579	219,095
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>1,990,901</b>	<b>2,149,594</b>	<b>2,349,520</b>	<b>2,593,765</b>	<b>2,759,679</b>	<b>2,990,900</b>	<b>3,314,439</b>	<b>2,851,098</b>	<b>3,155,214</b>
4241	Sales	Paper and Paper Products	114,411	116,980	128,722	136,022	141,712	139,601	141,228	127,297	132,190
4242	Sales	Drugs and Druggists' Sundries	386,858	430,360	472,320	518,166	547,742	562,328	587,141	583,863	600,939
4243	Sales	Apparel, Piece Goods, and Notions	118,346	117,854	124,563	132,253	138,201	148,154	144,603	129,442	138,767
4244	Sales	Groceries and Related Products	511,438	543,358	555,941	584,286	613,917	667,143	690,352	680,157	705,372
4245	Sales	Farm Product Raw Materials	103,403	111,758	115,579	105,952	111,885	145,787	196,440	164,604	182,756
4246	Sales	Chemicals and Allied Products	126,126	133,284	148,558	164,269	168,968	182,177	199,792	158,071	186,274
4247	Sales	Petroleum and Petroleum Products	321,246	387,245	470,477	599,128	674,071	764,073	942,187	617,116	806,242
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	87,559	91,231	96,248	103,905	108,564	115,571	121,085	119,745	121,411
4249	Sales	Miscellaneous Nondurable Goods	221,514	217,524	237,112	249,784	254,619	266,066	291,611	270,803	281,263
<b>42</b>	<b>Inventories</b>	<b>U.S. Merchant Wholesalers</b>	<b>380,775</b>	<b>394,621</b>	<b>434,610</b>	<b>475,512</b>	<b>513,376</b>	<b>546,042</b>	<b>568,962</b>	<b>505,548</b>	<b>557,934</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>216,531</b>	<b>225,713</b>	<b>256,581</b>	<b>281,273</b>	<b>306,792</b>	<b>315,011</b>	<b>330,826</b>	<b>274,286</b>	<b>297,824</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	36,917	43,518	46,182	50,798	53,123	55,702	58,895	45,710	48,892
4232	Inventories	Furniture and Home Furnishings	7,572	8,104	8,760	9,504	10,291	10,550	9,939	8,274	8,983
4233	Inventories	Lumber & Other Construction Materials	10,180	11,919	15,235	16,883	17,529	17,440	16,740	13,616	14,209
4234	Inventories	Professional and Commercial Equipment and Supplies	30,842	31,134	33,460	34,891	37,463	37,931	39,128	36,454	39,331
42343	Inventories	Computer and Computer Peripheral Equipment and Software	11,599	12,081	12,751	12,802	13,327	13,143	13,569	13,436	14,540
4235	Inventories	Metals and Minerals, ex. Petroleum	16,808	16,983	25,520	27,889	33,811	33,323	37,387	24,827	28,682
4236	Inventories	Electrical Goods	30,346	29,895	33,029	36,699	40,873	43,767	46,154	38,709	43,584
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	12,380	12,940	14,838	16,983	19,097	19,879	19,195	16,770	17,581
4238	Inventories	Machinery, Equipment, and Supplies	52,499	50,911	57,059	63,517	69,865	72,295	78,197	68,301	73,334
4239	Inventories	Miscellaneous Durable Goods	18,987	20,309	22,498	24,109	24,740	24,124	25,191	21,625	23,228
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>164,244</b>	<b>168,908</b>	<b>178,029</b>	<b>194,239</b>	<b>206,584</b>	<b>231,031</b>	<b>238,136</b>	<b>231,262</b>	<b>260,110</b>
4241	Inventories	Paper and Paper Products	8,255	8,395	9,584	10,359	10,953	11,307	11,791	10,499	11,258
4242	Inventories	Drugs and Druggists' Sundries	44,729	46,003	47,056	46,096	48,350	48,766	57,726	50,638	54,976
4243	Inventories	Apparel, Piece Goods, and Notions	16,734	16,672	17,439	19,269	19,631	19,867	20,859	16,757	19,718
4244	Inventories	Groceries and Related Products	23,278	25,047	26,108	28,686	30,871	34,142	37,523	35,719	38,934
4245	Inventories	Farm Product Raw Materials	11,604	13,887	10,022	11,271	14,636	20,965	17,997	20,390	28,346
4246	Inventories	Chemicals and Allied Products	12,340	12,419	13,251	14,538	15,217	16,975	18,075	15,183	17,357
4247	Inventories	Petroleum and Petroleum Products	17,299	17,244	22,580	30,175	33,291	41,148	31,075	42,063	47,376
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	7,503	7,804	8,326	8,996	9,545	10,858	12,119	11,370	11,675
4249	Inventories	Miscellaneous Nondurable Goods	22,502	21,437	23,663	24,849	24,090	27,003	30,971	28,643	30,470

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/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnotes:

<sup>1</sup> Revised data.

**Table 2. Estimated Sales and Inventories of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1998 through 2010**

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	1998 <sup>f</sup>	1999 <sup>f</sup>	2000 <sup>f</sup>	2001 <sup>f</sup>	2002 <sup>f</sup>	2003 <sup>f</sup>	2004 <sup>f</sup>	2005 <sup>f</sup>	2006 <sup>f</sup>	2007 <sup>f</sup>	2008 <sup>f</sup>	2009 <sup>f</sup>	2010
<b>42</b>	<b>Sales</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>2,427,120</b>	<b>2,599,159</b>	<b>2,814,554</b>	<b>2,785,152</b>	<b>2,835,528</b>	<b>2,971,816</b>	<b>3,316,403</b>	<b>3,613,381</b>	<b>3,904,209</b>	<b>4,174,286</b>	<b>4,431,775</b>	<b>3,699,214</b>	<b>4,132,327</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>1,306,545</b>	<b>1,406,371</b>	<b>1,486,673</b>	<b>1,422,195</b>	<b>1,421,503</b>	<b>1,461,729</b>	<b>1,680,871</b>	<b>1,814,405</b>	<b>1,982,844</b>	<b>2,074,466</b>	<b>2,076,292</b>	<b>1,669,710</b>	<b>1,875,793</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	183,741	212,357	222,243	234,902	251,947	260,267	283,835	303,768	335,753	341,227	308,099	251,299	294,687
4232	Sales	Furniture and Home Furnishings	43,020	46,925	52,697	52,433	53,484	55,490	59,807	63,006	69,081	69,112	64,150	50,973	52,499
4233	Sales	Lumber & Other Construction Materials	79,784	88,505	87,179	89,730	95,091	105,146	127,454	139,034	141,704	126,543	116,430	90,421	92,038
4234	Sales	Professional and Commercial Equipment and Supplies	257,518	281,843	282,230	267,795	272,462	275,214	301,539	316,877	330,879	354,304	357,757	334,857	361,382
42343	Sales	Computer and Computer Peripheral Equipment and Software	157,836	175,779	174,848	153,845	150,618	144,261	157,434	163,102	161,363	171,303	175,412	165,832	187,865
4235	Sales	Metals and Minerals, ex. Petroleum	88,514	86,514	93,806	84,847	81,746	81,205	120,757	136,133	158,202	165,861	177,483	103,597	124,694
4236	Sales	Electrical Goods	201,145	224,125	260,041	231,864	222,957	232,560	265,016	284,403	319,575	348,960	354,447	310,118	346,362
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	65,540	68,505	72,056	69,047	70,431	74,428	84,150	95,016	109,064	112,204	108,390	89,555	94,875
4238	Sales	Machinery, Equipment, and Supplies	243,698	247,993	256,089	247,226	227,758	230,427	259,353	287,698	311,938	328,820	349,677	270,492	296,518
4239	Sales	Miscellaneous Durable Goods	143,585	149,604	160,332	144,351	145,627	146,992	178,960	188,470	206,648	227,435	239,859	168,398	212,738
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>1,120,575</b>	<b>1,192,788</b>	<b>1,327,881</b>	<b>1,362,957</b>	<b>1,414,025</b>	<b>1,510,087</b>	<b>1,635,532</b>	<b>1,798,976</b>	<b>1,921,365</b>	<b>2,099,820</b>	<b>2,355,483</b>	<b>2,029,504</b>	<b>2,256,534</b>
4241	Sales	Paper and Paper Products	69,102	73,158	77,774	76,232	76,646	74,052	81,904	87,230	90,406	91,264	90,460	81,274	83,458
4242	Sales	Drugs and Druggists' Sundries	125,599	151,527	175,979	210,672	245,625	271,955	293,023	322,378	340,845	351,783	368,969	376,555	391,482
4243	Sales	Apparel, Piece Goods, and Notions	86,821	90,369	96,501	98,961	105,803	107,037	113,729	121,214	128,451	139,674	136,556	123,372	132,514
4244	Sales	Groceries and Related Products	341,626	356,093	374,725	377,179	385,881	402,063	402,916	422,166	436,655	475,772	489,866	479,982	499,533
4245	Sales	Farm Product Raw Materials	110,042	100,411	102,666	100,886	103,403	111,758	115,579	105,952	111,885	145,787	196,440	164,604	182,756
4246	Sales	Chemicals and Allied Products	56,300	57,713	62,259	64,183	67,721	70,932	78,857	90,868	94,713	102,257	115,516	88,850	102,247
4247	Sales	Petroleum and Petroleum Products	119,015	139,739	195,766	191,529	192,666	229,531	283,977	369,883	428,482	486,909	628,777	401,988	541,307
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	61,759	67,330	71,337	74,854	79,189	82,844	86,918	92,225	98,382	103,825	109,266	108,716	111,218
4249	Sales	Miscellaneous Nondurable Goods	150,311	156,448	170,874	168,461	161,091	159,915	178,629	187,060	191,546	202,549	219,633	204,163	212,019
<b>42</b>	<b>Inventories</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>272,575</b>	<b>290,407</b>	<b>309,764</b>	<b>298,651</b>	<b>302,807</b>	<b>309,856</b>	<b>340,823</b>	<b>368,842</b>	<b>399,872</b>	<b>426,664</b>	<b>442,903</b>	<b>391,532</b>	<b>432,070</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>175,994</b>	<b>187,763</b>	<b>198,579</b>	<b>182,595</b>	<b>182,242</b>	<b>186,248</b>	<b>212,937</b>	<b>232,362</b>	<b>255,356</b>	<b>261,895</b>	<b>276,183</b>	<b>225,794</b>	<b>245,126</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	23,453	26,816	28,796	27,581	30,019	31,743	33,923	37,809	40,474	42,081	46,292	35,235	38,322
4232	Inventories	Furniture and Home Furnishings	5,268	5,706	6,413	6,052	6,401	6,853	7,278	7,919	8,542	8,627	8,226	6,454	7,036
4233	Inventories	Lumber & Other Construction Materials	7,365	8,128	8,328	8,276	8,677	10,152	12,932	13,896	14,104	13,326	12,764	10,348	10,966
4234	Inventories	Professional and Commercial Equipment and Supplies	26,698	27,844	27,323	23,572	23,847	23,888	25,797	26,713	29,165	29,843	30,201	27,693	29,639
42343	Inventories	Computer and Computer Peripheral Equipment and Software	12,985	13,545	12,124	9,349	9,045	9,554	10,263	10,312	10,800	10,615	10,671	10,366	11,345
4235	Inventories	Metals and Minerals, ex. Petroleum	12,947	12,983	13,645	12,337	12,580	12,789	20,087	21,066	26,494	25,131	29,075	18,694	21,782
4236	Inventories	Electrical Goods	24,234	27,400	31,264	26,607	25,412	25,424	28,430	30,972	34,922	37,644	39,710	33,437	37,367
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	10,181	10,496	11,532	11,018	11,121	11,743	13,547	15,337	17,227	18,064	17,292	15,006	15,894
4238	Inventories	Machinery, Equipment, and Supplies	47,762	49,757	51,057	49,028	46,370	44,574	49,675	55,672	60,780	63,911	68,375	58,197	61,849
4239	Inventories	Miscellaneous Durable Goods	18,086	18,633	20,221	18,124	17,815	19,082	21,268	22,978	23,648	23,268	24,248	20,730	22,271
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>96,581</b>	<b>102,644</b>	<b>111,185</b>	<b>116,056</b>	<b>120,565</b>	<b>123,608</b>	<b>127,886</b>	<b>136,480</b>	<b>144,516</b>	<b>164,769</b>	<b>166,720</b>	<b>165,738</b>	<b>186,944</b>
4241	Inventories	Paper and Paper Products	5,890	5,983	6,747	5,989	5,641	5,712	6,588	7,155	7,296	7,470	7,799	6,944	7,446
4242	Inventories	Drugs and Druggists' Sundries	15,873	19,278	23,901	30,681	32,135	32,294	31,888	30,208	30,876	32,130	32,543	32,989	34,810
4243	Inventories	Apparel, Piece Goods, and Notions	14,021	13,703	14,209	14,643	15,136	14,945	15,833	17,379	17,808	18,180	19,385	15,575	18,417
4244	Inventories	Groceries and Related Products	19,037	20,372	20,509	19,278	20,410	20,226	20,687	22,625	23,934	26,819	28,807	27,488	30,232
4245	Inventories	Farm Product Raw Materials	10,912	10,610	11,464	11,309	11,604	13,887	10,022	11,271	14,636	20,965	17,997	20,390	28,346
4246	Inventories	Chemicals and Allied Products	5,783	6,079	6,047	6,158	6,610	6,685	7,383	8,259	9,505	10,356	8,710	9,900	
4247	Inventories	Petroleum and Petroleum Products	3,793	4,359	5,234	5,302	6,112	6,740	9,755	12,619	13,942	18,536	14,957	21,839	24,001
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	5,796	6,147	6,494	6,348	6,933	7,200	7,705	8,366	9,106	10,292	11,506	10,787	11,221
4249	Inventories	Miscellaneous Nondurable Goods	15,476	16,113	16,580	16,348	15,984	15,919	18,025	18,598	18,511	20,872	23,370	21,016	22,571

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/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnotes:  
<sup>f</sup> Revised data.

**Table 3. Estimated Sales and Inventories of U.S. Manufacturers' Sales Branches and Offices: 2002 through 2010**

[Sales and inventory estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>r</sup>	2003 <sup>r</sup>	2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
<b>42</b>	<b>Sales</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>1,326,641</b>	<b>1,399,187</b>	<b>1,529,669</b>	<b>1,642,004</b>	<b>1,696,359</b>	<b>1,714,703</b>	<b>1,716,743</b>	<b>1,458,623</b>	<b>1,641,084</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>749,765</b>	<b>759,680</b>	<b>815,681</b>	<b>847,215</b>	<b>858,045</b>	<b>823,623</b>	<b>757,787</b>	<b>637,029</b>	<b>742,404</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	346,771	344,485	359,283	347,887	344,943	329,702	257,031	207,535	267,588
4232	Sales	Furniture and Home Furnishings	17,944	18,462	20,638	22,664	22,557	23,365	21,616	19,409	19,523
4233	Sales	Lumber & Other Construction Materials	20,416	24,098	29,419	35,759	41,134	44,817	41,265	34,803	33,495
4234	Sales	Professional and Commercial Equipment and Supplies	133,985	143,935	147,416	152,560	151,585	131,439	143,275	138,469	146,820
42343	Sales	Computer and Computer Peripheral Equipment and Software	81,903	92,564	93,798	99,853	97,781	82,606	91,752	88,230	94,585
4235	Sales	Metals and Minerals, ex. Petroleum	35,709	38,315	47,810	55,983	60,890	61,188	63,735	39,608	51,027
4236	Sales	Electrical Goods	99,419	92,520	100,638	101,973	S	104,071	S	88,124	S
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	14,148	14,414	15,952	19,228	20,455	20,053	19,442	15,758	14,987
4238	Sales	Machinery, Equipment, and Supplies	70,178	72,775	82,555	100,227	107,342	100,740	104,034	87,142	101,202
4239	Sales	Miscellaneous Durable Goods	11,195	10,676	11,970	10,934	10,410	8,248	7,505	6,181	6,357
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>576,876</b>	<b>639,507</b>	<b>713,988</b>	<b>794,789</b>	<b>838,314</b>	<b>891,080</b>	<b>958,956</b>	<b>821,594</b>	<b>898,680</b>
4241	Sales	Paper and Paper Products	41,765	42,928	S	48,792	51,306	48,337	50,768	46,023	48,732
4242	Sales	Drugs and Druggists' Sundries	141,233	158,405	179,297	195,788	206,897	210,545	218,172	207,308	209,457
4243	Sales	Apparel, Piece Goods, and Notions	12,543	10,817	10,834	11,039	9,750	8,480	8,047	6,070	6,253
4244	Sales	Groceries and Related Products	125,557	141,295	153,025	162,120	177,262	191,371	200,486	200,175	205,839
4246	Sales	Chemicals and Allied Products	58,405	62,352	69,701	73,401	74,255	79,920	84,276	69,221	84,027
4247	Sales	Petroleum and Petroleum Products	128,580	157,714	186,500	229,245	245,589	277,164	313,410	215,128	264,935
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	8,370	8,387	9,330	11,680	S	11,746	11,819	11,029	S
4249	Sales	Miscellaneous Nondurable Goods	60,423	57,609	58,483	62,724	63,073	63,517	71,978	66,640	69,244
<b>42</b>	<b>Inventories</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>77,968</b>	<b>84,765</b>	<b>93,787</b>	<b>106,670</b>	<b>113,504</b>	<b>119,378</b>	<b>126,059</b>	<b>114,016</b>	<b>125,864</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>34,289</b>	<b>39,465</b>	<b>43,644</b>	<b>48,911</b>	<b>51,436</b>	<b>53,116</b>	<b>54,643</b>	<b>48,492</b>	<b>52,698</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	6,898	11,775	12,259	12,989	12,649	13,621	12,603	10,475	10,570
4232	Inventories	Furniture and Home Furnishings	1,171	1,251	1,482	S	1,749	1,923	1,713	1,820	1,947
4233	Inventories	Lumber & Other Construction Materials	1,503	1,767	2,303	2,987	3,425	4,114	3,976	3,268	3,243
4234	Inventories	Professional and Commercial Equipment and Supplies	6,995	7,246	7,663	8,178	8,298	8,088	8,927	8,761	9,692
42343	Inventories	Computer and Computer Peripheral Equipment and Software	2,554	2,527	2,488	2,490	2,527	2,528	2,898	3,070	S
4235	Inventories	Metals and Minerals, ex. Petroleum	4,228	4,194	5,433	6,823	7,317	8,192	8,312	6,133	6,900
4236	Inventories	Electrical Goods	4,934	4,471	4,599	5,727	5,951	6,123	6,444	5,272	6,217
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	1,259	1,197	1,291	1,646	1,870	1,815	1,903	1,764	1,687
4238	Inventories	Machinery, Equipment, and Supplies	6,129	6,337	7,384	7,845	9,085	8,384	9,822	10,104	11,485
4239	Inventories	Miscellaneous Durable Goods	1,172	1,227	1,230	1,131	1,092	856	943	895	957
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>43,679</b>	<b>45,300</b>	<b>50,143</b>	<b>57,759</b>	<b>62,068</b>	<b>66,262</b>	<b>71,416</b>	<b>65,524</b>	<b>73,166</b>
4241	Inventories	Paper and Paper Products	2,614	2,683	S	S	S	S	S	3,555	3,812
4242	Inventories	Drugs and Druggists' Sundries	12,594	13,709	15,168	15,888	17,474	16,636	25,183	17,649	20,166
4243	Inventories	Apparel, Piece Goods, and Notions	1,598	1,727	1,606	1,890	1,823	1,687	1,474	S	S
4244	Inventories	Groceries and Related Products	2,868	4,821	5,421	6,061	6,937	7,323	8,716	8,231	8,702
4246	Inventories	Chemicals and Allied Products	5,730	5,734	5,868	6,279	6,810	7,470	7,719	6,473	7,457
4247	Inventories	Petroleum and Petroleum Products	11,187	10,504	12,825	17,556	19,349	22,612	16,118	20,224	23,375
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	570	604	621	630	439	566	613	583	454
4249	Inventories	Miscellaneous Nondurable Goods	6,518	5,518	5,638	6,251	5,579	6,131	7,601	7,627	7,899

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/standards/standardf1.html>.

