

2012 Annual Wholesale Trade Survey

Report released February 28, 2014

Summary of Changes

The following changes were made with the release of the 2012 AWTS estimates:

- AWTS estimates were revised to reflect historical corrections to current sample data. Corrections are made to replace previously reported data with more accurate data received at a later date or to replace imputed data with reported data obtained from the company. For more information, refer to the benchmarking section of the Annual Methodology link located below:
http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html
- The 2012 AWTS included the collection of detailed expense items as part of the Business Expenses Supplement (BES). This supplemental information is requested once every five years. Detailed expense estimates for 2012 are included in this release as Table 5.1 and the corresponding measures of sampling variability as Table 5.1A. Detailed expense items for the AWTS were last released for 2007. For more information on the detailed expense estimates, please see:
http://www.census.gov/wholesale/www/about_the_surveys/business_expenses_supplement.html
- The 2012 AWTS included the collection of sales tax collected by U.S. Merchant Wholesalers. Starting with 2012, this supplemental information is planned to be requested and published once every five years. Sales tax estimates for 2012 are included in this release as Table 9.
- The 2012 AWTS adds e-commerce estimates (Tables 8.0, 8.1, 8.2, 8.0H, 8.1H & 8.2H) and the corresponding measures of sampling variability (Tables 8.0A, 8.1A and 8.2A). In previous years, AWTS e-commerce estimates were only released as part of the E-Stats Report. For more details on the E-Stats Report, please see:
<http://www.census.gov/econ/estats>.

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”.

Methodology for the 2012 Annual Wholesale Trade Survey

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 2007 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 substratified into 4, 7, 10, or 13 annual sales size strata. The largest sales size stratum within each industry stratum consists of companies, all of which are selected with certainty (sampling [weight](#) equal to one). The other strata are populated by EINs. Sample sizes are computed to meet multiple coefficient of variation constraints on estimated annual sales and end-of-year inventory totals. Constraints are specified at detailed industry levels and at broad levels up to the total wholesale level. Sampling weights range from 1 to 250. Units are selected independently between strata using simple random sampling without replacement within the size substrata. The sample consists of approximately 2,100 certainty companies and 5,900 EINs. Updates to the sample are made on a quarterly basis to account for new businesses, deaths, and other changes to the universe. Read more about how the AWTS sample is stratified, selected, and maintained in Appendix B.

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

Data Items Requested: Data items requested include annual sales, e-commerce sales, number of establishments covered by the report, value of [inventories](#), inventory by valuation, inventory outside of the United States, total purchases of products, total operating expenses and the ending date of the report period if the data provided are for a period other than the calendar year. Sales tax and detailed operating expense items are requested every 5 years, with the most recent collection in 2012.

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 2012 rates) in Appendix D.

Benchmarking: The current 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. The linking is done so that the new sample estimates are implicitly benchmarked using results of the 2007 Economic Census. For more information on how samples were linked and what was changed between samples, see the methodology section of our archived [2011 AWTS](#) release.

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. 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 2012

[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	2003	2004	2005 [†]	2006 [†]	2007 [†]	2008 [†]	2009 [†]	2010 [†]	2011 [†]	2012
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	6,451,323	6,771,454
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	2,892,366	3,083,316
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	636,413	733,574
4232	Sales	Furniture and Home Furnishings	71,428	73,952	80,445	85,670	91,638	92,477	85,766	70,382	72,022	76,154	80,383
4233	Sales	Lumber & Other Construction Materials	115,507	129,244	156,873	174,793	182,838	171,360	157,695	125,224	125,533	130,623	140,542
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	515,433	517,929
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	277,357	272,916
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	216,429	217,682
4236	Sales	Electrical Goods	322,376	325,080	365,654	386,376	418,304	453,031	454,331	398,242	447,767	474,761	505,937
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	117,605	126,698
4238	Sales	Machinery, Equipment, and Supplies	297,936	303,202	341,908	387,925	419,280	429,560	453,711	357,634	397,720	466,030	516,272
4239	Sales	Miscellaneous Durable Goods	156,822	157,668	190,930	199,404	217,058	235,683	247,364	174,579	219,095	258,918	244,299
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	3,558,957	3,688,138
4241	Sales	Paper and Paper Products	114,411	116,980	128,722	136,022	141,712	139,601	141,228	127,297	132,190	134,873	136,546
4242	Sales	Drugs and Druggists' Sundries	386,858	430,360	472,320	518,166	547,742	562,328	587,141	583,863	600,939	621,661	630,012
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	144,307	147,479
4244	Sales	Groceries and Related Products	511,438	543,358	555,941	584,286	613,917	667,143	690,352	680,157	705,372	749,582	783,214
4245	Sales	Farm Product Raw Materials	103,403	111,758	115,579	105,952	111,885	145,787	196,440	164,604	182,756	227,334	246,656
4246	Sales	Chemicals and Allied Products	126,126	133,284	148,558	164,269	168,968	182,177	199,792	158,071	186,274	206,898	214,744
4247	Sales	Petroleum and Petroleum Products	321,246	387,245	470,477	599,128	674,071	764,073	942,187	617,116	806,242	1,041,238	1,070,363
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	127,645	136,182
4249	Sales	Miscellaneous Nondurable Goods	221,514	217,524	237,112	249,784	254,619	266,066	291,611	270,803	281,263	305,419	322,942
42	Inventories	U.S. Merchant Wholesalers	382,377	396,068	434,784	475,788	513,719	546,255	569,553	505,363	558,952	609,772	641,427
423	Inventories	Durable goods	218,133	227,160	256,755	281,804	308,154	317,193	333,657	278,264	304,142	338,471	361,538
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	36,917	43,518	46,182	51,013	53,610	56,497	60,078	47,069	50,641	59,487	60,894
4232	Inventories	Furniture and Home Furnishings	7,572	8,104	8,760	9,617	10,538	10,948	10,476	8,908	9,789	10,053	10,220
4233	Inventories	Lumber & Other Construction Materials	10,180	11,919	15,235	16,916	17,624	17,626	17,024	13,971	14,644	15,257	16,504
4234	Inventories	Professional and Commercial Equipment and Supplies	32,444	32,581	33,634	35,030	37,812	38,408	39,208	36,621	40,277	42,028	44,862
42343	Inventories	Computer and Computer Peripheral Equipment and Software	13,201	13,528	12,925	12,628	13,201	13,049	13,063	12,892	14,791	14,982	15,945
4235	Inventories	Metals and Minerals, ex. Petroleum	16,808	16,983	25,520	27,785	33,520	32,824	36,698	24,033	27,689	33,164	34,364
4236	Inventories	Electrical Goods	30,346	29,895	33,029	35,927	39,315	41,282	42,705	34,731	38,674	41,388	43,773
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	12,380	12,940	14,838	17,020	19,182	20,019	19,388	17,000	17,869	19,184	19,940
4238	Inventories	Machinery, Equipment, and Supplies	52,499	50,911	57,059	64,224	71,433	74,850	82,023	73,285	80,030	91,437	104,093
4239	Inventories	Miscellaneous Durable Goods	18,987	20,309	22,498	24,272	25,120	24,739	26,057	22,646	24,529	26,473	26,888
424	Inventories	Nondurable goods	164,244	168,908	178,029	193,984	205,565	229,062	235,896	227,099	254,810	271,301	279,889
4241	Inventories	Paper and Paper Products	8,255	8,395	9,584	10,352	10,936	11,294	11,783	10,501	11,270	11,548	11,507
4242	Inventories	Drugs and Druggists' Sundries	44,729	46,003	47,056	46,477	49,137	49,991	59,769	53,014	58,080	58,931	59,458
4243	Inventories	Apparel, Piece Goods, and Notions	16,734	16,672	17,439	19,428	19,978	20,415	21,644	17,666	20,956	23,165	23,039
4244	Inventories	Groceries and Related Products	23,278	25,047	26,108	28,503	30,481	33,518	36,668	34,667	37,570	41,024	42,577
4245	Inventories	Farm Product Raw Materials	11,604	13,887	10,022	11,302	14,707	21,102	18,200	20,675	28,793	27,685	30,638
4246	Inventories	Chemicals and Allied Products	12,340	12,419	13,251	14,721	15,613	17,628	19,009	16,300	18,861	21,262	22,583
4247	Inventories	Petroleum and Petroleum Products	17,299	17,244	22,580	29,323	30,971	37,025	25,331	33,599	36,374	40,718	40,380
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	7,503	7,804	8,326	9,106	9,802	11,325	12,852	12,415	12,920	13,824	15,111
4249	Inventories	Miscellaneous Nondurable Goods	22,502	21,437	23,663	24,772	23,940	26,764	30,640	28,262	29,986	33,144	34,596

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:

[†] Revised data. For more information on the revisions, see the 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_summary_of_changes.pdf.

