

2011 Annual Wholesale Trade Survey

Summary of Changes

The 2011 Annual Wholesale Trade Survey (AWTS) is directly comparable with the 2010 AWTS with the following exceptions:

Notice of Correction

We identified two errors in the annual wholesale estimates that were originally released on February 28, 2013. Corrected tables were uploaded to our website on Thursday, May 23 at approximately 7:00 AM. Below is a summary of the errors that describes the industry levels and data items that were affected.

- For the years 2003 through 2009, the sales estimates for the NAICS 424 (total non-durable wholesale) subsector were not equal to the sum of the 4-digit NAICS industry levels that comprise NAICS 424. Note that all detail industry levels were correct as well as the aggregate levels NAICS 42 (total wholesale) and NAICS 423 (total durable wholesale) in those years. Items which are derived from the sales series (including gross margin, gross margin as percent of sales and operating expenses as percent of sales) were also incorrect at the NAICS 424 level for the same time period.
- For the year 2002 only, estimates for the NAICS 4246 (chemical and allied products merchant wholesalers) for U.S. manufacturers' sales branches and offices were incorrect. This also affected the aggregate estimates for NAICS 424 (total non-durable wholesale) and NAICS 42 (total wholesale) for U.S. manufacturers' sales branches and offices in the year 2002 only. Items which were affected included sales, inventories, purchases, operating expenses and gross margins. All tables that included estimates for U.S. manufacturers' sales branches and offices in 2002 were affected. Tables that exclude U.S. manufacturers' sales branches and offices were unaffected by this change.
- Data for electronic markets, agents, brokers, and commission merchants were unaffected.
- No sampling variability estimates were affected by these errors.

Sample Revision

A new sample was introduced with the 2011 Annual Wholesale Trade Survey. Annual estimates from this new sample are released for the first time with the 2011 tables. Annual estimates have been revised back to 2005 as a result of the introduction of the new sample, with the following exceptions:

- Estimates for sales have not been revised prior to 2011, with the exception of NAICS 42343 (computer and computer peripheral equipment and software merchant wholesalers) and the corresponding aggregate estimates which have been restated back to 2002 as described below.
- Estimates of total operating expenses and operating expenses as a percent of sales for total merchant wholesale and merchant wholesale excluding manufacturers' sales branches and offices have been revised back to 2006.

For more information on sample revisions, please visit our Sample Revision FAQ page at http://www.census.gov/wholesale/annual_sample_revision_faqs.html.

42343 Series Restatement

Historical corrections were made to the prior sample estimates for NAICS 42343 (computer and computer peripheral equipment and software merchant wholesalers) to reflect more accurate information about the type of operation of businesses in this industry that had been classified as manufacturers' sales branches and offices. Due to these corrections, the estimates for NAICS 42343 and corresponding aggregate estimates have been corrected back to 2002. Because these corrections were made to the old sample, the 2010 AWTS benchmarking methods were used to revise these time series. The span and methodology of revisions for each of the different items can be found in the 2010 Annual Methodology Description (see link below) under "Benchmarking." The resulting time series were then used as input to the 2011 AWTS sample linking and benchmarking as described on the Annual Methodology page (see link below) under "Benchmarking." It should be noted that due to these corrections, the 2007 sales estimates for NAICS 42343 and associated aggregate estimates will no longer match the 2007 Economic Census results. However historical corrections were not made to data for any other industries.

2010 Annual Methodology Description:

http://www2.census.gov/wholesale/pdf/awts/historic/2010_AWTS.pdf

Annual Methodology page:

http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html

Table 7 and Table 7a Changes

The format of tables 7 (Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States) and 7a (Estimated Measures of Sampling Variability for Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States) has been modified to make these tables more consistent with other Annual Wholesale Trade Survey tables. Additionally, the estimate of total inventories has been removed from these tables but can still be found in tables 1, 2, and 3.

Contact Information

If you have any questions regarding information above, please contact the Current Wholesale Branch by dialing 1-800-327-4389 and selecting option "3".

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: 42 from the merchant wholesale sample, 17 from the MSBOs sample, and 2 from the Agents and Brokers sample. The primary strata are stratified 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 2011 rates) in Appendix D.

Benchmarking: A new sample was introduced with the 2011 AWTS. The new sample is designed to produce estimates based on the 2007 North American Industry Classification System (NAICS). In order to maintain the time series for each industry, an operation was performed to link estimates from the prior and new samples. For the linking operation to occur, two years of data were collected (2010 and 2011) from units in the new sample. The linking is done so that the new sample estimates are implicitly benchmarked using results of the 2007 Economic Census.

Before performing the sample linking operation, historical corrections were made to the prior sample estimates for NAICS 42343 (computer and computer peripheral equipment and software merchant wholesalers) to reflect more accurate information about the type of operation of businesses in this industry which had previously been classified as manufacturers' sales branches and offices. The estimates for NAICS 42343 and corresponding aggregate estimates have been restated back to 2002. Because of these corrections, the 2007 sales estimates for NAICS 42343 and associated aggregate estimates will no longer match the 2007 Economic Census results. Historical corrections were not made to data for any other industries.

Linking Samples

Sales estimates from the new sample for reference year 2010 and subsequent years are linked to the prior sample estimates by multiplying the Horvitz-Thompson estimates from the new sample by a ratio. The ratio is calculated as follows:

- The numerator is the 2010 published, census-adjusted sales estimate for the industry on a 2007 NAICS basis from the prior sample.
- The denominator is the 2010 Horvitz-Thompson sales estimate for the industry on a 2007 NAICS basis from the new sample.

The resulting sales estimates (call these "modified" sales estimates) are implicitly benchmarked to 2007 Economic Census results via this linking procedure. Note that no revisions are made to sales estimates prior to 2011, except for NAICS 42343 as described above. The following method is used to produce "modified" estimates for the following items: end-of-year inventories, total operating expenses, purchases, e-commerce and EDI. First the sales ratio described above is multiplied by the Horvitz-Thompson estimate for the given item for 2010 and subsequent years. Then the published estimates for 2004 through 2010 from the prior sample are input into the benchmarking program. Using this program, the estimates for 2005 through 2010 for each detailed industry are revised in a manner that:

- Uses the benchmarked estimate for 2004 from the prior sample as a constraint, resulting in no revision to the 2004 estimate.
- Uses the 'modified' estimate for 2010 from the new sample as a constraint.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 2005 through 2010.

A similar method is used for foreign inventories, only using the benchmarked estimate for 2005 from the prior sample as a constraint, because foreign inventories was not collected for 2004.

For Wholesale Electronic Markets and Agents and Brokers (NAICS 425), sales estimates (i.e., gross selling value plus sales on own account) from the new sample for 2010 and subsequent years are linked to the prior sample estimates by multiplying the Horvitz-Thompson estimates from the new sample by a ratio. The ratio is calculated as follows:

- The numerator is the 2010 published, census-adjusted estimate of gross selling value plus sales on own account for the industry on a 2007 NAICS basis from the prior sample.
- The denominator is the 2010 Horvitz-Thompson estimate of gross selling value plus sales on own account for the industry on a 2007 NAICS basis from the new sample.

The following method is used to provide "modified" estimates for the following items: commissions, gross selling value, operating expenses and sales on own account. First the sales ratio described above is multiplied

by the Horvitz-Thompson estimates for the given item for 2010 and subsequent years. Then the published estimates for 2004 through 2010 from the prior sample are input into the benchmarking program. Using this program, the estimates for 2005 through 2010 for each detailed industry are revised in a manner that:

- Uses the benchmarked estimate for 2004 from the prior sample as a constraint, resulting in no revision to the 2004 estimate.
- Uses the 'modified' estimate for 2010 from the new sample as a constraint.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 2005 through 2010.

To ensure additivity, estimates of gross selling value and sales on own account are raked to the modified sales estimate.

Modified estimates at aggregate industry levels are computed by summing the modified estimates for the appropriate detailed industries comprising the aggregates.

Table 1. Estimated Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2011

[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.]

2007 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010 ^f	2011
42	Sales	U.S. Merchant Wholesalers	4,162,169	4,367,464	4,839,589	5,243,143	5,583,819	5,888,375	6,135,815	5,143,547	5,756,743	6,469,112
423	Sales	Durable goods	2,171,268	2,217,870	2,490,069	2,649,378	2,824,140	2,897,475	2,821,376	2,292,449	2,601,529	2,902,919
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	638,384
4232	Sales	Furniture and Home Furnishings	71,428	73,952	80,445	85,670	91,638	92,477	85,766	70,382	72,022	76,094
4233	Sales	Lumber & Other Construction Materials	115,507	129,244	156,873	174,793	182,838	171,360	157,695	125,224	125,533	130,385
4234	Sales	Professional and Commercial Equipment and Supplies	406,447	415,610	442,472	457,195	465,715	485,129	488,329	459,036	491,534	530,341
42343	Sales	Computer and Computer Peripheral Equipment and Software	232,521	233,286	244,749	250,713	242,395	253,295	254,461	239,772	265,782	290,279
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	218,583
4236	Sales	Electrical Goods	322,376	325,080	365,654	386,376	418,304	453,031	454,331	398,242	447,767	467,424
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	117,694
4238	Sales	Machinery, Equipment, and Supplies	297,936	303,202	341,908	387,925	419,280	429,560	453,711	357,634	397,720	467,683
4239	Sales	Miscellaneous Durable Goods	156,822	157,668	190,930	199,404	217,058	235,683	247,364	174,579	219,095	258,331
424	Sales	Nondurable goods	1,990,901	2,149,594	2,349,520	2,593,765	2,759,679	2,990,900	3,314,439	2,851,098	3,155,214	3,566,193
4241	Sales	Paper and Paper Products	114,411	116,980	128,722	136,022	141,712	139,601	141,228	127,297	132,190	135,332
4242	Sales	Drugs and Druggists' Sundries	386,858	430,360	472,320	518,166	547,742	562,328	587,141	583,863	600,939	628,044
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	143,890
4244	Sales	Groceries and Related Products	511,438	543,358	555,941	584,286	613,917	667,143	690,352	680,157	705,372	751,234
4245	Sales	Farm Product Raw Materials	103,403	111,758	115,579	105,952	111,885	145,787	196,440	164,604	182,756	229,188
4246	Sales	Chemicals and Allied Products	126,126	133,284	148,558	164,269	168,968	182,177	199,792	158,071	186,274	207,974
4247	Sales	Petroleum and Petroleum Products	321,246	387,245	470,477	599,128	674,071	764,073	942,187	617,116	806,242	1,039,861
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	127,085
4249	Sales	Miscellaneous Nondurable Goods	221,514	217,524	237,112	249,784	254,619	266,066	291,611	270,803	281,263	305,585
42	Inventories	U.S. Merchant Wholesalers	382,377	396,068	434,784	477,234	517,135	552,035	577,706	515,852	573,006	620,417
423	Inventories	Durable goods	218,133	227,160	256,755	282,402	309,437	319,191	336,311	281,188	307,682	342,114
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	36,917	43,518	46,182	51,421	54,493	57,692	61,968	49,232	53,284	62,769
4232	Inventories	Furniture and Home Furnishings	7,572	8,104	8,760	9,579	10,454	10,809	10,288	8,663	9,475	9,865
4233	Inventories	Lumber & Other Construction Materials	10,180	11,919	15,235	16,921	17,636	17,054	14,006	14,006	14,688	15,319
4234	Inventories	Professional and Commercial Equipment and Supplies	32,444	32,581	33,634	34,969	37,681	38,187	38,896	36,243	39,790	41,649
42343	Inventories	Computer and Computer Peripheral Equipment and Software	13,201	13,528	12,925	12,578	13,087	12,858	12,792	12,550	14,320	14,938
4235	Inventories	Metals and Minerals, ex. Petroleum	16,808	16,983	25,520	27,690	33,320	32,499	36,214	23,504	26,993	32,043
4236	Inventories	Electrical Goods	30,346	29,895	33,029	36,389	40,333	42,942	45,064	37,512	42,304	44,887
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	12,380	12,940	14,838	17,022	19,186	20,026	19,399	17,014	17,884	19,181
4238	Inventories	Machinery, Equipment, and Supplies	52,499	50,911	57,059	64,017	70,964	74,075	80,854	71,763	77,974	89,014
4239	Inventories	Miscellaneous Durable Goods	18,987	20,309	22,498	24,394	25,370	25,115	26,574	23,251	25,290	27,387
424	Inventories	Nondurable goods	164,244	168,908	178,029	194,832	207,698	232,844	241,395	234,664	265,324	278,303
4241	Inventories	Paper and Paper Products	8,255	8,395	9,584	10,340	10,912	11,255	11,729	10,435	11,187	11,705
4242	Inventories	Drugs and Druggists' Sundries	44,729	46,003	47,056	46,514	49,227	50,138	60,087	53,354	58,550	59,932
4243	Inventories	Apparel, Piece Goods, and Notions	16,734	16,672	17,439	19,419	19,962	20,390	21,604	17,617	20,885	22,922
4244	Inventories	Groceries and Related Products	23,278	25,047	26,108	28,514	30,498	33,538	36,668	34,651	37,548	41,032
4245	Inventories	Farm Product Raw Materials	11,604	13,887	10,022	11,572	15,330	22,322	20,018	23,270	32,912	29,920
4246	Inventories	Chemicals and Allied Products	12,340	12,419	13,251	14,765	15,713	17,793	19,250	16,591	19,257	21,746
4247	Inventories	Petroleum and Petroleum Products	17,299	17,244	22,580	29,738	32,110	39,013	28,091	37,506	41,378	43,150
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	7,503	7,804	8,326	9,061	9,703	11,155	12,591	12,065	12,466	13,295
4249	Inventories	Miscellaneous Nondurable Goods	22,502	21,437	23,663	24,909	24,243	27,240	31,357	29,175	31,141	34,601

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.

Footnotes:

^f Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

Table 2. Estimated Sales and Inventories of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1992 through 2011

[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.]