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/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnotes:

<sup>r</sup> 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:**

[Purchases and gross margins estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	1998 <sup>1</sup>	1999 <sup>1</sup>	2000 <sup>1</sup>	2001 <sup>1</sup>	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007 <sup>1</sup>	2008 <sup>1</sup>	2009 <sup>1</sup>	2010
<b>42</b>	<b>Purchases</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>1,942,912</b>	<b>2,083,401</b>	<b>2,270,344</b>	<b>2,234,646</b>	<b>2,281,909</b>	<b>2,410,994</b>	<b>2,714,735</b>	<b>2,954,854</b>	<b>3,188,964</b>	<b>3,416,205</b>	<b>3,649,493</b>	<b>3,010,782</b>	<b>3,406,178</b>
<b>423</b>	<b>Purchases</b>	<b>Durable goods</b>	<b>1,011,882</b>	<b>1,091,843</b>	<b>1,153,953</b>	<b>1,091,649</b>	<b>1,089,707</b>	<b>1,128,518</b>	<b>1,315,194</b>	<b>1,415,330</b>	<b>1,545,290</b>	<b>1,615,465</b>	<b>1,619,165</b>	<b>1,279,277</b>	<b>1,460,259</b>
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplie	145,700	169,802	176,251	186,328	200,549	213,005	234,795	251,537	278,630	284,538	255,300	203,007	242,201
4232	Purchases	Furniture and Home Furnishings	31,026	33,627	37,431	36,578	39,900	38,336	41,987	44,795	48,353	46,675	45,148	35,656	37,265
4233	Purchases	Lumber & Other Construction Material	65,528	72,748	81,070	71,943	76,096	84,286	102,800	110,696	111,276	97,017	89,038	68,401	70,758
4234	Purchases	Professional and Commercial Equipment and Supplie	200,876	221,439	221,601	205,241	207,113	210,278	233,958	245,736	255,555	275,551	275,500	257,960	281,073
42343	Purchases	Computer and Computer Peripheral Equipment and Softwa	132,911	149,779	148,613	128,152	124,590	120,900	132,508	137,605	137,398	146,293	146,444	137,073	155,936
4235	Purchases	Metals and Minerals, ex. Petroleum	72,164	69,907	75,594	67,910	65,765	66,046	98,788	111,036	130,898	138,679	147,878	83,352	103,907
4236	Purchases	Electrical Goods	157,064	174,782	203,330	179,822	173,472	181,894	208,940	225,677	248,639	272,153	276,136	238,788	269,159
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplie	49,491	51,312	53,643	49,037	50,081	52,588	61,253	68,670	78,737	80,557	78,213	64,158	69,010
4238	Purchases	Machinery, Equipment, and Supplie	179,982	183,291	189,799	182,366	166,758	168,318	191,692	210,649	230,780	239,723	258,798	195,346	217,014
4239	Purchases	Miscellaneous Durable Goods	110,051	114,935	125,234	112,424	112,983	113,777	140,981	146,534	161,822	178,572	193,145	132,609	169,872
<b>424</b>	<b>Purchases</b>	<b>Nondurable goods</b>	<b>931,030</b>	<b>991,558</b>	<b>1,116,391</b>	<b>1,142,997</b>	<b>1,192,202</b>	<b>1,282,476</b>	<b>1,399,541</b>	<b>1,539,524</b>	<b>1,643,674</b>	<b>1,800,740</b>	<b>2,030,328</b>	<b>1,731,505</b>	<b>1,945,919</b>
4241	Purchases	Paper and Paper Products	54,108	57,624	61,933	61,363	58,703	60,525	68,723	70,063	72,193	72,780	72,160	64,678	66,596
4242	Purchases	Drugs and Druggists' Sundries	110,654	134,517	159,458	190,354	223,297	252,717	273,881	292,582	308,738	319,804	332,675	343,385	356,166
4243	Purchases	Apparel, Piece Goods, and Notion	61,681	63,219	68,265	69,025	74,444	75,865	79,508	84,992	93,660	98,969	96,137	86,161	94,730
4244	Purchases	Groceries and Related Products	288,827	299,054	315,329	315,611	321,956	328,488	339,506	355,909	366,889	399,450	411,532	399,853	414,122
4245	Purchases	Farm Product Raw Materials	101,678	92,406	95,354	91,951	95,171	102,629	106,304	97,442	100,678	133,088	180,205	151,555	167,094
4246	Purchases	Chemicals and Allied Products	42,413	43,542	47,787	48,986	51,809	54,707	62,436	71,637	73,849	79,591	90,426	66,511	78,816
4247	Purchases	Petroleum and Petroleum Products	106,977	126,790	179,941	177,510	180,619	218,078	262,943	347,394	400,360	457,245	589,911	375,461	516,011
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverage	46,654	50,724	53,654	56,046	59,511	62,975	64,369	68,222	73,254	77,845	81,317	80,709	81,689
4249	Purchases	Miscellaneous Nondurable Goods	118,038	123,682	134,680	132,151	126,892	126,492	143,971	151,283	153,053	161,968	175,965	164,192	170,695
<b>42</b>	<b>Gross margins</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>497,883</b>	<b>533,590</b>	<b>563,567</b>	<b>539,393</b>	<b>557,775</b>	<b>567,871</b>	<b>632,635</b>	<b>686,546</b>	<b>746,275</b>	<b>784,873</b>	<b>798,521</b>	<b>637,061</b>	<b>766,687</b>
<b>423</b>	<b>Gross margins</b>	<b>Durable goods</b>	<b>305,286</b>	<b>326,297</b>	<b>343,536</b>	<b>314,562</b>	<b>331,443</b>	<b>337,217</b>	<b>392,366</b>	<b>418,500</b>	<b>460,548</b>	<b>465,540</b>	<b>471,415</b>	<b>340,044</b>	<b>434,866</b>
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplie	39,182	45,918	47,972	47,359	53,836	48,986	51,220	56,117	59,788	58,296	57,010	37,235	55,573
4232	Gross margins	Furniture and Home Furnishings	12,378	13,736	15,973	15,494	16,943	17,606	18,245	18,852	20,751	20,522	18,601	13,545	15,816
4233	Gross margins	Lumber & Other Construction Material	13,877	16,520	16,309	17,735	19,396	22,335	27,434	29,302	30,636	28,748	26,830	19,604	21,898
4234	Gross margins	Professional and Commercial Equipment and Supplie	55,835	61,550	60,108	58,803	65,624	64,977	69,490	72,057	77,776	79,431	82,606	74,389	82,255
42343	Gross margins	Computer and Computer Peripheral Equipment and Softwa	24,478	26,560	24,814	22,918	25,724	23,870	25,635	25,546	24,453	24,825	29,024	28,454	32,908
4235	Gross margins	Metals and Minerals, ex. Petroleum	16,959	16,643	18,874	15,629	16,224	15,368	29,267	26,076	32,732	25,819	33,549	9,864	23,875
4236	Gross margins	Electrical Goods	45,997	52,509	60,575	47,365	48,290	50,688	61,268	74,886	79,526	80,377	85,057	81,133	96,057
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplie	16,858	17,508	19,449	19,498	20,453	22,462	24,701	28,136	32,217	32,484	29,405	23,111	26,753
4238	Gross margins	Machinery, Equipment, and Supplie	69,715	66,697	67,590	62,831	58,342	60,313	72,762	83,046	86,266	92,228	95,343	64,968	83,156
4239	Gross margins	Miscellaneous Durable Goods	34,485	35,216	36,686	29,830	32,335	34,482	40,165	43,646	45,496	48,483	47,694	32,271	44,407
<b>424</b>	<b>Gross margins</b>	<b>Nondurable goods</b>	<b>192,597</b>	<b>207,293</b>	<b>220,031</b>	<b>224,831</b>	<b>226,332</b>	<b>230,654</b>	<b>240,269</b>	<b>268,046</b>	<b>285,727</b>	<b>319,333</b>	<b>327,106</b>	<b>297,017</b>	<b>331,821</b>
4241	Gross margins	Paper and Paper Products	14,942	15,627	16,605	14,111	13,595	13,598	16,057	17,734	18,354	18,658	18,629	15,741	17,364
4242	Gross margins	Drugs and Druggists' Sundries	17,147	20,415	21,144	27,098	23,782	19,397	18,736	28,116	31,775	33,233	36,707	33,616	37,137
4243	Gross margins	Apparel, Piece Goods, and Notion	25,569	26,832	28,752	30,370	31,852	30,981	35,109	37,769	35,220	41,077	41,624	34,401	40,626
4244	Gross margins	Groceries and Related Products	52,825	58,374	59,533	60,337	65,057	73,391	63,871	68,195	71,075	79,207	80,322	78,810	88,155
4245	Gross margins	Farm Product Raw Materials	7,998	7,703	8,166	8,780	8,527	11,412	5,410	9,759	14,572	19,028	13,267	15,442	23,618
4246	Gross margins	Chemicals and Allied Products	14,237	14,467	14,440	15,308	16,564	16,300	17,119	20,107	21,012	23,764	25,941	20,693	24,621
4247	Gross margins	Petroleum and Petroleum Products	11,491	13,515	16,700	14,087	12,857	12,081	24,149	25,353	29,445	34,258	35,287	33,409	27,458
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,957	18,030	18,662	20,263	20,136	23,054	24,664	25,868	27,166	29,163	27,288	29,963
4249	Gross margins	Miscellaneous Nondurable Goods	32,965	33,403	36,661	36,078	33,835	33,358	36,764	36,350	38,406	42,942	46,166	37,617	42,879
<b>42</b>	<b>Gross margins as a percent of sales</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>20.5</b>	<b>20.5</b>	<b>20.0</b>	<b>19.4</b>	<b>19.7</b>	<b>19.1</b>	<b>19.1</b>	<b>19.0</b>	<b>19.1</b>	<b>18.8</b>	<b>18.0</b>	<b>17.2</b>	<b>18.6</b>
<b>423</b>	<b>Gross margins as a percent of sales</b>	<b>Durable goods</b>	<b>23.4</b>	<b>23.2</b>	<b>23.1</b>	<b>22.1</b>	<b>23.3</b>	<b>23.1</b>	<b>23.3</b>	<b>23.1</b>	<b>23.2</b>	<b>22.4</b>	<b>22.7</b>	<b>20.4</b>	<b>23.2</b>
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplie	21.3	21.6	21.6	20.2	21.4	18.8	18.0	18.5	17.8	17.1	18.5	14.8	18.9
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	28.8	29.3	30.3	29.6	31.7	31.7	30.5	29.9	30.0	29.7	29.0	26.6	30.1
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	17.4	18.7	18.7	19.8	20.4	21.2	21.5	21.1	21.6	22.7	23.0	21.7	23.8
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplie	21.7	21.8	21.3	22.0	24.1	23.6	23.0	22.7	23.5	22.4	23.1	22.2	22.8
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	15.5	15.1	14.2	14.9	17.1	16.5	16.3	15.7	15.2	14.5	16.5	17.2	17.5
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	19.2	19.2	20.1	18.4	19.8	18.9	24.2	20.7	20.7	15.6	18.9	9.5	19.1
4236	Gross margins as a percent of sales	Electrical Goods	22.9	23.4	23.3	20.4	21.7	21.8	22.3	21.5	23.4	22.8	22.7	21.0	23.4
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	30.2	29.4	29.6	29.5	29.0	27.1	25.8	28.2
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	28.6	26.9	26.4	25.4	25.6	26.2	28.1	28.9	27.7	28.0	27.3	24.0	28.0
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	24.0	23.5	22.9	20.7	22.2	23.5	22.4	23.2	22.0	21.3	19.9	19.2	20.9
<b>424</b>	<b>Gross margins as a percent of sales</b>	<b>Nondurable goods</b>	<b>17.2</b>	<b>17.4</b>	<b>16.6</b>	<b>16.5</b>	<b>16.0</b>	<b>15.3</b>	<b>14.7</b>	<b>14.9</b>	<b>14.9</b>	<b>15.2</b>	<b>13.9</b>	<b>14.6</b>	<b>14.7</b>
4241	Gross margins as a percent of sales	Paper and Paper Products	21.6	21.4	21.4	18.5	18.7	18.4	19.6	20.3	20.4	20.6	19.4	20.8	20.8
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	13.7	13.5	12.0	12.9	9.7	7.1	6.4	8.7	9.3	9.4	9.9	8.9	

**Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010**

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>f</sup>	2003 <sup>f</sup>	2004 <sup>f</sup>	2005 <sup>f</sup>	2006 <sup>f</sup>	2007 <sup>f</sup>	2008 <sup>f</sup>	2009 <sup>f</sup>	2010
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>675,266</b>	<b>731,170</b>	<b>745,587</b>	<b>672,230</b>	<b>694,909</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>397,141</b>	<b>430,342</b>	<b>435,282</b>	<b>380,480</b>	<b>398,562</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	52,491	56,838	55,333	48,953	53,465
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	18,902	20,393	18,448	15,287	15,068
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	27,897	29,408	28,383	23,465	22,318
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	81,577	85,668	89,634	83,858	87,955
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	32,313	34,708	36,412	34,715	37,779
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	20,679	22,416	22,554	17,997	17,997
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	62,715	72,292	71,880	66,021	69,298
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	28,239	29,760	28,569	23,573	23,464
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	70,502	75,615	82,204	71,361	75,076
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	34,139	37,952	38,277	30,365	33,921
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>278,125</b>	<b>300,828</b>	<b>310,305</b>	<b>291,750</b>	<b>296,347</b>
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	21,845	21,975	21,700	20,882	20,969
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	49,731	50,454	51,791	49,453	48,075
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	30,466	32,756	31,661	29,169	29,665
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	73,766	81,561	84,909	81,975	84,597
4245	Operating expenses	Farm Product Raw Materials	NA	NA	NA	NA	8,103	9,512	11,701	10,435	11,405
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	21,627	24,990	26,256	22,452	24,741
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	15,774	18,374	19,498	18,497	17,163
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	19,474	21,245	22,239	21,759	21,781
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	37,339	39,961	40,550	37,128	37,951
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>12.1</b>	<b>12.4</b>	<b>12.1</b>	<b>13.0</b>	<b>12.0</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>14.0</b>	<b>14.8</b>	<b>15.4</b>	<b>16.5</b>	<b>15.2</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	7.7	8.5	9.8	10.7	9.5
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	20.6	22.1	21.5	21.7	20.9
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	15.3	17.2	18.0	18.7	17.8
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.9	17.6	17.9	17.7	17.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.5	13.7	13.6	13.7	13.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	9.4	9.9	9.4	12.3	10.2
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.0	16.0	15.8	16.6	15.5
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	21.8	22.5	22.3	22.4	21.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	16.8	17.6	18.1	20.0	18.9
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.7	16.1	15.5	17.4	15.5
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>10.1</b>	<b>10.1</b>	<b>9.4</b>	<b>10.2</b>	<b>9.4</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	15.4	15.7	15.4	16.4	15.9
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	9.1	9.0	8.8	8.5	8.0
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	22.0	22.1	21.9	22.5	21.4
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	12.0	12.2	12.3	12.1	12.0
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	7.2	6.5	6.0	6.3	6.2
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	12.8	13.7	13.1	14.2	13.3
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.3	2.4	2.1	3.0	2.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	17.9	18.4	18.4	18.2	17.9
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.7	15.0	13.9	13.7	13.5

**Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010**

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>f</sup>	2003 <sup>f</sup>	2004 <sup>f</sup>	2005 <sup>f</sup>	2006 <sup>f</sup>	2007 <sup>f</sup>	2008 <sup>f</sup>	2009 <sup>f</sup>	2010
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>514,957</b>	<b>565,195</b>	<b>573,006</b>	<b>511,014</b>	<b>530,096</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>318,727</b>	<b>350,489</b>	<b>352,315</b>	<b>303,129</b>	<b>316,678</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	39,112	43,224	41,460	36,703	39,612
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	16,017	17,609	15,962	12,886	12,660
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	23,428	24,305	23,328	19,135	18,524
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	56,400	61,336	62,233	58,382	60,755
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	19,338	22,450	22,950	22,007	23,966
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	18,711	19,900	19,933	15,311	15,612
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	48,630	57,199	57,376	52,608	54,671
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	25,160	26,646	25,381	21,168	21,273
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	59,027	63,891	69,926	57,985	61,000
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	32,242	36,379	36,716	28,951	32,571
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>196,230</b>	<b>214,706</b>	<b>220,691</b>	<b>207,885</b>	<b>213,418</b>
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	15,509	16,118	15,457	14,751	14,747
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	20,551	21,863	23,205	22,436	22,584
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	28,813	31,314	30,272	28,166	28,618
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	52,340	57,174	57,878	56,825	58,561
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	8,103	9,512	11,701	10,435	11,405
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	14,990	17,179	18,366	15,484	16,701
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	9,899	11,307	12,895	11,544	11,825
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18,099	19,548	20,565	20,167	20,399
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	27,926	30,691	30,352	28,077	28,578
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>13.2</b>	<b>13.5</b>	<b>12.9</b>	<b>13.8</b>	<b>12.8</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>16.1</b>	<b>16.9</b>	<b>17.0</b>	<b>18.2</b>	<b>16.9</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	11.6	12.7	13.5	14.6	13.4
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	23.2	25.5	24.9	25.3	24.1
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	16.5	19.2	20.0	21.2	20.1
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	17.0	17.3	17.4	17.4	16.8
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.0	13.1	13.1	13.3	12.8
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	11.8	12.0	11.2	14.8	12.5
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.2	16.4	16.2	17.0	15.8
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	23.1	23.7	23.4	23.6	22.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	18.9	19.4	20.0	21.4	20.6
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.6	16.0	15.3	17.2	15.3
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>10.2</b>	<b>10.2</b>	<b>9.4</b>	<b>10.2</b>	<b>9.5</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	17.2	17.7	17.1	18.1	17.7
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	6.0	6.2	6.3	6.0	5.8
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	22.4	22.4	22.2	22.8	21.6
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	12.0	12.0	11.8	11.8	11.7
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	7.2	6.5	6.0	6.3	6.2
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	15.8	16.8	15.9	17.4	16.3
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.3	2.3	2.1	2.9	2.2
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18.4	18.8	18.8	18.6	18.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.6	15.2	13.8	13.8	13.5

**Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010**

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>f</sup>	2003 <sup>f</sup>	2004 <sup>f</sup>	2005 <sup>f</sup>	2006 <sup>f</sup>	2007 <sup>f</sup>	2008 <sup>f</sup>	2009 <sup>f</sup>	2010
<b>42</b>	<b>Operating expenses</b>	<b>Manufacturers' Sales Branches and Offices</b>	<b>126,585</b>	<b>134,302</b>	<b>145,216</b>	<b>154,933</b>	<b>160,309</b>	<b>165,975</b>	<b>172,581</b>	<b>161,216</b>	<b>164,813</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>	<b>65,714</b>	<b>68,040</b>	<b>72,897</b>	<b>76,128</b>	<b>78,414</b>	<b>79,853</b>	<b>82,967</b>	<b>77,351</b>	<b>81,884</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	11,752	13,512	S	S	13,379	13,614	13,873	12,250	13,853
4232	Operating expenses	Furniture and Home Furnishings	2,098	2,248	2,670	2,688	2,885	2,784	2,486	2,401	2,408
4233	Operating expenses	Lumber & Other Construction Materials	1,966	2,315	2,796	3,468	4,469	5,103	5,055	4,330	3,794
4234	Operating expenses	Professional and Commercial Equipment and Supplies	24,006	22,743	23,515	24,388	25,177	24,332	27,401	25,476	27,200
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	15,118	13,345	12,107	12,789	12,975	12,258	13,462	12,708	S
4235	Operating expenses	Metals and Minerals, ex. Petroleum	1,333	1,399	1,723	1,953	1,968	2,516	2,621	2,286	2,385
4236	Operating expenses	Electrical Goods	13,329	11,871	13,311	13,395	S	S	S	13,413	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	2,109	2,120	2,324	2,803	3,079	3,114	3,188	2,405	2,191
4238	Operating expenses	Machinery, Equipment, and Supplies	8,031	9,706	10,538	11,747	11,475	11,724	12,278	13,376	14,076
4239	Operating expenses	Miscellaneous Durable Goods	1,090	2,126	2,490	2,049	1,897	1,573	1,561	1,414	1,350
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>	<b>60,871</b>	<b>66,262</b>	<b>72,319</b>	<b>78,805</b>	<b>81,895</b>	<b>86,122</b>	<b>89,614</b>	<b>83,865</b>	<b>82,929</b>
4241	Operating expenses	Paper and Paper Products	5,526	5,615	S	S	6,336	5,857	6,243	6,131	6,222
4242	Operating expenses	Drugs and Druggists' Sundries	19,078	21,734	24,564	26,971	29,180	28,591	28,586	27,017	25,491
4243	Operating expenses	Apparel, Piece Goods, and Notions	1,770	1,608	1,683	1,867	1,653	1,442	1,389	1,003	S
4244	Operating expenses	Groceries and Related Products	15,848	17,719	19,477	20,718	21,426	24,387	27,031	25,150	26,036
4246	Operating expenses	Chemicals and Allied Products	5,858	5,902	6,448	6,638	6,637	7,811	7,890	6,968	8,040
4247	Operating expenses	Petroleum and Petroleum Products	3,643	4,221	4,506	5,949	5,875	7,067	6,603	6,953	5,338
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	967	960	1,101	1,382	1,375	1,697	1,674	1,592	S
4249	Operating expenses	Miscellaneous Nondurable Goods	8,181	8,503	8,892	9,298	9,413	9,270	10,198	9,051	9,373
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>Manufacturers' Sales Branches and Offices</b>	<b>9.5</b>	<b>9.6</b>	<b>9.5</b>	<b>9.4</b>	<b>9.5</b>	<b>9.7</b>	<b>10.1</b>	<b>11.1</b>	<b>10.0</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	<b>8.8</b>	<b>9.0</b>	<b>8.9</b>	<b>9.0</b>	<b>9.1</b>	<b>9.7</b>	<b>10.9</b>	<b>12.1</b>	<b>11.0</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	3.4	3.9	S	S	3.9	4.1	5.4	5.9	5.2
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	11.7	12.2	12.9	11.9	12.8	11.9	11.5	12.4	12.3
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	9.6	9.6	9.5	9.7	10.9	11.4	12.3	12.4	11.3
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	17.9	15.8	16.0	16.0	16.6	18.5	19.1	18.4	18.5
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	18.5	14.4	12.9	12.8	13.3	14.8	14.7	14.4	S
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	3.7	3.7	3.6	3.5	3.2	4.1	4.1	5.8	4.7
4236	Operating expenses as a percent of sales	Electrical Goods	13.4	12.8	13.2	13.1	S	S	S	15.2	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	14.9	14.7	14.6	14.6	15.1	15.5	16.4	15.3	14.6
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	11.4	13.3	12.8	11.7	10.7	11.6	11.8	15.3	13.9
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	9.7	19.9	20.8	18.7	18.2	19.1	20.8	22.9	21.2
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	<b>10.6</b>	<b>10.4</b>	<b>10.1</b>	<b>9.9</b>	<b>9.8</b>	<b>9.7</b>	<b>9.3</b>	<b>10.2</b>	<b>9.2</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products	13.2	13.1	S	S	12.3	12.1	12.3	13.3	12.8
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	13.5	13.7	13.7	13.8	14.1	13.6	13.1	13.0	12.2
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	14.1	14.9	15.5	16.9	17.0	17.0	17.3	16.5	S
4244	Operating expenses as a percent of sales	Groceries and Related Products	12.6	12.5	12.7	12.8	12.1	12.7	13.5	12.6	12.6
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	10.0	9.5	9.3	9.0	8.9	9.8	9.4	10.1	9.6
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	2.8	2.7	2.4	2.6	2.4	2.5	2.1	3.2	2.0
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	11.6	11.4	11.8	11.8	13.5	14.4	14.2	14.4	S
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	13.5	14.8	15.2	14.8	14.9	14.6	14.2	13.6	13.5

Notes:

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

S - Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

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

Estimates have not been adjusted for price changes. Table 5A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnotes:

<sup>f</sup> Revised data.

**Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2010**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

<b>2002 NAICS CODE</b>	<b>Data Item</b>	<b>2004<sup>r</sup></b>	<b>2005<sup>r</sup></b>	<b>2006<sup>r</sup></b>	<b>2007<sup>r</sup></b>	<b>2008<sup>r</sup></b>	<b>2009<sup>r</sup></b>	<b>2010</b>
<b>4251</b>	<b>Total sales</b>	<b>532,345</b>	<b>543,667</b>	<b>596,870</b>	<b>626,717</b>	<b>646,519</b>	<b>576,988</b>	<b>623,643</b>
4251	Sales on own account	6,642	7,289	8,687	10,468	8,838	8,513	9,109
4251	Sales made on the account of others	525,703	536,378	588,183	616,249	637,681	568,475	614,534
<b>4251</b>	<b>Commissions received for sales made on the account of others</b>							
4251	Amount	19,694	21,064	22,745	24,909	25,911	23,343	24,921
4251	As a percent of sales on the account of others	3.7	3.9	3.9	4.0	4.1	4.1	4.1
<b>4251</b>	<b>Operating Expenses</b>							
4251	Amount	15,275	15,967	18,628	20,162	20,615	18,610	20,376
4251	As a percent of total sales	2.9	2.9	3.1	3.2	3.2	3.2	3.3

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/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnotes:

<sup>r</sup> Revised data.

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2010				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>557,934</b>	<b>535,480</b>	<b>96.0</b>	<b>22,454</b>	<b>4.0</b>
<b>423</b>	<b>Durable goods</b>	<b>297,824</b>	<b>286,690</b>	<b>96.3</b>	<b>11,134</b>	<b>3.7</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	48,892	45,860	93.8	3,032	6.2
4232	Furniture and Home Furnishings	8,983	8,617	95.9	366	4.1
4233	Lumber & Other Construction Materials	14,209	13,919	98.0	S	S
4234	Professional and Commercial Equipment and Supplies	39,331	37,807	96.1	1,524	3.9
42343	Computer and Computer Peripheral Equipment and Software	14,540	13,962	96.0	578	4.0
4235	Metals and Minerals, ex. Petroleum	28,682	27,887	97.2	795	2.8
4236	Electrical Goods	43,584	41,468	95.1	2,116	4.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	17,581	17,232	98.0	349	2.0
4238	Machinery, Equipment, and Supplies	73,334	71,606	97.6	1,728	2.4
4239	Miscellaneous Durable Goods	23,228	22,294	96.0	934	4.0
<b>424</b>	<b>Nondurable goods</b>	<b>260,110</b>	<b>248,790</b>	<b>95.6</b>	<b>11,320</b>	<b>4.4</b>
4241	Paper and Paper Products	11,258	11,137	98.9	121	1.1
4242	Drugs and Druggists' Sundries	54,976	53,710	97.7	1,266	2.3
4243	Apparel, Piece Goods, and Notions	19,718	18,175	92.2	1,543	7.8
4244	Groceries and Related Products	38,934	37,916	97.4	S	S
4245	Farm Product Raw Materials	28,346	28,032	98.9	S	S
4246	Chemicals and Allied Products	17,357	16,924	97.5	433	2.5
4247	Petroleum and Petroleum Products	47,376	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	11,675	D	D	D	D
4249	Miscellaneous Nondurable Goods	30,470	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>432,070</b>	<b>415,408</b>	<b>96.1</b>	<b>16,662</b>	<b>3.9</b>
<b>423</b>	<b>Durable goods</b>	<b>245,126</b>	<b>235,452</b>	<b>96.1</b>	<b>9,674</b>	<b>3.9</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	38,322	35,691	93.1	2,631	6.9
4232	Furniture and Home Furnishings	7,036	6,730	95.7	306	4.3
4233	Lumber & Other Construction Materials	10,966	10,689	97.5	S	S
4234	Professional and Commercial Equipment and Supplies	29,639	28,248	95.3	1,391	4.7
42343	Computer and Computer Peripheral Equipment and Software	11,345	10,767	94.9	578	5.1
4235	Metals and Minerals, ex. Petroleum	21,782	21,129	97.0	653	3.0
4236	Electrical Goods	37,367	35,589	95.2	1,778	4.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	15,894	15,579	98.0	315	2.0
4238	Machinery, Equipment, and Supplies	61,849	60,396	97.7	S	S
4239	Miscellaneous Durable Goods	22,271	21,401	96.1	870	3.9
<b>424</b>	<b>Nondurable goods</b>	<b>186,944</b>	<b>179,956</b>	<b>96.3</b>	<b>6,988</b>	<b>3.7</b>
4241	Paper and Paper Products	7,446	7,358	98.8	88	1.2
4242	Drugs and Druggists' Sundries	34,810	34,601	99.4	209	0.6
4243	Apparel, Piece Goods, and Notions	18,417	17,002	92.3	1,415	7.7
4244	Groceries and Related Products	30,232	29,286	96.9	S	S
4245	Farm Product Raw Materials	28,346	28,032	98.9	S	S
4246	Chemicals and Allied Products	9,900	9,557	96.5	343	3.5
4247	Petroleum and Petroleum Products	24,001	20,733	86.4	3,268	13.6
4248	Beer, Wine, and Distilled Alcoholic Beverages	11,221	11,135	99.2	S	S
4249	Miscellaneous Nondurable Goods	22,571	22,252	98.6	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>125,864</b>	<b>120,072</b>	<b>95.4</b>	<b>5,792</b>	<b>4.6</b>
<b>423</b>	<b>Durable goods</b>	<b>52,698</b>	<b>51,238</b>	<b>97.2</b>	<b>1,460</b>	<b>2.8</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	10,570	10,169	96.2	401	3.8
4232	Furniture and Home Furnishings	1,947	1,887	96.9	60	3.1
4233	Lumber & Other Construction Materials	3,243	3,230	99.6	13	0.4
4234	Professional and Commercial Equipment and Supplies	9,692	9,559	98.6	133	1.4
42343	Computer and Computer Peripheral Equipment and Software	S	S	S	Z	S
4235	Metals and Minerals, ex. Petroleum	6,900	6,758	97.9	142	2.1
4236	Electrical Goods	6,217	5,879	94.6	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,687	1,653	98.0	34	2.0
4238	Machinery, Equipment, and Supplies	11,485	11,210	97.6	275	2.4
4239	Miscellaneous Durable Goods	957	893	93.3	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>73,166</b>	<b>68,834</b>	<b>94.1</b>	<b>4,332</b>	<b>5.9</b>
4241	Paper and Paper Products	3,812	3,779	99.1	S	S
4242	Drugs and Druggists' Sundries	20,166	19,109	94.8	1,057	5.2
4243	Apparel, Piece Goods, and Notions	S	S	S	128	S
4244	Groceries and Related Products	8,702	8,630	99.2	S	S
4246	Chemicals and Allied Products	7,457	7,367	98.8	S	S
4247	Petroleum and Petroleum Products	23,375	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	454	D	D	D	D
4249	Miscellaneous Nondurable Goods	7,899	D	D	D	D

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2009 <sup>1</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>505,548</b>	<b>486,136</b>	<b>96.2</b>	<b>19,412</b>	<b>3.8</b>
<b>423</b>	<b>Durable goods</b>	<b>274,286</b>	<b>265,535</b>	<b>96.8</b>	<b>8,751</b>	<b>3.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	45,710	43,331	94.8	2,379	5.2
4232	Furniture and Home Furnishings	8,274	7,985	96.5	289	3.5
4233	Lumber & Other Construction Materials	13,616	13,373	98.2	243	1.8
4234	Professional and Commercial Equipment and Supplies	36,454	35,166	96.5	1,288	3.5
42343	Computer and Computer Peripheral Equipment and Software	13,436	D	D	D	D
4235	Metals and Minerals, ex. Petroleum	24,827	23,922	96.4	905	3.6
4236	Electrical Goods	38,709	37,096	95.8	1,613	4.2
4237	Hardware, and Plumbing and Heating Equipment and Supplies	16,770	16,468	98.2	302	1.8
4238	Machinery, Equipment, and Supplies	68,301	67,317	98.6	984	1.4
4239	Miscellaneous Durable Goods	21,625	20,877	96.5	748	3.5
<b>424</b>	<b>Nondurable goods</b>	<b>231,262</b>	<b>220,601</b>	<b>95.4</b>	<b>10,661</b>	<b>4.6</b>
4241	Paper and Paper Products	10,499	10,398	99.0	101	1.0
4242	Drugs and Druggists' Sundries	50,638	49,225	97.2	1,413	2.8
4243	Apparel, Piece Goods, and Notions	16,757	15,431	92.1	1,326	7.9
4244	Groceries and Related Products	35,719	34,882	97.7	S	S
4245	Farm Product Raw Materials	20,390	20,118	98.7	S	S
4246	Chemicals and Allied Products	15,183	14,818	97.6	365	2.4
4247	Petroleum and Petroleum Products	42,063	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	11,370	D	D	D	D
4249	Miscellaneous Nondurable Goods	28,643	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>391,532</b>	<b>377,405</b>	<b>96.4</b>	<b>14,127</b>	<b>3.6</b>
<b>423</b>	<b>Durable goods</b>	<b>225,794</b>	<b>218,381</b>	<b>96.7</b>	<b>7,413</b>	<b>3.3</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	35,235	33,187	94.2	2,048	5.8
4232	Furniture and Home Furnishings	6,454	6,212	96.3	242	3.7
4233	Lumber & Other Construction Materials	10,348	10,115	97.7	S	S
4234	Professional and Commercial Equipment and Supplies	27,693	26,506	95.7	1,187	4.3
42343	Computer and Computer Peripheral Equipment and Software	10,366	9,791	94.5	575	5.5
4235	Metals and Minerals, ex. Petroleum	18,694	18,024	96.4	670	3.6
4236	Electrical Goods	33,437	32,139	96.1	1,298	3.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	15,006	14,724	98.1	282	1.9
4238	Machinery, Equipment, and Supplies	58,197	57,431	98.7	766	1.3
4239	Miscellaneous Durable Goods	20,730	20,043	96.7	687	3.3
<b>424</b>	<b>Nondurable goods</b>	<b>165,738</b>	<b>159,024</b>	<b>95.9</b>	<b>6,714</b>	<b>4.1</b>
4241	Paper and Paper Products	6,944	6,871	98.9	73	1.1
4242	Drugs and Druggists' Sundries	32,989	32,727	99.2	262	0.8
4243	Apparel, Piece Goods, and Notions	15,575	14,401	92.5	1,174	7.5
4244	Groceries and Related Products	27,488	26,714	97.2	S	S
4245	Farm Product Raw Materials	20,390	20,118	98.7	S	S
4246	Chemicals and Allied Products	8,710	8,410	96.6	300	3.4
4247	Petroleum and Petroleum Products	21,839	18,425	84.4	3,414	15.6
4248	Beer, Wine, and Distilled Alcoholic Beverages	10,787	10,616	98.4	171	1.6
4249	Miscellaneous Nondurable Goods	21,016	20,742	98.7	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>114,016</b>	<b>108,731</b>	<b>95.4</b>	<b>5,285</b>	<b>4.6</b>
<b>423</b>	<b>Durable goods</b>	<b>48,492</b>	<b>47,154</b>	<b>97.2</b>	<b>1,338</b>	<b>2.8</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	10,475	10,144	96.8	331	3.2
4232	Furniture and Home Furnishings	1,820	1,773	97.4	47	2.6
4233	Lumber & Other Construction Materials	3,268	3,258	99.7	10	0.3
4234	Professional and Commercial Equipment and Supplies	8,761	8,660	98.8	101	1.2
42343	Computer and Computer Peripheral Equipment and Software	3,070	D	D	D	D
4235	Metals and Minerals, ex. Petroleum	6,133	5,898	96.2	S	S
4236	Electrical Goods	5,272	4,957	94.0	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,764	1,744	98.9	20	1.1
4238	Machinery, Equipment, and Supplies	10,104	9,886	97.8	S	S
4239	Miscellaneous Durable Goods	895	834	93.2	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>65,524</b>	<b>61,577</b>	<b>94.0</b>	<b>3,947</b>	<b>6.0</b>
4241	Paper and Paper Products	3,555	3,527	99.2	28	0.8
4242	Drugs and Druggists' Sundries	17,649	16,498	93.5	1,151	6.5
4243	Apparel, Piece Goods, and Notions	S	S	S	152	S
4244	Groceries and Related Products	8,231	8,168	99.2	S	S
4246	Chemicals and Allied Products	6,473	6,408	99.0	S	S
4247	Petroleum and Petroleum Products	20,224	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	583	D	D	D	D
4249	Miscellaneous Nondurable Goods	7,627	D	D	D	D

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2008 <sup>r</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>568,962</b>	<b>548,210</b>	<b>96.4</b>	<b>20,752</b>	<b>3.6</b>
<b>423</b>	<b>Durable goods</b>	<b>330,826</b>	<b>320,192</b>	<b>96.8</b>	<b>10,634</b>	<b>3.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	58,895	55,792	94.7	3,103	5.3
4232	Furniture and Home Furnishings	9,939	9,660	97.2	279	2.8
4233	Lumber & Other Construction Materials	16,740	16,512	98.6	228	1.4
4234	Professional and Commercial Equipment and Supplies	39,128	37,931	96.9	1,197	3.1
42343	Computer and Computer Peripheral Equipment and Software	13,569	12,984	95.7	585	4.3
4235	Metals and Minerals, ex. Petroleum	37,387	36,378	97.3	1,009	2.7
4236	Electrical Goods	46,154	43,662	94.6	2,492	5.4
4237	Hardware, and Plumbing and Heating Equipment and Supplies	19,195	18,845	98.2	350	1.8
4238	Machinery, Equipment, and Supplies	78,197	77,042	98.5	1,155	1.5
4239	Miscellaneous Durable Goods	25,191	24,370	96.7	821	3.3
<b>424</b>	<b>Nondurable goods</b>	<b>238,136</b>	<b>228,018</b>	<b>95.8</b>	<b>10,118</b>	<b>4.2</b>
4241	Paper and Paper Products	11,791	11,722	99.4	69	0.6
4242	Drugs and Druggists' Sundries	57,726	56,626	98.1	1,100	1.9
4243	Apparel, Piece Goods, and Notions	20,859	18,778	90.0	2,081	10.0
4244	Groceries and Related Products	37,523	36,535	97.4	S	S
4245	Farm Product Raw Materials	17,997	17,762	98.7	S	S
4246	Chemicals and Allied Products	18,075	17,751	98.2	324	1.8
4247	Petroleum and Petroleum Products	31,075	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	12,119	D	D	D	D
4249	Miscellaneous Nondurable Goods	30,971	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>442,903</b>	<b>426,835</b>	<b>96.4</b>	<b>16,068</b>	<b>3.6</b>
<b>423</b>	<b>Durable goods</b>	<b>276,183</b>	<b>266,782</b>	<b>96.6</b>	<b>9,401</b>	<b>3.4</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	46,292	43,455	93.9	2,837	6.1
4232	Furniture and Home Furnishings	8,226	7,984	97.1	242	2.9
4233	Lumber & Other Construction Materials	12,764	12,549	98.3	215	1.7
4234	Professional and Commercial Equipment and Supplies	30,201	29,107	96.4	1,094	3.6
42343	Computer and Computer Peripheral Equipment and Software	10,671	10,087	94.5	584	5.5
4235	Metals and Minerals, ex. Petroleum	29,075	28,293	97.3	782	2.7
4236	Electrical Goods	39,710	37,463	94.3	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	17,292	16,958	98.1	334	1.9
4238	Machinery, Equipment, and Supplies	68,375	67,464	98.7	911	1.3
4239	Miscellaneous Durable Goods	24,248	23,509	97.0	739	3.0
<b>424</b>	<b>Nondurable goods</b>	<b>166,720</b>	<b>160,053</b>	<b>96.0</b>	<b>6,667</b>	<b>4.0</b>
4241	Paper and Paper Products	7,799	7,733	99.2	66	0.8
4242	Drugs and Druggists' Sundries	32,543	32,367	99.5	176	0.5
4243	Apparel, Piece Goods, and Notions	19,385	17,530	90.4	1,855	9.6
4244	Groceries and Related Products	28,807	27,892	96.8	S	S
4245	Farm Product Raw Materials	17,997	17,762	98.7	S	S
4246	Chemicals and Allied Products	10,356	10,091	97.4	265	2.6
4247	Petroleum and Petroleum Products	14,957	12,227	81.7	2,730	18.3
4248	Beer, Wine, and Distilled Alcoholic Beverages	11,506	11,391	99.0	S	S
4249	Miscellaneous Nondurable Goods	23,370	23,060	98.7	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>126,059</b>	<b>121,375</b>	<b>96.3</b>	<b>4,684</b>	<b>3.7</b>
<b>423</b>	<b>Durable goods</b>	<b>54,643</b>	<b>53,410</b>	<b>97.7</b>	<b>1,233</b>	<b>2.3</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	12,603	12,337	97.9	266	2.1
4232	Furniture and Home Furnishings	1,713	1,676	97.8	37	2.2
4233	Lumber & Other Construction Materials	3,976	3,963	99.7	13	0.3
4234	Professional and Commercial Equipment and Supplies	8,927	8,824	98.8	103	1.2
42343	Computer and Computer Peripheral Equipment and Software	2,898	2,897	100.0	S	S
4235	Metals and Minerals, ex. Petroleum	8,312	8,085	97.3	S	S
4236	Electrical Goods	6,444	6,199	96.2	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,903	1,887	99.2	16	0.8
4238	Machinery, Equipment, and Supplies	9,822	9,578	97.5	S	S
4239	Miscellaneous Durable Goods	943	861	91.3	82	8.7
<b>424</b>	<b>Nondurable goods</b>	<b>71,416</b>	<b>67,965</b>	<b>95.2</b>	<b>3,451</b>	<b>4.8</b>
4241	Paper and Paper Products	3,992	3,989	99.9	S	S
4242	Drugs and Druggists' Sundries	25,183	24,259	96.3	924	3.7
4243	Apparel, Piece Goods, and Notions	1,474	1,248	84.7	226	15.3
4244	Groceries and Related Products	8,716	8,643	99.2	73	0.8
4246	Chemicals and Allied Products	7,719	7,660	99.2	S	S
4247	Petroleum and Petroleum Products	16,118	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	613	D	D	D	D
4249	Miscellaneous Nondurable Goods	7,601	D	D	D	D

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2007 <sup>1</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>546,042</b>	<b>524,767</b>	<b>96.1</b>	<b>21,275</b>	<b>3.9</b>
<b>423</b>	<b>Durable goods</b>	<b>315,011</b>	<b>303,696</b>	<b>96.4</b>	<b>11,315</b>	<b>3.6</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	55,702	52,199	93.7	3,503	6.3
4232	Furniture and Home Furnishings	10,550	10,243	97.1	307	2.9
4233	Lumber & Other Construction Materials	17,440	17,217	98.7	223	1.3
4234	Professional and Commercial Equipment and Supplies	37,931	36,490	96.2	1,441	3.8
42343	Computer and Computer Peripheral Equipment and Software	13,143	D	D	D	D
4235	Metals and Minerals, ex. Petroleum	33,323	32,003	96.0	1,320	4.0
4236	Electrical Goods	43,767	41,667	95.2	2,100	4.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	19,879	19,610	98.6	269	1.4
4238	Machinery, Equipment, and Supplies	72,295	71,149	98.4	1,146	1.6
4239	Miscellaneous Durable Goods	24,124	23,118	95.8	1,006	4.2
<b>424</b>	<b>Nondurable goods</b>	<b>231,031</b>	<b>221,071</b>	<b>95.7</b>	<b>9,960</b>	<b>4.3</b>
4241	Paper and Paper Products	11,307	11,222	99.2	S	S
4242	Drugs and Druggists' Sundries	48,766	47,728	97.9	1,038	2.1
4243	Apparel, Piece Goods, and Notions	19,867	17,884	90.0	1,983	10.0
4244	Groceries and Related Products	34,142	33,076	96.9	S	S
4245	Farm Product Raw Materials	20,965	20,839	99.4	126	0.6
4246	Chemicals and Allied Products	16,975	16,734	98.6	241	1.4
4247	Petroleum and Petroleum Products	41,148	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	10,858	D	D	D	D
4249	Miscellaneous Nondurable Goods	27,003	26,597	98.5	406	1.5
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>426,664</b>	<b>410,955</b>	<b>96.3</b>	<b>15,709</b>	<b>3.7</b>
<b>423</b>	<b>Durable goods</b>	<b>261,895</b>	<b>252,037</b>	<b>96.2</b>	<b>9,858</b>	<b>3.8</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	42,081	38,929	92.5	3,152	7.5
4232	Furniture and Home Furnishings	8,627	8,363	96.9	264	3.1
4233	Lumber & Other Construction Materials	13,326	13,136	98.6	190	1.4
4234	Professional and Commercial Equipment and Supplies	29,843	28,561	95.7	1,282	4.3
42343	Computer and Computer Peripheral Equipment and Software	10,615	9,951	93.7	664	6.3
4235	Metals and Minerals, ex. Petroleum	25,131	24,227	96.4	904	3.6
4236	Electrical Goods	37,644	35,711	94.9	1,933	5.1
4237	Hardware, and Plumbing and Heating Equipment and Supplies	18,064	17,810	98.6	S	S
4238	Machinery, Equipment, and Supplies	63,911	62,955	98.5	956	1.5
4239	Miscellaneous Durable Goods	23,268	22,345	96.0	923	4.0
<b>424</b>	<b>Nondurable goods</b>	<b>164,769</b>	<b>158,918</b>	<b>96.4</b>	<b>5,851</b>	<b>3.6</b>
4241	Paper and Paper Products	7,470	7,396	99.0	S	S
4242	Drugs and Druggists' Sundries	32,130	31,949	99.4	181	0.6
4243	Apparel, Piece Goods, and Notions	18,180	16,431	90.4	1,749	9.6
4244	Groceries and Related Products	26,819	25,842	96.4	S	S
4245	Farm Product Raw Materials	20,965	20,839	99.4	126	0.6
4246	Chemicals and Allied Products	9,505	9,307	97.9	198	2.1
4247	Petroleum and Petroleum Products	18,536	16,405	88.5	2,131	11.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	10,292	10,156	98.7	136	1.3
4249	Miscellaneous Nondurable Goods	20,872	20,593	98.7	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>119,378</b>	<b>113,812</b>	<b>95.3</b>	<b>5,566</b>	<b>4.7</b>
<b>423</b>	<b>Durable goods</b>	<b>53,116</b>	<b>51,659</b>	<b>97.3</b>	<b>1,457</b>	<b>2.7</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	13,621	13,270	97.4	351	2.6
4232	Furniture and Home Furnishings	1,923	1,880	97.8	43	2.2
4233	Lumber & Other Construction Materials	4,114	4,081	99.2	33	0.8
4234	Professional and Commercial Equipment and Supplies	8,088	7,929	98.0	159	2.0
42343	Computer and Computer Peripheral Equipment and Software	2,526	D	D	D	D
4235	Metals and Minerals, ex. Petroleum	8,192	7,776	94.9	S	S
4236	Electrical Goods	6,123	5,956	97.3	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,815	1,800	99.2	15	0.8
4238	Machinery, Equipment, and Supplies	8,384	8,194	97.7	190	2.3
4239	Miscellaneous Durable Goods	856	773	90.3	83	9.7
<b>424</b>	<b>Nondurable goods</b>	<b>66,262</b>	<b>62,153</b>	<b>93.8</b>	<b>4,109</b>	<b>6.2</b>
4241	Paper and Paper Products	S	S	S	11	S
4242	Drugs and Druggists' Sundries	16,636	15,779	94.8	857	5.2
4243	Apparel, Piece Goods, and Notions	1,687	1,453	86.1	234	13.9
4244	Groceries and Related Products	7,323	7,234	98.8	89	1.2
4246	Chemicals and Allied Products	7,470	7,427	99.4	43	0.6
4247	Petroleum and Petroleum Products	22,612	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	566	D	D	D	D
4249	Miscellaneous Nondurable Goods	6,131	6,004	97.9	127	2.1