Table 2. Estimated Sales and Inventories of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1992 through 2012

[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	2000	2001	2002	2003	2004	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010 ^f	2011 ^f	2012
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	4,689,474	4,926,582
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	2,142,405	2,271,738
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	328,034	383,310
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	54,488	57,660
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	95,682	103,602
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	442,769	445,349
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	259,586	255,614
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	156,124	159,466
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	366,461	395,834
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	101,980	109,292
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	345,093	380,305
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	251,774	236,920
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	2,547,069	2,654,844
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	85,417	86,620
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	409,082	413,008
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	137,823	141,165
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	475,772	489,866	479,982	499,533	531,562	558,620
4245	Sales	Farm Product Raw Materials	109,827	102,007	103,641	125,548	144,965	132,883	100,411	102,666	100,886	103,403	111,758	115,579	105,952	111,885	145,787	196,440	164,604	182,756	227,334	246,656	
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	88,850	102,247	114,194	119,348
4247	Sales	Petroleum and Petroleum Products	137,533	127,728	125,399	126,478	143,493	139,508	119,015	139,739	195,766	191,526	192,666	229,531	283,977	369,883	428,482	486,909	628,777	401,988	507,307	695,104	719,852
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	116,495	123,917
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	159,915	178,629	187,060	191,546	202,549	219,633	204,163	212,019	230,058	245,658
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	369,293	400,286	426,247	441,733	389,005	429,263	468,983	494,802
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	233,284	256,903	263,454	277,853	227,480	247,635	273,969	293,330
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	38,081	41,082	43,064	47,720	36,871	40,400	47,406	48,568
4232	Inventories	Furniture and Home Furnishings	4,420	4,445	4,566	4,797	4,801	4,884	5,268	5,706	6,413	6,052	6,401	6,853	7,278	8,001	8,722	8,914	8,613	6,890	7,588	7,646	7,870
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	13,880	14,070	13,275	12,697	10,274	10,875	11,219	12,256
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	27,756	30,908	31,744	32,308	29,933	32,924	34,317	36,801
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	11,324	12,474	12,402	12,616	12,420	14,414	14,610	15,564
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	21,141	26,654	25,392	29,462	19,119	22,340	26,339	27,830
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	29,968	32,770	34,157	34,791	27,682	29,993	32,299	34,461
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	15,376	17,316	18,212	17,496	15,249	16,198	17,486	18,064
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	55,877	61,241	64,664	69,458	59,490	63,479	71,621	81,470
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	23,204	24,140	24,032	25,308	21,972	23,838	25,636	26,010
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	136,009	143,383	162,793	163,880	161,525	181,628	195,014	201,472
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	7,086	7,146	7,238	7,478	6,563	6,968	7,054	7,229
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	30,299	31,050	32,392	32,896	33,436	35,369	37,003	36,239
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	17,554	18,194	18,788	20,245	16,565	19,756	21,875	21,870
4244	Inventories	Groceries and Related Products	18,316	17,826	18,105	18,456	18,234	19,011	19,037	20,													

Table 3. Estimated Sales and Inventories of U.S. Manufacturers' Sales Branches and Offices: 2002 through 2012

[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	Data Item	Kind of Business	2002	2003	2004	2005 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011 ^r	2012
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	1,761,849	1,844,872
423	Sales	Durable goods	749,765	751,712	800,481	819,031	819,001	795,506	717,111	595,930	676,608	749,961	811,578
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	308,379	350,264
4232	Sales	Furniture and Home Furnishings	17,944	18,462	20,638	22,664	22,557	23,365	21,616	19,409	19,523	21,666	22,723
4233	Sales	Lumber & Other Construction Materials	20,416	24,098	29,419	35,759	41,134	44,817	41,265	34,803	33,495	34,941	36,940
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	72,664	72,580
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	28,789	17,771	17,302
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	60,305	58,216
4236	Sales	Electrical Goods	99,419	92,520	100,638	101,973	S	104,071	S	88,124	101,405	108,300	110,103
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	15,625	17,406
4238	Sales	Machinery, Equipment, and Supplies	70,178	72,775	82,555	100,227	107,342	100,740	104,034	87,142	101,202	120,937	135,967
4239	Sales	Miscellaneous Durable Goods	11,195	S	11,970	10,934	10,410	8,248	7,505	6,181	6,357	7,144	7,379
424	Sales	Nondurable goods	576,876	639,507	713,988	794,789	838,314	891,080	958,956	821,594	898,680	1,011,888	1,033,294
4241	Sales	Paper and Paper Products	41,765	42,928	S	48,792	51,306	48,337	50,768	46,023	48,732	49,456	49,926
4242	Sales	Drugs and Druggists' Sundries	141,233	158,405	179,297	195,788	206,897	210,545	218,172	207,308	209,457	212,579	217,004
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	6,484	6,314
4244	Sales	Groceries and Related Products	125,557	141,295	153,025	162,120	177,262	191,371	200,486	200,175	205,839	218,020	224,594
4246	Sales	Chemicals and Allied Products	58,405	62,352	69,701	73,401	74,255	79,920	84,276	69,221	84,027	92,704	95,396
4247	Sales	Petroleum and Petroleum Products	128,580	157,714	186,500	229,245	245,589	277,164	313,410	215,128	264,935	346,134	350,511
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	11,150	12,265
4249	Sales	Miscellaneous Nondurable Goods	60,423	57,609	58,483	62,724	63,073	63,517	71,978	66,640	69,244	75,361	77,284
42	Inventories	U.S. Manufacturers' Sales Branches and Offices	79,662	86,025	93,308	106,495	113,433	120,008	127,820	116,358	129,689	140,789	146,625
423	Inventories	Durable goods	35,983	40,725	43,165	48,520	51,251	53,739	55,804	50,784	56,507	64,502	68,208
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	6,898	11,775	12,259	12,932	12,528	13,433	12,358	10,198	10,241	12,081	12,326
4232	Inventories	Furniture and Home Furnishings	1,171	1,251	1,482	1,616	1,816	2,034	1,863	2,018	2,201	2,407	2,350
4233	Inventories	Lumber & Other Construction Materials	1,503	1,767	2,303	S	3,554	4,351	4,327	3,697	3,769	4,038	4,248
4234	Inventories	Professional and Commercial Equipment and Supplies	8,689	8,506	7,184	7,274	6,904	6,664	6,900	6,688	7,353	7,711	8,061
42343	Inventories	Computer and Computer Peripheral Equipment and Software	4,248	3,787	2,009	1,304	727	647	447	472	S	S	S
4235	Inventories	Metals and Minerals, ex. Petroleum	4,228	4,194	5,433	6,644	6,866	7,432	7,236	4,914	5,349	6,825	6,534
4236	Inventories	Electrical Goods	4,934	4,471	4,599	5,959	6,545	7,125	7,914	7,049	8,681	9,089	9,312
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	1,259	1,197	1,291	1,644	1,866	1,807	1,892	1,751	1,671	1,698	1,876
4238	Inventories	Machinery, Equipment, and Supplies	6,129	6,337	7,384	8,347	10,192	10,186	12,565	13,795	16,551	19,816	22,623
4239	Inventories	Miscellaneous Durable Goods	S	S	1,230	1,068	980	707	749	674	691	S	S
424	Inventories	Nondurable goods	43,679	45,300	50,143	57,975	62,182	66,269	72,016	65,574	73,182	76,287	78,417
4241	Inventories	Paper and Paper Products	2,614	2,683	S	S	S	S	S	3,938	4,302	4,494	4,278
4242	Inventories	Drugs and Druggists' Sundries	12,594	13,709	15,168	16,178	18,087	17,599	26,873	19,578	22,711	21,928	23,219
4243	Inventories	Apparel, Piece Goods, and Notions	1,598	1,727	1,606	1,874	1,784	1,627	1,399	S	1,200	1,290	1,169
4244	Inventories	Groceries and Related Products	2,868	4,821	5,421	6,155	7,150	7,679	9,264	8,937	9,611	10,038	10,413
4246	Inventories	Chemicals and Allied Products	5,730	5,734	5,868	6,464	7,211	8,131	8,665	7,604	8,980	10,106	10,649
4247	Inventories	Petroleum and Petroleum Products	11,187	10,504	12,825	16,955	17,682	19,688	12,076	14,542	16,004	17,590	16,924
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	570	604	621	789	802	1,208	1,604	1,952	2,105	2,161	2,410
4249	Inventories	Miscellaneous Nondurable Goods	6,518	5,518	5,638	6,294	5,676	6,281	7,830	7,922	8,269	8,680	9,355