2007 NAICS CODE	Data Item	Kind of Business	1992	1993	1994	1995	1996	1997	1998	1999 ¹	2000 ¹	2001 ¹	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006 ¹	2007 ¹	2008 ¹	2009 ¹	2010 ¹	2011
42	Sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1,767,130	1,848,215	1,974,899	2,158,980	2,284,343	2,377,845	2,427,120	2,599,159	2,814,554	2,785,152	2,835,528	2,976,245	3,325,120	3,629,323	3,926,504	4,201,789	4,459,748	3,726,023	4,181,455	4,701,976
423	Sales	Durable goods	861,182	939,945	1,037,638	1,141,701	1,190,342	1,256,384	1,306,545	1,406,371	1,486,673	1,422,195	1,421,503	1,466,158	1,689,588	1,830,347	2,005,139	2,101,969	2,104,265	1,696,519	1,924,921	2,152,137
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	157,842	160,302	171,071	169,736	172,064	172,343	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	328,981
4232	Sales	Furniture and Home Furnishings	31,038	32,149	33,317	36,575	38,095	40,227	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	55,029
4233	Sales	Lumber & Other Construction Materials	51,104	58,502	65,376	66,292	72,755	77,452	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	95,610
4234	Sales	Professional and Commercial Equipment and Supplies	133,513	155,207	165,421	197,924	220,240	237,178	257,518	281,843	282,230	267,795	272,462	279,643	310,256	332,819	353,174	381,807	385,730	361,666	410,510	458,519
42343	Sales	Computer and Computer Peripheral Equipment and Software	65,825	76,657	87,492	109,579	126,877	142,060	157,836	175,779	174,848	153,845	150,618	148,690	166,151	179,044	183,658	198,806	203,385	192,641	236,993	273,730
4235	Sales	Metals and Minerals, ex. Petroleum	70,617	72,190	81,680	87,029	86,177	91,553	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	155,910
4236	Sales	Electrical Goods	113,569	134,649	159,121	186,611	187,154	195,615	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	358,279
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	44,413	46,415	53,209	56,382	59,077	62,531	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	102,103
4238	Sales	Machinery, Equipment, and Supplies	147,542	161,824	174,411	191,252	206,588	223,850	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	346,444
4239	Sales	Miscellaneous Durable Goods	111,544	118,707	134,032	149,900	148,192	155,635	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	251,262
424	Sales	Nondurable goods	905,948	908,270	937,261	1,017,279	1,094,001	1,121,461	1,120,575	1,192,788	1,327,881	1,362,957	1,414,025	1,510,087	1,635,532	1,798,976	1,921,365	2,099,820	2,355,483	2,029,504	2,256,534	2,549,839
4241	Sales	Paper and Paper Products	48,129	50,212	55,435	66,069	64,844	66,492	69,102	73,158	77,774	76,232	72,646	74,052	81,904	87,230	90,406	91,264	90,460	81,274	83,458	85,553
4242	Sales	Drugs and Druggists' Sundries	67,069	68,997	76,375	83,732	94,321	107,379	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	410,085
4243	Sales	Apparel, Piece Goods, and Notions	62,659	65,682	68,524	67,595	73,112	84,358	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	137,611
4244	Sales	Groceries and Related Products	274,828	283,704	289,903	309,048	317,821	330,211	341,626	356,093	374,725	377,179	385,881	402,063	402,916	422,166	436,655	479,982	489,866	475,772	499,533	534,174
4245	Sales	Farm Product Raw Materials	109,827	102,007	103,641	125,548	144,965	132,883	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	229,188
4246	Sales	Chemicals and Allied Products	39,170	39,887	43,290	50,265	53,589	56,048	56,300	57,713	62,259	64,183	67,721	70,932	78,857	90,868	94,713	102,257	115,516	88,650	102,747	115,226
4247	Sales	Petroleum and Petroleum Products	137,533	127,728	125,399	126,478	143,493	139,508	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	691,282
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	50,397	50,821	52,021	52,495	55,945	58,312	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	115,871
4249	Sales	Miscellaneous Nondurable Goods	116,336	119,232	122,673	136,049	145,911	146,270	150,311	156,448	170,874	168,461	161,091	159,919	178,629	187,060	191,546	202,549	219,633	204,163	212,019	230,849
42	Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	197,793	205,815	222,826	239,275	241,396	258,900	272,575	290,382	309,710	298,577	302,715	310,043	341,476	369,906	401,675	428,721	445,304	393,775	436,142	475,322
423	Inventories	Durable goods	121,809	127,094	139,941	151,709	154,207	165,371	175,994	187,738	198,525	182,521	182,150	186,435	213,590	233,550	257,469	264,352	279,093	228,901	249,414	276,773
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	22,108	21,692	21,820	22,219	21,595	22,312	23,453	26,816	28,796	27,581	30,019	31,743	33,923	38,176	41,295	43,410	48,226	37,452	41,142	48,873
4232	Inventories	Furniture and Home Furnishings	4,420	4,445	4,566	4,797	4,801	4,884	5,288	5,706	6,413	6,052	6,401	6,853	7,278	7,999	8,716	8,905	8,600	6,875	7,569	7,776
4233	Inventories	Lumber & Other Construction Materials	5,476	5,892	6,485	6,541	7,034	7,744	7,365	8,128	8,328	8,276	8,677	10,152	12,932	13,881	14,072	13,277	12,700	10,276	10,878	11,273
4234	Inventories	Professional and Commercial Equipment and Supplies	16,737	17,959	20,814	23,668	24,403	27,505	26,698	27,819	27,269	23,498	23,755	24,075	26,450	27,639	30,662	31,354	31,769	29,275	32,079	33,841
42343	Inventories	Computer and Computer Peripheral Equipment and Software	5,896	6,860	9,372	10,522	11,161	13,432	12,985	13,520	12,070	9,275	8,953	9,741	10,916	11,257	12,335	12,185	12,320	12,049	13,917	14,538
4235	Inventories	Metals and Minerals, ex. Petroleum	9,551	10,271	11,559	11,170	11,604	12,338	12,947	12,983	13,645	12,337	12,580	12,789	20,087	21,043	26,446	25,053	28,959	18,567	21,616	25,143
4236	Inventories	Electrical Goods	16,465	17,150	19,890	23,411	22,296	22,318	24,234	27,400	31,264	26,607	25,412	25,424	28,430	30,359	33,599	35,489	36,651	29,838	32,727	34,963
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	6,729	7,129	8,330	8,552	9,158	9,372	10,181	10,496	11,532	11,018	11,121	11,743	13,547	15,373	17,308	18,198	17,477	15,226	16,169	17,440
4238	Inventories	Machinery, Equipment, and Supplies	27,772	28,111	31,391	35,556	37,423	41,763	47,762	49,757	51,057	49,028	46,370	44,574	49,675	55,789	61,042	64,338	68,989	58,931	62,773	71,042
4239	Inventories	Miscellaneous Durable Goods	12,551	14,445	15,086	15,795	15,893	17,135	18,086	18,633	20,221	18,124	17,815	19,082	21,268	23,291	24,329	24,328	25,722	22,461	24,461	26,422
424	Inventories	Nondurable goods	75,984	78,721	82,885	87,566	87,189	93,529	96,581	102,644	111,185	116,056	120,565	123,608	127,886	136,356	144,206	164,369	166,211	164,874	186,728	198,549
4241	Inventories	Paper and Paper Products	4,606	4,756	4,932	5,388	5,302	5,942	5,890	5,983	6,747	5,989	5,641	5,712	6,588	7,080	7,134	7,219	7,452	6,532	6,930	7,232
4242	Inventories	Drugs and Druggists' Sundries	9,647	10,663	11,051	10,689	12,049	13,671	15,873	19,278	23,901	30,681	32,135	32,294	31,888	30,253	30,961	32,258	32,715	33,207	35,082	36,803
4243	Inventories	Apparel, Piece Goods, and Notions	10,714	11,429	12,162	11,712	12,054	13,592	14,021	13,703	14,209	14,643	15,136	14,945	15,833	17,540	18,165	18,742	20,179	16,488	19,650	21,661
4244	Inventories	Groceries and Related Products	18,316	17,826	18,105	18,456	18,234	19,011	19,037	20,372	20,509	19,278	20,410	20,226	20,687	22,422	23,492	26,100	27,776	26,195	28,558	31,424
4245	Inventories	Farm Product Raw Materials	8,726	10,045	10,871	13,138	10,572	11,278	10,912	10,610	11,464	11,309	11,604	13,887	10,022	11,572	15,330	22,322	20,018	23,270	32,912	29,920
4246	Inventories	Chemicals and Allied Products</																				

Table 3. Estimated Sales and Inventories of U.S. Manufacturers' Sales Branches and Offices: 2002 through 2011

[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.]

2007 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010 ^f	2011
42	Sales	U.S. Manufacturers' Sales Branches and Offices	1,326,641	1,391,219	1,514,469	1,613,820	1,657,315	1,686,586	1,676,067	1,417,524	1,575,288	1,767,136
423	Sales	Durable goods	749,765	751,712	800,481	819,031	819,001	795,506	717,111	595,930	676,608	750,782
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	309,403
4232	Sales	Furniture and Home Furnishings	17,944	18,462	20,638	22,664	22,557	23,365	21,616	19,409	19,523	21,065
4233	Sales	Lumber & Other Construction Materials	20,416	24,098	29,419	35,759	41,134	44,817	41,265	34,803	33,495	34,775
4234	Sales	Professional and Commercial Equipment and Supplies	133,985	135,967	132,216	124,376	112,541	103,322	102,599	97,370	81,024	71,822
42343	Sales	Computer and Computer Peripheral Equipment and Software	81,903	84,596	78,598	71,669	58,737	54,489	51,076	47,131	S	16,549
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	60,673
4236	Sales	Electrical Goods	99,419	92,520	100,638	101,973	S	104,071	S	88,124	101,405	109,145
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	15,591
4238	Sales	Machinery, Equipment, and Supplies	70,178	72,775	82,555	100,227	107,342	100,740	104,034	87,142	101,202	121,239
4239	Sales	Miscellaneous Durable Goods	11,195	S	11,970	10,934	10,410	8,248	7,505	6,181	6,357	7,069
424	Sales	Nondurable goods	576,876	639,507	713,988	794,789	838,314	891,080	958,956	821,594	898,680	1,016,354
4241	Sales	Paper and Paper Products	41,765	42,928	S	48,792	51,306	48,337	50,768	46,023	48,732	49,779
4242	Sales	Drugs and Druggists' Sundries	141,233	158,405	179,297	195,788	206,897	210,545	218,172	207,308	209,457	215,959
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	6,279
4244	Sales	Groceries and Related Products	125,557	141,295	153,025	162,120	177,262	191,371	200,486	200,175	205,839	217,060
4246	Sales	Chemicals and Allied Products	58,405	62,352	69,701	73,401	74,255	79,920	84,276	69,221	84,027	92,748
4247	Sales	Petroleum and Petroleum Products	128,580	157,714	186,500	229,245	245,589	277,164	313,410	215,128	264,935	348,579
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	8,370	8,387	9,330	11,680	S	11,746	11,819	11,029	10,193	11,214
4249	Sales	Miscellaneous Nondurable Goods	60,423	57,609	58,483	62,724	63,073	63,517	71,978	66,640	69,244	74,736
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	79,662	86,025	93,308	107,328	115,460	123,314	132,402	122,077	136,864	145,095
423	Inventories	Durable goods	35,983	40,725	43,165	48,852	51,968	54,839	57,218	52,287	58,268	65,341
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	6,898	11,775	12,259	13,245	13,198	14,482	13,742	11,780	12,142	13,896
4232	Inventories	Furniture and Home Furnishings	1,171	1,251	1,482	1,580	1,738	1,904	1,686	1,788	1,906	2,089
4233	Inventories	Lumber & Other Construction Materials	1,503	1,787	2,303	S	3,564	4,369	4,354	3,730	3,810	4,046
4234	Inventories	Professional and Commercial Equipment and Supplies	8,689	8,506	7,184	7,330	7,019	6,833	7,127	6,968	7,711	7,808
42343	Inventories	Computer and Computer Peripheral Equipment and Software	4,248	3,787	2,009	1,321	752	673	472	501	S	S
4235	Inventories	Metals and Minerals, ex. Petroleum	4,228	4,194	5,433	6,647	6,874	7,446	7,255	4,937	5,377	6,900
4236	Inventories	Electrical Goods	4,934	4,471	4,599	6,030	6,734	7,453	8,413	7,674	9,577	9,924
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	1,259	1,197	1,291	1,649	1,878	1,828	1,922	1,788	1,715	1,741
4238	Inventories	Machinery, Equipment, and Supplies	6,129	6,337	7,384	8,228	9,922	9,737	11,865	12,832	15,201	17,972
4239	Inventories	Miscellaneous Durable Goods	S	S	1,230	1,103	1,041	787	852	790	829	965
424	Inventories	Nondurable goods	43,679	45,300	50,143	58,476	63,492	68,475	75,184	69,790	78,596	79,754
4241	Inventories	Paper and Paper Products	2,614	2,683	S	S	S	S	S	3,903	4,257	4,473
4242	Inventories	Drugs and Druggists' Sundries	12,594	13,709	15,168	16,100	18,266	17,880	27,372	20,147	23,468	23,129
4243	Inventories	Apparel, Piece Goods, and Notions	1,598	1,727	1,606	1,879	1,797	1,648	1,425	S	1,235	S
4244	Inventories	Groceries and Related Products	2,868	4,821	5,421	6,092	7,006	7,438	8,892	8,456	8,990	9,608
4246	Inventories	Chemicals and Allied Products	5,730	5,734	5,868	6,497	7,285	8,254	8,844	7,822	9,279	10,378
4247	Inventories	Petroleum and Petroleum Products	11,187	10,504	12,825	17,320	18,691	21,440	14,503	17,910	20,313	19,221
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	570	604	621	780	780	1,164	1,528	1,833	1,939	1,976
4249	Inventories	Miscellaneous Nondurable Goods	6,518	5,518	5,638	6,387	5,889	6,615	8,343	8,590	9,115	9,708

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.

Footnotes:

^f Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

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: 1992 Through 2011

[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.]