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2006 <sup>r</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>513,376</b>	<b>494,167</b>	<b>96.3</b>	<b>19,209</b>	<b>3.7</b>
<b>423</b>	<b>Durable goods</b>	<b>306,792</b>	<b>295,944</b>	<b>96.5</b>	<b>10,848</b>	<b>3.5</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	53,123	49,567	93.3	3,556	6.7
4232	Furniture and Home Furnishings	10,291	9,976	96.9	315	3.1
4233	Lumber & Other Construction Materials	17,529	17,283	98.6	246	1.4
4234	Professional and Commercial Equipment and Supplies	37,463	35,903	95.8	1,560	4.2
42343	Computer and Computer Peripheral Equipment and Software	13,327	12,672	95.1	S	S
4235	Metals and Minerals, ex. Petroleum	33,811	32,906	97.3	905	2.7
4236	Electrical Goods	40,873	38,917	95.2	1,956	4.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	19,097	18,852	98.7	245	1.3
4238	Machinery, Equipment, and Supplies	69,865	68,697	98.3	1,168	1.7
4239	Miscellaneous Durable Goods	24,740	23,843	96.4	897	3.6
<b>424</b>	<b>Nondurable goods</b>	<b>206,584</b>	<b>198,223</b>	<b>96.0</b>	<b>8,361</b>	<b>4.0</b>
4241	Paper and Paper Products	10,953	10,774	98.4	S	S
4242	Drugs and Druggists' Sundries	48,350	47,279	97.8	1,071	2.2
4243	Apparel, Piece Goods, and Notions	19,631	17,793	90.6	1,838	9.4
4244	Groceries and Related Products	30,871	30,160	97.7	S	S
4245	Farm Product Raw Materials	14,636	14,481	98.9	S	S
4246	Chemicals and Allied Products	15,217	14,962	98.3	255	1.7
4247	Petroleum and Petroleum Products	33,291	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	9,545	9,443	98.9	S	S
4249	Miscellaneous Nondurable Goods	24,090	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>399,872</b>	<b>385,187</b>	<b>96.3</b>	<b>14,685</b>	<b>3.7</b>
<b>423</b>	<b>Durable goods</b>	<b>255,356</b>	<b>245,592</b>	<b>96.2</b>	<b>9,764</b>	<b>3.8</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	40,474	37,303	92.2	3,171	7.8
4232	Furniture and Home Furnishings	8,542	8,244	96.5	298	3.5
4233	Lumber & Other Construction Materials	14,104	13,867	98.3	237	1.7
4234	Professional and Commercial Equipment and Supplies	29,165	27,764	95.2	1,401	4.8
42343	Computer and Computer Peripheral Equipment and Software	10,800	10,190	94.4	S	S
4235	Metals and Minerals, ex. Petroleum	26,494	25,714	97.1	780	2.9
4236	Electrical Goods	34,922	33,072	94.7	1,850	5.3
4237	Hardware, and Plumbing and Heating Equipment and Supplies	17,227	16,997	98.7	230	1.3
4238	Machinery, Equipment, and Supplies	60,780	59,785	98.4	995	1.6
4239	Miscellaneous Durable Goods	23,648	22,846	96.6	802	3.4
<b>424</b>	<b>Nondurable goods</b>	<b>144,516</b>	<b>139,595</b>	<b>96.6</b>	<b>4,921</b>	<b>3.4</b>
4241	Paper and Paper Products	7,296	7,132	97.8	S	S
4242	Drugs and Druggists' Sundries	30,876	30,783	99.7	93	0.3
4243	Apparel, Piece Goods, and Notions	17,808	16,148	90.7	1,660	9.3
4244	Groceries and Related Products	23,934	23,353	97.6	S	S
4245	Farm Product Raw Materials	14,636	14,481	98.9	S	S
4246	Chemicals and Allied Products	8,407	8,194	97.5	213	2.5
4247	Petroleum and Petroleum Products	13,942	12,224	87.7	1,718	12.3
4248	Beer, Wine, and Distilled Alcoholic Beverages	9,106	9,004	98.9	S	S
4249	Miscellaneous Nondurable Goods	18,511	18,276	98.7	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>113,504</b>	<b>108,980</b>	<b>96.0</b>	<b>4,524</b>	<b>4.0</b>
<b>423</b>	<b>Durable goods</b>	<b>51,436</b>	<b>50,352</b>	<b>97.9</b>	<b>1,084</b>	<b>2.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	12,649	12,264	97.0	385	3.0
4232	Furniture and Home Furnishings	1,749	1,732	99.0	17	1.0
4233	Lumber & Other Construction Materials	3,425	3,416	99.7	9	0.3
4234	Professional and Commercial Equipment and Supplies	8,298	8,139	98.1	159	1.9
42343	Computer and Computer Peripheral Equipment and Software	2,527	2,482	98.2	S	S
4235	Metals and Minerals, ex. Petroleum	7,317	7,192	98.3	S	S
4236	Electrical Goods	5,951	5,845	98.2	106	1.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,870	1,855	99.2	15	0.8
4238	Machinery, Equipment, and Supplies	9,085	8,912	98.1	S	S
4239	Miscellaneous Durable Goods	1,092	997	91.3	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>62,068</b>	<b>58,628</b>	<b>94.5</b>	<b>3,440</b>	<b>5.5</b>
4241	Paper and Paper Products	3,657	3,642	99.6	S	S
4242	Drugs and Druggists' Sundries	17,474	16,496	94.4	978	5.6
4243	Apparel, Piece Goods, and Notions	1,823	1,645	90.2	S	S
4244	Groceries and Related Products	6,937	6,807	98.1	S	S
4246	Chemicals and Allied Products	6,810	6,768	99.4	S	S
4247	Petroleum and Petroleum Products	19,349	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	439	439	100.0	Z	Z
4249	Miscellaneous Nondurable Goods	5,579	D	D	D	d

**Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Kind of Business	2005 <sup>1</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>475,512</b>	<b>458,594</b>	<b>96.4</b>	<b>16,918</b>	<b>3.6</b>
<b>423</b>	<b>Durable goods</b>	<b>281,273</b>	<b>271,864</b>	<b>96.7</b>	<b>9,409</b>	<b>3.3</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	50,798	47,909	94.3	2,889	5.7
4232	Furniture and Home Furnishings	9,504	9,246	97.3	258	2.7
4233	Lumber & Other Construction Materials	16,883	16,564	98.1	S	S
4234	Professional and Commercial Equipment and Supplies	34,891	33,176	95.1	1,715	4.9
42343	Computer and Computer Peripheral Equipment and Software	12,802	12,067	94.3	735	5.7
4235	Metals and Minerals, ex. Petroleum	27,889	27,227	97.6	662	2.4
4236	Electrical Goods	36,699	35,016	95.4	1,683	4.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies	16,983	16,826	99.1	S	S
4238	Machinery, Equipment, and Supplies	63,517	62,687	98.7	830	1.3
4239	Miscellaneous Durable Goods	24,109	23,213	96.3	896	3.7
<b>424</b>	<b>Nondurable goods</b>	<b>194,239</b>	<b>186,730</b>	<b>96.1</b>	<b>7,509</b>	<b>3.9</b>
4241	Paper and Paper Products	10,359	10,203	98.5	S	S
4242	Drugs and Druggists' Sundries	46,096	45,112	97.9	984	2.1
4243	Apparel, Piece Goods, and Notions	19,269	17,987	93.3	1,282	6.7
4244	Groceries and Related Products	28,686	27,963	97.5	S	S
4245	Farm Product Raw Materials	11,271	11,141	98.8	S	S
4246	Chemicals and Allied Products	14,538	14,319	98.5	219	1.5
4247	Petroleum and Petroleum Products	30,175	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,996	D	D	D	D
4249	Miscellaneous Nondurable Goods	24,849	24,463	98.4	386	1.6
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>368,842</b>	<b>356,297</b>	<b>96.6</b>	<b>12,545</b>	<b>3.4</b>
<b>423</b>	<b>Durable goods</b>	<b>232,362</b>	<b>223,995</b>	<b>96.4</b>	<b>8,367</b>	<b>3.6</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	37,809	35,274	93.3	2,535	6.7
4232	Furniture and Home Furnishings	7,919	7,683	97.0	236	3.0
4233	Lumber & Other Construction Materials	13,896	13,600	97.9	S	S
4234	Professional and Commercial Equipment and Supplies	26,713	25,215	94.4	1,498	5.6
42343	Computer and Computer Peripheral Equipment and Software	10,312	9,677	93.8	S	S
4235	Metals and Minerals, ex. Petroleum	21,066	20,484	97.2	582	2.8
4236	Electrical Goods	30,972	29,381	94.9	1,591	5.1
4237	Hardware, and Plumbing and Heating Equipment and Supplies	15,337	15,184	99.0	S	S
4238	Machinery, Equipment, and Supplies	55,672	54,995	98.8	677	1.2
4239	Miscellaneous Durable Goods	22,978	22,179	96.5	799	3.5
<b>424</b>	<b>Nondurable goods</b>	<b>136,480</b>	<b>132,302</b>	<b>96.9</b>	<b>4,178</b>	<b>3.1</b>
4241	Paper and Paper Products	7,155	7,006	97.9	S	S
4242	Drugs and Druggists' Sundries	30,208	30,098	99.6	110	0.4
4243	Apparel, Piece Goods, and Notions	17,379	16,225	93.4	1,154	6.6
4244	Groceries and Related Products	22,625	21,985	97.2	S	S
4245	Farm Product Raw Materials	11,271	11,141	98.8	S	S
4246	Chemicals and Allied Products	8,259	8,071	97.7	188	2.3
4247	Petroleum and Petroleum Products	12,619	11,204	88.8	1,415	11.2
4248	Beer, Wine, and Distilled Alcoholic Beverages	8,366	8,250	98.6	S	S
4249	Miscellaneous Nondurable Goods	18,598	18,322	98.5	276	1.5
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>106,670</b>	<b>102,297</b>	<b>95.9</b>	<b>4,373</b>	<b>4.1</b>
<b>423</b>	<b>Durable goods</b>	<b>48,911</b>	<b>47,869</b>	<b>97.9</b>	<b>1,042</b>	<b>2.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	12,989	12,635	97.3	354	2.7
4232	Furniture and Home Furnishings	S	S	S	22	S
4233	Lumber & Other Construction Materials	2,987	2,964	99.2	23	0.8
4234	Professional and Commercial Equipment and Supplies	8,178	7,961	97.3	217	2.7
42343	Computer and Computer Peripheral Equipment and Software	2,490	2,390	96.0	100	4.0
4235	Metals and Minerals, ex. Petroleum	6,823	6,743	98.8	S	S
4236	Electrical Goods	5,727	5,635	98.4	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	1,646	1,642	99.8	S	S
4238	Machinery, Equipment, and Supplies	7,845	7,692	98.0	153	2.0
4239	Miscellaneous Durable Goods	1,131	1,034	91.4	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>57,759</b>	<b>54,428</b>	<b>94.2</b>	<b>3,331</b>	<b>5.8</b>
4241	Paper and Paper Products	S	S	S	7	S
4242	Drugs and Druggists' Sundries	15,888	15,014	94.5	874	5.5
4243	Apparel, Piece Goods, and Notions	1,890	1,762	93.2	S	S
4244	Groceries and Related Products	6,061	5,978	98.6	83	1.4
4246	Chemicals and Allied Products	6,279	6,248	99.5	S	S
4247	Petroleum and Petroleum Products	17,556	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	630	D	D	D	D
4249	Miscellaneous Nondurable Goods	6,251	6,141	98.2	110	1.8

## Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

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### Notes:

NA - Cannot be computed.

Z - Estimate is less than five hundred thousand dollars or 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/standards/standardf1.html>.

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/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

### Footnote:

<sup>†</sup> Revised data.

**Table 1A. Estimated Measures of Sampling Variability<sup>1</sup> for Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2010**

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>								
			2002	2003	2004 <sup>†</sup>	2005 <sup>†</sup>	2006 <sup>†</sup>	2007 <sup>†</sup>	2008 <sup>†</sup>	2009 <sup>†</sup>	2010
<b>42</b>	<b>Sales</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.0</b>	<b>0.4</b>	<b>0.5</b>	<b>0.5</b>	<b>0.6</b>	<b>0.0</b>	<b>0.3</b>	<b>0.3</b>	<b>0.4</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>0.0</b>	<b>0.6</b>	<b>0.7</b>	<b>0.6</b>	<b>0.7</b>	<b>0.0</b>	<b>0.4</b>	<b>0.5</b>	<b>0.6</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.3	0.5	0.8	0.8	0.0	0.8	1.1	1.2
4232	Sales	Furniture and Home Furnishings	0.0	1.0	2.6	2.9	3.4	0.0	1.8	2.5	3.4
4233	Sales	Lumber & Other Construction Materials	0.0	2.4	2.7	2.8	3.3	0.0	2.0	2.7	2.6
4234	Sales	Professional and Commercial Equipment and Supplies	0.0	1.2	1.7	1.9	2.2	0.0	0.6	0.9	1.2
42343	Sales	Computer and Computer Peripheral Equipment and Software	0.0	1.6	2.4	2.6	2.7	0.0	0.8	1.3	1.8
4235	Sales	Metals and Minerals, ex. Petroleum	0.0	0.9	1.8	2.1	2.4	0.0	1.6	1.3	1.7
4236	Sales	Electrical Goods	0.0	1.5	2.3	2.3	2.5	0.0	0.8	1.2	1.3
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.7	1.3	1.8	2.2	0.0	0.7	1.3	2.5
4238	Sales	Machinery, Equipment, and Supplies	0.0	0.9	1.9	1.9	1.9	0.0	1.9	1.8	2.0
4239	Sales	Miscellaneous Durable Goods	0.0	2.2	3.5	3.1	3.0	0.0	1.6	2.3	2.7
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>0.0</b>	<b>0.6</b>	<b>0.7</b>	<b>0.9</b>	<b>1.0</b>	<b>0.0</b>	<b>0.5</b>	<b>0.6</b>	<b>0.6</b>
4241	Sales	Paper and Paper Products	0.0	1.1	2.3	2.6	3.0	0.0	0.7	1.4	1.6
4242	Sales	Drugs and Druggists' Sundries	0.0	1.0	1.4	1.6	1.6	0.0	1.1	1.2	1.5
4243	Sales	Apparel, Piece Goods, and Notions	0.0	1.3	2.5	2.8	2.7	0.0	1.6	2.2	2.6
4244	Sales	Groceries and Related Products	0.0	1.8	2.0	2.4	2.5	0.0	1.1	1.6	1.6
4245	Sales	Farm Product Raw Materials	0.0	2.8	3.5	4.0	3.9	0.0	1.1	1.5	2.2
4246	Sales	Chemicals and Allied Products	0.0	0.9	4.2	3.8	4.0	0.0	1.1	1.4	1.6
4247	Sales	Petroleum and Petroleum Products	0.0	0.9	1.6	1.8	2.7	0.0	0.8	1.6	1.9
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.0	1.7	1.9	1.9	0.0	1.6	2.8	3.4
4249	Sales	Miscellaneous Nondurable Goods	0.0	2.3	3.1	2.9	2.8	0.0	1.1	1.5	1.7
<b>42</b>	<b>Inventories</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.8</b>	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>	<b>0.7</b>	<b>0.8</b>	<b>0.8</b>	<b>0.7</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>1.1</b>	<b>1.3</b>	<b>1.5</b>	<b>1.4</b>	<b>1.2</b>	<b>1.0</b>	<b>1.2</b>	<b>1.3</b>	<b>1.4</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.8	1.5	1.8	1.3	1.4	1.8	2.1	2.3
4232	Inventories	Furniture and Home Furnishings	3.7	3.7	2.9	3.6	3.8	1.9	1.7	2.7	3.8
4233	Inventories	Lumber & Other Construction Materials	3.0	3.8	4.2	4.2	4.5	3.3	3.3	3.6	4.9
4234	Inventories	Professional and Commercial Equipment and Supplies	5.2	5.5	2.7	2.9	3.2	2.3	2.6	3.3	3.0
42343	Inventories	Computer and Computer Peripheral Equipment and Software	4.8	7.6	4.5	3.9	3.9	2.9	3.4	5.0	3.3
4235	Inventories	Metals and Minerals, ex. Petroleum	3.1	3.6	3.0	3.5	3.5	2.5	2.4	2.1	2.0
4236	Inventories	Electrical Goods	3.5	4.4	3.7	3.1	3.6	2.0	2.6	3.1	3.0
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	3.0	3.4	3.0	3.1	3.6	2.3	2.6	3.3	4.2
4238	Inventories	Machinery, Equipment, and Supplies	1.5	2.4	3.3	3.2	2.7	2.8	3.1	3.8	4.0
4239	Inventories	Miscellaneous Durable Goods	3.1	5.2	7.9	7.2	5.9	4.0	3.5	3.3	3.9
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>1.0</b>	<b>1.0</b>	<b>0.9</b>	<b>1.0</b>	<b>1.3</b>	<b>1.0</b>	<b>1.1</b>	<b>1.1</b>	<b>1.0</b>
4241	Inventories	Paper and Paper Products	2.2	2.6	3.3	3.7	3.5	2.1	2.8	2.9	2.6
4242	Inventories	Drugs and Druggists' Sundries	2.1	2.0	2.2	2.8	2.8	2.4	2.1	2.1	2.9
4243	Inventories	Apparel, Piece Goods, and Notions	3.2	3.9	4.5	5.0	4.8	4.2	4.0	4.0	4.2
4244	Inventories	Groceries and Related Products	2.9	4.1	4.3	4.4	4.5	4.4	6.2	6.1	5.7
4245	Inventories	Farm Product Raw Materials	6.3	9.0	4.0	4.2	4.3	2.8	4.8	3.7	4.1
4246	Inventories	Chemicals and Allied Products	3.3	3.9	6.0	6.3	7.5	3.6	4.6	4.8	4.8
4247	Inventories	Petroleum and Petroleum Products	1.3	1.7	1.9	1.8	1.9	2.4	2.4	2.4	2.6
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	2.1	2.5	4.2	3.9	2.8	3.0	4.5	4.1	4.0
4249	Inventories	Miscellaneous Nondurable Goods	4.6	5.0	4.6	4.6	4.5	3.1	2.9	3.7	4.8

**Notes:**

Estimates of 2002 and 2007 sales have coefficients of variation equal to zero because the survey estimates are benchmarked to 2002 and 2007 Economic Census totals, which have no sampling variability.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

**Footnote:**

<sup>1</sup> Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

<sup>†</sup> Revised data.