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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. 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 Footnotes:

^r Revised data. For more information on the revisions, see the 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_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 2012

[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	2000	2001	2002	2003	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010 ^f	2011 ^f	2012
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	1,942,912	2,083,333	2,270,189	2,234,414	2,281,608	2,413,639	2,720,820	2,969,022	3,211,545	3,447,123	3,687,495	3,052,677	3,472,468	3,912,110	4,094,732
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	1,424,938	1,557,622	1,629,467	1,631,866	1,289,519	1,484,148	1,664,418	1,757,489
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	250,478	276,368	280,927	250,560	197,731	235,116	266,301	311,570
4232	Purchases	Furniture and Home Furnishings	21,016	22,804	23,923	25,922	26,796	28,621	31,026	33,627	37,431	36,578	36,890	38,336	41,987	44,644	48,631	48,168	44,480	34,913	36,362	37,727	40,369
4233	Purchases	Lumber & Other Construction Materials	41,199	47,815	54,117	54,413	59,307	63,633	65,528	72,748	71,070	71,943	76,096	84,286	102,800	110,904	111,725	97,686	89,881	69,300	71,832	74,544	81,218
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	255,503	268,166	289,948	288,376	268,436	305,318	329,720	331,239
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	148,281	151,940	163,794	163,591	152,800	186,883	204,644	203,242
4235	Purchases	Metals and Minerals, ex. Petroleum	57,227	58,126	66,392	68,674	68,772	73,861	72,164	69,907	75,594	67,910	65,765	66,046	98,788	111,356	131,619	139,893	149,644	85,289	106,566	134,302	138,038
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	225,570	248,408	271,774	275,605	238,154	268,329	283,875	301,773
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplies	32,978	34,164	39,803	42,023	44,208	47,235	49,491	51,312	53,643	49,037	50,081	52,588	61,253	68,785	78,995	80,983	78,800	64,839	69,867	74,878	79,218
4238	Purchases	Machinery, Equipment, and Supplies	109,373	118,761	129,238	142,032	153,130	165,740	179,982	183,291	189,799	182,366	166,758	168,318	191,692	210,965	231,474	240,845	260,409	197,177	219,364	258,761	283,642
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	146,733	162,236	179,243	194,111	133,680	171,394	204,310	190,422
424	Purchases	Nondurable goods	769,121	758,467	778,510	840,902	906,007	933,788	931,030	991,558	1,116,391	1,142,997	1,192,202	1,282,476	1,399,541	1,544,084	1,653,923	1,816,656	2,055,629	1,763,158	1,988,320	2,247,692	2,337,243
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	70,052	72,171	72,745	72,114	64,623	66,529	67,827	68,587
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	293,402	311,491	322,575	336,543	348,410	362,441	379,375	379,921
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	75,865	79,508	84,364	92,324	96,822	93,215	81,690	90,256	94,624	97,795
4244	Purchases	Groceries and Related Products	234,467	239,874	244,903	258,072	264,979	277,468	288,827	299,054	315,329	315,611	321,956	328,488	339,506	358,347	372,015	407,597	422,883	414,124	431,880	462,731	484,471
4245	Purchases	Farm Product Raw Materials	102,453	92,864	93,195	111,243	128,750	122,358	101,678	92,406	95,354	91,951	95,171	102,629	106,304	97,553	100,882	133,431	180,762	152,225	167,962	208,153	225,635
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	71,637	73,849	79,591	90,427	73,849	78,817	88,601	92,038
4247	Purchases	Petroleum and Petroleum Products	126,346	115,402	112,611	113,930	129,948	126,159	106,977	126,790	179,941	177,510	180,619	218,078	262,843	348,571	403,506	462,924	599,345	386,896	533,367	669,670	691,550
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	68,310	73,441	78,144	81,737	81,244	82,346	86,457	91,849
4249	Purchases	Miscellaneous Nondurable Goods	94,564	93,461	94,721	104,837	113,312	115,281	118,038	123,682	134,680	132,151	126,892	126,492	143,971	151,848	154,244	163,827	178,603	167,434	174,722	190,254	205,397
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	x	371,338	406,584	455,598	467,713	489,451	497,883	533,633	563,693	539,605	558,058	569,934	635,733	688,118	745,952	780,627	787,739	620,618	749,245	817,084	857,669
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	425,103	471,136	479,053	486,798	356,627	460,928	504,321	533,610
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	48,986	51,220	57,448	62,386	62,282	62,195	62,195	42,719	63,100	68,739	72,902
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	18,245	21,171	21,136	19,369	14,337	16,835	16,819	17,515	
4233	Gross margins	Lumber & Other Construction Materials	x	11,103	11,852	11,935	13,941	14,529	13,877	16,520	16,309	17,735	19,396	22,335	27,434	29,078	30,169	28,062	25,971	18,698	20,807	21,482	23,421
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	78,622	88,160	92,695	97,918	90,855	108,183	114,442	116,594
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	31,171	32,868	34,940	40,008	39,645	52,104	55,138	53,326
4235	Gross margins	Metals and Minerals, ex. Petroleum	x	14,784	16,576	17,966	17,839	18,426	16,959	16,643	18,874	15,629	16,224	15,368	29,267	25,831	32,096	24,706	31,909	7,965	21,349	25,821	22,919
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	60,371	73,969	78,573	73,969	64,855	80,344	84,892	96,223
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	19,496	20,453	22,462	24,701	28,060	32,009	32,117	28,874	22,469	25,957	28,390	30,652
4238	Gross margins	Machinery, Equipment, and Supplies	x	43,402	48,453	53,385	55,325	62,450	69,715	66,697	67,590	62,831	58,342	60,313	72,762	82,935	85,828	91,398	94,062	63,347	81,143	94,474	106,512
4239	Gross margins	Miscellaneous Durable Goods	x	26,595	32,216	38,326	37,214	37,652	34,485	35,216	36,686	29,830	32,335	34,482	40,165	43,673	45,348	48,084	47,024	31,382	43,210	49,262	46,872
424	Gross margins	Nondurable goods	x	152,540	162,915	181,058	187,617	194,013	192,597	207,293	220,031	224,831	226,332	230,654	240,269	263,015	274,816	301,574	300,941	263,991	288,317	312,763	324,059
4241	Gross margins	Paper and Paper Products	x	12,694	13,280	14,833	14,083	15,050	14,942	16,627	16,605	14,111	13,595	13,598	16,057	17,676	18,295	18,611	15,856	15,736	17,334	17,676	18,208
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	33,782	37,397	41,736	47,387	50,105	30,550	32,930	28,685	30,974	31,341	32,323
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	38,471	36,767	43,446	44,798	38,002	45,449	45,318	43,365
4244	Gross margins	Groceries and Related Products	x	43,340	45,279	51,327	52,620	53,520	52,825	58,374	59,533	60,337	65,057	73,391	63,871	65,870	65,623	70,683	68,548	64,184	69,882	71,858	75,327
4245	Gross margins	Farm Product Raw Materials	x	10,462	11,272	16,572	13,649	11,231	7,998														