2007 NAICS CODE	Data Item	Kind of Business	1992	1993	1994	1995	1996	1997	1998	1999 ¹	2000 ¹	2001 ¹	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006 ¹	2007 ¹	2008 ¹	2009 ¹	2010 ¹	2011
42	Purchases	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1,433,038	1,484,899	1,585,326	1,719,831	1,818,751	1,905,898	1,942,911	2,083,334	2,270,189	2,234,414	2,281,608	2,413,639	2,720,820	2,968,142	3,209,422	3,443,527	3,681,926	3,045,540	3,462,476	3,921,175
423	Purchases	Durable goods	663,917	726,432	806,816	878,929	912,744	972,110	1,011,882	1,091,775	1,153,798	1,091,417	1,089,406	1,131,163	1,321,279	1,424,484	1,556,645	1,627,903	1,629,588	1,286,507	1,480,286	1,662,949
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	129,552	131,569	140,095	135,999	137,116	136,815	145,700	169,802	176,251	186,328	200,549	213,005	234,795	251,101	277,697	283,048	253,341	200,823	239,265	271,325
4232	Purchases	Furniture and Home Furnishings	21,016	22,804	23,923	25,322	26,796	28,621	31,028	33,627	37,431	36,578	36,890	38,336	41,987	44,621	46,594	48,093	44,382	34,896	39,232	37,986
4233	Purchases	Lumber & Other Construction Materials	41,199	47,815	54,117	54,413	59,307	63,633	66,528	72,748	71,070	71,943	76,096	84,286	102,800	110,897	111,697	97,629	89,810	69,224	71,741	74,655
4234	Purchases	Professional and Commercial Equipment and Supplies	95,517	115,919	127,968	154,635	169,044	184,485	200,876	221,371	221,446	205,009	206,812	212,923	240,043	254,538	266,113	286,673	283,889	262,952	298,095	329,042
42343	Purchases	Computer and Computer Peripheral Equipment and Software	48,682	60,536	69,774	90,139	103,098	118,562	132,911	149,711	148,458	127,920	124,289	123,545	138,593	147,315	149,875	160,527	159,123	147,339	179,302	202,367
4235	Purchases	Metals and Minerals, ex. Petroleum	57,227	58,126	66,392	68,674	68,772	72,164	69,907	75,594	67,910	65,765	66,046	66,046	66,046	111,293	131,476	139,653	149,297	84,911	106,048	133,875
4236	Purchases	Electrical Goods	86,521	103,268	122,823	142,948	143,295	152,495	157,064	174,782	203,330	179,822	173,472	181,884	208,940	228,608	248,940	271,910	275,794	238,390	268,625	277,700
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplies	32,978	34,184	39,903	42,023	44,208	47,235	49,491	51,312	53,643	49,037	50,061	52,588	61,255	68,774	78,970	80,941	78,743	64,772	69,783	75,027
4238	Purchases	Machinery, Equipment, and Supplies	109,373	118,761	129,538	142,032	153,130	165,740	179,982	193,291	189,799	182,366	166,758	168,318	191,692	210,907	231,346			196,841	218,934	258,886
4239	Purchases	Miscellaneous Durable Goods	90,534	94,006	102,457	112,283	111,076	119,225	110,051	114,935	125,234	112,424	112,983	113,777	140,981	146,755	162,282	179,317	194,218	133,798	171,563	204,453
424	Purchases	Nondurable goods	769,121	758,467	778,510	840,902	906,007	933,788	991,559	1,142,997	1,192,202	1,282,477	1,192,202	1,182,777	1,399,541	1,543,658	1,652,777	1,815,624	2,052,338	1,759,033	1,982,190	2,258,226
4241	Purchases	Paper and Paper Products	36,785	37,668	42,331	51,692	50,675	52,082	54,108	57,624	61,933	61,363	58,703	60,525	66,723	70,140	72,355	73,031	72,498	65,078	67,084	68,598
4242	Purchases	Drugs and Druggists' Sundries	61,551	62,018	67,145	73,828	82,896	94,006	110,654	134,517	159,458	190,354	223,297	252,717	273,881	293,126	310,901	321,642	335,239	346,715	360,322	378,355
4243	Purchases	Apparel, Piece Goods, and Notions	45,360	47,855	49,890	48,738	52,204	59,510	61,681	63,219	68,255	69,025	74,444	76,865	79,508	84,412	92,426	96,986	93,437	81,953	90,594	94,618
4244	Purchases	Groceries and Related Products	234,467	239,574	244,903	258,072	264,979	277,468	298,827	299,054	315,329	315,611	321,956	328,498	339,506	358,416	372,162	407,830	423,211	414,538	432,397	464,988
4245	Purchases	Farm Product Raw Materials	102,453	92,864	93,195	111,243	128,750	122,358	112,510	92,406	95,354	91,951	95,171	102,629	106,304	97,638	101,039	133,694	181,191	152,742	168,332	210,570
4246	Purchases	Chemicals and Allied Products	29,639	30,692	33,675	38,700	40,798	42,607	42,413	43,542	47,787	48,986	51,609	54,707	62,436	71,680	73,948	79,751	90,663	66,781	79,180	89,745
4247	Purchases	Petroleum and Petroleum Products	126,346	115,402	112,611	113,930	129,948	126,159	106,976	126,791	179,941	177,510	180,619	218,078	262,843	348,181	402,459	461,031	596,201	383,096	527,593	674,636
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	37,956	38,633	40,039	39,862	42,445	44,317	46,654	50,724	53,654	56,046	59,511	62,975	64,369	68,287	73,391	78,064	81,624	81,101	82,170	86,186
4249	Purchases	Miscellaneous Nondurable Goods	94,564	93,461	94,721	104,637	113,312	115,281	118,038	123,682	134,692	132,151	126,892	143,971	151,778	154,096	163,595	178,274	167,029	174,218	190,530	
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	x	371,338	406,584	455,598	467,713	489,451	497,884	533,632	563,693	539,605	558,058	569,934	635,733	689,611	748,851	785,308	794,405	628,954	761,346	819,981
423	Gross margins	Durable goods	x	218,798	243,669	274,540	280,096	295,438	305,286	326,340	343,662	314,774	331,726	339,280	395,464	425,823	472,413	480,949	489,418	359,820	465,148	516,547
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplies	x	28,317	31,104	34,136	34,324	36,245	39,182	45,918	47,972	47,359	53,836	48,986	51,220	56,920	61,175	60,294	59,574	39,702	59,112	65,387
4232	Gross margins	Furniture and Home Furnishings	x	9,370	9,515	10,884	11,303	11,689	12,378	13,736	15,973	15,494	16,943	17,606	19,245	19,066	21,214	21,208	19,463	14,442	16,961	17,250
4233	Gross margins	Lumber & Other Construction Materials	x	11,103	11,852	11,935	13,941	14,529	13,977	16,520	16,309	17,735	19,396	22,335	27,434	29,096	30,208	28,119	26,043	18,773	20,899	21,350
4234	Gross margins	Professional and Commercial Equipment and Supplies	x	40,510	40,308	46,143	51,931	55,795	55,835	61,593	60,234	59,015	65,907	67,040	72,588	79,470	90,084	95,826	102,256	96,220	115,219	131,239
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	x	17,085	20,230	20,590	24,418	25,769	24,478	26,603	24,940	23,130	26,007	25,933	28,733	32,070	34,861	38,129	44,397	45,031	59,559	71,984
4235	Gross margins	Metals and Minerals, ex. Petroleum	x	14,784	16,576	17,969	18,426	16,959	16,643	18,264	15,629	16,224	15,368	29,267	25,796	32,129	24,815	32,092	8,294	21,695	25,562	
4236	Gross margins	Electrical Goods	x	32,066	39,038	47,184	42,744	43,142	45,997	52,509	60,575	47,385	48,290	50,688	59,082	60,724	74,325	78,940	79,815	64,925	80,626	82,815
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplies	x	12,651	14,607	14,581	15,475	15,510	16,858	17,508	19,449	19,465	20,453	22,462	24,701	28,068	32,029	32,153	28,926	22,532	26,035	28,347
4238	Gross margins	Machinery, Equipment, and Supplies	x	43,402	48,453	53,385	55,325	62,450	69,715	66,997	67,590	62,831	58,342	60,313	72,762	82,905	85,845	91,477	94,214	63,593	81,426	95,827
4239	Gross margins	Miscellaneous Durable Goods	x	26,995	32,216	38,326	37,214	37,652	34,485	35,216	36,686	29,830	32,335	34,482	40,165	43,738	45,404	48,117	47,035	31,339	43,175	48,770
424	Gross margins	Nondurable goods	x	152,540	162,915	181,058	187,617	194,013	192,598	207,292	220,031	224,831	226,332	230,654	240,269	263,788	276,438	304,359	304,987	269,134	296,198	303,434
4241	Gross margins	Paper and Paper Products	x	12,694	13,280	14,833	14,083	15,050	14,942	15,627	16,605	14,111	13,595	13,598	16,057	17,582	18,105	18,318	18,195	15,276	16,772	17,257
4242	Gross margins	Drugs and Druggists' Sundries	x	7,995	9,618	9,542	12,785	14,995	17,147	20,415	21,144	27,098	23,782	19,397	18,736	27,617	30,632	31,438	34,187	30,332	33,035	33,451
4243	Gross margins	Apparel, Piece Goods, and Notions	x	18,542	19,367	18,407	21,250	26,386	25,569	26,832	28,752	30,370	31,852	30,981	35,109	38,509	36,650	43,265	44,556	37,728	45,082	45,004
4244	Gross margins	Groceries and Related Products	x	43,340	45,279	51,327	52,620	52,825	58,374	59,533	60,337	65,057	73,391	63,871	65,485	65,563	70,550	68,331	63,863	69,499	72,052	
4245	Gross margins	Farm Product Raw Materials	x	10,462	11,272	16,572	13,649	11,231	7,998	7,703	8,166	8,780	8,527	11,412	5,410	9,864	14,604	19,085	12,945	15,114	23,766	16,626
4246	Gross margins	Chemicals and Allied Products	x	9,649	9,978	12,032	13,677	13,694	14,237	14,467	14,440	15,308	16,564	16,300	17,119	20,073	20,925	23,617	25,720	24,432	24,276	26,871
4247	Gross margins	Petroleum and Petroleum Products	x	11,915	13,540	12,469	14,014	12,790	11,492	13,514	16,700	14,087	12,857	12,081	24,149	24,365	27,024	30,032	28,591	24,900	15,183	19,510
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Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2011

[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.]

2007 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010 ^f	2011
42	Operating expenses	U.S. Merchant Wholesalers	NA	NA	NA	NA	670,477	726,850	746,549	680,253	712,286	756,358
423	Operating expenses	Durable goods	NA	NA	NA	NA	392,352	426,022	434,183	384,427	409,383	436,376
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	52,491	56,838	56,746	51,745	57,662	61,433
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	18,902	20,393	18,850	16,053	16,219	16,782
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	27,897	29,408	28,601	23,933	22,993	23,213
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	76,788	81,348	85,524	81,790	89,369	94,594
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	27,524	30,388	30,778	29,460	34,263	35,990
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	20,679	22,416	21,739	15,914	15,702	17,751
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	62,715	72,292	72,190	66,619	70,284	73,459
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	28,239	29,760	28,878	24,174	24,306	25,523
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	70,502	75,615	82,553	72,091	76,303	84,789
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	34,139	37,952	39,102	32,108	36,545	38,832
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	278,125	300,828	312,366	295,826	302,903	319,982
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	21,845	21,975	21,569	20,654	20,658	20,682
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	49,731	50,454	54,101	54,369	55,593	58,041
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	30,466	32,756	32,743	31,304	32,823	33,379
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	73,766	81,561	84,477	81,192	83,447	88,626
4245	Operating expenses	Farm Product Raw Materials	NA	NA	NA	NA	8,103	9,512	11,173	9,069	9,340	9,980
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	21,627	24,990	26,872	23,750	26,824	28,897
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	15,774	18,374	19,863	19,187	18,145	21,934
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	19,474	21,245	22,471	22,239	22,496	23,251
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	37,339	39,961	39,097	34,062	33,577	35,192
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers	NA	NA	NA	NA	12.0	12.3	12.2	13.2	12.4	11.7
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	13.9	14.7	15.4	16.8	15.7	15.0
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	7.7	8.5	10.0	11.3	10.3	9.6
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	20.6	22.1	22.0	22.8	22.5	22.1
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	15.3	17.2	18.1	19.1	18.3	17.8
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.5	16.8	17.5	17.8	18.2	17.8
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	11.4	12.0	12.1	12.3	12.9	12.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	9.4	9.9	9.0	11.1	8.9	8.2
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.0	16.0	15.9	16.7	15.7	15.7
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	21.8	22.5	22.6	23.0	22.1	21.7
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	16.8	17.6	18.2	20.2	19.2	18.1
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.7	16.1	15.8	18.4	16.7	15.0
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	10.1	10.1	9.4	10.4	9.6	9.0
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	15.4	15.7	15.3	16.2	15.6	15.3
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	9.1	9.0	9.2	9.3	9.3	9.3
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	22.0	22.1	22.6	24.2	23.7	23.2
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	12.0	12.2	12.2	11.9	11.8	11.8
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	7.2	6.5	5.7	5.5	5.1	4.4
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	12.8	13.7	13.4	15.0	14.4	13.9
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.3	2.4	2.1	3.1	2.3	2.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	17.9	18.4	18.6	18.6	18.5	18.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.7	15.0	13.4	12.6	11.9	11.5

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2011

[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.]

2007 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010 ^f	2011
42	Operating expenses	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	515,075	565,315	575,997	516,843	542,643	574,292
423	Operating expenses	Durable goods	NA	NA	NA	NA	318,845	350,609	354,963	308,319	328,029	348,694
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	39,112	43,224	42,591	38,908	42,904	45,019
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	16,017	17,609	16,016	12,984	12,793	13,121
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	23,428	24,305	23,177	18,842	18,124	18,191
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	56,518	61,456	63,914	61,709	69,129	74,326
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	19,456	22,570	23,199	22,385	27,791	29,899
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	18,711	19,900	19,247	13,897	13,701	15,201
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	48,630	57,199	56,881	51,614	53,205	55,425
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	25,160	26,646	25,675	21,736	22,072	23,240
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	59,027	63,891	69,806	57,713	60,602	66,495
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	32,242	36,379	37,656	30,916	35,499	37,676
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	196,230	214,706	221,034	208,524	214,614	225,598
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	15,509	16,118	15,235	14,328	14,135	14,165
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	20,551	21,863	24,642	25,581	27,506	28,279
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	28,813	31,314	31,248	30,085	31,467	32,034
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	52,340	57,174	57,093	55,244	56,185	59,324
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	8,103	9,512	11,173	9,069	9,340	9,980
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	14,990	17,179	18,361	15,474	16,686	18,008
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	9,899	11,307	12,847	11,432	11,656	14,078
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18,099	19,548	20,677	20,403	20,758	21,439
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	27,926	30,691	29,758	26,908	26,881	28,291
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	13.1	13.5	12.9	13.9	13.0	12.2
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	15.9	16.7	16.9	18.2	17.0	16.2
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	11.6	12.7	13.8	15.5	14.6	13.7
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	23.2	25.5	25.0	25.5	24.4	23.8
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	16.5	19.2	19.9	20.8	19.7	19.0
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.0	16.1	16.6	17.1	16.8	16.2
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	10.6	11.4	11.4	11.6	11.7	10.9
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	11.8	12.0	10.8	13.4	11.0	9.7
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.2	16.4	16.0	16.6	15.4	15.5
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	23.1	23.7	23.7	24.3	23.3	22.8
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	18.9	19.4	20.0	21.3	20.4	19.2
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.6	16.0	15.7	18.4	16.7	15.0
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	10.2	10.2	9.4	10.3	9.5	8.8
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	17.2	17.7	16.8	17.6	16.9	16.6
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	6.0	6.2	6.7	6.8	7.0	6.9
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	22.4	22.4	22.9	24.4	23.7	23.3
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	12.0	12.0	11.7	11.5	11.2	11.1
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	7.2	6.5	5.7	5.5	5.1	4.4
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	15.6
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.3	2.3	2.0	2.8	2.2	2.0
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18.4	18.8	18.9	18.8	18.7	18.5
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.6	15.2	13.5	13.2	12.7	12.3

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2011

[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.]

2007 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010 ^f	2011
42	Operating expenses	Manufacturers' Sales Branches and Offices	129,183	134,874	143,541	151,493	155,402	161,535	170,552	163,410	169,643	182,066
423	Operating expenses	Durable goods	68,312	68,612	71,222	72,688	73,507	75,413	79,220	76,108	81,354	87,682
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	11,752	13,512	S	S	13,379	13,614	14,155	12,837	14,758	16,414
4232	Operating expenses	Furniture and Home Furnishings	2,098	2,248	2,670	2,688	2,885	2,784	2,834	3,069	3,426	3,661
4233	Operating expenses	Lumber & Other Construction Materials	1,966	2,315	2,796	3,468	4,469	5,103	5,424	5,091	4,869	5,022
4234	Operating expenses	Professional and Commercial Equipment and Supplies	26,604	23,315	21,840	20,948	20,270	19,892	21,610	20,081	20,240	20,268
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	17,716	13,917	10,432	9,349	8,068	7,818	7,579	7,075	6,472	6,091
4235	Operating expenses	Metals and Minerals, ex. Petroleum	1,333	1,399	1,723	1,953	1,968	2,516	2,492	2,017	2,001	2,550
4236	Operating expenses	Electrical Goods	13,329	11,871	13,311	13,395	S	S	S	15,005	17,079	18,034
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	2,109	2,120	2,324	2,803	3,079	3,114	3,203	2,438	2,234	2,283
4238	Operating expenses	Machinery, Equipment, and Supplies	8,031	9,706	10,538	11,747	11,475	11,724	12,747	14,378	15,701	18,294
4239	Operating expenses	Miscellaneous Durable Goods	S	S	2,490	2,049	1,897	1,573	1,446	1,192	1,046	1,156
424	Operating expenses	Nondurable goods	60,871	66,262	72,319	78,805	81,895	86,122	91,332	87,302	88,289	94,384
4241	Operating expenses	Paper and Paper Products	5,526	5,615	S	S	6,336	5,857	6,334	6,326	6,523	6,517
4242	Operating expenses	Drugs and Druggists' Sundries	19,078	21,734	24,564	26,971	29,180	28,591	29,459	28,788	28,087	S
4243	Operating expenses	Apparel, Piece Goods, and Notions	1,770	1,608	1,683	1,867	1,653	1,442	1,495	1,219	1,356	S
4244	Operating expenses	Groceries and Related Products	15,848	17,719	19,477	20,718	21,426	24,387	27,384	25,948	27,262	29,302
4246	Operating expenses	Chemicals and Allied Products	5,858	5,902	6,448	6,638	6,637	7,811	8,511	8,276	10,138	10,889
4247	Operating expenses	Petroleum and Petroleum Products	3,643	4,221	4,506	5,949	5,875	7,067	7,016	7,755	6,489	7,856
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	967	960	1,101	1,382	1,375	1,697	1,794	1,836	1,738	1,812
4249	Operating expenses	Miscellaneous Nondurable Goods	8,181	8,503	8,892	9,298	9,413	9,270	9,339	7,154	6,696	6,901
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	9.7	9.7	9.5	9.4	9.4	9.6	10.2	11.5	10.8	10.3
423	Operating expenses as a percent of sales	Durable goods	9.1	9.1	8.9	8.9	9.0	9.5	11.0	12.8	12.0	11.7
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	5.5	6.2	5.5	5.3
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	11.7	12.2	12.9	11.9	12.8	11.9	13.1	15.8	17.5	17.4
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	9.6	9.6	9.5	9.7	10.9	11.4	13.1	14.6	14.5	14.4
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	19.9	17.1	16.5	16.8	18.0	19.3	21.1	20.6	25.0	28.2
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	21.6	16.5	13.3	13.0	13.7	14.3	14.8	15.0	S	36.8
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	3.9	5.1	3.9	4.2
4236	Operating expenses as a percent of sales	Electrical Goods	13.4	12.8	13.2	13.1	S	S	S	17.0	16.8	16.5
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	16.5	15.5	14.9	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	12.3	16.5	15.5	15.1
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	S	S	20.8	18.7	18.2	19.1	19.3	19.3	16.5	16.4
424	Operating expenses as a percent of sales	Nondurable goods	10.6	10.4	10.1	9.9	9.8	9.7	9.5	10.6	9.8	9.3
4241	Operating expenses as a percent of sales	Paper and Paper Products	13.2	13.1	S	S	12.3	12.1	12.5	13.7	13.4	13.1
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	13.5	13.7	13.7	13.8	14.1	13.6	13.5	13.9	13.4	S
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	18.6	20.1	21.7	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	13.7	13.0	13.2	13.5
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	10.0	9.5	9.3	9.0	8.9	9.8	10.1	12.0	12.1	11.7
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	2.8	2.7	2.4	2.6	2.4	2.5	2.2	3.6	2.4	2.3
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	15.2	16.6	17.1	16.2
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	13.5	14.8	15.2	14.8	14.9	14.6	13.0	10.7	9.7	9.2

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.