Table 2A. Estimated Measures of Sampling Variability<sup>1</sup> for Sales and Inventories of U.S. Merchant Wholesalers, Except Manufacturers' Sales

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

2002 NAICS CODE	Data Item	Kind of Business													
			1998	1999	2000	2001	2002	2003	2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
42	Sales	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales</b>	0.7	0.8	0.9	1.0	0.0	0.5	0.7	0.8	1.0	0.0	0.4	0.4	0.5
		<b>Branches and Offices</b>													
423	Sales	<b>Durable goods</b>	1.0	1.0	1.1	1.5	0.0	0.8	1.0	1.0	1.1	0.0	0.4	0.6	0.7
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	1.7	0.0	0.9	1.3	1.8
4232	Sales	Furniture and Home Furnishings	2.4	2.5	2.3	3.2	0.0	1.4	3.0	3.5	4.1	0.0	1.9	2.9	4.1
4233	Sales	Lumber & Other Construction Materials	2.5	2.5	3.5	7.3	0.0	2.9	3.2	3.3	3.6	0.0	1.4	1.7	2.0
4234	Sales	Professional and Commercial Equipment and Supplies	2.6	2.8	3.4	4.0	0.0	1.9	2.3	2.6	3.3	0.0	0.8	1.3	1.7
42343	Sales	Computer and Computer Peripheral Equipment and Software	3.8	4.5	5.8	6.8	0.0	1.9	2.9	3.2	3.6	0.0	1.3	1.9	2.6
4235	Sales	Metals and Minerals, ex. Petroleum	2.0	2.5	3.2	3.3	0.0	1.4	2.4	2.7	3.1	0.0	2.1	1.6	1.9
4236	Sales	Electrical Goods	2.3	2.3	2.3	3.6	0.0	2.0	3.1	3.2	3.6	0.0	0.8	1.4	1.6
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	1.2	1.2	1.7	2.2	0.0	0.9	1.6	2.3	2.5	0.0	0.9	1.6	3.0
4238	Sales	Machinery, Equipment, and Supplies	2.0	2.3	2.8	3.3	0.0	1.0	1.6	1.6	1.7	0.0	1.5	1.7	1.7
4239	Sales	Miscellaneous Durable Goods	2.9	2.8	3.1	4.0	0.0	2.4	3.7	3.3	3.1	0.0	1.6	2.4	2.8
424	Sales	<b>Nondurable goods</b>	0.8	1.1	1.3	1.1	0.0	0.7	0.9	1.2	1.4	0.0	0.6	0.7	0.9
4241	Sales	Paper and Paper Products	1.4	1.9	2.4	2.3	0.0	1.7	3.6	3.9	4.6	0.0	1.1	2.1	2.5
4242	Sales	Drugs and Druggists' Sundries	2.0	2.0	2.5	2.8	0.0	1.5	1.9	2.3	2.4	0.0	1.8	1.7	1.9
4243	Sales	Apparel, Piece Goods, and Notions	2.4	2.8	3.4	4.3	0.0	1.4	2.0	2.1	1.9	0.0	1.4	2.1	2.4
4244	Sales	Groceries and Related Products	1.3	1.7	1.7	2.3	0.0	1.4	1.7	2.3	2.6	0.0	1.4	2.1	2.1
4245	Sales	Farm Product Raw Materials	3.3	3.5	3.8	4.4	0.0	2.8	3.5	4.0	3.9	0.0	1.1	1.5	2.2
4246	Sales	Chemicals and Allied Products	2.4	3.0	3.4	4.1	0.0	1.4	2.5	2.5	3.6	0.0	1.1	1.7	1.9
4247	Sales	Petroleum and Petroleum Products	4.4	4.7	4.5	4.1	0.0	1.4	2.6	2.9	4.2	0.0	1.2	2.4	3.1
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	1.0	1.4	1.9	2.6	0.0	1.1	1.9	2.2	2.2	0.0	1.7	3.1	3.7
4249	Sales	Miscellaneous Nondurable Goods	3.2	4.7	4.5	5.3	0.0	3.2	4.1	3.9	3.6	0.0	1.4	2.0	2.1
42	Inventories	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales</b>	1.2	1.1	1.2	1.4	0.9	1.0	1.1	1.1	1.0	0.7	0.9	1.0	0.9
		<b>Branches and Offices</b>													
423	Inventories	<b>Durable goods</b>	1.5	1.4	1.6	1.9	1.2	1.4	1.8	1.7	1.5	1.1	1.2	1.5	1.6
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.7	3.2	2.8	2.2	1.9	2.4	2.4	2.7	2.0	1.8	2.3	2.6	2.8
4232	Inventories	Furniture and Home Furnishings	4.0	3.9	4.3	5.2	4.0	4.0	3.6	4.1	4.3	2.4	1.4	2.9	4.3
4233	Inventories	Lumber & Other Construction Materials	4.0	3.9	4.2	4.1	3.5	4.3	4.5	4.5	4.7	3.5	3.3	3.8	4.6
4234	Inventories	Professional and Commercial Equipment and Supplies	4.0	4.0	5.2	6.5	5.9	6.3	3.5	3.0	4.1	2.7	3.2	4.3	3.9
42343	Inventories	Computer and Computer Peripheral Equipment and Software	5.0	4.5	6.6	10.9	4.8	8.0	5.5	4.7	4.4	3.3	4.0	6.3	4.1
4235	Inventories	Metals and Minerals, ex. Petroleum	4.1	4.2	4.3	4.5	3.0	3.5	3.7	4.4	4.2	3.2	3.4	3.0	2.8
4236	Inventories	Electrical Goods	2.9	2.8	2.6	3.3	3.0	4.2	4.3	4.0	4.5	2.2	3.0	3.5	3.4
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	2.5	3.1	3.7	5.2	3.2	3.7	3.5	3.7	3.9	2.3	2.6	2.9	4.3
4238	Inventories	Machinery, Equipment, and Supplies	2.8	3.3	3.7	3.7	1.4	2.0	3.5	3.5	2.9	2.9	3.2	4.0	4.3
4239	Inventories	Miscellaneous Durable Goods	3.9	3.7	3.8	4.1	3.1	5.2	8.6	7.8	6.5	4.3	3.6	3.6	4.2
424	Inventories	<b>Nondurable goods</b>	1.4	1.5	1.4	1.6	1.1	1.3	1.2	1.4	1.5	1.2	1.3	1.5	1.3
4241	Inventories	Paper and Paper Products	3.1	3.4	3.8	3.4	2.5	3.0	4.3	4.9	5.2	2.7	3.6	3.8	3.4
4242	Inventories	Drugs and Druggists' Sundries	2.5	3.1	3.3	3.3	2.2	2.1	2.5	3.4	3.5	3.5	3.3	3.1	3.6
4243	Inventories	Apparel, Piece Goods, and Notions	3.3	3.2	3.6	3.8	3.4	3.9	3.2	3.5	3.5	3.8	3.7	3.5	3.5
4244	Inventories	Groceries and Related Products	2.8	2.7	2.8	3.7	3.0	3.5	5.3	5.6	5.7	5.5	7.8	7.7	6.5
4245	Inventories	Farm Product Raw Materials	4.3	5.8	8.1	9.3	6.3	9.0	4.0	4.2	4.3	2.8	4.8	3.7	4.1
4246	Inventories	Chemicals and Allied Products	4.3	4.0	4.4	4.6	3.8	4.5	4.0	4.4	5.7	3.9	5.6	5.6	4.9
4247	Inventories	Petroleum and Petroleum Products	4.3	4.4	4.0	4.3	2.2	2.9	4.2	3.8	4.2	4.3	4.4	3.9	4.1
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	1.9	2.1	2.5	3.2	2.3	2.7	4.6	4.2	3.0	3.2	4.7	4.3	4.1
4249	Inventories	Miscellaneous Nondurable Goods	5.4	6.1	6.2	5.5	5.3	5.6	6.1	5.9	5.4	3.4	2.9	4.1	6.1

Note:

NA - Estimated measure of sampling variability is unavailable.

Estimates of 2002 and 2007 sales have coefficients of variation equal to zero because the survey estimates are benchmarked to 2002 and 2007 Economic Census totals, which have no sampling variability.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnote:

<sup>1</sup> Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

<sup>r</sup> Revised data.

**Table 3A. Estimated Measures of Sampling Variability<sup>1</sup> for Sales and Inventories of Manufacturers' Sales Branches and Offices: 2002 through 2010**

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>								
			2002	2003	2004 <sup>†</sup>	2005 <sup>†</sup>	2006 <sup>†</sup>	2007 <sup>†</sup>	2008 <sup>†</sup>	2009 <sup>†</sup>	2010
<b>42</b>	<b>Sales</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>0.0</b>	<b>0.4</b>	<b>0.5</b>	<b>0.6</b>	<b>0.7</b>	<b>0.0</b>	<b>0.6</b>	<b>0.6</b>	<b>0.6</b>
<b>423</b>	<b>Sales</b>	<b>Durable goods</b>	<b>0.0</b>	<b>0.3</b>	<b>0.7</b>	<b>0.8</b>	<b>1.0</b>	<b>0.0</b>	<b>1.2</b>	<b>1.2</b>	<b>1.2</b>
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	0.0	0.1	0.6	0.9	1.0	0.0	1.4	1.5	1.4
4232	Sales	Furniture and Home Furnishings	0.0	0.1	2.7	2.7	3.3	0.0	2.6	2.6	2.6
4233	Sales	Lumber & Other Construction Materials	0.0	0.6	6.3	6.6	8.0	0.0	8.8	10.1	8.8
4234	Sales	Professional and Commercial Equipment and Supplies	0.0	0.3	1.7	1.8	1.8	0.0	0.1	0.3	0.5
42343	Sales	Computer and Computer Peripheral Equipment and Software	0.0	3.3	2.5	2.5	2.4	0.0	0.1	0.3	0.4
4235	Sales	Metals and Minerals, ex. Petroleum	0.0	0.7	1.3	1.8	1.8	0.0	1.1	1.5	2.1
4236	Sales	Electrical Goods	0.0	1.4	2.0	2.2	S	0.0	S	1.0	S
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.0	0.3	0.7	1.0	1.9	0.0	0.6	1.2	1.7
4238	Sales	Machinery, Equipment, and Supplies	0.0	1.6	3.5	3.5	4.1	0.0	6.4	5.3	5.4
4239	Sales	Miscellaneous Durable Goods	0.0	S	3.5	3.5	3.8	0.0	4.3	5.2	6.1
<b>424</b>	<b>Sales</b>	<b>Nondurable goods</b>	<b>0.0</b>	<b>0.9</b>	<b>1.0</b>	<b>1.0</b>	<b>1.1</b>	<b>0.0</b>	<b>0.5</b>	<b>0.7</b>	<b>0.8</b>
4241	Sales	Paper and Paper Products	0.0	0.5	S	0.4	0.6	0.0	0.2	0.6	0.9
4242	Sales	Drugs and Druggists' Sundries	0.0	0.2	0.8	0.8	0.9	0.0	0.4	1.3	1.9
4243	Sales	Apparel, Piece Goods, and Notions	0.0	3.0	16.4	17.7	18.8	0.0	19.1	22.1	23.3
4244	Sales	Groceries and Related Products	0.0	3.7	3.6	3.4	3.3	0.0	1.7	1.4	1.6
4246	Sales	Chemicals and Allied Products	0.0	0.5	8.8	8.2	8.1	0.0	1.7	1.7	2.1
4247	Sales	Petroleum and Petroleum Products	0.0	Z	0.2	0.4	0.3	0.0	0.3	0.5	1.1
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	0.0	Z	0.1	0.1	S	0.0	0.1	0.1	S
4249	Sales	Miscellaneous Nondurable Goods	0.0	0.5	0.5	0.9	0.9	0.0	4.4	4.0	5.4
<b>42</b>	<b>Inventories</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>2.4</b>	<b>2.6</b>	<b>1.2</b>	<b>1.1</b>	<b>1.3</b>	<b>1.2</b>	<b>1.1</b>	<b>1.1</b>	<b>1.3</b>
<b>423</b>	<b>Inventories</b>	<b>Durable goods</b>	<b>2.8</b>	<b>2.1</b>	<b>1.3</b>	<b>1.4</b>	<b>1.9</b>	<b>1.5</b>	<b>1.8</b>	<b>1.6</b>	<b>1.8</b>
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	1.3	2.4	2.3	2.3	1.6	1.6	1.7	1.7
4232	Inventories	Furniture and Home Furnishings	2.4	2.7	6.4	S	4.8	3.0	5.6	4.6	4.2
4233	Inventories	Lumber & Other Construction Materials	2.9	2.7	7.5	7.2	7.2	7.3	9.8	10.3	11.4
4234	Inventories	Professional and Commercial Equipment and Supplies	5.5	5.1	2.3	2.4	2.5	2.3	2.2	2.0	1.7
42343	Inventories	Computer and Computer Peripheral Equipment and Software	14.0	11.4	4.7	5.6	5.3	4.4	4.1	3.2	S
4235	Inventories	Metals and Minerals, ex. Petroleum	7.4	7.1	3.1	3.1	3.3	3.8	3.9	3.1	3.6
4236	Inventories	Electrical Goods	13.1	12.5	5.9	4.5	6.1	3.5	4.1	3.3	3.2
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	5.8	4.5	6.7	5.8	7.7	7.8	8.2	9.8	12.5
4238	Inventories	Machinery, Equipment, and Supplies	14.4	13.7	5.2	4.8	5.2	5.0	5.7	4.7	4.8
4239	Inventories	Miscellaneous Durable Goods	S	S	10.4	9.1	8.9	9.1	9.1	12.5	11.4
<b>424</b>	<b>Inventories</b>	<b>Nondurable goods</b>	<b>2.7</b>	<b>4.2</b>	<b>2.3</b>	<b>2.2</b>	<b>2.4</b>	<b>1.6</b>	<b>1.4</b>	<b>1.4</b>	<b>1.5</b>
4241	Inventories	Paper and Paper Products	5.1	5.3	S	S	S	S	S	2.7	2.8
4242	Inventories	Drugs and Druggists' Sundries	14.0	14.3	2.3	2.3	2.3	1.9	2.2	2.3	3.2
4243	Inventories	Apparel, Piece Goods, and Notions	10.1	9.7	23.2	23.0	22.0	23.4	24.5	S	S
4244	Inventories	Groceries and Related Products	7.9	18.0	7.7	7.3	7.9	5.5	7.9	8.1	8.5
4246	Inventories	Chemicals and Allied Products	5.3	5.8	13.2	13.4	14.9	5.3	6.1	7.0	7.0
4247	Inventories	Petroleum and Petroleum Products	1.0	1.0	1.4	1.7	1.8	1.7	1.0	1.2	1.6
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	0.2	0.2	0.7	0.5	0.6	0.7	0.6
4249	Inventories	Miscellaneous Nondurable Goods	5.1	6.1	5.8	6.1	5.9	6.9	5.7	5.4	5.7

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/standards/standardf1.html>.

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

Estimates of 2002 and 2007 sales have coefficients of variation equal to zero because the survey estimates are benchmarked to 2002 and 2007 Economic Census totals, which have no sampling variability.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnote:

<sup>1</sup> Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

<sup>†</sup> Revised data.

Table 4A. Estimated Measures of Sampling Variability<sup>1</sup> 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 2010

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

2002 NAICS CODE	Data Item	Kind of Business	1998	1999	2000	2001	2002	2003	2004 <sup>†</sup>	2005 <sup>†</sup>	2006 <sup>†</sup>	2007 <sup>†</sup>	2008 <sup>†</sup>	2009 <sup>†</sup>	2010
			0.6	0.8	0.9	1.0	0.4	0.6	0.7	0.8	1.0	0.2	0.4	0.5	0.7
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	0.8	1.0	0.2	0.4	0.5	0.7
423	Purchases	Durable goods	1.0	1.1	1.3	1.5	0.6	1.0	1.1	1.0	1.0	0.2	0.5	0.7	0.8
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplie	3.0	3.0	3.1	3.6	0.7	0.9	1.2	1.7	1.8	0.3	0.9	1.4	1.8
4232	Purchases	Furniture and Home Furnishings	2.3	2.1	2.1	3.2	0.7	1.6	3.2	3.6	4.2	0.8	2.2	3.1	4.4
4233	Purchases	Lumber & Other Construction Material:	2.3	2.4	3.7	8.6	2.3	3.4	3.1	3.1	3.5	0.7	1.5	1.7	1.7
4234	Purchases	Professional and Commercial Equipment and Supplie	2.5	2.7	3.5	4.2	2.5	2.5	2.5	2.8	3.3	0.7	0.9	1.5	1.8
42343	Purchases	Computer and Computer Peripheral Equipment and Softwar	3.6	4.4	5.8	6.8	1.5	2.1	3.0	3.3	3.5	0.6	1.4	2.3	2.9
4235	Purchases	Metals and Minerals, ex. Petroleum	2.2	2.9	3.5	3.7	1.0	1.8	2.4	2.7	3.0	0.9	2.4	1.7	2.3
4236	Purchases	Electrical Goods	2.3	2.4	2.4	3.7	0.5	1.9	3.3	3.3	3.7	0.4	0.9	1.5	1.6
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplie	1.3	1.2	2.0	2.4	1.0	1.2	1.8	2.4	2.7	0.8	1.3	2.1	3.5
4238	Purchases	Machinery, Equipment, and Supplie:	2.2	2.4	3.0	3.5	1.2	1.3	1.9	2.2	1.9	1.0	2.2	2.2	1.8
4239	Purchases	Miscellaneous Durable Goods	2.5	2.6	3.3	4.5	1.7	3.2	3.8	3.3	2.8	1.4	1.9	3.2	3.2
424	Purchases	Nondurable goods	0.7	1.0	1.2	1.0	0.4	0.7	1.2	1.3	1.5	0.3	0.7	0.7	1.1
4241	Purchases	Paper and Paper Products	1.6	2.2	2.7	2.5	0.7	2.0	3.6	3.8	4.5	0.8	1.2	2.0	2.5
4242	Purchases	Drugs and Druggists' Sundries	2.1	2.0	2.3	2.6	0.6	1.7	3.6	2.2	2.3	0.9	2.0	1.6	1.7
4243	Purchases	Apparel, Piece Goods, and Notion	2.5	2.8	3.5	4.5	1.2	1.6	2.4	2.4	2.2	0.8	1.8	2.5	2.8
4244	Purchases	Groceries and Related Product:	1.1	1.6	1.5	2.0	0.7	1.1	2.1	3.0	3.1	0.8	1.7	2.3	2.4
4245	Purchases	Farm Product Raw Material:	3.3	3.6	3.8	4.4	2.1	2.7	3.9	4.0	4.0	0.5	1.4	1.5	2.0
4246	Purchases	Chemicals and Allied Product:	2.1	2.8	3.4	4.1	1.4	2.1	2.9	2.6	3.7	1.0	1.8	2.2	2.4
4247	Purchases	Petroleum and Petroleum Product:	4.3	4.5	4.5	4.0	0.4	1.4	2.6	2.9	4.2	0.3	1.2	2.4	3.1
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverage	1.2	1.5	1.7	2.5	0.5	1.3	1.8	2.1	2.1	0.4	1.6	2.9	3.5
4249	Purchases	Miscellaneous Nondurable Goods	3.3	5.0	4.8	5.7	2.7	3.3	4.2	4.1	3.7	1.3	2.2	2.7	2.9
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	x	1.2	1.2	1.5	0.8	1.0	x	1.3	1.3	0.9	1.0	1.2	1.0
423	Gross margins	Durable goods	x	1.2	1.4	2.0	1.0	1.4	x	1.6	1.6	1.0	1.0	1.3	1.3
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplie	x	2.4	2.5	2.0	2.2	3.8	x	2.6	2.4	1.8	2.2	3.0	2.2
4232	Gross margins	Furniture and Home Furnishings	x	4.1	3.6	4.6	2.2	2.8	x	4.2	4.4	2.5	3.4	4.9	5.5
4233	Gross margins	Lumber & Other Construction Material:	x	3.8	4.0	3.7	4.2	4.3	x	4.5	5.0	2.6	3.5	4.0	4.4
4234	Gross margins	Professional and Commercial Equipment and Supplie	x	3.6	4.6	5.3	3.6	3.9	x	3.7	4.1	2.8	2.5	2.7	2.9
42343	Gross margins	Computer and Computer Peripheral Equipment and Softwar	x	6.3	8.4	10.1	6.2	7.9	x	4.2	5.4	4.3	4.5	4.8	4.7
4235	Gross margins	Metals and Minerals, ex. Petroleum	x	5.5	4.4	5.3	3.4	4.4	x	4.1	4.5	6.0	3.3	6.5	2.9
4236	Gross margins	Electrical Goods	x	3.3	3.4	4.3	2.4	4.2	x	3.2	3.8	2.3	1.8	2.9	2.6
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplie	x	2.7	2.3	3.5	2.3	3.0	x	3.2	3.4	1.9	2.5	2.5	4.0
4238	Gross margins	Machinery, Equipment, and Supplie:	x	3.0	3.5	3.7	2.2	2.3	x	3.5	2.4	2.6	2.6	5.5	4.1
4239	Gross margins	Miscellaneous Durable Goods	x	4.2	3.9	4.6	3.8	5.3	x	5.0	7.4	5.0	5.1	5.3	5.0
424	Gross margins	Nondurable goods	x	2.0	2.1	2.3	1.5	1.7	x	1.7	1.7	1.6	1.9	2.0	2.0
4241	Gross margins	Paper and Paper Products	x	2.1	2.5	2.7	2.5	3.7	x	6.5	7.3	3.4	3.9	4.0	4.6
4242	Gross margins	Drugs and Druggists' Sundries	x	7.4	7.6	4.6	4.9	4.8	x	8.6	9.3	9.3	9.8	9.5	8.9
4243	Gross margins	Apparel, Piece Goods, and Notion	x	3.9	4.6	4.8	2.5	4.3	x	3.1	2.6	2.4	2.5	2.8	2.8
4244	Gross margins	Groceries and Related Products	x	3.8	4.3	5.9	4.0	4.2	x	4.4	3.8	4.2	4.8	5.1	4.7
4245	Gross margins	Farm Product Raw Materials	x	5.2	8.0	8.4	9.8	13.3	x	12.5	5.0	6.5	6.5	3.8	5.2
4246	Gross margins	Chemicals and Allied Products	x	5.9	5.2	7.0	4.1	4.7	x	4.2	6.5	3.6	3.0	3.4	3.9
4247	Gross margins	Petroleum and Petroleum Products	x	6.8	6.2	7.0	4.5	4.5	x	4.4	5.7	4.6	3.9	5.3	6.1
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	x	2.1	3.1	3.4	1.5	1.6	x	2.6	3.1	1.5	3.2	3.9	4.7
4249	Gross margins	Miscellaneous Nondurable Goods	x	5.1	4.5	4.4	3.8	6.0	x	5.4	5.5	5.1	4.1	4.7	5.8
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	0.2	0.2	0.2	0.2
423	Gross margins as a percent of sales	Durable goods	x	0.2	0.2	0.2	0.3	0.3	x	0.3	0.2	0.2	0.2	0.2	0.3
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplie	x	0.6	0.4	0.5	0.5	0.7	x	0.3	0.4	0.3	0.3	0.4	0.2
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	0.8	0.8	0.9	1.0
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	0.6	0.6	0.7	0.6	0.7
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	0.5	0.6	0.5	0.5	0.5
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	0.5	0.4	0.6	0.7	0.7	0.8
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	0.5	0.6	0.9	0.6	0.6	0.5
4236	Gross margins as a percent of sales	Electrical Goods	x	0.5	0.6	0.5	0.5	0.7	x	0.4	0.4	0.5	0.4	0.4	
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	x	0.5	0.5	0.6	0.6	0.8	x	0.6	0.6	0.6	0.7	0.7	0.6
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	x	0.5	0.5	0.5	0.6	0.5	x	1.0	0.6	0.7	0.8	1.2	0.9
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	1.1	0.9	1.1	1.0
424	Gross margins as a percent of sales	Nondurable goods	x	0.2	0.2	0.3	0.2	0.2	x	0.2	0.2	0.2	0.2	0.3	0.3
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	0.9	0.7	0.7	0.6	0.7
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	x	0.9	0.7	0.4	0.6	0.5	x	0.6	0.7	0.9	0.9	0.8	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	0.7	0.6	0.7	0.6	0.7	0.6
4244	Gross margins as a percent of sales	Groceries and Related Products	x	0.5	0.6	0.7	0.6	0.6	x	0.8	0.7	0.7	0.8	0.8	0.8
4245	Gross margins as a percent of sales	Farm Product Raw Materials	x	0.3	0.5	0.6	0.7	1.1	x	1.0	0.4	0.8	0.5	0.4	0.4
4246	Gross margins as a percent of sales	Chemicals and Allied Products	x	1.0	0.8	1.1	1.1	1.2	x	0.8	1.0	0.9	0.7	0.8	0.9
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	x	0.3	0.3	0.4	0.4	0.3	x	0.2	0.2	0.3	0.2	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	0.6	0.4	0.5	0.4	0.4
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Good	x	0.6	0.7	0.8	0.7	1.0	x	1.0	0.9	1.1	0.9	1.0	1.2

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.