Table 5.1. **Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2012**

[Estimates are shown as percentages and are based on data from the 2012 Annual Wholesale Trade Survey. Estimates have been adjusted using results of the 2007 Economic Census.]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Total employer costs for fringe benefits ²		Detailed employer costs for fringe benefits ³					Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers		Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purch commu serv			
			Amount	Percent of total	Amount	Percent of total	Health insurance	contribution plans	Defined benefit pension plans	fringe benefits ⁴	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount		Percent of total	Amount	Percent of total
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	617,958	266,165	43.1	59,826	9.7	24,275	7,545	2,730	25,277	9,033	1.5	2,795	0.5	5,041	0.8	15,339	2.5	2,522	0.4	3,283	0.5	14,910	2.7	6,137				
423	Durable Goods	380,505	168,148	44.2	37,860	9.9	15,554	4,596	1,588	16,124	6,240	1.6	1,818	0.5	2,524	0.7	7,919	2.1	1,795	0.5	2,000	0.5	8,865	2.8	4,204				
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	51,366	18,156	35.3	4,128	8.0	1,635	416	176	1,901	714	1.4	220	0.4	307	0.6	1,279	2.5	184	0.4	339	0.7	S	S	491				
4232	Furniture and Home Furnishings	13,688	5,794	42.3	1,128	8.2	441	108	23	556	285	2.1	54	0.4	140	1.0	244	1.8	49	0.4	64	0.5	694	5.1	138				
4233	Lumber & Other Construction Materials	19,282	8,853	45.9	1,926	10.0	765	214	38	909	217	1.1	91	0.5	111	0.6	643	3.3	58	0.3	85	0.4	251	1.3	208				
4234	Professional and Commercial Equipment and Supplies	83,930	40,275	48.0	8,242	9.8	3,165	842	593	3,644	1,390	1.7	506	0.6	354	0.4	1,067	1.3	526	0.6	488	0.6	2,436	2.9	931				
42343	Computer and Computer Peripheral Equipment and Software	34,213	17,317	50.6	S	S	1,178	327	S	1,345	612	1.8	S	S	S	S	S	S	S	S	S	S	S	S	903	2.6			
4235	Metals and Minerals, ex. Petroleum	16,234	6,926	42.7	1,657	10.2	705	216	84	652	323	2.0	73	0.5	235	1.4	608	3.7	52	0.3	57	0.4	226	1.4	147				
4236	Electrical Goods	58,587	26,068	44.5	6,511	11.1	2,746	1,043	362	2,361	1,621	2.8	306	0.5	348	0.6	958	1.6	442	0.8	351	0.6	1,946	3.3	774				
4237	Hardware, and Plumbing and Heating Equipment and Supplies	25,043	12,704	50.7	2,728	10.9	1,107	356	36	1,229	169	0.7	82	0.3	182	0.7	462	1.8	68	0.3	89	0.4	434	1.7	303				
4238	Machinery, Equipment and Supplies	73,964	35,289	47.6	8,522	11.5	3,772	1,022	206	3,522	742	1.0	354	0.5	433	0.6	1,658	2.2	309	0.4	387	0.5	1,856	2.5	863				
4239	Miscellaneous Durable Goods	38,411	14,083	36.7	3,018	7.9	1,218	379	70	1,350	779	2.0	132	0.3	414	1.1	1,000	2.6	107	0.3	140	0.4	1,022	2.7	349				
424	Nondurable Goods	237,453	98,017	41.2	21,966	9.2	8,721	2,949	1,142	9,153	2,793	1.2	977	0.4	2,517	1.1	7,420	3.1	727	0.3	1,283	0.5	6,045	2.5	1,933				
4241	Paper and Paper Products	15,252	7,331	48.1	1,496	9.8	575	195	51	675	148	1.0	74	0.5	130	0.9	387	2.5	43	0.3	66	0.4	406	2.7	173				
4242	Drugs and Druggists' Sundries	29,426	11,703	39.8	2,440	8.3	1,040	357	114	929	346	1.2	85	0.3	S	S	294	1.0	126	0.4	481	1.6	S	S	S				
4243	Apparel, Piece Goods, and Notions	33,627	12,482	37.1	2,262	6.7	869	286	94	1,014	S	S	73	0.2	390	1.2	S	S	127	0.4	192	0.6	1,260	3.7	275				
4244	Groceries and Related products	60,145	25,014	41.6	5,820	9.7	2,323	839	214	2,444	906	1.5	262	0.4	983	1.6	3,012	5.0	103	0.2	195	0.3	S	S	412				
4245	Farm Product Raw Materials	10,760	3,543	32.9	939	8.7	347	126	126	339	72	0.7	S	S	46	0.4	408	3.8	10	0.1	28	0.3	S	S	88				
4246	Chemicals and Allied Products	20,174	9,074	44.8	2,094	10.3	751	304	209	830	170	0.8	116	0.6	344	1.7	453	2.2	41	0.2	86	0.4	583	2.9	182				
4247	Petroleum and Petroleum Products	14,541	5,576	38.3	1,377	9.5	508	180	35	654	89	0.6	53	0.4	33	0.2	S	S	44	0.3	45	0.3	149	1.0	143				
4248	Beer, Wine, and Distilled Alcoholic Beverages	22,988	10,624	46.2	2,702	11.8	1,158	289	168	1,087	146	0.6	69	0.3	61	0.3	703	3.1	75	0.3	74	0.3	167	0.7	194				
4249	Miscellaneous Nondurable Goods	30,540	12,670	41.2	2,835	9.2	1,152	373	130	1,180	420	1.4	153	0.5	358	1.2	902	2.9	158	0.5	116	0.4	801	2.6	248				

Notes:
D - Estimate in table is 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%), poor response quality (total quantity response rate is less than 50%) or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

Z - Estimate is less than 0.05

Source of expenses data: 2012 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html.

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Estimates for detailed expenses may not add to the associated total due to rounding.

Footnotes:

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Employer costs for employer fringe benefits are the sum of Health insurance, Defined benefit pension plans, Defined contribution plans, and other fringe benefits⁴.

⁴ Other fringe benefits include payroll taxes, employer paid insurance premiums (except health), and other employer benefits.

Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms by Kind of Business: 2012

Business classification	Purchased repairs and maintenance to machinery and equipment		Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments		Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services		Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount
1.0	8,209	1.3	3,310	0.5	5,649	0.9	25,744	4.2	5,475	0.9	2,499	0.4	1,386	0.2	31,663	5.1	24,552	4.0	17,944	2.9	26,773	4.3	7,043	1.1	S	S
1.1	4,159	1.1	1,972	0.5	2,455	0.6	16,469	4.3	2,991	0.8	1,390	0.4	876	0.2	17,361	4.6	16,626	4.4	11,478	3.0	15,634	4.1	4,195	1.1	S	S
1.0	582	1.1	321	0.6	295	0.6	2,273	4.4	397	0.8	291	0.6	145	0.3	1,780	3.5	6,337	12.3	1,608	3.1	2,243	4.4	588	1.1	S	S
1.0	95	0.7	52	0.4	81	0.6	1,110	8.1	123	0.9	42	0.3	29	0.2	711	5.2	392	2.9	325	2.4	308	2.3	117	0.9	S	S
1.1	386	2.0	118	0.6	254	1.3	1,392	7.2	223	1.2	154	0.8	50	0.3	615	3.2	257	1.3	416	2.2	928	4.8	257	1.3	S	S
1.1	403	0.5	324	0.4	355	0.4	2,593	3.1	493	0.6	93	0.1	85	0.1	3,295	3.9	3,170	3.8	3,371	4.0	3,274	3.9	638	0.8	9,679	11.5
S	S	S	S	S	93	0.3	1,015	3.0	S	S	S	S	28	0.1	S	S	1,366	4.0	1,707	5.0	S	S	S	S	S	S
0.9	367	2.3	75	0.5	228	1.4	568	3.5	186	1.1	73	0.4	42	0.3	1,362	8.4	105	0.6	388	2.4	812	5.0	310	1.9	1,425	8.8
1.3	397	0.7	226	0.4	243	0.4	2,114	3.6	358	0.6	74	0.1	80	0.1	2,685	4.6	2,316	4.0	1,907	3.3	2,552	4.4	585	1.0	5,724	9.8
1.2	220	0.9	117	0.5	238	0.9	1,502	6.0	218	0.9	83	0.3	57	0.2	1,095	4.4	496	2.0	379	1.5	648	2.6	356	1.4	S	S
1.2	878	1.2	580	0.8	393	0.5	3,124	4.2	583	0.8	253	0.3	174	0.2	2,743	3.7	1,391	1.9	1,501	2.0	3,007	4.1	869	1.2	8,530	11.5
0.9	831	2.2	159	0.4	368	1.0	1,793	4.7	410	1.1	327	0.9	214	0.6	3,075	8.0	2,162	5.6	1,583	4.1	1,862	4.8	475	1.2	S	S
0.8	4,050	1.7	1,338	0.6	3,194	1.3	9,275	3.9	2,484	1.0	1,109	0.5	510	0.2	14,302	6.0	7,926	3.3	6,466	2.7	11,139	4.7	2,848	1.2	S	S
1.1	162	1.1	75	0.5	199	1.3	772	5.1	129	0.8	44	0.3	25	0.2	1,000	6.6	163	1.1	302	2.0	391	2.6	148	1.0	S	S
S	S	S	61	0.2	128	0.4	S	S	S	22	0.1	S	S	S	S	840	2.9	1,183	4.0	1,177	4.0	216	0.7	S	S	S
0.8	119	0.4	133	0.4	115	0.3	2,235	6.6	206	0.6	S	S	39	0.1	2,413	7.2	2,398	7.1	1,210	3.6	1,192	3.5	247	0.7	S	S
0.7	1,262	2.1	303	0.5	1,143	1.9	1,793	3.0	903	1.5	370	0.6	160	0.3	4,624	7.7	S	S	1,167	1.9	2,415	4.0	668	1.1	S	S
0.8	564	5.2	238	2.2	232	2.2	202	1.9	294	2.7	192	1.8	36	0.3	S	S	89	0.8	247	2.3	1,301	12.1	250	2.3	S	S
0.9	349	1.7	117	0.6	250	1.2	887	4.4	194	1.0	102	0.5	S	S	1,463	7.2	277	1.4	518	2.6	727	3.6	294	1.5	1,843	9.1
1.0	506	3.5	87	0.6	366	2.5	502	3.5	92	0.6	74	0.5	58	0.4	609	4.2	135	0.9	364	2.5	1,239	8.5	281	1.9	S	S
0.8	325	1.4	149	0.7	397	1.7	874	3.8	202	0.9	71	0.3	32	0.1	S	S	1,587	6.9	408	1.8	874	3.8	316	1.4	S	S
0.8	564	1.8	175	0.6	364	1.2	1,294	4.2	268	0.9	206	0.7	66	0.2	1,295	4.2	810	2.6	1,068	3.5	1,824	5.9	428	1.4	S	S