Footnote:

^f Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2011

[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.]

2007 NAICS CODE	Data Item	2004	2005^r	2006^r	2007^r	2008^r	2009^r	2010^r	2011
4251	Total sales	532,345	543,667	596,870	626,717	646,519	576,988	623,643	691,039
4251	Sales on own account	6,642	7,863	9,988	12,828	12,174	12,923	S	S
4251	Sales made on the account of others	525,703	535,804	586,882	613,889	634,345	564,065	608,669	674,983
4251	Commissions received for sales made on the account of others								
4251	Amount	19,694	21,758	24,257	27,403	29,487	27,763	30,605	32,362
4251	As a percent of sales on the account of others	3.7	4.1	4.1	4.5	4.6	4.9	5.0	4.8
4251	Operating Expenses								
4251	Amount	15,275	15,967	18,628	20,162	21,508	20,487	23,294	24,573
4251	As a percent of total sales	2.9	2.9	3.1	3.2	3.3	3.6	3.7	3.6

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>.

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.

Footnotes:

^r Revised data.

Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2011

[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.]

2007 NAICS CODE	Data Item	Kind of Business	2005 ¹	2006 ¹	2007 ¹	2008 ¹	2009 ¹	2010 ¹	2011
42	Inventories Held Outside the United States	U.S. Merchant Wholesalers	16,910	19,230	21,349	20,893	19,770	23,054	25,216
423	Inventories Held Outside the United States	Durable goods	9,425	10,933	11,524	10,950	9,267	11,925	13,575
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	2,921	3,601	3,551	3,144	2,436	3,110	3,621
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	260	317	306	276	285	359	367
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	S	224	223	227	244	323	358
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	1,709	1,621	1,559	1,359	1,506	1,836	1,957
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	730	S	D	791	D	973	1,075
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	659	955	1,458	1,257	1,253	1,271	1,600
4236	Inventories Held Outside the United States	Electrical Goods	1,657	1,902	2,020	2,390	1,548	D	D
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	235	231	280	200	209	236
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	838	1,200	1,215	1,271	1,140	1,990	2,277
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	905	878	961	746	655	D	D
424	Inventories Held Outside the United States	Nondurable goods	7,485	8,297	9,825	9,943	10,503	11,129	11,641
4241	Inventories Held Outside the United States	Paper and Paper Products	S	S	S	64	102	124	115
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	1,005	1,122	1,122	1,221	1,594	1,480	1,256
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	1,292	1,843	1,970	2,047	1,268	1,469	1,559
4244	Inventories Held Outside the United States	Groceries and Related Products	S	S	S	S	S	886	1,162
4245	Inventories Held Outside the United States	Farm Product Raw Materials	S	S	126	S	S	236	323
4246	Inventories Held Outside the United States	Chemicals and Allied Products	220	260	258	361	435	574	606
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	S	D	D	D	D	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	387	D	455	D	D	618	801
42	Foreign Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers	3.5	3.7	3.9	3.6	3.8	4.0	4.1
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	3.3	3.5	3.6	3.3	3.3	3.9	4.0
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	5.7	6.6	6.1	5.1	4.9	5.8	5.8
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	2.7	3.0	2.8	2.7	3.3	3.8	3.7
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	S	1.3	1.3	1.3	1.7	2.2	2.3
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	4.9	4.3	4.1	3.5	4.2	4.6	4.7
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	5.8	S	D	6.2	D	6.8	7.2
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	2.4	2.9	4.5	3.5	5.3	4.7	5.0
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	4.6	4.7	4.7	5.3	4.1	D	D
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	S	1.2	1.2	1.4	1.2	1.2	1.2
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	1.3	1.7	1.6	1.6	1.6	2.6	2.6
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	3.7	3.5	3.8	2.8	2.8	D	D
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	3.8	4.0	4.2	4.1	4.5	4.2	4.2
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	0.5	1.0	1.1	1.0
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	2.2	2.3	2.2	2.0	3.0	2.5	2.1
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	S	S	S	S	S	7.0	6.8
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	S	S	3.0	S	S	2.4	2.8
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	1.1	1.0	0.6	1.2	1.2	0.7	1.1
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	1.5	1.7	1.5	1.9	2.6	3.0	2.8
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	S	D	D	D	D	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	1.6	D	1.7	D	D	2.0	2.3
42	Inventories Held Inside the United States	U.S. Merchant Wholesalers	460,324	497,905	530,686	556,813	496,082	549,952	595,201
423	Inventories Held Inside the United States	Durable goods	272,977	298,504	307,667	325,361	271,921	295,752	328,539
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	48,500	50,892	54,341	58,824	46,796	50,174	59,148
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	9,319	10,137	10,503	10,012	8,378	9,116	9,498
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	16,602	17,412	17,423	16,827	13,762	14,365	14,961
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	33,260	36,060	36,628	37,537	34,737	37,954	39,692
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	11,848	12,371	D	12,001	D	13,347	13,863
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	27,031	32,365	31,041	34,957	22,251	25,722	30,443
4236	Inventories Held Inside the United States	Electrical Goods	34,732	38,431	40,922	42,674	35,964	D	D
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	16,865	18,951	19,795	19,119	16,814	17,675	18,945
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	63,179	69,764	72,860	79,583	70,623	75,984	86,737
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	23,489	24,492	24,154	25,828	22,596	D	D
424	Inventories Held Inside the United States	Nondurable goods	187,347	199,401	223,019	231,452	224,161	254,195	266,662
4241	Inventories Held Inside the United States	Paper and Paper Products	10,186	10,736	11,174	11,665	10,333	11,063	11,590
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	45,509	48,105	49,016	58,866	51,760	57,070	58,676
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	18,127	18,119	18,420	19,557	16,349	19,416	21,363
4244	Inventories Held Inside the United States	Groceries and Related Products	27,797	29,812	32,533	35,763	33,911	36,662	39,870
4245	Inventories Held Inside the United States	Farm Product Raw Materials	11,439	15,175	22,196	19,783	22,998	32,676	29,597
4246	Inventories Held Inside the United States	Chemicals and Allied Products	14,545	15,453	17,535	18,889	16,156	18,683	21,140
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	9,594	D	D	D	D	D
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	24,522	D	26,785	D	D	D	33,800
42	Domestic Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers	96.5	96.3	96.1	96.4	96.2	96.0	95.9
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	96.7	96.5	96.4	96.7	96.7	96.1	96.0
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	94.3	93.4	93.9	94.9	95.1	94.2	94.2
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	97.3	97.0	97.2	97.3	96.7	96.2	96.3
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	98.1	98.7	98.7	98.7	98.3	97.8	97.7
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	95.1	95.7	95.9	96.5	95.8	95.4	95.3
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	94.2	94.5	D	93.8	D	93.2	92.8
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	97.6	97.1	95.5	96.5	94.7	95.3	95.0
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	95.4	95.3	95.3	94.7	95.9	D	D
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	99.1	98.8	98.8	98.6	98.8	98.8	98.8
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	98.7	98.3	98.4	98.4	98.4	97.4	97.4
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	96.3	96.5	96.2	97.2	97.2	D	D
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	96.2	96.0	95.8	95.9	95.5	95.8	95.8
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	98.5	98.4	99.3	99.5	99.0	98.9	99.0
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	97.8	97.7	97.8	98.0	97.0	97.5	97.9
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	93.3	90.8	90.3	90.5	92.8	93.0	93.2
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	97.5	97.8	97.0	97.5	97.9	97.6	97.2
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	98.9	99.0	99.4	98.8	98.8	99.3	98.9
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	98.5	98.3	98.5	98.1	97.4	97.0	97.2
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	98.9	D	D	D	D	D
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	98.4	D	98.3	D	D	D	97.7

42	Inventories Held Outside the United States	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	12,524	14,628	15,623	15,938	13,992	16,398	19,061
423	Inventories Held Outside the United States	Durable goods	8,365	9,756	9,875	9,435	7,504	9,791	11,162
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	2,560	3,188	3,146	2,806	1,998	2,556	2,961
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	238	301	267	245	246	311	321
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	\$	202	138	145	\$	\$	\$
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	1,489	1,440	1,364	1,213	1,352	1,624	1,746
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	\$	\$	794	790	862	958	1,064
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	581	835	1,059	1,063	1,058	1,163	1,470
4236	Inventories Held Outside the United States	Electrical Goods	1,560	1,778	1,812	\$	1,091	1,473	1,666
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	\$	220	\$	274	194	199	228
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	678	1,003	979	948	813	1,548	1,747
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	810	789	888	677	607	755	835
424	Inventories Held Outside the United States	Nondurable goods	4,159	4,872	5,748	6,503	6,488	6,607	7,899
4241	Inventories Held Outside the United States	Paper and Paper Products	\$	\$	\$	60	65	78	75
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	110	96	187	186	279	229	247
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	1,165	1,669	1,745	1,837	1,137	1,363	1,440
4244	Inventories Held Outside the United States	Groceries and Related Products	\$	\$	\$	\$	\$	844	1,106
4245	Inventories Held Outside the United States	Farm Product Raw Materials	\$	\$	126	\$	\$	236	323
4246	Inventories Held Outside the United States	Chemicals and Allied Products	188	208	187	245	271	303	315
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	1,392	1,678	2,068	2,633	3,272	3,098	3,763
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	\$	\$	150	\$	209	126	138
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	275	\$	\$	\$	\$	330	\$
42	Foreign Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	3.4	3.6	3.6	3.6	3.6	3.8	4.0
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	3.6	3.8	3.7	3.4	3.3	3.9	4.0
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	6.7	7.7	7.2	5.8	5.3	6.2	6.1
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	3.0	3.5	3.0	2.8	3.6	4.1	4.1
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	\$	1.4	1.0	1.1	\$	\$	\$
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	5.4	4.7	4.4	3.8	4.6	5.1	5.2
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	\$	\$	6.5	6.4	7.2	6.9	7.3
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	2.8	3.2	4.2	3.7	5.7	5.4	5.8
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	5.1	5.3	5.1	\$	3.7	4.5	4.8
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	\$	1.3	\$	1.6	1.3	1.2	1.3
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	1.2	1.6	1.5	1.4	1.4	2.5	2.5
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	3.5	3.2	3.7	2.6	2.7	3.1	3.2
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	3.1	3.4	3.5	3.9	3.9	3.5	4.0
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	\$	\$	\$	0.8	1.0	1.1	1.0
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	0.4	0.3	0.6	0.6	0.8	0.7	0.7
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	6.6	9.2	9.3	9.1	6.9	6.9	6.6
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	\$	\$	\$	\$	\$	3.0	3.5
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	\$	\$	0.6	\$	\$	0.7	1.1
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	2.3	2.5	2.0	2.4	3.1	3.0	2.8
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	11.2	12.5	11.8	19.4	16.7	14.7	15.7
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	\$	\$	1.5	\$	2.0	1.2	1.2
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	1.5	\$	\$	\$	\$	1.5	\$
42	Inventories Held Inside the United States	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	357,382	387,047	413,098	429,366	379,783	419,744	456,261
423	Inventories Held Inside the United States	Durable goods	225,185	247,713	254,477	269,658	221,397	239,623	265,611
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	35,616	38,107	40,264	45,420	35,454	38,586	45,912
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	7,761	8,415	8,638	8,355	6,629	7,258	7,455
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	13,585	13,870	13,139	12,555	10,131	10,716	11,085
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	26,150	29,222	29,990	30,556	27,923	30,455	32,095
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	10,630	11,665	11,391	11,530	11,187	12,959	13,744
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	20,462	25,611	23,994	27,896	17,509	20,453	23,673
4236	Inventories Held Inside the United States	Electrical Goods	28,799	31,821	33,677	34,587	28,747	31,254	33,297
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	15,220	17,088	17,976	17,203	15,032	15,970	17,212
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	55,111	60,039	63,359	68,041	58,118	61,225	69,295
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	22,481	23,540	23,440	25,045	21,854	23,706	25,587
424	Inventories Held Inside the United States	Nondurable goods	132,197	139,334	158,621	159,708	158,386	180,121	190,650
4241	Inventories Held Inside the United States	Paper and Paper Products	6,933	6,974	7,151	7,392	6,467	6,852	7,157
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	30,143	30,865	32,071	32,529	32,928	34,853	36,556
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	16,375	16,496	16,997	18,342	15,351	18,287	20,221
4244	Inventories Held Inside the United States	Groceries and Related Products	21,788	22,932	25,165	26,922	25,494	27,714	30,318
4245	Inventories Held Inside the United States	Farm Product Raw Materials	11,439	15,175	22,196	19,783	22,998	32,676	29,597
4246	Inventories Held Inside the United States	Chemicals and Allied Products	8,080	8,220	9,352	10,161	8,498	9,675	11,053
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	11,026	11,741	15,505	10,955	16,324	17,967	20,166
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	8,166	8,814	9,841	10,926	10,023	10,401	11,181
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	18,247	18,117	20,343	22,698	20,303	21,696	24,401
42	Domestic Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	96.6	96.4	96.4	96.4	96.4	96.2	96.0
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	96.4	96.2	96.3	96.6	96.7	96.1	96.0
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	93.3	92.3	92.8	94.2	94.7	93.8	93.9
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	97.0	96.5	97.0	97.2	96.4	95.9	95.9
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	97.9	98.6	99.0	98.9	98.6	98.5	98.3
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	94.6	95.3	95.6	96.2	95.4	94.9	94.8
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	94.4	94.6	93.5	93.6	92.8	93.1	92.7
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	97.2	96.8	95.8	96.3	94.3	94.6	94.2
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	94.9	94.7	94.9	94.4	96.3	95.5	95.2
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	99.0	98.7	98.8	98.4	98.7	98.8	98.7
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	98.8	98.4	98.5	98.6	98.6	97.5	97.5
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	96.5	96.8	96.3	97.4	97.3	96.9	96.8
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	96.9	96.6	96.5	96.1	96.1	96.5	96.0
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	97.9	97.8	99.1	99.2	99.0	98.9	99.0
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	99.6	99.7	99.4	99.4	99.2	99.3	99.3
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	93.4	90.8	90.7	90.9	93.1	93.1	93.4
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	97.2	97.6	96.4	96.9	97.3	97.0	96.5
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	98.9	99.0	99.4	98.8	98.8	99.3	98.9
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	97.7	97.5	98.0	97.6	96.9	97.0	97.2
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	88.8	87.5	88.2	80.6	83.3	85.3	84.3
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	98.6	98.8	98.5	98.8	98.0	98.8	98.8
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	98.5	98.7	98.6	98.6	98.6	98.5	98.0