NA - Estimated measure of sampling variability is unavailable.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnotes:

<sup>1</sup> Estimates of sampling variability for purchases and gross margins are measured using coefficients of variation. Estimates of sampling variability for gross margins as a percent of sales are measured using standard errors.

<sup>†</sup> Revised data

**Table 5A. Estimated Measures of Sampling Variability<sup>1</sup> for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010**

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>								
			2002	2003	2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>1.0</b>	<b>0.8</b>	<b>0.7</b>	<b>0.7</b>	<b>0.8</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>1.0</b>	<b>0.7</b>	<b>0.8</b>	<b>0.7</b>	<b>1.0</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	1.6	0.8	1.4	1.5	1.8
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	3.8	1.7	2.4	2.9	3.4
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	3.8	2.3	2.1	2.7	3.2
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	2.7	1.7	1.7	2.1	2.2
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	3.8	2.6	3.0	3.2	3.3
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.0	2.6	2.6	2.4	2.2
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	2.8	1.6	2.1	2.4	2.6
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	2.7	1.8	1.8	1.8	2.3
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	1.8	2.2	1.6	2.7	2.9
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	7.0	5.0	6.5	4.7	5.2
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>1.4</b>	<b>1.2</b>	<b>1.2</b>	<b>1.4</b>	<b>1.4</b>
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	5.4	2.7	2.5	2.4	2.6
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	5.6	4.0	3.9	4.7	5.3
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	2.3	1.8	2.0	2.0	2.6
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	3.8	2.1	1.7	2.3	2.5
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	5.6	4.7	4.2	4.8	4.7
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	4.6	2.8	2.7	2.8	3.1
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	4.8	4.4	4.6	4.0	4.7
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.3	1.4	1.8	2.9	3.6
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	5.9	5.4	4.8	5.3	5.5
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	0.1	0.1	0.1	0.1	0.1
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	0.3	0.4	0.4	0.6	0.5
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	0.3	0.4	0.3	0.5	0.5
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	0.3	0.3	0.2	0.3	0.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	0.2	0.4	0.4	0.4	0.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.2
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	0.2	0.3	0.3	0.3	0.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	0.3	0.4	0.4	0.4	0.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.3	0.4	0.3	0.4	0.3
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	0.8	0.8	0.9	0.9	0.8
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>0.2</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	0.6	0.4	0.3	0.3	0.3
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	0.4	0.4	0.3	0.4	0.4
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	0.4	0.4	0.4	0.5	0.5
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	0.4	0.3	0.3	0.2	0.2
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	0.4	0.4	0.4	0.4	0.4
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	0.1	0.1	0.1	0.1	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	0.3	0.2	0.2	0.2	0.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	0.9	0.8	0.7	0.8	0.8

**Table 5A. Estimated Measures of Sampling Variability<sup>1</sup> for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010**

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>								
			2002	2003	2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches</b>	NA	NA	NA	NA	1.4	0.9	0.7	0.6	0.6
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>	NA	NA	NA	NA	1.6	0.9	1.0	0.9	1.1
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	2.2	1.0	1.6	1.7	2.2
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	4.3	1.9	2.6	3.4	3.8
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	4.1	2.0	2.0	2.7	3.4
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	4.0	2.2	2.3	2.9	3.1
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	5.8	3.9	4.8	4.9	5.2
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.3	3.2	3.3	2.9	2.6
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	3.3	1.7	2.3	2.8	3.0
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	2.9	1.9	2.0	2.0	2.7
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	1.7	2.1	1.4	2.6	2.7
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	7.7	5.3	6.8	4.9	5.5
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>	NA	NA	NA	NA	1.9	1.2	1.2	1.5	1.6
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	6.8	3.6	3.5	3.6	4.0
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	11.9	8.2	7.4	9.7	9.6
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	1.5	1.9	1.9	2.1	2.4
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	4.6	3.1	2.6	3.5	3.8
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	5.6	4.7	4.2	4.8	4.7
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	4.6	3.7	3.2	3.3	4.1
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	6.9	5.9	5.7	6.4	6.7
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.5	1.5	1.9	3.1	3.8
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	5.1	3.2	3.2	2.8	3.7
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches</b>	NA	NA	NA	NA	0.1	0.1	0.1	0.1	0.1
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	NA	NA	NA	NA	0.2	0.1	0.2	0.2	0.2
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	0.2	0.1	0.2	0.2	0.2
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	0.4	0.5	0.6	0.8	0.7
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	0.3	0.4	0.4	0.4	0.4
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	0.4	0.4	0.3	0.4	0.4
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	0.4	0.5	0.6	0.6	0.6
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	0.5	0.4	0.4	0.5	0.3
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	0.3	0.5	0.5	0.4	0.5
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.3	0.4	0.4	0.5	0.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	0.9	0.8	1.0	0.9	0.8
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	NA	NA	NA	NA	0.2	0.1	0.1	0.1	0.2
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	0.8	0.6	0.5	0.5	0.6
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	0.6	0.5	0.4	0.5	0.5
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	0.4	0.4	0.5	0.5	0.5
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	0.5	0.4	0.3	0.3	0.3
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	0.6	0.6	0.6	0.6	0.6
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	0.1	0.1	0.1	0.2	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	0.3	0.3	0.2	0.2	0.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	0.5	0.5	0.5	0.5	0.6

**Table 5A. Estimated Measures of Sampling Variability<sup>1</sup> for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010**

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>								
			2002	2003	2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
42	<b>Operating expenses</b>	<b>Manufacturers' Sales Branches and Offices</b>	3.1	2.7	1.2	1.3	1.4	1.5	1.5	1.4	1.6
423	<b>Operating expenses</b>	<b>Durable goods</b>	4.2	3.6	1.0	0.9	1.3	1.3	1.2	1.2	1.4
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	1.6	S	S	1.6	1.0	1.6	1.6	1.6
4232	Operating expenses	Furniture and Home Furnishings	7.4	7.8	6.7	2.9	3.8	1.8	2.8	2.8	2.7
4233	Operating expenses	Lumber & Other Construction Materials	3.7	4.0	6.7	6.5	5.9	6.7	7.6	8.4	8.1
4234	Operating expenses	Professional and Commercial Equipment and Supplies	2.4	2.8	2.0	2.1	1.9	1.1	0.9	0.8	1.0
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	5.6	7.5	3.2	3.2	2.6	1.3	1.1	1.0	S
4235	Operating expenses	Metals and Minerals, ex. Petroleum	11.1	11.0	3.5	3.2	5.0	4.0	4.2	3.8	3.9
4236	Operating expenses	Electrical Goods	12.7	10.4	3.6	3.5	S	S	S	2.5	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	3.4	3.4	2.0	2.1	2.8	2.4	2.7	3.8	4.3
4238	Operating expenses	Machinery, Equipment, and Supplies	5.2	15.2	5.3	5.0	4.6	7.0	6.9	6.1	6.8
4239	Operating expenses	Miscellaneous Durable Goods	S	S	4.9	5.6	5.8	5.2	6.8	7.0	7.1
424	<b>Operating expenses</b>	<b>Nondurable goods</b>	2.2	1.9	2.7	2.8	2.9	2.2	2.3	2.1	2.3
4241	Operating expenses	Paper and Paper Products	4.3	4.3	S	S	3.5	2.2	2.1	2.0	2.2
4242	Operating expenses	Drugs and Druggists' Sundries	3.6	3.7	2.4	2.7	2.6	2.2	3.0	1.4	2.1
4243	Operating expenses	Apparel, Piece Goods, and Notions	7.2	8.7	22.4	22.6	23.9	22.3	25.2	28.7	S
4244	Operating expenses	Groceries and Related Products	5.8	4.8	5.8	5.5	5.9	2.8	3.0	3.2	3.1
4246	Operating expenses	Chemicals and Allied Products	3.1	2.6	8.7	9.4	8.7	2.4	4.2	3.8	4.1
4247	Operating expenses	Petroleum and Petroleum Products	4.8	4.0	7.2	6.6	2.7	2.9	3.2	2.7	3.3
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	0.4	0.3	0.3	0.4	0.4	0.4	S
4249	Operating expenses	Miscellaneous Nondurable Goods	4.4	4.8	17.7	16.8	17.2	19.1	16.6	17.7	20.2
42	<b>Operating expenses as a percent of sales</b>	<b>Manufacturers' Sales Branches and Offices</b>	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1
423	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	0.3	0.3	0.1	0.1	0.1	0.1	0.1	0.1	0.1
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Z	Z	S	S	Z	Z	Z	Z	Z
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	0.7	0.8	0.9	0.1	0.2	0.2	0.1	0.1	0.1
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	0.4	0.4	0.4	0.4	0.5	0.6	0.7	0.7	0.7
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	0.4	0.4	0.2	0.2	0.2	0.2	0.2	0.1	0.1
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	0.2	0.2	0.1	S
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	0.5	0.4	0.1	0.1	0.1	0.2	0.2	0.2	0.1
4236	Operating expenses as a percent of sales	Electrical Goods	1.9	1.7	0.3	0.3	S	S	S	0.3	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.6	0.5	0.3	0.3	0.3	0.4	0.4	0.6	0.5
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	0.4	1.1	0.5	0.5	0.5	0.5	0.4	0.5	0.6
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	S	S	0.8	0.9	0.8	0.9	1.0	1.0	0.9
424	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	0.2	0.1	0.3	0.3	0.3	0.2	0.2	0.2	0.2
4241	Operating expenses as a percent of sales	Paper and Paper Products	0.3	0.3	S	S	0.4	0.3	0.3	0.3	0.3
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.3
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	0.7	0.8	0.8	0.8	0.8	0.9	0.9	0.8	S
4244	Operating expenses as a percent of sales	Groceries and Related Products	0.6	0.5	0.4	0.4	0.3	0.4	0.5	0.4	0.4
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	0.2	0.2	0.3	0.3	0.2	0.2	0.3	0.3	0.3
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	0.1	0.1	0.2	0.2	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	Z	Z	Z	Z	Z	Z	S
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	0.3	0.4	2.7	2.6	2.6	2.5	2.3	2.4	2.3

Notes:

NA - Corresponding estimate from table 5 is unavailable due to operating expenses not being collected on the Annual Wholesale Trade Survey for merchant wholesalers, except manufacturers' sales branches and offices, until 2006.

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/standards/standardf1.html>.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnote:

<sup>1</sup>Estimates of sampling variability for operating expenses are measured using coefficients of variation. Estimates of sampling variability for operating expenses as a percent of sales are measured using standard errors.

<sup>r</sup>Revised data.

**Table 6a. Estimated Measures of Sampling Variability<sup>1</sup> for Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2010**

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

2002 NAICS CODE	Data Item	Estimated Measures of Sampling Variability <sup>1</sup>						
		2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
<b>4251</b>	<b>Total sales</b>	<b>4.2</b>	<b>4.6</b>	<b>4.4</b>	<b>4.8</b>	<b>7.9</b>	<b>6.6</b>	<b>6.7</b>
4251	.Sales on own account	18.9	18.9	18.5	21.8	15.4	17.6	18.8
4251	.Sales made on the account of others	4.3	4.7	4.5	4.9	7.9	6.5	6.7
<b>4251</b>	<b>Commissions received for sales made on the account of others</b>							
4251	.Amount	4.4	4.6	5.2	4.9	7.0	6.1	6.5
4251	.As a percent of sales on the account of others	0.1	0.1	0.1	0.1	0.2	0.1	0.2
<b>4251</b>	<b>Operating Expenses</b>							
4251	.Amount	5.7	5.5	6.9	6.6	8.8	9.4	9.8
4251	.As a percent of total sales	0.1	0.1	0.2	0.1	0.1	0.2	0.2

Notes:

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnote:

<sup>1</sup> Estimates of sampling variability for total sales, sales on own account, sales made on the account of others, commissions and operating expenses are measured using coefficients of variation. Estimates of sampling variability for commissions as a percent of sales made on the account of others and operating expenses as a percent of total sales are measured using standard errors.

<sup>r</sup> Revised data.

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

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

2002 NAICS CODE	Kind of Business	2010				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.7</b>	<b>0.7</b>	<b>0.1</b>	<b>3.3</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.4</b>	<b>1.4</b>	<b>0.2</b>	<b>5.8</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.3	2.4	0.2	2.8	0.2
4232	Furniture and Home Furnishings	3.8	3.5	0.6	19.9	0.6
4233	Lumber & Other Construction Materials	4.9	4.7	0.5	S	S
4234	Professional and Commercial Equipment and Supplies	3.0	2.9	0.3	10.4	0.3
42343	Computer and Computer Peripheral Equipment and Software	3.3	3.3	0.2	5.7	0.2
4235	Metals and Minerals, ex. Petroleum	2.0	1.9	0.4	15.3	0.4
4236	Electrical Goods	3.0	3.4	1.0	19.3	1.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	4.2	4.1	0.2	14.1	0.2
4238	Machinery, Equipment, and Supplies	4.0	3.6	0.5	25.8	0.5
4239	Miscellaneous Durable Goods	3.9	4.0	0.9	20.5	0.9
<b>424</b>	<b>Nondurable goods</b>	<b>1.0</b>	<b>1.0</b>	<b>0.2</b>	<b>3.5</b>	<b>0.2</b>
4241	Paper and Paper Products	2.6	2.6	0.2	15.8	0.2
4242	Drugs and Druggists' Sundries	2.9	2.9	0.1	4.3	0.1
4243	Apparel, Piece Goods, and Notions	4.2	4.6	0.6	6.4	0.6
4244	Groceries and Related Products	5.7	5.6	1.0	S	S
4245	Farm Product Raw Materials	4.1	3.9	0.4	S	S
4246	Chemicals and Allied Products	4.8	4.7	0.5	22.1	0.5
4247	Petroleum and Petroleum Products	2.6	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.0	D	D	D	D
4249	Miscellaneous Nondurable Goods	4.8	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>0.9</b>	<b>0.9</b>	<b>0.2</b>	<b>4.4</b>	<b>0.2</b>
<b>423</b>	<b>Durable goods</b>	<b>1.6</b>	<b>1.5</b>	<b>0.2</b>	<b>6.9</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.8	3.1	0.3	3.2	0.3
4232	Furniture and Home Furnishings	4.3	4.1	0.9	23.7	0.9
4233	Lumber & Other Construction Materials	4.6	4.3	0.6	S	S
4234	Professional and Commercial Equipment and Supplies	3.9	3.8	0.4	11.2	0.4
42343	Computer and Computer Peripheral Equipment and Software	4.1	4.1	0.2	5.7	0.2
4235	Metals and Minerals, ex. Petroleum	2.8	2.6	0.5	18.4	0.5
4236	Electrical Goods	3.4	3.7	1.1	22.9	1.1
4237	Hardware, and Plumbing and Heating Equipment and Supplies	4.3	4.1	0.3	15.8	0.3
4238	Machinery, Equipment, and Supplies	4.3	3.9	0.6	S	S
4239	Miscellaneous Durable Goods	4.2	4.3	0.8	20.9	0.8
<b>424</b>	<b>Nondurable goods</b>	<b>1.3</b>	<b>1.3</b>	<b>0.2</b>	<b>5.6</b>	<b>0.2</b>
4241	Paper and Paper Products	3.4	3.4	0.2	21.5	0.2
4242	Drugs and Druggists' Sundries	3.6	3.5	0.1	19.8	0.1
4243	Apparel, Piece Goods, and Notions	3.5	3.7	0.6	7.1	0.6
4244	Groceries and Related Products	6.5	6.1	1.2	S	S
4245	Farm Product Raw Materials	4.1	3.9	0.4	S	S
4246	Chemicals and Allied Products	4.9	4.9	0.8	24.5	0.8
4247	Petroleum and Petroleum Products	4.1	4.6	0.5	3.5	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.1	4.2	0.2	S	S
4249	Miscellaneous Nondurable Goods	6.1	6.2	0.5	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>1.3</b>	<b>1.3</b>	<b>0.2</b>	<b>3.5</b>	<b>0.2</b>
<b>423</b>	<b>Durable goods</b>	<b>1.8</b>	<b>1.9</b>	<b>0.3</b>	<b>11.4</b>	<b>0.3</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.7	Z	1.4	Z
4232	Furniture and Home Furnishings	4.2	4.3	0.1	2.6	0.1
4233	Lumber & Other Construction Materials	11.4	11.4	Z	6.3	Z
4234	Professional and Commercial Equipment and Supplies	1.7	1.7	Z	3.5	Z
42343	Computer and Computer Peripheral Equipment and Software	S	S	S	NA	S
4235	Metals and Minerals, ex. Petroleum	3.6	3.2	0.4	29.7	0.4
4236	Electrical Goods	3.2	4.1	2.1	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	12.5	12.8	0.2	5.6	0.2
4238	Machinery, Equipment, and Supplies	4.8	4.9	0.3	11.4	0.3
4239	Miscellaneous Durable Goods	11.4	11.9	1.4	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>1.5</b>	<b>1.6</b>	<b>0.1</b>	<b>1.9</b>	<b>0.1</b>
4241	Paper and Paper Products	2.8	2.8	Z	S	S
4242	Drugs and Druggists' Sundries	3.2	3.2	0.1	3.7	0.1
4243	Apparel, Piece Goods, and Notions	S	S	S	9.3	S
4244	Groceries and Related Products	8.5	8.6	0.2	S	S
4246	Chemicals and Allied Products	7.0	7.0	0.5	S	S
4247	Petroleum and Petroleum Products	1.6	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.6	D	D	D	D
4249	Miscellaneous Nondurable Goods	5.7	D	D	D	D

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

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

2002 NAICS CODE	Kind of Business	2009 <sup>r</sup>				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.8</b>	<b>0.8</b>	<b>0.1</b>	<b>2.6</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.3</b>	<b>1.4</b>	<b>0.1</b>	<b>3.9</b>	<b>0.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	2.2	0.2	2.8	0.2
4232	Furniture and Home Furnishings	2.7	2.6	0.4	12.4	0.4
4233	Lumber & Other Construction Materials	3.6	3.6	0.5	29.9	0.5
4234	Professional and Commercial Equipment and Supplies	3.3	3.1	0.4	13.9	0.4
42343	Computer and Computer Peripheral Equipment and Software	5.0	D	D	D	D
4235	Metals and Minerals, ex. Petroleum	2.1	2.2	0.6	17.2	0.6
4236	Electrical Goods	3.1	3.3	0.6	14.2	0.6
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.3	3.2	0.3	19.1	0.3
4238	Machinery, Equipment, and Supplies	3.8	3.6	0.2	20.6	0.2
4239	Miscellaneous Durable Goods	3.3	3.4	0.6	16.7	0.6
<b>424</b>	<b>Nondurable goods</b>	<b>1.1</b>	<b>1.1</b>	<b>0.2</b>	<b>3.3</b>	<b>0.2</b>
4241	Paper and Paper Products	2.9	3.0	0.2	16.7	0.2
4242	Drugs and Druggists' Sundries	2.1	2.1	0.1	3.6	0.1
4243	Apparel, Piece Goods, and Notions	4.0	4.0	0.9	12.4	0.9
4244	Groceries and Related Products	6.1	6.1	0.9	S	S
4245	Farm Product Raw Materials	3.7	3.4	0.4	S	S
4246	Chemicals and Allied Products	4.8	4.8	0.4	17.5	0.4
4247	Petroleum and Petroleum Products	2.4	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.1	D	D	D	D
4249	Miscellaneous Nondurable Goods	3.7	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>1.0</b>	<b>1.0</b>	<b>0.1</b>	<b>3.6</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.5</b>	<b>1.5</b>	<b>0.1</b>	<b>4.5</b>	<b>0.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.6	2.8	0.3	3.2	0.3
4232	Furniture and Home Furnishings	2.9	2.8	0.5	14.9	0.5
4233	Lumber & Other Construction Materials	3.8	3.6	0.6	S	S
4234	Professional and Commercial Equipment and Supplies	4.3	4.1	0.5	14.9	0.5
42343	Computer and Computer Peripheral Equipment and Software	6.3	6.5	0.4	8.7	0.4
4235	Metals and Minerals, ex. Petroleum	3.0	3.1	0.7	22.0	0.7
4236	Electrical Goods	3.5	3.8	0.7	16.5	0.7
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.9	2.8	0.4	20.5	0.4
4238	Machinery, Equipment, and Supplies	4.0	3.8	0.3	26.5	0.3
4239	Miscellaneous Durable Goods	3.6	3.7	0.6	17.1	0.6
<b>424</b>	<b>Nondurable goods</b>	<b>1.5</b>	<b>1.5</b>	<b>0.2</b>	<b>5.0</b>	<b>0.2</b>
4241	Paper and Paper Products	3.8	3.9	0.3	23.0	0.3
4242	Drugs and Druggists' Sundries	3.1	3.1	0.1	14.6	0.1
4243	Apparel, Piece Goods, and Notions	3.5	3.8	0.9	12.2	0.9
4244	Groceries and Related Products	7.7	7.7	1.0	S	S
4245	Farm Product Raw Materials	3.7	3.4	0.4	S	S
4246	Chemicals and Allied Products	5.6	5.7	0.5	17.3	0.5
4247	Petroleum and Petroleum Products	3.9	4.4	0.5	3.4	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.3	4.3	0.3	21.3	0.3
4249	Miscellaneous Nondurable Goods	4.1	4.1	0.4	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>1.1</b>	<b>1.2</b>	<b>0.2</b>	<b>4.1</b>	<b>0.2</b>
<b>423</b>	<b>Durable goods</b>	<b>1.6</b>	<b>1.8</b>	<b>0.4</b>	<b>13.9</b>	<b>0.4</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.7	1.7	Z	1.4	Z
4232	Furniture and Home Furnishings	4.6	4.7	0.1	3.0	0.1
4233	Lumber & Other Construction Materials	10.3	10.3	Z	6.3	Z
4234	Professional and Commercial Equipment and Supplies	2.0	2.0	Z	3.9	Z
42343	Computer and Computer Peripheral Equipment and Software	3.2	D	D	D	D
4235	Metals and Minerals, ex. Petroleum	3.1	2.6	1.1	S	S
4236	Electrical Goods	3.3	4.2	2.2	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	9.8	10.0	0.1	9.3	0.1
4238	Machinery, Equipment, and Supplies	4.7	4.9	0.3	S	S
4239	Miscellaneous Durable Goods	12.5	13.4	1.6	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>1.4</b>	<b>1.5</b>	<b>0.1</b>	<b>2.2</b>	<b>0.1</b>
4241	Paper and Paper Products	2.7	2.7	Z	2.9	Z
4242	Drugs and Druggists' Sundries	2.3	2.3	0.1	2.9	0.1
4243	Apparel, Piece Goods, and Notions	S	S	S	28.4	S
4244	Groceries and Related Products	8.1	8.2	0.1	S	S
4246	Chemicals and Allied Products	7.0	7.1	0.5	S	S
4247	Petroleum and Petroleum Products	1.2	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.7	D	D	D	D
4249	Miscellaneous Nondurable Goods	5.4	D	D	D	D