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2012

[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	Data Item	Kind of Business	2002	2003	2004	2005 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011 ^r	2012
42	Operating expenses	U.S. Merchant Wholesalers	NA	NA	NA	NA	670,477	726,850	748,207	684,043	718,301	761,371	807,437
423	Operating expenses	Durable goods	NA	NA	NA	NA	392,352	426,022	434,879	385,889	411,735	440,448	472,449
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	52,491	56,838	56,626	51,527	57,354	62,229	70,293
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	18,902	20,393	18,872	16,104	16,311	16,878	17,743
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	27,897	29,408	28,631	23,997	23,087	23,415	24,469
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	76,788	81,348	86,719	84,302	93,368	99,396	103,864
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	27,524	30,388	31,467	30,912	36,716	39,471	40,151
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	20,679	22,416	21,693	15,819	15,575	17,556	18,770
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	62,715	72,292	72,237	66,711	70,401	72,660	76,609
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	28,239	29,760	28,908	24,222	24,384	25,546	27,410
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	70,502	75,615	82,146	71,215	74,884	84,109	93,668
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	34,139	37,952	39,047	31,992	36,371	38,659	39,623
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	278,125	300,828	313,328	298,154	306,566	320,923	334,988
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	21,845	21,975	21,786	21,062	21,243	21,160	21,714
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	49,731	50,454	53,558	53,283	54,026	55,828	57,626
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	30,466	32,756	32,706	31,230	32,712	33,400	34,940
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	73,766	81,561	85,284	83,090	86,478	91,269	93,459
4245	Operating expenses	Farm Product Raw Materials	NA	NA	NA	NA	8,103	9,512	11,188	9,109	9,398	9,925	10,760
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	21,627	24,990	27,007	24,057	27,226	28,947	30,880
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	15,774	18,374	20,084	19,704	18,928	21,501	22,390
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	19,474	21,245	22,553	22,423	22,791	23,573	25,447
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	37,339	39,961	39,162	34,196	33,764	35,320	37,772
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers	NA	NA	NA	NA	12.0	12.3	12.2	13.3	12.5	11.8	11.9
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	13.9	14.7	15.4	16.8	15.8	15.2	15.3
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	11.2	10.2	9.8	9.6
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	20.6	22.1	22.0	22.9	22.6	22.2	22.1
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	15.3	17.2	18.2	19.2	18.4	17.9	17.4
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.5	16.8	17.8	18.4	19.0	19.3	20.1
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	11.4	12.0	12.4	12.9	13.8	14.2	14.7
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	9.4	9.9	9.0	11.0	8.9	8.1	8.6
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.0	16.0	15.9	16.8	15.7	15.3	15.1
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	22.2	21.7	21.6
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	16.8	17.6	18.1	19.9	18.8	18.0	18.1
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.7	16.1	15.8	18.3	16.6	14.9	16.2
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	10.1	10.1	9.5	10.5	9.7	9.0	9.1
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	15.4	15.7	15.4	16.5	16.1	15.7	15.9
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	9.1	9.0	9.1	9.1	9.0	9.0	9.1
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	22.0	22.1	22.6	24.1	23.6	23.1	23.7
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	12.0	12.2	12.4	12.2	12.3	12.2	11.9
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	4.4
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	12.8	13.7	13.5	15.2	14.6	14.0	14.4
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.3	2.4	2.1	3.2	2.3	2.1	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	18.7	18.8	18.5	18.7
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.7	15.0	13.4	12.6	12.0	11.6	11.7
42	Operating expenses	U.S. Merchant Wholesalers, Except Manufacturers'	NA	NA	NA	NA	515,075	565,315	577,728	520,574	548,467	578,185	617,958
423	Operating expenses	Durable goods	NA	NA	NA	NA	318,845	350,609	356,013	310,546	331,596	352,387	380,505
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	39,112	43,224	42,317	38,368	42,090	44,741	51,366
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	16,017	17,609	15,998	12,952	12,750	12,998	13,688
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	23,428	24,305	23,181	18,851	18,137	18,281	19,282
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	56,518	61,456	65,163	64,339	73,304	79,198	83,930
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	19,456	22,570	23,950	23,957	30,412	33,456	34,213
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	18,711	19,900	19,207	13,815	13,593	15,057	16,234
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	48,630	57,199	57,013	51,878	53,593	55,064	58,587
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	25,160	26,646	25,748	21,877	22,272	23,383	25,043
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	59,027	63,891	69,786	57,667	60,534	66,138	73,964
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	32,242	36,379	37,600	30,799	35,323	37,527	38,411
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	196,230	214,706	221,715	210,028	216,871	225,798	237,453
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	15,509	16,118	15,472	14,779	14,788	14,819	15,252
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	20,551	21,863	24,738	25,797	27,855	28,550	29,426