42	Inventories Held Outside the United States	U.S. Manufacturers' Sales Branches and Offices	4,386	4,602	5,726	4,955	5,778	6,656	6,155
423	Inventories Held Outside the United States	Durable goods	1,060	1,177	1,649	1,515	1,763	2,134	2,413
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	361	413	405	338	438	554	660
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	22	16	39	31	39	48	46
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	23	22	85	82	99	161	170
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	220	181	195	146	154	212	211
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	103	S	D	S	D	S	S
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	S	S	S	S	S	108	130
4236	Inventories Held Outside the United States	Electrical Goods	S	124	S	S	S	D	D
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	15	9	6	6	10	8
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	160	S	236	S	S	442	530
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	S	S	73	69	S	D	D
424	Inventories Held Outside the United States	Nondurable goods	3,326	3,425	4,077	3,440	4,015	4,522	3,742
4241	Inventories Held Outside the United States	Paper and Paper Products	7	S	13	S	37	S	S
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	895	1,026	935	1,035	1,315	1,251	S
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	S	S	225	210	131	106	119
4244	Inventories Held Outside the United States	Groceries and Related Products	83	S	70	51	S	42	S
4246	Inventories Held Outside the United States	Chemicals and Allied Products	S	S	71	S	S	271	S
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	NA	D	D	D	D	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	112	D	173	D	D	288	S
42	Foreign Inventories as a Percent of Total Inventories	U.S. Manufacturers' Sales Branches and Offices	4.1	4.0	4.6	3.7	4.7	4.9	4.2
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	2.2	2.3	3.0	2.6	3.4	3.7	3.7
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.7	3.1	2.8	2.5	3.7	4.6	4.7
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	S	0.9	2.0	1.8	2.2	2.5	2.2
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.8	0.6	1.9	1.9	2.7	4.2	4.2
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	3.0	2.6	2.9	2.0	2.2	2.7	2.7
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	7.8	S	D	S	D	S	S
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	S	S	S	S	S	2.0	1.9
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	S	1.8	S	S	S	D	D
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	S	0.8	0.5	0.3	0.3	0.6	0.5
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	1.9	S	2.4	S	S	2.9	2.9
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	S	S	9.3	8.1	S	D	D
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	5.7	5.4	6.0	4.6	5.8	5.8	4.7
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	S	0.9	S	S
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	5.5	5.6	5.2	3.8	6.5	5.3	S
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	S	S	13.7	14.7	S	8.6	S
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	1.4	S	0.9	0.6	S	0.5	S
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	S	S	0.9	S	S	2.9	S
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	Z	D	D	D	D	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	1.8	D	2.6	D	D	3.2	S
42	Inventories Held Inside the United States	U.S. Manufacturers' Sales Branches and Offices	102,942	110,858	117,588	127,447	116,299	130,208	138,940
423	Inventories Held Inside the United States	Durable goods	47,792	50,791	53,190	55,703	50,524	56,134	62,928
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	12,884	12,785	14,077	13,404	11,342	11,588	13,236
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	S	1,722	1,865	1,657	1,749	1,858	2,043
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	3,017	3,542	4,284	4,272	3,631	3,649	3,876
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	7,110	6,838	6,638	6,981	6,814	7,499	7,597
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	1,218	706	D	471	D	S	S
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	6,569	6,754	7,047	7,061	4,742	5,269	6,770
4236	Inventories Held Inside the United States	Electrical Goods	5,933	6,610	7,245	8,087	7,217	D	D
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	1,645	1,863	1,819	1,916	1,782	1,705	1,733
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	8,068	9,725	9,501	11,542	12,505	14,759	17,442
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	1,008	952	714	783	742	D	D
424	Inventories Held Inside the United States	Nondurable goods	55,150	60,067	64,398	71,744	65,775	74,074	76,012
4241	Inventories Held Inside the United States	Paper and Paper Products	S	3,762	S	4,273	3,866	4,211	4,433
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	15,366	17,240	16,945	26,337	18,832	22,217	22,120
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	1,752	1,623	1,423	1,215	S	1,129	S
4244	Inventories Held Inside the United States	Groceries and Related Products	6,009	6,880	7,368	8,841	8,417	8,948	9,552
4246	Inventories Held Inside the United States	Chemicals and Allied Products	6,465	7,233	8,183	8,728	7,658	9,008	10,087
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	780	D	D	D	D	D
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	6,275	D	6,442	D	D	8,827	9,399
42	Domestic Inventories as a Percent of Total Inventories	U.S. Manufacturers' Sales Branches and Offices	95.9	96.0	95.4	96.3	95.3	95.1	95.8
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	97.8	97.7	97.0	97.4	96.6	96.3	96.3
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	97.3	96.9	97.2	97.5	96.3	95.4	95.3
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	S	99.1	98.0	98.2	97.8	97.5	97.8
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	99.2	99.4	98.1	98.1	97.3	95.8	95.8
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	97.0	97.4	97.1	98.0	97.8	97.3	97.3
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	92.2	93.9	D	98.0	D	S	S
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	98.8	98.3	94.6	97.3	96.1	98.0	98.1
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	98.4	98.2	97.2	96.1	94.0	D	D
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	99.8	99.2	99.5	99.7	99.7	99.4	99.5
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	98.1	98.0	97.6	97.3	97.5	97.1	97.1
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	91.4	91.5	90.7	91.9	93.9	D	D
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	94.3	94.6	94.0	95.4	94.2	94.2	95.3
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	S	99.6	S	99.9	99.1	98.9	99.1
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	94.5	94.4	94.8	96.2	93.5	94.7	95.6
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	93.2	90.3	86.3	85.3	S	91.4	S
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	98.6	98.2	99.1	99.4	99.5	99.5	99.4
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	99.5	99.3	99.1	98.7	97.9	97.1	97.2
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	100.0	D	D	D	D	D
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	98.2	D	97.4	D	D	96.8	96.8

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.

Footnote:

^f Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

Table 1A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of U.S. Merchant Wholesalers: 2002 through 2011

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

2007 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹									
			2002 ^r	2003 ^r	2004 ^r	2005 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011
42	Sales	U.S. Merchant Wholesalers	0.0	0.4	0.5	0.5	0.7	0.0	0.3	0.3	0.4	0.4
423	Sales	Durable goods	0.0	0.6	0.7	0.6	0.7	0.0	0.4	0.5	0.6	0.7
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	1.1
4232	Sales	Furniture and Home Furnishings	0.0	1.0	2.6	2.9	3.4	0.0	1.8	2.5	3.4	3.8
4233	Sales	Lumber & Other Construction Materials	0.0	2.4	2.7	2.8	3.3	0.0	2.0	2.7	2.6	2.8
4234	Sales	Professional and Commercial Equipment and Supplies	0.0	1.3	1.7	1.9	2.3	0.0	0.6	1.0	1.3	1.5
42343	Sales	Computer and Computer Peripheral Equipment and Software	0.0	1.7	2.5	2.7	2.9	0.0	0.9	1.3	2.1	2.2
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	2.0
4236	Sales	Electrical Goods	0.0	1.5	2.3	2.3	2.5	0.0	0.8	1.2	1.3	1.1
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	2.6	2.4
4238	Sales	Machinery, Equipment, and Supplies	0.0	0.9	1.9	1.9	1.9	0.0	1.9	1.8	1.3	1.6
4239	Sales	Miscellaneous Durable Goods	0.0	2.2	3.5	3.1	3.0	0.0	1.6	2.3	2.7	3.3
424	Sales	Nondurable goods	0.0	0.6	0.7	0.9	1.0	0.0	0.5	0.6	0.6	0.7
4241	Sales	Paper and Paper Products	0.0	1.1	2.3	2.6	3.0	0.0	0.7	1.4	1.6	1.7
4242	Sales	Drugs and Druggists' Sundries	0.0	1.0	1.4	1.6	1.6	0.0	1.1	1.2	1.5	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	2.2	2.4
4244	Sales	Groceries and Related Products	0.0	1.8	2.0	2.4	2.5	0.0	1.1	1.6	1.6	1.7
4245	Sales	Farm Product Raw Materials	0.0	2.8	3.5	4.0	3.9	0.0	1.1	1.5	2.2	2.5
4246	Sales	Chemicals and Allied Products	0.0	0.9	4.2	3.8	4.0	0.0	1.1	1.4	1.6	1.7
4247	Sales	Petroleum and Petroleum Products	0.0	0.9	1.6	1.8	2.7	0.0	0.8	1.6	1.9	1.8
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	2.9
4249	Sales	Miscellaneous Nondurable Goods	0.0	2.3	3.1	2.9	2.8	0.0	1.1	1.5	1.6	1.5
42	Inventories	U.S. Merchant Wholesalers	0.8	0.9	0.9	0.9	0.9	0.7	0.8	0.8	0.9	0.9
423	Inventories	Durable goods	1.1	1.2	1.5	1.4	1.2	1.0	1.2	1.3	1.1	1.1
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	1.7	2.2
4232	Inventories	Furniture and Home Furnishings	3.7	3.7	2.9	3.6	3.8	1.9	1.7	2.7	5.0	5.0
4233	Inventories	Lumber & Other Construction Materials	3.0	3.8	4.2	4.2	4.5	3.3	3.3	3.6	5.1	5.2
4234	Inventories	Professional and Commercial Equipment and Supplies	4.9	5.2	2.7	2.9	3.2	2.3	2.6	3.3	2.8	2.8
42343	Inventories	Computer and Computer Peripheral Equipment and Software	4.3	6.7	4.5	3.8	3.8	2.8	3.5	5.1	3.0	3.4
4235	Inventories	Metals and Minerals, ex. Petroleum	3.1	3.6	3.0	3.5	3.5	2.5	2.4	2.1	3.1	3.7
4236	Inventories	Electrical Goods	3.5	4.4	3.7	3.1	3.6	2.0	2.6	3.1	2.5	2.2
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	2.8	3.2
4238	Inventories	Machinery, Equipment, and Supplies	1.5	2.4	3.3	3.2	2.7	2.8	3.1	3.8	1.9	1.8
4239	Inventories	Miscellaneous Durable Goods	3.1	5.2	7.9	7.2	5.9	4.0	3.5	3.3	5.7	5.7
424	Inventories	Nondurable goods	1.0	1.0	0.9	1.0	1.3	1.0	1.1	1.1	1.5	1.3
4241	Inventories	Paper and Paper Products	2.2	2.6	3.3	3.7	3.5	2.1	2.8	2.9	2.5	3.0
4242	Inventories	Drugs and Druggists' Sundries	2.1	2.0	2.2	2.8	2.8	2.4	2.1	2.1	1.8	1.6
4243	Inventories	Apparel, Piece Goods, and Notions	3.2	3.9	4.5	5.0	4.8	4.2	4.0	4.0	3.5	3.6
4244	Inventories	Groceries and Related Products	2.9	4.1	4.3	4.4	4.5	4.4	6.2	6.1	4.6	4.1
4245	Inventories	Farm Product Raw Materials	6.3	9.0	4.0	4.2	4.3	2.8	4.8	3.7	4.0	4.3
4246	Inventories	Chemicals and Allied Products	3.3	3.9	6.0	6.3	7.5	3.6	4.6	4.8	3.6	4.1
4247	Inventories	Petroleum and Petroleum Products	1.3	1.7	1.9	1.8	1.9	2.4	2.4	2.4	2.0	2.0
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	2.1	2.5	4.2	3.9	2.8	3.0	4.5	4.1	3.3	3.1
4249	Inventories	Miscellaneous Nondurable Goods	4.6	5.0	4.6	4.6	4.5	3.1	2.9	3.7	3.0	2.8

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.

Footnote:

¹ Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

² Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

Table 2A. **Estimated Measures of Sampling Variability¹ for Sales and Inventories of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1992 through 2011**

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

2007 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹																				
			1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002 ^r	2003 ^r	2004 ^r	2005 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011	
42	Sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	NA	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	0.5
423	Sales	Durable goods	NA	NA	NA	NA	NA	NA	NA	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	0.7
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	NA	NA	NA	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	1.7
4232	Sales	Furniture and Home Furnishings	NA	NA	NA	NA	NA	NA	NA	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	4.8
4233	Sales	Lumber & Other Construction Materials	NA	NA	NA	NA	NA	NA	NA	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	2.4
4234	Sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	2.6	2.8	3.4	4.0	0.0	1.9	2.3	2.5	3.1	0.0	0.7	1.2	1.5	1.7
42343	Sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	3.8	4.5	5.8	6.8	0.0	1.8	2.7	2.9	3.2	0.0	1.1	1.6	2.2	2.3
4235	Sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	NA	NA	NA	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	2.4
4236	Sales	Electrical Goods	NA	NA	NA	NA	NA	NA	NA	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	1.3
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	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	2.7
4238	Sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	NA	NA	NA	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	2.2
4239	Sales	Miscellaneous Durable Goods	NA	NA	NA	NA	NA	NA	NA	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	3.5
424	Sales	Nondurable goods	NA	NA	NA	NA	NA	NA	NA	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	1.0
4241	Sales	Paper and Paper Products	NA	NA	NA	NA	NA	NA	NA	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	2.5
4242	Sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	NA	NA	NA	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	1.9
4243	Sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	NA	NA	NA	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	2.5
4244	Sales	Groceries and Related Products	NA	NA	NA	NA	NA	NA	NA	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	2.3
4245	Sales	Farm Product Raw Materials	NA	NA	NA	NA	NA	NA	NA	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	2.5
4246	Sales	Chemicals and Allied Products	NA	NA	NA	NA	NA	NA	NA	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	2.1
4247	Sales	Petroleum and Petroleum Products	NA	NA	NA	NA	NA	NA	NA	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	2.9
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	NA	NA	NA	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	3.2
4249	Sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	NA	NA	NA	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	2.0
42	Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	NA	1.2	1.1	1.2	1.4	0.9	1.0	1.1	1.1	1.0	0.7	0.9	1.0	1.1	1.0
423	Inventories	Durable goods	NA	NA	NA	NA	NA	NA	NA	1.5	1.4	1.6	1.9	1.2	1.4	1.8	1.7	1.5	1.1	1.2	1.4	1.3	1.3
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	NA	NA	NA	2.7	3.2	2.8	2.2	1.9	2.4	2.4	2.7	2.0	1.8	2.3	2.6	2.1	2.8
4232	Inventories	Furniture and Home Furnishings	NA	NA	NA	NA	NA	NA	NA	4.0	3.9	4.3	5.2	4.0	4.0	3.6	4.1	4.3	2.4	1.4	2.9	5.3	5.1
4233	Inventories	Lumber & Other Construction Materials	NA	NA	NA	NA	NA	NA	NA	4.0	3.9	4.2	4.1	3.5	4.3	4.5	4.5	4.7	3.5	3.3	3.8	4.7	5.1
4234	Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	4.0	4.0	5.2	6.5	5.9	6.2	3.4	3.6	3.9	2.6	3.0	4.0	3.4	3.4
42343	Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	5.0	4.5	6.6	10.9	4.8	7.7	5.1	4.2	3.9	2.9	3.5	5.4	3.1	3.5
4235	Inventories	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	NA	NA	NA	4.1	4.2	4.3	4.5	3.0	3.5	3.7	4.4	4.2	3.2	3.4	3.0	3.7	4.4
4236	Inventories	Electrical Goods	NA	NA	NA	NA	NA	NA	NA	2.9	2.8	2.6	3.3	3.0	4.2	4.3	4.0	4.5	2.2	3.0	3.5	2.8	2.6
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	2.5	3.1	3.7	5.2	3.2	3.7	3.5	3.7	3.9	2.3	2.6	2.9	3.0	3.5
4238	Inventories	Machinery, Equipment, and Supplies	NA	NA	NA	NA	NA	NA	NA	2.8	3.3	3.7	3.7	1.4	2.0	3.5	3.5	2.9	3.2	4.0	2.1	2.0	2.0
4239	Inventories	Miscellaneous Durable Goods	NA	NA	NA	NA	NA	NA	NA	3.9	3.7	3.8	4.1	3.1	5.2	8.6	7.8	6.5	4.3	3.6	3.6	5.9	6.0
424	Inventories	Nondurable goods	NA	NA	NA	NA	NA	NA	NA	1.4	1.5	1.4	1.6	1.1	1.3	1.2	1.4	1.5	1.2	1.3	1.5	2.0	1.8
4241	Inventories	Paper and Paper Products	NA	NA	NA	NA	NA	NA	NA	3.1	3.4	3.8	3.4	2.5	3.0	4.3	4.9	5.2	2.7	3.6	3.8	3.5	3.7
4242	Inventories	Drugs and Druggists' Sundries	NA	NA	NA	NA	NA	NA	NA	2.5	3.1	3.3	3.3	2.2	2.1	2.5	3.4	3.5	3.5	3.3	3.1	2.6	2.1
4243	Inventories	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	NA	NA	NA	3.3	3.2	3.6	3.8	3.4	3.9	3.2	3.5	3.5	3.8	3.7	3.5	3.8	3.9
4244	Inventories	Groceries and Related Products	NA	NA	NA	NA	NA	NA	NA	2.8	2.7	2.8	3.7	3.0	3.5	5.3	5.6	5.7	5.5	7.8	7.7	5.8	5.3
4245	Inventories	Farm Product Raw Materials	NA	NA	NA	NA	NA	NA	NA	4.3	5.8	8.1	9.3	6.3	9.0	4.0	4.2	4.3	2.8	4.8	3.7	4.0	4.3
4246	Inventories	Chemicals and Allied Products	NA	NA	NA	NA	NA	NA	NA	4.3	4.0	4.4	4.6	3.8	4.5	4.0	4.4	5.7	3.9	5.6	5.6	4.5	5.0
4247	Inventories	Petroleum and Petroleum Products	NA	NA	NA	NA	NA	NA	NA	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	3.8
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	NA	NA	NA	1.9	2.1	2.5	3.2	2.3	2.7	4.6	4.2	3.0	3.2	4.7	4.3	3.9	3.7
4249	Inventories	Miscellaneous Nondurable Goods	NA	NA	NA	NA	NA	NA	NA	5.4	6.1	6.2	5.5	5.3	5.6	6.1	5.9	5.4	3.4	2.9	4.1	4.2	3.8

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.