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

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

2002 NAICS CODE	Kind of Business	2008 <sup>r</sup>				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.8</b>	<b>0.8</b>	<b>0.1</b>	<b>3.7</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.2</b>	<b>1.3</b>	<b>0.2</b>	<b>6.9</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.8	1.9	0.2	3.0	0.2
4232	Furniture and Home Furnishings	1.7	1.7	0.2	9.1	0.2
4233	Lumber & Other Construction Materials	3.3	3.3	0.3	25.6	0.3
4234	Professional and Commercial Equipment and Supplies	2.6	2.6	0.2	9.3	0.2
42343	Computer and Computer Peripheral Equipment and Software	3.4	3.4	0.2	6.8	0.2
4235	Metals and Minerals, ex. Petroleum	2.4	2.4	0.4	13.4	0.4
4236	Electrical Goods	2.6	2.7	1.3	27.0	1.3
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.6	2.6	0.5	25.3	0.5
4238	Machinery, Equipment, and Supplies	3.1	3.1	0.3	20.1	0.3
4239	Miscellaneous Durable Goods	3.5	3.5	0.5	15.7	0.5
<b>424</b>	<b>Nondurable goods</b>	<b>1.1</b>	<b>1.1</b>	<b>0.2</b>	<b>4.6</b>	<b>0.2</b>
4241	Paper and Paper Products	2.8	2.8	0.1	19.3	0.1
4242	Drugs and Druggists' Sundries	2.1	2.1	Z	3.2	Z
4243	Apparel, Piece Goods, and Notions	4.0	4.2	1.1	10.3	1.1
4244	Groceries and Related Products	6.2	6.3	1.1	S	S
4245	Farm Product Raw Materials	4.8	4.5	0.4	S	S
4246	Chemicals and Allied Products	4.6	4.5	0.2	13.8	0.2
4247	Petroleum and Petroleum Products	2.4	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.5	D	D	D	D
4249	Miscellaneous Nondurable Goods	2.9	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>0.9</b>	<b>0.9</b>	<b>0.2</b>	<b>4.9</b>	<b>0.2</b>
<b>423</b>	<b>Durable goods</b>	<b>1.2</b>	<b>1.3</b>	<b>0.3</b>	<b>8.2</b>	<b>0.3</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.3	2.4	0.3	3.2	0.3
4232	Furniture and Home Furnishings	1.4	1.5	0.3	10.4	0.3
4233	Lumber & Other Construction Materials	3.3	3.2	0.4	27.2	0.4
4234	Professional and Commercial Equipment and Supplies	3.2	3.1	0.3	9.8	0.3
42343	Computer and Computer Peripheral Equipment and Software	4.0	4.0	0.3	6.8	0.3
4235	Metals and Minerals, ex. Petroleum	3.4	3.4	0.4	15.9	0.4
4236	Electrical Goods	3.0	3.1	1.5	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.6	2.5	0.5	26.6	0.5
4238	Machinery, Equipment, and Supplies	3.2	3.2	0.3	24.6	0.3
4239	Miscellaneous Durable Goods	3.6	3.7	0.5	16.6	0.5
<b>424</b>	<b>Nondurable goods</b>	<b>1.3</b>	<b>1.3</b>	<b>0.2</b>	<b>6.9</b>	<b>0.2</b>
4241	Paper and Paper Products	3.6	3.6	0.2	20.5	0.2
4242	Drugs and Druggists' Sundries	3.3	3.3	0.1	17.9	0.1
4243	Apparel, Piece Goods, and Notions	3.7	4.0	1.1	11.1	1.1
4244	Groceries and Related Products	7.8	7.8	1.3	S	S
4245	Farm Product Raw Materials	4.8	4.5	0.4	S	S
4246	Chemicals and Allied Products	5.6	5.6	0.3	13.4	0.3
4247	Petroleum and Petroleum Products	4.4	5.2	0.7	3.4	0.7
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.7	4.8	0.3	S	S
4249	Miscellaneous Nondurable Goods	2.9	2.9	0.4	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>1.1</b>	<b>1.1</b>	<b>0.1</b>	<b>3.9</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.8</b>	<b>1.8</b>	<b>0.3</b>	<b>12.6</b>	<b>0.3</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.6	1.6	Z	1.4	Z
4232	Furniture and Home Furnishings	5.6	5.7	0.1	3.5	0.1
4233	Lumber & Other Construction Materials	9.8	9.9	Z	6.3	Z
4234	Professional and Commercial Equipment and Supplies	2.2	2.1	Z	4.4	Z
42343	Computer and Computer Peripheral Equipment and Software	4.1	4.1	Z	S	S
4235	Metals and Minerals, ex. Petroleum	3.9	3.3	1.0	S	S
4236	Electrical Goods	4.1	4.4	1.4	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	8.2	8.3	0.1	12.5	0.1
4238	Machinery, Equipment, and Supplies	5.7	5.8	0.2	S	S
4239	Miscellaneous Durable Goods	9.1	9.6	1.3	19.7	1.3
<b>424</b>	<b>Nondurable goods</b>	<b>1.4</b>	<b>1.4</b>	<b>0.1</b>	<b>2.4</b>	<b>0.1</b>
4241	Paper and Paper Products	2.5	2.5	Z	S	S
4242	Drugs and Druggists' Sundries	2.2	2.2	0.1	2.8	0.1
4243	Apparel, Piece Goods, and Notions	24.5	25.2	1.7	21.4	1.7
4244	Groceries and Related Products	7.9	8.0	0.1	9.0	0.1
4246	Chemicals and Allied Products	6.1	6.1	0.2	S	S
4247	Petroleum and Petroleum Products	1.0	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.6	D	D	D	D
4249	Miscellaneous Nondurable Goods	5.7	D	D	D	D

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

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

2002 NAICS CODE	Kind of Business	2007 <sup>r</sup>				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.7</b>	<b>0.8</b>	<b>0.1</b>	<b>2.8</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.0</b>	<b>1.1</b>	<b>0.2</b>	<b>4.0</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.4	1.6	0.3	3.6	0.3
4232	Furniture and Home Furnishings	1.9	2.1	0.3	9.8	0.3
4233	Lumber & Other Construction Materials	3.3	3.4	0.3	20.8	0.3
4234	Professional and Commercial Equipment and Supplies	2.3	2.1	0.4	12.5	0.4
42343	Computer and Computer Peripheral Equipment and Software	2.9	D	D	D	D
4235	Metals and Minerals, ex. Petroleum	2.5	2.5	0.5	12.9	0.5
4236	Electrical Goods	2.0	2.4	0.8	16.0	0.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.3	2.1	0.3	28.4	0.3
4238	Machinery, Equipment, and Supplies	2.8	2.6	0.3	19.8	0.3
4239	Miscellaneous Durable Goods	4.0	4.4	0.9	19.1	0.9
<b>424</b>	<b>Nondurable goods</b>	<b>1.0</b>	<b>1.0</b>	<b>0.2</b>	<b>5.6</b>	<b>0.2</b>
4241	Paper and Paper Products	2.1	2.1	0.2	S	S
4242	Drugs and Druggists' Sundries	2.4	2.3	0.3	17.8	0.3
4243	Apparel, Piece Goods, and Notions	4.2	4.5	0.9	9.3	0.9
4244	Groceries and Related Products	4.4	4.3	1.4	S	S
4245	Farm Product Raw Materials	2.8	2.8	0.2	27.1	0.2
4246	Chemicals and Allied Products	3.6	3.7	0.2	14.0	0.2
4247	Petroleum and Petroleum Products	2.4	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.0	D	D	D	D
4249	Miscellaneous Nondurable Goods	3.1	3.1	0.2	14.1	0.2
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>0.7</b>	<b>0.8</b>	<b>0.2</b>	<b>4.4</b>	<b>0.2</b>
<b>423</b>	<b>Durable goods</b>	<b>1.1</b>	<b>1.2</b>	<b>0.2</b>	<b>5.0</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.8	2.0	0.4	3.9	0.4
4232	Furniture and Home Furnishings	2.4	2.6	0.4	11.4	0.4
4233	Lumber & Other Construction Materials	3.5	3.5	0.3	24.5	0.3
4234	Professional and Commercial Equipment and Supplies	2.7	2.6	0.5	13.2	0.5
42343	Computer and Computer Peripheral Equipment and Software	3.3	3.5	1.4	23.2	1.4
4235	Metals and Minerals, ex. Petroleum	3.2	3.3	0.6	14.6	0.6
4236	Electrical Goods	2.2	2.7	1.0	17.8	1.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	2.3	2.0	0.4	S	S
4238	Machinery, Equipment, and Supplies	2.9	2.7	0.3	23.9	0.3
4239	Miscellaneous Durable Goods	4.3	4.7	0.9	20.0	0.9
<b>424</b>	<b>Nondurable goods</b>	<b>1.2</b>	<b>1.2</b>	<b>0.3</b>	<b>10.1</b>	<b>0.3</b>
4241	Paper and Paper Products	2.7	2.8	0.4	S	S
4242	Drugs and Druggists' Sundries	3.5	3.5	0.1	17.6	0.1
4243	Apparel, Piece Goods, and Notions	3.8	4.2	1.0	10.2	1.0
4244	Groceries and Related Products	5.5	5.1	1.6	S	S
4245	Farm Product Raw Materials	2.8	2.8	0.2	27.1	0.2
4246	Chemicals and Allied Products	3.9	4.1	0.4	17.3	0.4
4247	Petroleum and Petroleum Products	4.3	4.7	0.5	3.2	0.5
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.2	3.2	0.4	29.5	0.4
4249	Miscellaneous Nondurable Goods	3.4	3.3	0.2	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>1.2</b>	<b>1.3</b>	<b>0.2</b>	<b>4.7</b>	<b>0.2</b>
<b>423</b>	<b>Durable goods</b>	<b>1.5</b>	<b>1.5</b>	<b>0.3</b>	<b>11.9</b>	<b>0.3</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.6	1.6	Z	1.5	Z
4232	Furniture and Home Furnishings	3.0	3.0	0.1	3.1	0.1
4233	Lumber & Other Construction Materials	7.3	7.3	0.1	6.3	0.1
4234	Professional and Commercial Equipment and Supplies	2.3	2.0	0.3	21.3	0.3
42343	Computer and Computer Peripheral Equipment and Software	4.4	D	D	D	D
4235	Metals and Minerals, ex. Petroleum	3.8	3.0	1.5	S	S
4236	Electrical Goods	3.5	3.7	1.0	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	7.8	7.9	0.1	12.9	0.1
4238	Machinery, Equipment, and Supplies	5.0	5.0	0.3	13.9	0.3
4239	Miscellaneous Durable Goods	9.1	9.3	1.3	19.2	1.3
<b>424</b>	<b>Nondurable goods</b>	<b>1.6</b>	<b>1.7</b>	<b>0.3</b>	<b>5.1</b>	<b>0.3</b>
4241	Paper and Paper Products	S	S	S	2.9	S
4242	Drugs and Druggists' Sundries	1.9	2.5	1.2	21.1	1.2
4243	Apparel, Piece Goods, and Notions	23.4	25.2	1.4	15.4	1.4
4244	Groceries and Related Products	5.5	5.6	0.1	9.5	0.1
4246	Chemicals and Allied Products	5.3	5.3	0.1	24.8	0.1
4247	Petroleum and Petroleum Products	1.7	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.5	D	D	D	D
4249	Miscellaneous Nondurable Goods	6.9	7.1	0.2	8.1	0.2

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

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

2002 NAICS CODE	Kind of Business	2006 <sup>r</sup>				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		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
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.9</b>	<b>0.9</b>	<b>0.1</b>	<b>2.3</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.2</b>	<b>1.3</b>	<b>0.1</b>	<b>3.5</b>	<b>0.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.3	1.4	0.2	3.2	0.2
4232	Furniture and Home Furnishings	3.8	3.9	0.3	8.5	0.3
4233	Lumber & Other Construction Materials	4.5	4.5	0.4	27.6	0.4
4234	Professional and Commercial Equipment and Supplies	3.2	3.2	0.5	14.3	0.5
42343	Computer and Computer Peripheral Equipment and Software	3.9	3.5	1.2	S	S
4235	Metals and Minerals, ex. Petroleum	3.5	3.5	0.3	11.7	0.3
4236	Electrical Goods	3.6	4.0	0.7	12.7	0.7
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.6	3.4	0.3	26.1	0.3
4238	Machinery, Equipment, and Supplies	2.7	2.7	0.2	15.4	0.2
4239	Miscellaneous Durable Goods	5.9	6.0	0.6	19.4	0.6
<b>424</b>	<b>Nondurable goods</b>	<b>1.3</b>	<b>1.2</b>	<b>0.2</b>	<b>4.5</b>	<b>0.2</b>
4241	Paper and Paper Products	3.5	3.5	0.4	S	S
4242	Drugs and Druggists' Sundries	2.8	2.9	0.2	8.8	0.2
4243	Apparel, Piece Goods, and Notions	4.8	4.9	0.7	9.3	0.7
4244	Groceries and Related Products	4.5	4.4	0.8	S	S
4245	Farm Product Raw Materials	4.3	4.3	0.6	S	S
4246	Chemicals and Allied Products	7.5	7.6	0.3	16.8	0.3
4247	Petroleum and Petroleum Products	1.9	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	2.8	2.9	0.4	S	S
4249	Miscellaneous Nondurable Goods	4.5	D	D	D	D
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>1.0</b>	<b>1.1</b>	<b>0.1</b>	<b>3.0</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.5</b>	<b>1.6</b>	<b>0.2</b>	<b>3.9</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	2.2	0.3	3.7	0.3
4232	Furniture and Home Furnishings	4.3	4.5	0.4	8.9	0.4
4233	Lumber & Other Construction Materials	4.7	4.6	0.4	28.4	0.4
4234	Professional and Commercial Equipment and Supplies	4.1	4.2	0.7	16.4	0.7
42343	Computer and Computer Peripheral Equipment and Software	4.4	3.8	1.4	S	S
4235	Metals and Minerals, ex. Petroleum	4.2	4.3	0.4	11.5	0.4
4236	Electrical Goods	4.5	5.0	0.9	13.4	0.9
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.9	3.7	0.3	28.0	0.3
4238	Machinery, Equipment, and Supplies	2.9	2.8	0.3	18.1	0.3
4239	Miscellaneous Durable Goods	6.5	6.4	0.6	22.8	0.6
<b>424</b>	<b>Nondurable goods</b>	<b>1.5</b>	<b>1.5</b>	<b>0.2</b>	<b>7.9</b>	<b>0.2</b>
4241	Paper and Paper Products	5.2	5.2	0.7	S	S
4242	Drugs and Druggists' Sundries	3.5	3.5	0.1	26.3	0.1
4243	Apparel, Piece Goods, and Notions	3.5	3.7	0.7	8.5	0.7
4244	Groceries and Related Products	5.7	5.4	0.9	S	S
4245	Farm Product Raw Materials	4.3	4.3	0.6	S	S
4246	Chemicals and Allied Products	5.7	5.7	0.4	17.1	0.4
4247	Petroleum and Petroleum Products	4.2	4.5	0.4	3.6	0.4
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.0	3.0	0.4	S	S
4249	Miscellaneous Nondurable Goods	5.4	5.3	0.1	S	S
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>1.3</b>	<b>1.4</b>	<b>0.1</b>	<b>3.3</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.9</b>	<b>1.9</b>	<b>0.1</b>	<b>5.7</b>	<b>0.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.3	2.3	Z	2.2	Z
4232	Furniture and Home Furnishings	4.8	4.8	Z	6.1	Z
4233	Lumber & Other Construction Materials	7.2	7.2	Z	5.7	Z
4234	Professional and Commercial Equipment and Supplies	2.5	2.5	0.2	10.4	0.2
42343	Computer and Computer Peripheral Equipment and Software	5.3	5.3	0.5	S	S
4235	Metals and Minerals, ex. Petroleum	3.3	2.8	0.5	S	S
4236	Electrical Goods	6.1	6.2	0.3	12.9	0.3
4237	Hardware, and Plumbing and Heating Equipment and Supplies	7.7	7.8	0.1	12.3	0.1
4238	Machinery, Equipment, and Supplies	5.2	5.2	0.2	S	S
4239	Miscellaneous Durable Goods	8.9	8.8	1.2	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>2.4</b>	<b>2.5</b>	<b>0.2</b>	<b>4.6</b>	<b>0.2</b>
4241	Paper and Paper Products	1.9	1.9	Z	S	S
4242	Drugs and Druggists' Sundries	2.3	2.6	0.6	9.5	0.6
4243	Apparel, Piece Goods, and Notions	22.0	21.1	0.9	S	S
4244	Groceries and Related Products	7.9	8.2	0.8	S	S
4246	Chemicals and Allied Products	14.9	15.0	0.2	S	S
4247	Petroleum and Petroleum Products	1.8	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.7	0.7	0.0	NA	0.0
4249	Miscellaneous Nondurable Goods	5.9	D	D	D	D

**Table 7a. Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

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

2002 NAICS CODE	Kind of Business	2005 <sup>r</sup>				
		Estimated Measures of Sampling Variability <sup>1</sup>				
		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		
<b>42</b>	<b>U.S. Merchant Wholesalers</b>	<b>0.9</b>	<b>0.9</b>	<b>0.1</b>	<b>3.4</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.4</b>	<b>1.5</b>	<b>0.2</b>	<b>5.1</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	1.8	1.9	0.2	2.5	0.2
4232	Furniture and Home Furnishings	3.6	3.6	0.4	15.4	0.4
4233	Lumber & Other Construction Materials	4.2	4.1	0.5	S	S
4234	Professional and Commercial Equipment and Supplies	2.9	2.7	0.5	13.8	0.5
42343	Computer and Computer Peripheral Equipment and Software	3.9	3.4	1.1	27.8	1.1
4235	Metals and Minerals, ex. Petroleum	3.5	3.6	0.3	12.9	0.3
4236	Electrical Goods	3.1	3.6	0.8	15.8	0.8
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.1	2.9	0.2	S	S
4238	Machinery, Equipment, and Supplies	3.2	3.1	0.3	23.3	0.3
4239	Miscellaneous Durable Goods	7.2	7.4	0.6	13.9	0.6
<b>424</b>	<b>Nondurable goods</b>	<b>1.0</b>	<b>1.1</b>	<b>0.2</b>	<b>5.3</b>	<b>0.2</b>
4241	Paper and Paper Products	3.7	3.7	0.5	S	S
4242	Drugs and Druggists' Sundries	2.8	2.8	0.2	7.1	0.2
4243	Apparel, Piece Goods, and Notions	5.0	4.8	0.5	10.8	0.5
4244	Groceries and Related Products	4.4	4.2	1.0	S	S
4245	Farm Product Raw Materials	4.2	4.1	0.3	S	S
4246	Chemicals and Allied Products	6.3	6.4	0.2	15.7	0.2
4247	Petroleum and Petroleum Products	1.8	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.9	D	D	D	D
4249	Miscellaneous Nondurable Goods	4.6	4.6	0.2	15.8	0.2
<b>42</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>1.1</b>	<b>1.1</b>	<b>0.1</b>	<b>4.5</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.7</b>	<b>1.8</b>	<b>0.2</b>	<b>5.7</b>	<b>0.2</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.7	2.9	0.3	2.9	0.3
4232	Furniture and Home Furnishings	4.1	4.2	0.4	16.0	0.4
4233	Lumber & Other Construction Materials	4.5	4.3	0.6	S	S
4234	Professional and Commercial Equipment and Supplies	3.7	3.5	0.7	15.4	0.7
42343	Computer and Computer Peripheral Equipment and Software	4.7	3.9	1.4	S	S
4235	Metals and Minerals, ex. Petroleum	4.4	4.6	0.4	14.4	0.4
4236	Electrical Goods	4.0	4.6	1.0	16.9	1.0
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.7	3.5	0.2	S	S
4238	Machinery, Equipment, and Supplies	3.5	3.4	0.3	26.4	0.3
4239	Miscellaneous Durable Goods	7.8	8.0	0.6	16.8	0.6
<b>424</b>	<b>Nondurable goods</b>	<b>1.4</b>	<b>1.3</b>	<b>0.3</b>	<b>9.9</b>	<b>0.3</b>
4241	Paper and Paper Products	4.9	4.9	0.7	S	S
4242	Drugs and Druggists' Sundries	3.4	3.4	Z	14.4	Z
4243	Apparel, Piece Goods, and Notions	3.5	3.5	0.5	8.6	0.5
4244	Groceries and Related Products	5.6	5.2	1.1	S	S
4245	Farm Product Raw Materials	4.2	4.1	0.3	S	S
4246	Chemicals and Allied Products	4.4	4.5	0.4	14.5	0.4
4247	Petroleum and Petroleum Products	3.8	4.1	0.4	3.6	0.4
4248	Beer, Wine, and Distilled Alcoholic Beverages	4.2	4.3	0.5	S	S
4249	Miscellaneous Nondurable Goods	5.9	5.9	0.3	21.2	0.3
<b>42</b>	<b>U.S. Manufacturers' Sales Branches and Offices</b>	<b>1.1</b>	<b>1.1</b>	<b>0.1</b>	<b>2.9</b>	<b>0.1</b>
<b>423</b>	<b>Durable goods</b>	<b>1.4</b>	<b>1.4</b>	<b>0.1</b>	<b>4.3</b>	<b>0.1</b>
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.3	2.3	Z	2.2	Z
4232	Furniture and Home Furnishings	S	S	S	9.1	S
4233	Lumber & Other Construction Materials	7.2	7.3	0.1	5.7	0.1
4234	Professional and Commercial Equipment and Supplies	2.4	2.3	0.1	8.2	0.1
42343	Computer and Computer Peripheral Equipment and Software	5.6	5.4	0.3	16.1	0.3
4235	Metals and Minerals, ex. Petroleum	3.1	2.8	0.4	S	S
4236	Electrical Goods	4.5	4.5	0.2	S	S
4237	Hardware, and Plumbing and Heating Equipment and Supplies	5.8	5.8	0.1	S	S
4238	Machinery, Equipment, and Supplies	4.8	4.8	0.2	15.5	0.2
4239	Miscellaneous Durable Goods	9.1	9.2	1.2	S	S
<b>424</b>	<b>Nondurable goods</b>	<b>2.2</b>	<b>2.2</b>	<b>0.2</b>	<b>4.0</b>	<b>0.2</b>
4241	Paper and Paper Products	S	S	S	2.2	S
4242	Drugs and Druggists' Sundries	2.3	2.5	0.5	8.1	0.5
4243	Apparel, Piece Goods, and Notions	23.0	21.4	0.8	S	S
4244	Groceries and Related Products	7.3	7.4	0.2	10.4	0.2
4246	Chemicals and Allied Products	13.4	13.3	0.2	S	S
4247	Petroleum and Petroleum Products	1.7	D	D	D	D
4248	Beer, Wine, and Distilled Alcoholic Beverages	0.2	D	D	D	D
4249	Miscellaneous Nondurable Goods	6.1	6.1	0.1	7.2	0.1

## Table 7a. **Estimated Measures of Sampling Variability<sup>1</sup> for Inventories of Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2010**

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

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Note:

NA - Cannot be computed.