4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	28,813	31,314	31,212	30,014	31,360	32,061	33,627
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	52,340	57,174	56,946	54,949	55,745	58,462	60,145
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	8,103	9,512	11,188	9,109	9,398	9,925	10,760
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	14,990	17,179	18,676	16,168	17,727	18,737	20,174
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	9,899	11,307	13,061	11,935	12,419	13,671	14,541
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18,099	19,548	20,619	20,280	20,571	21,276	22,988
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	27,926	30,691	29,803	26,997	27,008	28,297	30,540
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	13.0	14.0	13.1	12.3	12.5
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	15.9	16.7	16.9	18.3	17.2	16.4	16.7
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	11.6	12.7	13.7	15.3	14.3	13.6	13.4
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	23.2	25.5	24.9	25.4	24.3	23.9	23.7
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	19.1	18.6
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.0	16.1	16.9	17.8	17.9	17.9	18.8
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	10.6	11.4	11.8	12.4	12.8	12.9	13.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	11.8	12.0	10.8	13.3	10.9	9.6	10.2
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.2	16.4	16.1	16.7	15.5	15.0	14.8
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	23.1	23.7	23.8	24.4	23.5	22.9	22.9
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	19.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.6	16.0	15.7	18.3	16.6	14.9	16.2
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	10.2	10.2	9.4	10.3	9.6	8.9	8.9
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	17.2	17.7	17.1	18.2	17.7	17.3	17.6
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	6.0	6.2	6.7	6.9	7.1	7.0	7.1
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	22.4	22.4	22.9	24.3	23.7	23.3	23.8
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	12.0	12.0	11.6	11.4	11.2	11.0	10.8
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	4.4
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	15.8	16.8	16.2	18.2	17.3	16.4	16.9
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.3	2.3	2.1	3.0	2.3	2.0	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	18.7	18.5	18.3	18.6
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.6	15.2	13.6	13.2	12.7	12.3	12.4
42	Operating expenses	Manufacturers' Sales Branches and Offices	129,183	134,874	143,541	151,493	155,402	161,535	170,479	163,469	169,834	183,186	189,479
423	Operating expenses	Durable goods	68,312	68,612	71,222	72,688	73,507	75,413	78,866	75,343	80,139	88,061	91,944
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	11,752	13,512	S	S	13,379	13,614	14,309	13,159	15,264	17,488	18,927
4232	Operating expenses	Furniture and Home Furnishings	2,098	2,248	2,670	2,688	2,885	2,784	2,874	3,152	3,561	3,880	4,055
4233	Operating expenses	Lumber & Other Construction Materials	1,966	2,315	2,796	3,468	4,469	5,103	5,450	5,146	4,950	5,134	5,187
4234	Operating expenses	Professional and Commercial Equipment and Supplies	26,604	23,315	21,840	20,948	20,270	19,892	21,556	19,963	20,064	20,198	19,934
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	17,716	13,917	10,432	9,349	8,068	7,818	7,517	6,955	6,304	6,015	5,938
4235	Operating expenses	Metals and Minerals, ex. Petroleum	1,333	1,399	1,723	1,953	1,968	2,516	2,486	2,004	1,982	2,499	S
4236	Operating expenses	Electrical Goods	13,329	11,871	13,311	13,395	S	S	S	14,833	16,808	17,596	18,022
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	2,109	2,120	2,324	2,803	3,079	3,114	3,160	2,345	2,112	2,163	2,367
4238	Operating expenses	Machinery, Equipment, and Supplies	8,031	9,706	10,538	11,747	11,475	11,724	12,360	13,548	14,350	17,971	19,704
4239	Operating expenses	Miscellaneous Durable Goods	S	S	2,490	2,049	1,897	1,573	1,447	1,193	1,048	1,132	1,212
424	Operating expenses	Nondurable goods	60,871	66,262	72,319	78,805	81,895	86,122	91,613	88,126	89,695	95,125	97,535
4241	Operating expenses	Paper and Paper Products	5,526	5,615	S	S	6,336	5,857	6,314	6,283	6,455	6,341	6,462
4242	Operating expenses	Drugs and Druggists' Sundries	19,078	21,734	24,564	26,971	29,180	28,591	28,820	27,486	26,171	27,278	S
4243	Operating expenses	Apparel, Piece Goods, and Notions	1,770	1,608	1,683	1,867	1,653	1,442	1,494	1,216	1,352	S	1,313
4244	Operating expenses	Groceries and Related Products	15,848	17,719	19,477	20,718	21,426	24,387	28,338	28,141	30,733	32,807	33,314
4246	Operating expenses	Chemicals and Allied Products	5,858	5,902	6,448	6,638	6,637	7,811	8,331	7,889	9,499	10,210	10,706
4247	Operating expenses	Petroleum and Petroleum Products	3,643	4,221	4,506	5,949	5,875	7,067	7,023	7,769	6,509	7,830	7,849
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	967	960	1,101	1,382	1,375	1,697	1,934	2,143	2,220	2,297	2,459
4249	Operating expenses	Miscellaneous Nondurable Goods	8,181	8,503	8,892	9,298	9,413	9,270	9,359	7,199	6,756	7,023	7,232
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	10.4	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	12.6	11.8	11.7	11.3
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	5.6	6.3	5.7	5.7	5.4
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	11.7	12.2	12.9	11.9	12.8	11.9	13.3	16.2	18.2	17.9	17.8
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	9.6	9.6	9.5	9.7	10.9	11.4	13.2	14.8	14.8	14.7	14.0
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	21.0	20.5	24.8	27.8	27.5
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	14.7	14.8	21.9	33.8	34.3
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	4.1	S
4236	Operating expenses as a percent of sales	Electrical Goods	13.4	12.8	13.2	13.1	S	S	S	16.8	16.6	16.2	16.4
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	16.3	14.9	14.1	13.8	13.6
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	11.4	13.3	12.8	11.7	10.7	11.6	11.9	15.5	14.2	14.9	14.5
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	15.8	16.4
424	Operating expenses as a percent of sales	Nondurable goods	10.6	10.4	10.1	9.9	9.8	9.7	9.6	10.7	10.0	9.4	9.4
4241	Operating expenses as a percent of sales	Paper and Paper Products	13.2	13.1	S	S	12.3	12.1	12.4	13.7	13.2	12.8	12.9
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	13.5	13.7	13.7	13.8	14.1	13.6	13.2	13.3	12.5	12.8	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	20.0	21.6	S	20.8
4244	Operating expenses as a percent of sales	Groceries and Related Products	12.6	12.5	12.7	12.8	12.1	12.7	14.1	14.1	14.9	15.0	14.8
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	10.0	9.5	9.3	9.0	8.9	9.8	9.9	11.4	11.3	11.0	11.2
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	2.5	2.3	2.2
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	16.4	19.4	21.8	20.6	20.0
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	10.8	9.8	9.3	9.4

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%), or other concerns about the estimate's quality.

Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. 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:

[†] Revised data. For more information on the revisions, see the 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_summary_of_changes.pdf.

Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2012

[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 ^r	2012
4251	Total sales	532,345	543,667	596,870	626,717	646,519	576,988	623,643	692,619	745,402
4251	Sales on own account	6,642	7,719	9,645	12,193	11,254	11,654	S	S	S
4251	Sales made on the account of others	525,703	535,948	587,225	614,524	635,265	565,334	S	S	729,838
4251	Commissions received for sales made on the account of others									
4251	Amount	19,694	21,612	23,938	26,874	28,718	26,801	29,357	30,891	32,923
4251	As a percent of sales on the account of others	3.7	4.0	4.1	4.4	4.5	4.7	S	S	4.5
4251	Operating Expenses									
4251	Amount	15,275	15,967	18,628	20,162	21,906	21,331	24,629	24,951	26,760
4251	As a percent of total sales	2.9	2.9	3.1	3.2	3.4	3.7	3.9	3.6	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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. 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. For more information on the revisions, see the 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_summary_of_changes.pdf.