Footnote:
¹ Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

^r Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

Table 3A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of Manufacturers' Sales Branches and Offices: 2002 through 2011

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

2007 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹									
			2002 ^r	2003 ^r	2004 ^r	2005 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011
42	Sales	U.S. Manufacturers' Sales Branches and Offices	0.0	0.4	0.5	0.6	0.7	0.0	0.6	0.7	0.5	0.5
423	Sales	Durable goods	0.0	0.3	0.7	0.8	1.1	0.0	1.3	1.3	1.0	1.0
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	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	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	9.0
4234	Sales	Professional and Commercial Equipment and Supplies	0.0	0.3	1.9	2.1	2.2	0.0	0.1	0.4	1.6	2.0
42343	Sales	Computer and Computer Peripheral Equipment and Software	0.0	3.6	2.9	3.3	3.6	0.0	0.1	0.5	S	7.1
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	2.2
4236	Sales	Electrical Goods	0.0	1.4	2.0	2.2	S	0.0	S	1.0	1.0	1.1
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	3.1	3.1
4238	Sales	Machinery, Equipment, and Supplies	0.0	1.6	3.5	3.5	4.1	0.0	6.4	5.3	2.2	2.4
4239	Sales	Miscellaneous Durable Goods	0.0	S	3.5	3.5	3.8	0.0	4.3	5.2	6.1	5.8
424	Sales	Nondurable goods	0.0	0.9	1.0	1.1	0.0	0.5	0.7	0.7	0.7	0.7
4241	Sales	Paper and Paper Products	0.0	0.5	S	0.4	0.6	0.0	0.2	0.6	0.9	1.0
4242	Sales	Drugs and Druggists' Sundries	0.0	0.2	0.8	0.8	0.9	0.0	0.4	1.3	1.9	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	6.8	6.9
4244	Sales	Groceries and Related Products	0.0	3.7	3.6	3.4	3.3	0.0	1.7	1.4	1.6	1.7
4246	Sales	Chemicals and Allied Products	0.0	0.5	8.8	8.2	8.1	0.0	1.7	1.7	2.1	2.2
4247	Sales	Petroleum and Petroleum Products	0.0	Z	0.2	0.4	0.3	0.0	0.3	0.5	1.1	1.1
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	0.0	Z	0.1	0.1	S	0.0	0.1	0.1	0.4	0.4
4249	Sales	Miscellaneous Nondurable Goods	0.0	0.5	0.5	0.9	0.9	0.0	4.4	4.0	0.8	0.8
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	2.4	2.6	1.2	1.1	1.4	1.2	1.1	1.2	0.8	0.9
423	Inventories	Durable goods	2.7	2.0	1.4	1.4	1.9	1.5	1.8	1.7	1.6	1.5
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	0.9	0.7
4232	Inventories	Furniture and Home Furnishings	2.4	2.7	6.4	S	4.8	3.0	5.6	4.6	6.9	7.4
4233	Inventories	Lumber & Other Construction Materials	2.9	2.7	7.5	7.2	7.2	7.3	9.8	10.3	10.1	10.2
4234	Inventories	Professional and Commercial Equipment and Supplies	4.1	4.1	2.4	2.7	2.9	2.7	2.7	2.6	1.6	1.5
42343	Inventories	Computer and Computer Peripheral Equipment and Software	4.8	4.6	5.7	7.9	9.0	8.7	10.4	7.6	S	S
4235	Inventories	Metals and Minerals, ex. Petroleum	7.4	7.1	3.1	3.1	3.3	3.8	3.9	3.1	3.3	3.3
4236	Inventories	Electrical Goods	13.1	12.5	5.9	4.5	6.1	3.5	4.1	3.3	2.9	2.5
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	2.6	2.5
4238	Inventories	Machinery, Equipment, and Supplies	14.4	13.7	5.2	4.8	5.2	5.0	5.7	4.7	3.3	3.3
4239	Inventories	Miscellaneous Durable Goods	S	S	10.4	9.1	8.9	9.1	9.1	12.5	4.6	3.9
424	Inventories	Nondurable goods	2.7	4.2	2.3	2.2	2.4	1.6	1.4	1.4	0.9	1.0
4241	Inventories	Paper and Paper Products	5.1	5.3	S	S	S	S	S	2.7	3.7	4.0
4242	Inventories	Drugs and Druggists' Sundries	14.0	14.3	2.3	2.3	2.3	1.9	2.2	2.3	1.9	1.9
4243	Inventories	Apparel, Piece Goods, and Notions	10.1	9.7	23.2	23.0	22.0	23.4	24.5	S	6.3	S
4244	Inventories	Groceries and Related Products	7.9	18.0	7.7	7.3	7.9	5.5	7.9	8.1	2.9	2.9
4246	Inventories	Chemicals and Allied Products	5.3	5.8	13.2	13.4	14.9	5.3	6.1	7.0	3.8	4.2
4247	Inventories	Petroleum and Petroleum Products	1.0	1.0	1.4	1.7	1.8	1.7	1.0	1.2	1.1	1.1
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	0.2	0.2	0.7	0.5	0.6	0.7	0.4	0.4
4249	Inventories	Miscellaneous Nondurable Goods	5.1	6.1	5.8	6.1	5.9	6.9	5.7	5.4	1.1	1.2

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.

Footnote:

¹ Estimates of sampling variability for sales and inventories are measured using coefficients of variation.

¹ Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

Table 4A. Estimated Measures of Sampling Variability¹ for Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1992 Through 2011

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

2007 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹																			
			1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002 ²	2003 ²	2004 ²	2005 ²	2006 ²	2007 ²	2008 ²	2009 ²	2010 ²	2011
42	Purchases	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	0.6	0.8	0.9	1.0	0.4	0.6	0.7	0.8	1.0	0.2	0.4	0.5	0.6	0.6
423	Purchases	Durable goods	NA	NA	NA	NA	NA	NA	1.0	1.1	1.3	1.5	0.6	1.0	1.1	1.0	1.0	0.2	0.5	0.7	0.7	0.8
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	NA	NA	3.0	3.0	3.1	3.6	0.7	0.9	1.2	1.7	1.8	0.3	0.9	1.4	1.9	1.7
4232	Purchases	Furniture and Home Furnishings	NA	NA	NA	NA	NA	NA	2.3	2.1	2.1	3.2	0.7	1.6	3.2	3.6	4.2	0.8	2.2	3.1	4.7	5.4
4233	Purchases	Lumber & Other Construction Materials	NA	NA	NA	NA	NA	NA	2.3	2.4	3.7	8.6	2.3	3.4	3.1	3.1	3.5	0.7	1.5	1.7	2.2	2.4
4234	Purchases	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	2.5	2.7	3.5	4.2	2.5	2.4	2.4	2.6	3.1	0.6	0.8	1.4	1.6	1.7
42343	Purchases	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	3.6	4.8	5.8	7.8	1.5	2.1	2.9	3.0	3.7	0.5	1.3	2.0	2.3	2.3
4235	Purchases	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	NA	NA	2.2	2.9	3.5	3.7	1.0	1.8	2.4	2.7	3.0	0.9	2.4	1.7	1.8	2.5
4236	Purchases	Electrical Goods	NA	NA	NA	NA	NA	NA	2.3	2.4	2.4	3.7	0.5	1.9	3.3	3.3	3.7	0.4	0.9	1.5	1.7	1.3
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	NA	NA	1.3	1.2	2.0	2.4	1.0	1.2	1.8	2.4	2.7	0.8	1.3	2.1	3.3	2.9
4238	Purchases	Machinery, Equipment, and Supplies	NA	NA	NA	NA	NA	NA	2.2	2.4	3.0	3.5	1.2	1.3	1.9	2.2	1.9	1.0	2.2	2.2	1.7	2.3
4239	Purchases	Miscellaneous Durable Goods	NA	NA	NA	NA	NA	NA	2.5	2.6	3.3	4.5	1.7	3.2	3.8	3.3	2.8	1.4	1.9	3.2	3.1	3.8
424	Purchases	Nondurable goods	NA	NA	NA	NA	NA	NA	0.7	1.0	1.2	1.0	0.4	0.7	1.2	1.3	1.5	0.3	0.7	0.7	1.0	1.0
4241	Purchases	Paper and Paper Products	NA	NA	NA	NA	NA	NA	1.6	2.2	2.7	2.5	0.7	2.0	3.6	3.8	4.5	0.8	1.2	2.0	2.6	2.5
4242	Purchases	Drugs and Druggists' Sundries	NA	NA	NA	NA	NA	NA	2.1	2.0	2.3	2.6	0.6	1.7	3.6	2.2	2.3	0.9	2.0	1.6	1.9	1.9
4243	Purchases	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	NA	NA	2.5	2.8	3.5	4.5	1.2	1.6	2.4	2.4	2.2	0.8	1.8	2.5	2.6	2.9
4244	Purchases	Groceries and Related Products	NA	NA	NA	NA	NA	NA	1.1	1.6	1.5	2.0	0.7	1.1	2.1	3.0	3.1	0.8	1.7	2.3	2.2	2.4
4245	Purchases	Farm Product Raw Materials	NA	NA	NA	NA	NA	NA	3.3	3.6	3.8	4.4	2.1	2.7	3.9	4.0	4.0	0.5	1.4	1.5	2.2	2.5
4246	Purchases	Chemicals and Allied Products	NA	NA	NA	NA	NA	NA	2.1	2.8	3.4	4.1	1.4	2.1	2.9	2.6	3.7	1.0	1.8	2.2	2.5	2.5
4247	Purchases	Petroleum and Petroleum Products	NA	NA	NA	NA	NA	NA	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	2.9
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	NA	NA	1.2	1.5	1.7	2.5	0.5	1.3	1.8	2.1	2.1	0.4	1.6	2.9	3.3	3.0
4249	Purchases	Miscellaneous Nondurable Goods	NA	NA	NA	NA	NA	NA	3.3	5.0	4.8	5.7	2.7	3.3	4.2	4.1	3.7	1.3	2.2	2.7	2.4	2.3
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	x	1.2	1.2	1.5	NA	NA	x	NA	NA	NA	NA	NA	x	0.8
423	Gross margins	Durable goods	NA	NA	NA	NA	NA	NA	x	1.2	1.4	2.0	NA	NA	x	NA	NA	NA	NA	NA	x	0.9
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	NA	NA	x	2.4	2.5	2.0	2.2	3.8	x	2.6	2.4	1.8	2.2	3.0	x	2.7
4232	Gross margins	Furniture and Home Furnishings	NA	NA	NA	NA	NA	NA	x	4.1	3.6	4.6	2.2	2.8	x	4.2	4.4	2.5	3.4	4.9	x	4.5
4233	Gross margins	Lumber & Other Construction Materials	NA	NA	NA	NA	NA	NA	x	3.8	4.0	3.7	4.2	4.3	x	4.5	5.0	2.6	3.5	4.0	x	4.1
4234	Gross margins	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	x	4.6	5.3	6.1	NA	NA	x	NA	NA	NA	NA	NA	x	2.5
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	x	6.3	8.4	10.1	NA	NA	x	NA	NA	NA	NA	NA	x	2.6
4235	Gross margins	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	NA	NA	x	5.5	4.4	5.3	3.4	4.4	x	4.1	4.5	6.0	3.3	6.5	x	4.8
4236	Gross margins	Electrical Goods	NA	NA	NA	NA	NA	NA	x	3.3	3.4	4.3	2.4	4.2	x	3.2	3.8	2.3	1.8	2.9	x	2.0
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	NA	NA	x	2.7	2.3	3.5	2.3	3.0	x	3.2	3.4	1.9	2.5	2.5	x	3.3
4238	Gross margins	Machinery, Equipment, and Supplies	NA	NA	NA	NA	NA	NA	x	3.0	3.5	3.7	2.2	2.3	x	3.5	2.4	2.6	2.6	5.5	x	2.2
4239	Gross margins	Miscellaneous Durable Goods	NA	NA	NA	NA	NA	NA	x	4.2	3.9	4.6	3.6	5.3	x	5.0	7.4	5.0	5.1	5.3	x	3.3
424	Gross margins	Nondurable goods	NA	NA	NA	NA	NA	NA	x	2.0	2.1	2.3	1.5	1.7	x	1.7	1.7	1.6	1.9	2.0	x	1.3
4241	Gross margins	Paper and Paper Products	NA	NA	NA	NA	NA	NA	x	2.1	2.5	2.7	2.5	3.7	x	6.5	7.2	3.4	3.9	4.0	x	3.1
4242	Gross margins	Drugs and Druggists' Sundries	NA	NA	NA	NA	NA	NA	x	7.4	7.6	4.6	4.9	4.8	x	8.6	9.3	9.3	9.9	9.5	x	5.6
4243	Gross margins	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	NA	NA	x	3.9	4.6	4.8	2.5	4.3	x	3.1	2.6	2.4	2.5	2.8	x	2.6
4244	Gross margins	Groceries and Related Products	NA	NA	NA	NA	NA	NA	x	3.8	4.3	5.9	4.0	4.2	x	4.4	3.8	4.2	4.8	5.1	x	4.0
4245	Gross margins	Farm Product Raw Materials	NA	NA	NA	NA	NA	NA	x	5.2	8.0	8.4	9.8	13.3	x	12.5	5.0	6.5	6.5	3.8	x	4.3
4246	Gross margins	Chemicals and Allied Products	NA	NA	NA	NA	NA	NA	x	5.9	5.2	7.0	4.1	4.7	x	4.2	6.5	3.6	3.0	3.4	x	3.6
4247	Gross margins	Petroleum and Petroleum Products	NA	NA	NA	NA	NA	NA	x	6.8	6.2	7.0	4.5	4.5	x	4.4	5.7	4.6	3.9	5.3	x	4.6
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	NA	NA	x	2.1	3.1	3.4	1.5	1.6	x	2.6	3.1	1.5	3.2	3.9	x	4.1
4249	Gross margins	Miscellaneous Nondurable Goods	NA	NA	NA	NA	NA	NA	x	5.1	4.5	4.4	3.8	6.0	x	5.4	5.5	5.1	4.1	4.7	x	3.7
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	x	0.2	0.2	0.2	NA	NA	x	NA	NA	NA	NA	NA	x	0.1
423	Gross margins as a percent of sales	Durable goods	NA	NA	NA	NA	NA	NA	x	0.2	0.2	0.2	NA	NA	x	NA	NA	NA	NA	NA	x	0.1
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	NA	NA	x	0.6	0.4	0.5	0.5	0.7	x	0.3	0.4	0.3	0.3	0.4	x	0.5
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	NA	NA	x	0.6	0.5	0.7	0.7	0.8	x	0.6	0.7	0.8	0.8	0.9	x	0.7
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	NA	NA	x	0.5	0.5	0.9	0.8	0.8	x	0.5	0.6	0.6	0.7	0.6	x	0.6
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	x	0.4	0.6	0.7	NA	NA	x	NA	NA	NA	NA	NA	x	0.4
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	x	0.5	0.6	0.9	NA	NA	x	NA	NA	NA	NA	NA	x	0.4
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	NA	NA	x	1.0	0.8	0.9	0.7	0.9	x	0.5	0.6	0.9	0.6	0.6	x	0.6
4236	Gross margins as a percent of sales	Electrical Goods	NA	NA	NA	NA	NA	NA	x	0.5	0.6	0.5	0.5	0.7	x	0.4	0.4	0.5	0.4	0.4	x	0.3
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	NA	NA	x	0.5	0.5	0.6	0.6	0.8	x	0.6	0.6	0.6	0.7	0.7	x	0.7
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	NA	NA	x	0.5	0.5	0.5	0.6	0.5	x	1.0	0.6	0.7	0.8	1.2	x	0.3
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	NA	NA	x	0.5	0.6	0.7	1.1	1.3	x	0.9	1.1	1.1	0.9	1.1	x	0.6
424	Gross margins as a percent of sales	Nondurable goods	NA	NA	NA	NA	NA	NA	x	0.2	0.2	0.3	0.2	0.2	x	0.2	0.2	0.2	0.2	0.3	x	0.2
4241	Gross margins as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	NA	NA	x	0.4	0.4	0.5	0.6	0.8	x	0.9	0.9	0.7	0.7	0.6	x	0.4
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	NA	NA	x	0.9	0.7	0.4	0.6	0.5	x	0.6	0.7	0.9	0.9	0.8	x	0.4
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	NA	NA	x	0.6	0.7	0.6	0.8	1.1	x	0.7	0.6	0.7	0.6	0.6	x	0.7
4244	Gross margins as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	NA	NA	x	0.5	0.6	0.7	0.6	0.6	x	0.8	0.7	0.7	0.8	0.8	x	0.5
4245	Gross margins as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	NA	NA	x	0.3	0.5	0.6	0.7	1.1	x	1.0	0.4	0.8	0.5	0.4	x	0.2
4246	Gross margins as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	NA	NA	x	1.0	0.8	1.1	1.1	1.2	x	0.8	1.0	0.9	0.7	0.8	x	0.8
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	NA	NA	x	0.3	0.3	0.4	0.4	0.3	x	0.2	0.2	0.3	0.2	0.3	x	0.1
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	NA	NA	x	0.4	0.4	0.4	0.4	0.3	x	0.3	0.6	0.4	0.5	0.4	x	0.4
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	NA	NA	x	0.6	0.7	0.8	0.7	1.0	x	1.0	0.9	1.1	0.9	1.0	x	