Z - Estimate is less than 0.05%.

ZZ - Indicates that the corresponding estimate in Table 7 is less than five hundred thousand dollars or 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/standards/standardf1.html>.

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/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnotes:

<sup>1</sup> Estimates 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 measured as coefficients of variation. Estimates of sampling variability for 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 measured as standard errors.

<sup>r</sup> Revised data.

# Appendix A

## Annual Wholesale Trade Survey – Sampling Frame

The sampling frame used for the Annual Wholesale Trade Survey has two types of sampling units: Employer Identification Numbers and large, multiple-establishment firms. Both sampling units represent clusters of one or more establishments owned or controlled by the same firm. The information used to create these sampling units was extracted from data collected as part of the 2002 Economic Census and from establishment records contained on the Census Bureau's Business Register as updated to December 2004. The next few paragraphs give details about the Business Register; the distinction between firms, Employer Identification Numbers, and establishments; and the construction of the sampling units. Though important, they are not essential to understanding the basic sample design and readers may continue to the Stratification, Sampling Rates, and Allocation section.

The Business Register is a multi-relational database that contains a record for each known establishment that is located in the United States or one of its territories and has paid employees. An establishment is a single physical location where business transactions take place and for which payroll and employment records are kept. Groups of one or more establishments under common ownership or control are firms. A single-unit firm owns or operates only one establishment. A multiunit firm owns or operates two or more establishments. The treatment of establishments on the Business Register differs according to whether the establishment is part of a single-unit or multiunit firm. In particular, the structure of an establishment's primary identifier on the Business Register differs depending on whether it is owned by a single-unit firm or by a multiunit firm.

A single-unit firm's primary identifier is its Employer Identification Number. The Internal Revenue Service (IRS) issues the Employer Identification Number, and the firm uses it as an identifier to report social security payments for its employees under the Federal Insurance Contributions Act (FICA). The same act requires all employer firms to use Employer Identification Numbers. Each employer firm is associated with at least one Employer Identification Number and only one firm can use a given Employer Identification Number. Because a single-unit firm has only one establishment, there is a one-to-one relationship between the firm and the Employer Identification Number. Thus the firm, the Employer Identification Number, and the establishment all reference the same physical location and all three terms can be used interchangeably and unambiguously when referring to a single-unit firm.

For multiunit firms however, a different structure connects the firm with its establishments via the Employer Identification Number. Essentially a multiunit firm is associated with a cluster of one or more Employer Identification Numbers and Employer Identification Numbers are associated with one or more establishments. A multiunit firm consists of at least two establishments. Each firm

is associated with at least one Employer Identification Number and only one firm can use a given Employer Identification Number. However, one multiunit firm may have several Employer Identification Numbers. Similarly, there is a one-to-many relationship between Employer Identification Numbers and establishments. Each Employer Identification Number can be associated with many establishments but each establishment is associated with only one Employer Identification Number. Because of the possibility of one-to-many relationships, we must distinguish between the firm, its Employer Identification Numbers, and its establishments. The multiunit firm that owns or controls a particular establishment is identified on the Business Register by way of the establishment's primary identifier.

The primary identifier of an establishment owned by a multiunit firm consists of a unique combination of an alpha number and a plant number. The alpha number identifies the multiunit firm, and the plant number identifies a particular establishment within that firm. All establishments owned or controlled by the same multiunit firm have the same alpha number. Different multiunit firms have different alpha numbers, and different establishments within the same multiunit firm have different plant numbers. The Census Bureau assigns both the alpha number to the multiunit firm and plant numbers to the corresponding establishments based on the results of the quinquennial economic census and the annual Company Organization Survey.

To create the sampling frame, we extract the records for all employer establishments located in the United States and classified in the Wholesale Trade sector as defined by the 2002 North American Industry Classification System. For these establishments we extract sales, payroll, employment, name and address information, wholesale type of operation code (TOC), as well as primary identifiers and, for establishments owned by multiunit firms, associated Employer Identification Numbers. We use the Type of Operation Code to distinguish between different types of wholesale establishments. To create the sampling units for multiunit firms, we aggregate the economic data of the establishments owned by these firms to an Employer Identification Number level by tabulating the establishment data for all wholesale establishments associated with the same Employer Identification Number. Similarly, we aggregate the data to a multiunit firm level by tabulating the establishment data for all wholesale establishments associated with the same alpha number. In some cases, a multiunit firm has establishments active in more than one wholesale type of operation (merchant wholesalers excluding Manufacturer's Sales Branches and Offices, Manufacturer's Sales Branches and Offices, or agents and brokers). In these situations, separate Employer Identification Number level and firm level sampling units are created for each type of operation. No aggregation is necessary to put single-unit establishment information on an Employer Identification Number basis or a firm basis. Thus, the sampling units created for single-unit firms simultaneously represent establishment, Employer Identification Number, and firm information. In summary, the sampling frame is a complex amalgam of establishments, Employer Identification Numbers, and firms.

## Appendix B

### Sample Maintenance

Periodically, we update the sample to represent EINs issued since the initial sample selection. These new EINs, called births, are EINs, recently assigned by the IRS, that have an active payroll filing requirement on the IRS Business Master File (BMF). An active payroll filing requirement indicates that the EIN is required to file payroll for the next quarterly period. The Social Security Administration attempts to assign industry classification to each new EIN.

EINs with an active payroll filing requirement on the IRS Business Master File are considered to be “BMF active” and EINs with an inactive payroll filing requirement are said to be “BMF inactive.”

EIN births are sampled on a quarterly basis using a two-phase selection procedure. To be eligible for selection, a birth must either have no industry classification or be classified in an industry within the scope of the Service Annual Survey, the Annual Wholesale Trade Survey, or the Annual Retail Trade Survey, and it must meet certain criteria regarding its quarterly payroll. In the first phase, births are stratified by broad industry groups and a measure of size based on quarterly payroll. A relatively large sample is selected using equal probability systematic sampling within the payroll strata. The selected births are canvassed to obtain a more reliable measure of size, consisting of sales in two recent months, company affiliation information, and a new or more detailed industry classification code. Births that have not returned their questionnaire after 30 days are contacted by telephone.

Using this more reliable information, the selected births from the first phase are subjected to probability proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial AWTS sample from the Business Register. Because of the time it takes for a new employer firm to acquire an EIN from the IRS, and because of the time needed to accomplish the two-phase birth-selection procedure, births are added to the samples approximately nine months after they begin operation.

Births that are selected in the quarterly birth-selection procedure in November of the annual survey reference year are included in the initial mailing of the annual survey questionnaires in January of the following year. To better represent all EIN births in the reference year, and specifically to account for the lag between the time a business starts operation and the time it takes to acquire an EIN and identify and select the EIN into the AWTS sample, births are added to the annual survey sample that are selected in February, May, and August of the year following the annual survey reference year. We mail annual survey forms to these births in June and August to supplement the initial annual survey mailings.

To be eligible for the sample canvass and tabulation, an EIN selected in the noncertainty sampling operations must meet both of the following requirements:

- It must have an active payroll filing requirement on the IRS Business Master File.
- It must have been selected from the Business Register in either the initial sampling or during the quarterly birth-selection procedure.

If a firm was selected with certainty and had more than one establishment at the time of initial sampling, any new establishments that the firm acquires, even if under new or different EINs, are included in the sample with certainty. However, if a single-unit firm was selected with certainty, only future establishments associated with that firm's originally-selected EIN are included in the sample with certainty; any new EINs that might later be associated with that firm are subjected to sampling through the quarterly birth-selection procedure.

Each quarter, we check against the current Business Register to determine if any EINs on AWTS have become BMF inactive. Typically, we do not canvass BMF inactive EINs during the reference year. Likewise, if any EIN on AWTS that was BMF inactive in a previous reference year is now BMF active on the current Business Register, we again include these EINs in the canvass. In both cases, we only tabulate data for that portion of the reference year that these EINs reported payroll to the IRS.

Singleunit EINs selected into the sample with certainty are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, the firm that used the EIN is contacted, and if a successor EIN is found, it is added to the survey. For both inactive and reactivated EINs, data are tabulated for only the portion of the reference year that these EINs reported payroll to the IRS.

# Appendix C

## Annual Wholesale Trade Survey – Estimation

Estimates of annual sales and end-of-year inventories are derived from data collected in the AWTS. Firms in the AWTS sample are asked to report their sales and inventory data for the year just ending. Two years of data are requested in the year in which a new sample is introduced. Annual totals are computed as the sum of weighted data (reported and imputed) for all selected sampling units that meet the sample canvass and tabulation criteria given below. The weight for a given sampling unit is the reciprocal of its probability of selection into the AWTS sample. The annual estimates are adjusted using results of the 2007 Economic Census. Annual total estimates for broad industry groups (e.g., 2-, 3-, and 4-digit NAICS levels) are computed by summing the census-adjusted annual totals for the appropriate detailed industries comprising the broader industry group. Year-to-year change estimates are computed using the Census-adjusted annual totals. To be eligible for the sample canvass and tabulation, an EIN selected in the noncertainty sampling operations must meet both of the following requirements:

- It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.
- It must have been selected from the Business Register in either the initial sampling or during the quarterly birth-selection procedure.

Variances are estimated using the method of random groups.

### Reliability of the Estimates

Estimates in published tables are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. To maintain confidentiality, no estimates are published that would disclose the operations of an individual firm. The total error of a published estimate may be considered to be comprised of sampling error and nonsampling error. Individuals who use Annual Wholesale Trade Survey estimates to create new estimates should cite the Census Bureau as the source of only the original estimates.

The published estimates may differ from the actual, but unknown, population values. For a particular estimate, statisticians define this difference as the total error of the estimate. When describing the accuracy of survey results, it is convenient to discuss total error as the sum of sampling error and nonsampling error. Sampling error is the error arising from the use of a sample, rather than a census, to estimate population values. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. The sampling error of an estimate can usually be estimated from the sample; whereas, the nonsampling error of an estimate is difficult to measure and can rarely be estimated. Consequently, the actual error in an estimate

exceeds the error that can be estimated. Further descriptions of sampling error and nonsampling error are provided upon request. Data users should take into account the estimates of sampling error and the potential effects of nonsampling error when using the published estimates.

## Sampling Error

Because the estimates are based on a sample, exact agreement with results that would be obtained from a complete enumeration of firms on the sampling frame using the same enumeration procedures is not expected. However, because each firm on the sampling frame has a known probability of being selected into the sample, it is possible to estimate the sampling variability of the survey estimates.

The particular sample used in this survey is one of a large number of samples of the same size that could have been selected using the same design. If all possible samples had been surveyed under the same conditions, an estimate of a population parameter of interest could have been obtained from each sample. For the parameter of interest, estimates derived from the different samples would, in general, differ from each other. Common measures of the variability among these estimates are the sampling variance, the standard error, and the coefficient of variation (CV). The sampling variance is defined as the squared difference, averaged over all possible samples of the same size and design, between the estimator and its average value. The standard error is the square root of the sampling variance. The CV expresses the standard error as a percentage of the estimate to which it refers. For example, an estimate of 200 units that has an estimated standard error of 10 units has an estimated CV of 5 percent. The sampling variance, standard error, and CV of an estimate can be estimated from the selected sample because the sample was selected using probability sampling. Note that measures of sampling variability, such as the standard error and CV, are estimated from the sample and are also subject to sampling variability. (Technically, we should refer to the estimated standard error or the estimated CV of an estimator. However, for the sake of brevity we have omitted this detail.) It is important to note that the standard error and CV only measure sampling variability. They do not measure any systematic biases in the estimates.

The Census Bureau recommends that individuals using published estimates incorporate this information into their analyses, as sampling error could affect the conclusions drawn from these estimates.

The estimate from a particular sample and its associated standard error can be used to construct a confidence interval. A confidence interval is a range about a given estimator that has a specified probability of containing the average of the estimates for the parameter derived from all possible samples of the same size and design. Associated with each interval is a percentage of confidence, which is interpreted as follows. If, for each possible sample, an estimate of a population parameter and its approximate standard error were obtained, then:

- For approximately 90 percent of the possible samples, the interval from 1.753 standard errors below to 1.753 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.
- For approximately 95 percent of the possible samples, the interval from 2.131 standard errors below to 2.131 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.

To illustrate the computation of a confidence interval for an estimate of total revenue, assume that an estimate of total revenue is \$10,750 million and the CV for this estimate is 1.8 percent, or 0.018. First obtain the standard error of the estimate by multiplying the total revenue estimate by its CV. For this example, multiply \$10,750 million by 0.018. This yields a standard error of \$193.5 million. The upper and lower bounds of the 90-percent confidence interval are computed as \$10,750 million plus or minus 1.753 times \$193.5 million. Consequently, the 90-percent confidence interval is \$10,411 million to \$11,089 million. If corresponding confidence intervals were constructed for all possible samples of the same size and design, approximately 9 out of 10 (90 percent) of these intervals would contain the average of the estimates derived from all possible samples.

## Nonsampling Error

Nonsampling error encompasses all other factors, other than sampling error, that contribute to the total error of a sample survey estimate and may also occur in censuses. It is often helpful to think of nonsampling error as arising from deficiencies or mistakes in the survey process. Nonsampling errors are difficult to measure and can be attributed to many sources: the inclusion of erroneous units in the survey (overcoverage), the exclusion of eligible units from the survey (undercoverage), nonresponse, misreporting, mistakes in recording and coding responses, misinterpretation of questions, and other errors of collection, response, coverage, or processing. Although nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.

A potential source of bias in the estimates is nonresponse. Nonresponse is defined as the inability to obtain all the intended measurements or responses about all selected units. Two types of nonresponse are often distinguished. Unit nonresponse is used to describe the inability to obtain any of the substantive measurements about a sampled unit. In most cases of unit nonresponse, the questionnaire was never returned to the Census Bureau after several attempts to elicit a response. Item nonresponse occurs either when a question is unanswered or the response to the question fails computer or analyst edits. For both unit and item nonresponse, a missing value is replaced by a predicted value obtained from an appropriate model for nonresponse. This procedure is called imputation and uses survey data and administrative data as input.

# Appendix D

## Response Rates

Economic surveys at the Census Bureau are required to compute two different types of response rates: a unit response rate and weighted item response rates.

The next few paragraphs provide details about the types and status of units used to collect and tabulate data. Though important, they are not essential to understanding the response rate measures and readers may continue to the description of the two types of response rates.

A **survey unit** is an entity selected from the underlying statistical population of similarly-constructed units. Examples of survey units for different economic programs include establishments, Employer Identification Numbers (EIN), firms, state and local government entities, and building permit-issuing offices. For AWTS, the survey unit is either an EIN or company, either of which can be comprised of one or more establishments owned or controlled by the same firm. The survey unit may change in composition over time, perhaps due to mergers, acquisitions, or divestitures.

A **reporting unit** is an entity about which data are collected. Reporting units are the vehicle for obtaining data and may or may not correspond to a survey unit for several reasons. First, the composition of the originally-sampled entity can change over the sample's life cycle, as noted above. Second, for some surveys, an entity may request (or the Census Bureau may ask the entity) to report data in several separate pieces corresponding to different parts of the business or other entity type. For example, a large, diverse company in a company-based collection may request a separate form for each region or kind of business in which it operates or may ask to report separately for each of its establishments to align with their record keeping practices. For AWTS, reporting units are usually created to facilitate the collection and tabulation of data by industry.

A **tabulation unit** houses the data used for estimation (or tabulation, in the case of a census). As with reporting units, the tabulation units may not correspond to a survey unit. Some programs consolidate establishment or plant-level data to a company level to create tabulation units, so that the tabulation unit is often equivalent to the survey unit. Other programs create artificial units that split a reporting unit's data among the different industries in which the reporting unit operates. In this case, the tabulation unit represents a portion of a survey unit. For AWTS, the tabulation unit is either a reporting unit or an artificial unit created to split the reporting unit's data among the different in-scope industries in which the reporting unit operates.

For each survey, the **statistical period** describes the reference period for the data collection. For example, an annual program might collect data on the prior year's business activity; the statistical period refers to the prior year, but the data are collected in the current calendar year.

During a given statistical period, all three types of units can be active, inactive, or ineligible. An **active** unit is in business and is in-scope for the program during the statistical period. An **inactive** unit is not operating or is not in-scope during the statistical period but is believed to

have been active in the past and can potentially become active and in-scope in the future. Finally, a survey unit may become **ineligible** and excluded from response rate computations due to a change in industry classification or ceasing to conduct business operations. All units are considered active until verified evidence otherwise is provided.

For additional information about response rates, see the Census Bureau’s Statistical Quality Standard D.3., Appendix B: Requirements for Calculating and Reporting Response Rates for Economic Surveys.

**Two Types of Response Rates**

The Unit Response Rate (URR) is defined as the percentage of active reporting units in the statistical period, based on unweighted counts, that were eligible for data collection or of unknown eligibility that responded to the survey. URRs are indicators of the performance of data collection for obtaining usable responses. To be classified as a response, the respondent for the reporting unit must have provided sufficient data and the data must satisfy all the edits. To be considered a respondent in AWTS, a merchant wholesaler excluding MSBOs must provide sales, end-of-year inventories, purchases, or total operating expenses. MSBOs must provide sales, end-of-year inventories, or total operating expenses. Electronic Markets and Agents and Brokers must provide commissions, sales, sales on own account, gross selling value, or total operating expenses. Responses may be obtained by mail, telephone, facsimile, or Internet. The URRs for the 2010 AWTS are:

	<b>Unit Response Rate</b>
Total U.S. Wholesalers	83.0
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	83.4
Manufacturers' Sales Branches and Offices	78.7
Electronic Markets, Agents, Brokers, and Commission Merchants	84.4

The Total Quantity Response Rate (TQRR) is defined as the percentage of the estimated (weighted) total of a given data item reported by the active tabulation units in the statistical period or from sources determined to be equivalent-quality-to-reported data. The TQRR is an item-level indicator of the “quality” of each estimate. In contrast to the URR, these weighted response rates are computed for individual data items, so that a survey may produce several TQRRs per statistical period and release. The TQRR is a weighted measure that takes the size of the tabulation unit into account as well as the associated sampling parameters. To compute the TQRR for a particular estimate, it is necessary to determine the source of the final tabulated value of the associated data item for each tabulation unit. This value could be directly obtained from respondent data, indirectly obtained from other equivalent quality data sources, or imputed. The TQRRs for select data items for the 2010 AWTS are as follows:

**Total Quantity Response Rate**

	<b>Sales</b>	<b>Inventories</b>	<b>Purchases</b>	<b>Operating Expenses</b>	<b>Foreign Inventories</b>
Total U.S. Merchant Wholesalers	85.9	88.9	80.2	80.3	88.1
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	90.5	90.7	80.2	83.9	87.1
Manufacturers' Sales Branches and Offices	74.0	82.6	N/A	68.4	91.2
	<b>Commissions</b>	<b>Sales on Own Account</b>	<b>Sales Made on Account of Others</b>	<b>Operating Expenses</b>	
Electronic Markets, Agents, Brokers, and Commission Merchants	66.2	56.3	64.2	74.4	