4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	D	S	D	D	D	D	D	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	1.6	D	1.5	D	D	1.6	1.6	1.4
42	Inventories Held Inside the United States	U.S. Merchant Wholesalers	458,968	494,785	525,419	549,355	486,400	537,034	584,532	614,684
423	Inventories Held Inside the United States	Durable goods	272,411	297,345	305,923	323,076	269,425	292,808	325,159	346,985
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	48,108	50,088	53,119	57,186	44,921	47,936	56,386	57,499
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	9,357	10,221	10,640	10,198	8,621	9,426	9,667	9,833
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	16,597	17,379	17,394	16,792	13,728	14,353	14,794	16,041
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	33,316	36,232	36,933	37,966	35,275	38,664	39,977	42,650
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	11,895	12,517	D	12,384	D	14,035	14,243	15,181
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	27,123	32,557	31,351	35,427	22,759	26,382	31,522	32,788
4236	Inventories Held Inside the United States	Electrical Goods	34,292	37,420	39,247	40,275	33,110	D	D	41,147
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	16,863	18,945	19,781	19,094	16,780	17,635	18,922	19,630
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	63,382	70,236	73,641	80,771	72,183	78,070	89,248	101,362
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	23,373	24,267	23,817	25,367	22,048	D	D	26,035
424	Inventories Held Inside the United States	Nondurable goods	186,557	197,440	219,496	226,279	216,975	244,226	259,373	267,699
4241	Inventories Held Inside the United States	Paper and Paper Products	10,197	10,758	11,214	11,720	10,397	11,142	11,400	11,368
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	45,477	48,031	48,899	58,594	51,489	56,683	57,807	58,397
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	18,135	18,120	18,404	19,526	16,304	D	21,290	21,091
4244	Inventories Held Inside the United States	Groceries and Related Products	27,787	29,773	32,455	35,679	33,824	36,541	39,735	41,299
4245	Inventories Held Inside the United States	Farm Product Raw Materials	11,172	14,552	20,976	17,965	20,403	28,573	27,396	30,337
4246	Inventories Held Inside the United States	Chemicals and Allied Products	14,501	15,353	17,373	18,654	15,879	18,322	20,720	21,982
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D	D
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	9,692	D	D	D	D	D	D
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	24,387	D	26,354	D	D	29,516	32,604	34,098
42	Domestic Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers	96.5	96.3	96.2	96.5	96.2	96.1	95.9	95.8
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	96.7	96.5	96.4	96.8	96.8	96.3	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	94.0	95.2	95.4	94.7	94.8	94.4
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	97.3	97.0	97.2	97.3	96.8	96.3	96.2	96.2
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	98.1	98.6	98.7	98.6	98.3	98.0	97.0	97.2
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	95.1	95.8	96.2	96.8	96.3	96.0	95.1	95.1
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	94.2	94.8	D	94.8	D	94.9	95.1	95.2
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	95.4
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	95.4	95.2	95.1	94.3	95.3	D	D	94.0
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	99.1	98.8	98.8	98.5	98.7	98.7	98.6	98.4
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	98.7	98.3	98.4	98.5	98.5	97.6	97.6	97.4
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	96.3	96.6	96.3	97.4	97.4	D	D	96.8
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	96.2	96.0	95.8	95.9	95.5	95.8	95.6	95.6
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	98.7	98.8
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	97.8	97.7	97.8	98.0	97.1	97.6	98.1	98.2
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	93.3	90.7	90.1	90.2	92.3	D	91.9	91.5
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	97.5	97.7	96.8	97.3	97.6	97.3	96.9	97.0
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	98.8	98.9	99.4	98.7	98.7	99.2	99.0	99.0
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	98.5	98.3	98.6	98.1	97.4	97.1	97.5	97.3
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	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	D
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	98.4	D	98.5	D	D	98.4	98.4	98.6
42	Inventories Held Outside the United States	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	12,494	14,602	15,609	15,992	14,180	16,673	19,552	21,146
423	Inventories Held Outside the United States	Durable goods	8,344	9,677	9,719	9,225	7,284	9,515	10,820	11,987
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	2,553	3,114	2,973	2,546	1,696	2,128	2,403	2,748

4232	Inventories Held Outside the United States	Furniture and Home Furnishings	238	301	268	246	247	313	340	340
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	S	231	180	201	S	S	S	S
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	1,495	1,401	1,283	1,099	1,196	1,407	1,520	1,666
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	S	S	723	678	702	743	728	752
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	584	843	1,076	1,089	1,093	1,211	1,531	1,507
4236	Inventories Held Outside the United States	Electrical Goods	1,539	1,772	1,829	S	1,166	1,586	1,841	1,927
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	222	S	288	214	224	252	295
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	679	1,013	1,008	994	873	1,672	1,857	2,364
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	807	780	873	657	584	722	781	850
424	Inventories Held Outside the United States	Nondurable goods	4,150	4,925	5,890	6,767	6,896	7,158	8,732	9,159
4241	Inventories Held Outside the United States	Paper and Paper Products	S	S	S	59	64	77	87	76
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	110	95	185	182	273	222	234	211
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	1,166	1,683	1,784	1,903	1,224	1,482	1,746	1,856
4244	Inventories Held Outside the United States	Groceries and Related Products	S	S	S	S	S	957	S	S
4245	Inventories Held Outside the United States	Farm Product Raw Materials	S	S	126	S	S	220	289	301
4246	Inventories Held Outside the United States	Chemicals and Allied Products	188	210	190	252	281	316	318	389
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	1,387	1,709	2,150	2,792	3,540	3,469	4,354	4,736
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	S	S	153	S	219	137	151	S
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	274	S	S	S	S	S	S	291
42	Foreign Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	3.4	3.6	3.7	3.6	3.6	3.9	4.2	4.3
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	3.6	3.8	3.7	3.3	3.2	3.8	3.9	4.1
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	6.7	7.6	6.9	5.3	4.6	5.3	5.1	5.7
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	3.0	3.5	3.0	2.9	3.6	4.1	4.4	4.3
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	S	1.6	1.4	1.6	S	S	S	S
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	5.4	4.5	4.0	3.4	4.0	4.3	4.4	4.5
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	S	S	5.8	5.4	5.7	5.2	5.0	4.8
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	5.4
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	5.1	5.4	5.4	S	4.2	5.3	5.7	5.6
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	S	1.3	S	1.6	1.4	1.4	1.4	1.6
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	1.2	1.7	1.6	1.4	1.5	2.6	2.6	2.9
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	3.5	3.2	3.6	2.6	2.7	3.0	3.0	3.3
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	3.1	3.4	3.6	4.1	4.3	3.9	4.5	4.5
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	0.8	1.0	1.1	1.2	1.1
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	0.4	0.3	0.6	0.6	0.8	0.6	0.6	0.6
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	6.6	9.3	9.5	9.4	7.4	7.5	8.0	8.5
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	S	S	S	S	S	3.4	S	S
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	S	S	0.6	S	S	0.8	1.0	1.0
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	2.3	2.5	2.0	2.4	3.2	3.2	2.9	3.3
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	11.2	12.9	12.4	21.1	18.6	17.0	18.8	20.2
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	S	S	1.5	S	2.1	1.3	1.3	S
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	1.5	S	S	S	S	S	S	1.2
42	Inventories Held Inside the United States	U.S. Merchant Wholesalers, Except Manufacturers' Durable goods	356,799	385,684	410,638	425,741	374,825	412,590	449,431	473,656
423	Inventories Held Inside the United States	Durable goods	224,940	247,226	253,735	268,628	220,196	238,120	263,149	281,343
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	35,528	37,968	40,091	45,174	35,175	38,272	45,003	45,820
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	7,763	8,421	8,646	8,367	6,643	7,275	7,306	7,530
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	13,584	13,839	13,095	12,496	10,059	10,623	10,924	11,966
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	26,261	29,507	30,461	31,209	28,737	31,517	32,797	35,135
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	10,694	11,836	11,679	11,938	11,718	13,671	13,882	14,812
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	20,557	25,811	24,316	28,373	18,026	21,129	24,808	26,323