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2011

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

2007 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹									
			2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006 ¹	2007 ¹	2008 ¹	2009 ¹	2010 ¹	2011
42	Operating expenses	U.S. Merchant Wholesalers	NA	NA	NA	NA	1.0	0.8	0.6	0.6	0.6	0.5
423	Operating expenses	Durable goods	NA	NA	NA	NA	1.1	0.7	0.8	0.8	0.7	0.7
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	1.6	0.8	1.4	1.5	1.7	1.6
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	3.8	1.7	2.4	2.9	3.6	3.8
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	3.8	2.3	2.1	2.7	3.1	3.0
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	2.8	1.7	1.8	2.3	2.5	2.3
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	4.4	2.9	3.6	3.7	3.9	3.5
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.0	2.6	2.6	2.4	3.5	3.4
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	2.8	1.6	2.1	2.4	1.7	1.7
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	2.7	1.8	1.8	1.8	2.5	2.7
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	1.8	2.2	1.6	2.7	1.8	2.0
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	7.0	5.0	6.5	4.7	3.6	3.3
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	1.4	1.2	1.2	1.4	0.6	0.6
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	5.4	2.7	2.5	2.4	2.7	2.6
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	5.6	4.0	3.9	4.7	3.4	3.5
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	2.3	1.8	2.0	2.0	3.8	4.0
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	3.8	2.1	1.7	2.3	2.2	2.9
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	5.6	4.7	4.2	4.8	2.5	2.8
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	4.6	2.8	2.7	2.8	2.9	2.5
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	4.8	4.4	4.6	4.0	3.5	3.3
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.3	1.4	1.8	2.9	3.6	2.8
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	5.9	5.4	4.8	5.3	3.4	3.4
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers	NA	NA	NA	NA	NA	NA	NA	NA	0.1	0.1
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	NA	NA	NA	NA	0.1	0.1
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	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	0.4	0.3
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	0.3	0.4	0.3	0.5	0.3	0.3
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	NA	0.4	0.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	NA	0.5	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	0.3	0.2
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	0.2	0.3	0.3	0.3	0.2	0.2
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	0.3	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	0.2	0.2
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	0.8	0.8	0.9	0.9	0.5	0.4
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	0.2	0.1	0.1	0.1	0.1	0.1
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	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	0.2	0.2
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	0.7	0.8
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	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	0.1	0.1
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	0.3
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	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	0.2	0.2
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	0.9	0.8	0.7	0.8	0.4	0.3

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2011

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

2007 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹										
			2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006 ¹	2007 ¹	2008 ¹	2009 ¹	2010 ¹	2011	
42	Operating expenses	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	1.4	0.9	0.7	0.6	0.7	0.6	
423	Operating expenses	Durable goods	NA	NA	NA	NA	1.6	0.9	1.0	0.9	0.9	0.8	
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	2.2	1.0	1.6	1.7	2.3	2.2	
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	4.3	1.9	2.6	3.4	4.4	4.7	
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	4.1	2.0	2.0	2.7	2.4	2.4	
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	4.0	2.2	2.2	2.9	3.1	2.9	
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	5.7	3.8	4.7	4.8	4.4	3.9	
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.3	3.2	3.3	2.9	3.9	3.9	
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	3.3	1.7	2.3	2.8	2.1	2.1	
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	2.9	1.9	2.0	2.0	2.8	3.0	
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	1.7	2.1	1.4	2.6	2.2	2.5	
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	7.7	5.3	6.8	4.9	3.7	3.5	
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	1.9	1.2	1.2	1.5	0.8	0.8	
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	6.8	3.6	3.5	3.6	3.5	3.2	
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	11.9	8.2	7.4	9.7	5.8	5.8	
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	1.5	1.9	1.9	2.1	4.0	4.2	
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	4.6	3.1	2.6	3.5	3.1	4.1	
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	5.6	4.7	4.2	4.8	2.5	2.8	
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	4.6	3.7	3.2	3.3	3.8	3.6	
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	6.9	5.9	5.7	6.4	5.7	5.3	
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.5	1.5	1.9	3.1	3.9	3.0	
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	5.1	3.2	3.2	2.8	4.1	4.2	
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	NA	NA	NA	0.1	0.1
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	NA	NA	NA	NA	NA	0.1	0.1
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	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	0.5	0.4	
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	0.4	
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	NA	0.4	0.4	
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	NA	0.5	0.4	
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	0.3	
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.2	0.2	
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	0.4	0.4	
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.3	0.4	0.4	0.5	0.3	0.3	
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	0.9	0.8	1.0	0.9	0.5	0.5	
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	0.2	0.1	0.1	0.1	0.1	0.1	
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	0.8	0.6	0.5	0.5	0.3	0.3	
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	0.6	0.5	0.4	0.5	0.4	0.4	
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	0.4	0.4	0.5	0.5	0.7	0.8	
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	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	0.1	0.1	
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	0.5	
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	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	0.2	0.2	
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	0.5	0.5	0.5	0.5	0.5	0.4	

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2011

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

2007 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹									
			2002 [†]	2003 [†]	2004 [†]	2005 [†]	2006 [†]	2007 [†]	2008 [†]	2009 [†]	2010 [†]	2011
42	Operating expenses	Manufacturers' Sales Branches and Offices	3.1	2.7	1.3	1.3	1.5	1.5	1.5	1.4	0.7	0.7
423	Operating expenses	Durable goods	4.2	3.7	1.1	1.0	1.4	1.4	1.3	1.3	0.9	0.9
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	1.4	1.5
4232	Operating expenses	Furniture and Home Furnishings	7.4	7.8	6.7	2.9	3.8	1.8	2.8	2.8	3.3	3.2
4233	Operating expenses	Lumber & Other Construction Materials	3.7	4.0	6.7	6.5	5.9	6.7	7.6	8.4	10.5	10.3
4234	Operating expenses	Professional and Commercial Equipment and Supplies	2.3	2.9	2.1	2.4	2.2	1.3	1.1	1.0	2.7	2.9
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	5.4	7.8	3.7	4.2	3.8	2.0	2.0	1.8	5.3	5.7
4235	Operating expenses	Metals and Minerals, ex. Petroleum	11.1	11.0	3.5	3.2	5.0	4.0	4.2	3.8	5.4	4.8
4236	Operating expenses	Electrical Goods	12.7	10.4	3.6	3.5	S	S	S	2.5	2.3	2.4
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	2.7	2.8
4238	Operating expenses	Machinery, Equipment, and Supplies	5.2	15.2	5.3	5.0	4.6	7.0	6.9	6.1	2.8	3.4
4239	Operating expenses	Miscellaneous Durable Goods	S	S	4.9	5.6	5.8	5.2	6.8	7.0	5.7	6.0
424	Operating expenses	Nondurable goods	2.2	1.9	2.7	2.8	2.9	2.2	2.3	2.1	0.9	0.8
4241	Operating expenses	Paper and Paper Products	4.3	4.3	S	S	3.5	2.2	2.1	2.0	3.9	3.7
4242	Operating expenses	Drugs and Druggists' Sundries	3.6	3.7	2.4	2.7	2.6	2.2	3.0	1.4	1.9	S
4243	Operating expenses	Apparel, Piece Goods, and Notions	7.2	8.7	22.4	22.6	23.9	22.3	25.2	28.7	7.1	S
4244	Operating expenses	Groceries and Related Products	5.8	4.8	5.8	5.5	5.9	2.8	3.0	3.2	2.5	2.5
4246	Operating expenses	Chemicals and Allied Products	3.1	2.6	8.7	9.4	8.7	2.4	4.2	3.8	2.8	3.0
4247	Operating expenses	Petroleum and Petroleum Products	4.8	4.0	7.2	6.6	2.7	2.9	3.2	2.7	1.1	1.1
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	0.4	0.3	0.3	0.3	0.4	0.4	0.4	0.4
4249	Operating expenses	Miscellaneous Nondurable Goods	4.4	4.8	17.7	16.8	17.2	19.1	16.6	17.7	2.0	1.8
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	NA	NA	0.1	0.1
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	NA	NA	NA	NA	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	0.1	0.1
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	0.3	0.3
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	0.3	0.3
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	NA	0.3	0.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	NA	S	0.4
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	0.2	0.2
4236	Operating expenses as a percent of sales	Electrical Goods	1.9	1.7	0.3	0.3	S	S	S	0.3	0.3	0.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.6	0.5	0.3	0.3	0.3	0.4	0.4	0.6	0.2	0.2
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	0.4	0.4
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	0.5	0.5
424	Operating expenses as a percent of sales	Nondurable goods	0.2	0.1	0.3	0.3	0.3	0.2	0.2	0.2	0.1	0.1
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	0.5	0.5
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	Z	S
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	0.3	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	0.2	0.2
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	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	Z	Z
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	Z	Z	Z	Z	Z	Z	Z	Z
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	0.2	0.1

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.

Footnote:

¹Estimates 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.

[†]Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

Table 6A. Estimated Measures of Sampling Variability¹ for Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2011

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

2007 NAICS CODE	Data Item	Estimated Measures of Sampling Variability ¹							
		2004	2005	2006	2007	2008	2009	2010 ^r	2011
4251	Total sales	4.2	4.6	4.4	4.8	7.9	6.6	13.0	14.2
4251	.Sales on own account	18.9	18.9	18.5	21.8	15.4	17.6	S	S
4251	.Sales made on the account of others	4.3	4.7	4.5	4.9	7.9	6.5	13.2	14.5
4251	Commissions received for sales made on the account of others								
4251	.Amount	4.4	4.6	5.2	4.9	7.0	6.1	9.4	9.0
4251	.As a percent of sales on the account of others	0.1	0.1	0.1	0.1	0.2	0.1	0.3	0.3
4251	Operating Expenses								
4251	.Amount	5.7	5.5	6.9	6.6	8.8	9.4	10.1	10.0
4251	.As a percent of total sales	0.1	0.1	0.2	0.1	0.1	0.2	0.2	0.2

Notes:

S - Corresponding estimate in Table 6 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.

Footnote:

¹ 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.

^r Revised data.

Table 7A. Estimated Measures of Sampling Variability¹ Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2011

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

2007 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹						
			2005 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011
42	Inventories Held Outside the United States	U.S. Merchant Wholesalers	3.4	2.3	2.8	3.7	2.6	2.1	2.4
423	Inventories Held Outside the United States	Durable goods	5.1	3.5	4.0	6.9	3.9	2.9	2.9
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	2.5	3.2	3.6	3.0	2.8	4.9	4.3
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	15.4	8.5	9.8	9.1	12.4	21.6	25.5
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	S	27.6	20.8	25.6	29.9	16.6	16.6
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	13.8	14.3	12.5	9.3	13.9	7.3	7.5
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	27.8	S	D	6.8	D	5.7	4.7
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	12.9	11.7	12.9	13.4	17.2	9.3	12.5
4236	Inventories Held Outside the United States	Electrical Goods	15.8	12.7	16.0	27.0	14.2	D	D
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	26.1	28.4	25.3	19.1	14.5	15.4
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	23.3	15.4	19.8	20.1	20.6	14.0	12.3
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	13.9	19.4	19.1	15.7	16.7	D	D
424	Inventories Held Outside the United States	Nondurable goods	5.3	4.5	5.6	4.6	3.3	3.7	4.6
4241	Inventories Held Outside the United States	Paper and Paper Products	S	S	S	19.3	16.7	20.4	18.2
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	7.1	8.8	17.8	3.2	3.6	2.2	2.1
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	10.8	9.3	9.3	10.3	12.4	13.2	12.8
4244	Inventories Held Outside the United States	Groceries and Related Products	S	S	S	S	S	19.5	22.8
4245	Inventories Held Outside the United States	Farm Product Raw Materials	S	S	27.1	S	S	23.0	23.4
4246	Inventories Held Outside the United States	Chemicals and Allied Products	15.7	16.8	14.0	13.8	17.5	19.6	20.9
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	S	D	D	D	D	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	15.8	D	14.1	D	D	15.3	19.8
42	Foreign Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers	NA	NA	NA	NA	NA	NA	0.1
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	NA	0.1
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	0.2	0.2	0.3	0.2	0.2	0.3	0.3
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	0.4	0.3	0.3	0.2	0.4	0.7	0.9
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	S	0.4	0.3	0.3	0.5	0.4	0.4
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.2	0.3
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	0.3	0.3
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	0.3	0.3	0.5	0.4	0.6	0.4	0.5
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	0.8	0.7	0.8	1.3	0.6	D	D
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	S	0.3	0.3	0.5	0.3	0.2	0.2
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	0.3	0.2	0.3	0.3	0.2	0.3	0.3
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	0.6	0.6	0.9	0.5	0.6	D	D
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	0.2	0.2	0.2	0.2	0.2	0.1	0.2
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	0.1	0.2	0.2	0.2
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	0.2	0.2	0.3	Z	0.1	0.1	Z
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	0.5	0.7	0.9	1.1	0.9	0.7	0.7
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	S	S	S	S	S	0.5	0.6
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	S	S	0.2	S	S	0.2	0.3
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	0.2	0.3	0.2	0.2	0.4	0.6	0.7
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	S	D	D	D	D	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.2	D	0.2	D	D	0.2	0.4
42	Inventories Held Inside the United States	U.S. Merchant Wholesalers	0.9	0.9	0.8	0.8	0.8	0.9	0.8
423	Inventories Held Inside the United States	Durable goods	1.5	1.3	1.1	1.3	1.4	1.1	1.2
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	1.9	1.4	1.6	1.9	2.2	1.7	2.3
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	3.6	3.9	2.1	1.7	2.6	5.0	5.1
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	4.1	4.5	3.4	3.3	3.6	5.2	5.3
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	2.7	3.2	2.1	2.6	3.2	2.7	2.7
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	3.3	3.4	D	3.5	D	3.0	3.6
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	3.6	3.5	2.5	2.4	2.2	3.2	3.6
4236	Inventories Held Inside the United States	Electrical Goods	3.6	4.0	2.4	2.7	3.3	D	D
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	2.9	3.4	2.1	2.6	3.2	2.8	3.2
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	3.1	2.7	2.6	3.1	3.6	1.9	1.8
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	7.4	6.0	4.4	3.5	3.4	D	D
424	Inventories Held Inside the United States	Nondurable goods	1.1	1.2	1.0	1.1	1.1	1.6	1.4
4241	Inventories Held Inside the United States	Paper and Paper Products	3.7	3.5	2.1	2.8	3.0	2.5	3.0
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	2.8	2.9	2.3	2.1	2.1	1.8	1.6
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	4.8	4.9	4.5	4.2	4.0	3.3	3.7
4244	Inventories Held Inside the United States	Groceries and Related Products	4.2	4.4	4.3	6.3	6.1	4.7	4.1
4245	Inventories Held Inside the United States	Farm Product Raw Materials	4.1	4.3	2.8	4.5	3.4	4.1	4.4
4246	Inventories Held Inside the United States	Chemicals and Allied Products	6.4	7.6	3.7	4.5	4.8	3.8	4.3
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	2.9	D	D	D	D	D
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	4.6	D	3.1	D	D	D	2.7
42	Domestic Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers	NA	NA	NA	NA	NA	NA	0.1
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	NA	0.1
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	0.2	0.2	0.3	0.2	0.2	0.3	0.3
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	0.4	0.3	0.3	0.2	0.4	0.7	0.9
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.5	0.4	0.3	0.3	0.5	0.4	0.4
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.2	0.3
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	0.3	0.3
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	0.3	0.3	0.5	0.4	0.6	0.4	0.5
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	0.8	0.7	0.8	1.3	0.6	D	D
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	0.2	0.3	0.3	0.5	0.3	0.2	0.2
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	0.3	0.2	0.3	0.3	0.2	0.3	0.3
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	0.6	0.6	0.9	0.5	0.6	D	D
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	0.2	0.2	0.2	0.2	0.2	0.1	0.2
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	0.5	0.4	0.2	0.1	0.2	0.2	0.2
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	0.2	0.2	0.3	Z	0.1	0.1	Z
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	0.5	0.7	0.9	1.1	0.9	0.7	0.7
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	1.0	0.8	1.4	1.1	0.9	0.5	0.6
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	0.3	0.6	0.2	0.4	0.4	0.2	0.3
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	0.2	0.3	0.2	0.2	0.4	0.6	0.7
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	0.4	D	D	D	D	D
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.2	D	0.2	D	D	D	0.4

42	Inventories Held Outside the United States	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	4.5	3.0	4.4	4.9	3.6	2.9	3.0
423	Inventories Held Outside the United States	Durable goods	5.7	3.9	5.0	8.2	4.5	3.6	3.3
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	2.9	3.7	3.9	3.2	3.2	5.9	5.2
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	16.0	8.9	11.4	10.4	14.9	24.8	29.0
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	S	28.4	24.5	27.2	S	S	S
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	15.4	16.4	13.2	9.8	14.9	8.3	8.5
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	S	S	23.2	6.8	8.7	5.9	4.8
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	14.4	11.5	14.6	15.9	22.0	10.5	13.9
4236	Inventories Held Outside the United States	Electrical Goods	16.9	13.4	17.8	S	16.5	8.1	8.4
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	28.0	S	26.6	20.5	15.2	16.0
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	26.4	18.1	23.9	24.6	26.5	18.4	16.8
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	16.8	22.8	20.0	16.6	17.1	13.3	14.9
424	Inventories Held Outside the United States	Nondurable goods	9.9	7.9	10.1	6.9	5.0	5.8	6.6
4241	Inventories Held Outside the United States	Paper and Paper Products	S	S	S	20.5	23.0	24.2	18.1
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	14.4	26.3	17.6	17.9	14.6	9.6	7.0
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	8.6	8.5	10.2	11.1	12.2	14.2	13.9
4244	Inventories Held Outside the United States	Groceries and Related Products	S	S	S	S	S	20.5	24.0
4245	Inventories Held Outside the United States	Farm Product Raw Materials	S	S	27.1	S	S	23.0	23.4
4246	Inventories Held Outside the United States	Chemicals and Allied Products	14.5	17.1	17.3	13.4	17.3	19.7	19.6
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	3.6	3.6	3.2	3.4	3.4	3.6	3.6
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	S	S	29.5	S	21.3	21.2	20.2
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	21.2	S	S	S	S	28.6	S
42	Foreign Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	0.1	0.1
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	0.1	0.1
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	0.3	0.3	0.4	0.3	0.3	0.3	0.3
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	0.4	0.4	0.4	0.3	0.5	0.9	1.1
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	S	0.4	0.3	0.4	S	S	S
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.3	0.4
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	0.3	0.3
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	0.4	0.4	0.6	0.4	0.7	0.6	0.6
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	1.0	0.9	1.0	S	0.7	0.4	0.5
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	S	0.3	S	0.5	0.4	0.2	0.2
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	0.3	0.3	0.3	0.3	0.3	0.4	0.4
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	0.6	0.6	0.9	0.5	0.6	0.4	0.5
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	0.3	0.2	0.3	0.2	0.2	0.2	0.2
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	0.2	0.3	0.3	0.2
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Z	0.1	0.1	0.1	0.1	0.1	Z
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	0.5	0.7	1.0	1.1	0.9	0.8	0.8
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	S	S	S	S	S	0.6	0.8
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	S	S	0.2	S	S	0.2	0.3
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	0.4	0.4	0.4	0.3	0.5	0.6	0.5
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	0.4	0.4	0.5	0.7	0.5	0.3	0.2
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	S	S	0.4	S	0.3	0.2	0.2
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.3	S	S	S	S	0.3	S
42	Inventories Held Inside the United States	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	1.1	1.1	0.8	0.9	1.0	1.1	0.9
423	Inventories Held Inside the United States	Durable goods	1.8	1.6	1.2	1.3	1.5	1.4	1.4
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	2.9	2.2	2.0	2.4	2.8	2.2	2.9
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	4.2	4.5	2.6	1.5	2.8	5.2	5.2
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	4.3	4.6	3.5	3.2	3.6	4.9	5.3
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	3.4	4.0	2.4	3.0	3.9	3.3	3.4
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	3.6	3.3	3.0	3.5	5.6	3.1	3.6
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	4.6	4.3	3.3	3.4	3.1	3.9	4.2
4236	Inventories Held Inside the United States	Electrical Goods	4.6	5.0	2.7	3.1	3.8	3.1	2.9
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	3.5	3.7	2.0	2.5	2.8	3.0	3.5
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	3.4	2.8	2.7	3.2	3.8	2.1	2.0
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	8.0	6.4	4.7	3.7	3.7	6.1	6.0
424	Inventories Held Inside the United States	Nondurable goods	1.3	1.5	1.2	1.3	1.5	2.1	1.8
4241	Inventories Held Inside the United States	Paper and Paper Products	4.9	5.2	2.8	3.6	3.9	3.6	3.9
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	3.4	3.5	3.5	3.3	3.1	2.6	2.1
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	3.5	3.7	4.2	4.0	3.8	3.6	4.0
4244	Inventories Held Inside the United States	Groceries and Related Products	5.2	5.4	5.1	7.8	7.7	5.9	5.3
4245	Inventories Held Inside the United States	Farm Product Raw Materials	4.1	4.3	2.8	4.5	3.4	4.1	4.4
4246	Inventories Held Inside the United States	Chemicals and Allied Products	4.5	5.7	4.1	5.6	5.7	4.7	5.2
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	4.1	4.5	4.7	5.2	4.4	4.2	3.9
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	4.3	3.0	3.2	4.8	4.3	3.9	3.7
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	5.9	5.3	3.3	2.9	4.1	4.0	3.7
42	Domestic Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices ²	NA	NA	NA	NA	NA	0.1	0.1
423	Domestic Inventories as a Percent of Total Inventories	Durable goods ²	NA	NA	NA	NA	NA	0.1	0.1
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	0.3	0.3	0.4	0.3	0.3	0.3	0.3
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	0.4	0.4	0.4	0.3	0.5	0.9	1.1
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.6	0.4	0.3	0.4	0.6	0.5	0.6
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.3	0.4
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	0.3	0.3
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	0.4	0.4	0.6	0.4	0.7	0.6	0.6
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	1.0	0.9	1.0	1.5	0.7	0.4	0.5
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	0.2	0.3	0.4	0.5	0.4	0.2	0.2
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	0.3	0.3	0.3	0.3	0.3	0.4	0.4
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	0.6	0.6	0.9	0.5	0.6	0.4	0.5
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	0.3	0.2	0.3	0.2	0.2	0.2	0.2
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	0.7	0.7	0.4	0.2	0.3	0.3	0.2
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Z	0.1	0.1	0.1	0.1	0.1	Z
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	0.5	0.7	1.0	1.1	0.9	0.8	0.8
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	1.1	0.9	1.6	1.3	1.0	0.6	0.8
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	0.3	0.6	0.2	0.4	0.4	0.2	0.3
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	0.4	0.4	0.4	0.3	0.5	0.6	0.5
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	0.4	0.4	0.5	0.7	0.5	0.3	0.2
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	0.5	0.4	0.4	0.3	0.3	0.2	0.2
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.3	0.1	0.2	0.4	0.4	0.3	0.6

42	Inventories Held Outside the United States	U.S. Manufacturers' Sales Branches and Offices	2.9	3.3	4.7	3.9	4.1	1.7	2.0
423	Inventories Held Outside the United States	Durable goods	4.3	5.7	11.9	12.6	13.9	2.4	2.9
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	2.2	1.5	1.4	1.4	2.9	2.4
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	9.1	6.1	3.1	3.5	3.0	4.0	4.0
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	5.7	5.7	6.3	6.3	6.3	8.5	8.5
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	8.2	10.4	21.3	4.4	3.9	13.9	9.9
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	16.1	S	D	S	D	S	S
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	S	S	S	S	S	18.3	15.3
4236	Inventories Held Outside the United States	Electrical Goods	S	12.9	S	S	S	D	D
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	12.3	12.9	12.5	9.3	5.0	4.5
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	15.5	S	13.9	S	S	10.5	13.2
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	S	S	19.2	19.7	S	D	D
424	Inventories Held Outside the United States	Nondurable goods	4.0	4.6	5.1	2.4	2.2	1.9	2.6
4241	Inventories Held Outside the United States	Paper and Paper Products	2.2	S	2.9	S	2.9	S	S
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	8.1	9.5	21.1	2.8	2.9	1.9	S
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	S	S	15.4	21.4	28.4	5.9	5.9
4244	Inventories Held Outside the United States	Groceries and Related Products	10.4	S	9.5	9.0	S	7.1	S
4246	Inventories Held Outside the United States	Chemicals and Allied Products	S	S	24.8	S	S	28.5	S
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	NA	D	D	D	D	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	7.2	D	8.1	D	D	7.4	S
42	Foreign Inventories as a Percent of Total Inventories	U.S. Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	0.1	0.1
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	0.1	0.1
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Z	Z	Z	Z	Z	0.1	0.1
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	S	Z	0.1	0.1	0.1	0.1	0.1
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.1	Z	0.1	Z	Z	0.2	0.1
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.3	0.3
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	S	S
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	S	S	S	S	S	0.3	0.3
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	S	0.3	S	S	S	D	D
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	S	0.1	0.1	0.1	0.1	Z	Z
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	0.2	S	0.3	S	S	0.3	0.3
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	S	S	1.3	1.3	S	D	D
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	0.2	0.2	0.3	0.1	0.1	0.1	0.1
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	S	Z	S	S
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	0.5	0.6	1.2	0.1	0.1	Z	S
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	S	S	1.4	1.7	S	0.3	S
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	0.2	S	0.1	0.1	S	Z	S
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	S	S	0.1	S	S	1.0	S
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	Z	D	D	D	D	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.1	D	0.2	D	D	0.2	S
42	Inventories Held Inside the United States	U.S. Manufacturers' Sales Branches and Offices	1.1	1.4	1.3	1.1	1.2	0.9	0.9
423	Inventories Held Inside the United States	Durable goods	1.4	2.0	1.6	1.9	1.8	1.6	1.6
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	2.3	2.3	1.6	1.6	1.7	0.9	0.8
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	S	4.8	3.0	5.7	4.7	7.1	7.6
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	7.3	7.2	7.3	9.9	10.3	10.2	10.3
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	2.6	2.9	2.4	2.7	2.5	1.6	1.6
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	7.7	9.1	D	10.5	D	S	S
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	2.8	2.8	3.0	3.3	2.6	3.3	3.3
4236	Inventories Held Inside the United States	Electrical Goods	4.5	6.2	3.7	4.4	4.2	D	D
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	5.8	7.8	7.9	8.3	10.0	2.6	2.5
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	4.8	5.2	5.0	5.8	4.9	3.3	3.3
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	9.2	8.8	9.3	9.6	13.4	D	D
424	Inventories Held Inside the United States	Nondurable goods	2.2	2.5	1.7	1.4	1.5	1.0	1.1
4241	Inventories Held Inside the United States	Paper and Paper Products	S	1.9	S	2.5	2.7	3.6	3.8
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	2.5	2.6	2.5	2.2	2.3	1.9	1.9
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	21.4	21.1	25.2	25.2	S	6.5	S
4244	Inventories Held Inside the United States	Groceries and Related Products	7.4	8.2	5.6	8.0	8.2	2.9	2.9
4246	Inventories Held Inside the United States	Chemicals and Allied Products	13.3	15.0	5.3	6.1	7.1	4.2	4.7
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	0.7	D	D	D	D	D
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	6.1	D	7.1	D	D	1.1	1.2
42	Domestic Inventories as a Percent of Total Inventories	U.S. Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	0.1	0.1
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	0.1	0.1
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Z	Z	Z	Z	Z	0.1	0.1
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	S	Z	0.1	0.1	0.1	0.1	0.1
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.1	Z	0.1	Z	Z	0.2	0.1
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.3	0.3
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	S	S
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	0.4	0.5	1.5	1.0	1.1	0.3	0.3
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	0.2	0.3	1.0	1.4	2.2	D	D
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	0.1	0.1	0.1	0.1	0.1	Z	Z
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	0.2	0.2	0.3	0.2	0.3	0.3	0.3
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	1.2	1.2	1.3	1.3	1.6	D	D
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	0.2	0.2	0.3	0.1	0.1	0.1	0.1
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	S	Z	S	Z	Z	0.4	0.3
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	0.5	0.6	1.2	0.1	0.1	Z	Z
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	0.8	0.9	1.4	1.7	S	0.3	S
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	0.2	0.8	0.1	0.1	0.1	Z	Z
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	0.2	0.2	0.1	0.2	0.5	1.0	1.1
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	D	D	D	D	D	D
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	Z	D	D	D	D	D
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.1	D	0.2	D	D	0.2	0.2

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.

Footnotes:

¹ 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.

^f Revised data. For more information on the revisions, see the 2011 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2011_summary_of_changes.pdf.

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 2007 Economic Census and from establishment records contained on the Census Bureau's Business Register as updated to December 2010. 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 2007 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 are derived from data collected in the AWTS. 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. 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. Annual total estimates for broad industry groups (e.g., 2-, 3-, and 4-digit NAICS levels) are computed by summing the appropriate detailed industries comprising the broader industry group. 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 2011 AWTS are:

2011 AWTS Unit Response Rates

Total U.S. Wholesalers	77.8
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	80.7
Manufacturers' Sales Branches and Offices	66.5
Electronic Markets, Agents, Brokers, and Commission Merchants	63.9

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 2011 AWTS are as follows:

2011 AWTS Total Quantity Response Rates

	Sales	Inventories	Purchases	Operating Expenses	Foreign Inventories
Total U.S. Merchant Wholesalers	88.5	87.1	79.4	80.8	85.6
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	90.9	89.4	79.4	86.2	88.3
Manufacturers' Sales Branches and Offices	82.2	79.6	N/A	63.0	77.0
	Commissions	Sales on Own Account	Sales Made on Account of Others	Operating Expenses	
Electronic Markets, Agents, Brokers, and Commission Merchants	53.5	37.1	52.4	66.0	

An estimate with a coefficient of variation (CV) greater than 30 percent or with a total quantity response rate (TQRR) less than 50 percent has been suppressed from publication, unless the estimate has consistently been published for prior years and the CV and TQRR are acceptably close to the thresholds. A suppressed estimate and its corresponding measure of sampling variability have been replaced with an "S" in the published tables. For a description of the Census Bureau's standards for Releasing Information Products, see <http://www.census.gov/quality/standards/standardf1.html>.