4236	Inventories Held Inside the United States	Electrical Goods	28,429	30,998	32,328	32,686	26,516	28,407	30,458	32,534
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	15,223	17,094	17,983	17,208	15,035	15,974	17,234	17,769
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	55,198	60,228	63,656	68,464	58,617	61,807	69,764	79,106
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	22,397	23,360	23,159	24,651	21,388	23,116	24,855	25,160
424	Inventories Held Inside the United States	Nondurable goods	131,859	138,458	156,903	157,113	154,629	174,470	186,282	192,313
4241	Inventories Held Inside the United States	Paper and Paper Products	6,938	6,985	7,171	7,419	6,499	6,891	6,967	7,153
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	30,189	30,955	32,207	32,714	33,163	35,147	36,769	36,028
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	16,388	16,511	17,004	18,342	15,341	18,274	20,129	20,014
4244	Inventories Held Inside the United States	Groceries and Related Products	21,716	22,754	24,866	26,488	24,950	27,002	29,786	30,977
4245	Inventories Held Inside the United States	Farm Product Raw Materials	11,172	14,552	20,976	17,965	20,403	28,573	27,396	30,337
4246	Inventories Held Inside the United States	Chemicals and Allied Products	8,069	8,192	9,307	10,092	8,415	9,565	10,838	11,545
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	10,981	11,580	15,187	10,463	15,517	16,901	18,774	18,720
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	8,202	8,890	9,964	11,105	10,244	10,678	11,512	12,589
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	18,204	18,039	20,221	22,525	20,097	21,439	24,111	24,950
42	Domestic Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	96.6	96.4	96.3	96.4	96.4	96.1	95.8	95.7
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	96.4	96.2	96.3	96.7	96.8	96.2	96.1	95.9
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	93.3	92.4	93.1	94.7	95.4	94.7	94.9	94.3
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	97.0	96.5	97.0	97.1	96.4	95.9	95.6	95.7
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	97.9	98.4	98.6	98.4	97.9	97.7	97.4	97.6
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	94.6	95.5	96.0	96.6	96.0	95.7	95.6	95.5
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	94.4	94.9	94.2	94.6	94.3	94.8	95.0	95.2
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	94.6
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	94.9	94.6	94.6	93.9	95.8	94.7	94.3	94.4
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	99.0	98.7	98.7	98.4	98.6	98.6	98.6	98.4
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	98.8	98.3	98.4	98.6	98.5	97.4	97.4	97.1
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	96.5	96.8	96.4	97.4	97.3	97.0	97.0	96.7
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	96.9	96.6	96.4	95.9	95.7	96.1	95.5	95.5
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	97.9	97.7	99.1	99.2	99.0	98.9	98.8	98.9
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	99.6	99.7	99.4	99.4	99.2	99.4	99.4	99.4
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	93.4	90.7	90.5	90.6	92.6	92.5	92.0	91.5
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	97.2	97.5	96.2	96.7	97.0	96.6	96.1	96.3
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	98.8	98.9	99.4	98.7	98.7	99.2	99.0	99.0
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	97.7	97.5	98.0	97.6	96.8	96.8	97.1	96.7
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	88.8	87.1	87.6	78.9	81.4	83.0	81.2	79.8
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	98.6	98.8	98.5	98.7	97.9	98.7	98.7	99.1
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	98.5	98.8	98.7	98.8	98.8	98.7	98.6	98.8
42	Inventories Held Outside the United States	U.S. Manufacturers' Sales Branches and Offices	4,326	4,332	5,227	4,206	4,783	5,245	5,688	5,597
423	Inventories Held Outside the United States	Durable goods	1,049	1,132	1,551	1,356	1,555	1,819	2,492	2,566
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	352	408	405	346	452	577	698	647
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	22	16	40	32	40	50	46	47
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	23	14	52	31	28	39	168	173
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	219	179	192	143	150	206	531	S
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	103	S	D	S	D	S	S	S
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	S	S	S	S	S	96	111	69
4236	Inventories Held Outside the United States	Electrical Goods	S	123	S	S	S	D	D	699
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	15	9	6	6	10	10	S
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	163	S	201	S	S	288	332	S
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	S	S	49	33	S	D	D	S
424	Inventories Held Outside the United States	Nondurable goods	3,277	3,200	3,676	2,850	3,228	3,426	3,196	S

4241	Inventories Held Outside the United States	Paper and Paper Products	7	S	13	S	40	S	S	S
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	890	1,011	907	993	1,252	1,175	890	850
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	S	S	227	215	138	D	129	92
4244	Inventories Held Outside the United States	Groceries and Related Products	84	S	90	73	S	S	S	91
4246	Inventories Held Outside the United States	Chemicals and Allied Products	S	S	65	S	S	S	S	S
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	D	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	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	111	D	148	D	D	192	S	S
42	Foreign Inventories as a Percent of Total Inventories	U.S. Manufacturers' Sales Branches and Offices	4.1	3.8	4.4	3.3	4.1	4.0	4.0	3.8
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	2.2	2.2	2.9	2.4	3.1	3.2	3.9	3.8
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.7	3.3	3.0	2.8	4.4	5.6	5.8	5.2
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	S	0.9	2.0	1.7	2.0	2.3	1.9	2.0
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.8	0.4	1.2	0.7	0.8	1.0	4.2	4.1
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	3.0	2.6	2.9	2.1	2.2	2.8	6.9	S
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	7.9	S	D	S	D	S	S	S
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	S	S	S	S	S	1.8	1.6	1.1
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	S	1.9	S	S	S	D	D	7.5
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	0.6	S
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	2.0	S	2.0	S	S	1.7	1.7	S
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	S	S	6.9	4.4	S	D	D	S
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	5.7	5.1	5.5	4.0	4.9	4.7	4.2	S
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	S	1.0	S	S	S
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	5.5	5.6	5.2	3.7	6.4	5.2	4.1	3.7
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	S	S	14.0	15.4	S	D	10.0	7.9
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	1.4	S	1.2	0.8	S	S	S	0.9
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	S	S	0.8	S	S	S	S	S
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	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	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	1.8	D	2.4	D	D	2.3	S	S
42	Inventories Held Inside the United States	U.S. Manufacturers' Sales Branches and Offices	102,169	109,101	114,781	123,614	111,575	124,444	135,101	141,028
423	Inventories Held Inside the United States	Durable goods	47,471	50,119	52,188	54,448	49,229	54,688	62,010	65,642
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	12,580	12,120	13,028	12,012	9,746	9,664	11,383	11,679
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	S	1,800	1,994	1,831	1,978	2,151	2,361	2,303
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	3,013	3,540	4,299	4,296	3,669	3,730	3,870	4,075
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	7,055	6,725	6,472	6,757	6,538	7,147	7,180	7,515
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	1,201	681	D	446	D	S	S	S
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	6,566	6,746	7,035	7,054	4,733	5,253	6,714	6,465
4236	Inventories Held Inside the United States	Electrical Goods	5,863	6,422	6,919	7,589	6,594	D	D	8,613
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	1,640	1,851	1,798	1,886	1,745	1,661	1,688	1,861
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	8,184	10,008	9,985	12,307	13,566	16,263	19,484	22,256
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	976	907	658	716	660	D	D	875
424	Inventories Held Inside the United States	Nondurable goods	54,698	58,982	62,593	69,166	62,346	69,756	73,091	75,386
4241	Inventories Held Inside the United States	Paper and Paper Products	S	3,773	S	4,301	3,898	4,251	4,433	4,215
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	15,288	17,076	16,692	25,880	18,326	21,536	21,038	22,369
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	1,747	1,609	1,400	1,184	S	D	1,161	1,077
4244	Inventories Held Inside the United States	Groceries and Related Products	6,071	7,019	7,589	9,191	8,874	9,539	9,949	10,322
4246	Inventories Held Inside the United States	Chemicals and Allied Products	6,432	7,161	8,066	8,562	7,464	8,757	9,882	10,437
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	D	D	D	D	D	D	D	D
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	D	802	D	D	D	D	D	D
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	6,183	D	6,133	D	D	8,077	8,493	9,148

42	Domestic Inventories as a Percent of Total Inventories	U.S. Manufacturers' Sales Branches and Offices	95.9	96.2	95.6	96.7	95.9	96.0	96.0	96.2
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	97.8	97.8	97.1	97.6	96.9	96.8	96.1	96.2
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	97.3	96.7	97.0	97.2	95.6	94.4	94.2	94.8
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	S	99.1	98.0	98.3	98.0	97.7	98.1	98.0
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	99.2	99.6	98.8	99.3	99.2	99.0	95.8	95.9
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	97.0	97.4	97.1	97.9	97.8	97.2	93.1	93.2
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	92.1	93.7	D	99.8	D	S	S	S
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	98.8	98.3	94.7	97.5	96.3	98.2	98.4	98.9
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	98.4	98.1	97.1	95.9	93.5	D	D	92.5
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	99.4	99.2
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	98.0	98.2	98.0	97.9	98.3	98.3	98.3	98.4
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	91.4	92.6	93.1	95.6	97.9	D	D	S
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	94.3	94.9	94.5	96.0	95.1	95.3	95.8	96.1
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	S	99.6	S	99.9	99.0	98.8	98.6	98.5
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	94.5	94.4	94.8	96.3	93.6	94.8	95.9	96.3
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	93.2	90.2	86.0	84.6	S	D	90.0	92.1
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	98.6	98.2	98.8	99.2	99.3	99.3	99.1	99.1
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	99.5	99.3	99.2	98.8	98.2	97.5	97.8	98.0
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	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	D
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	98.2	D	97.6	D	D	97.7	97.8	97.8

Notes:

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%), poor response quality (total quantity response rate is less than 50%), or other concerns about the estimate's quality. In some cases, if the estimate has consistently been published for prior years and the CV and TQRR are acceptably close to the thresholds, the estimate will be continue to be published. 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:

¹ Revised data. For more information on the revisions, see the 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_summary_of_changes.pdf.

Table 8.0. U.S. Merchant Wholesale Trade Sales¹, Including Manufacturers' Sales Branches and Offices - Total and E-commerce: 2012 and 2011

[Estimates are based on data from the 2012 Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.

Estimated measures of sampling variability for these estimates are provided in Table 8.0A]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce
		2012		2011		Total Sales	E-commerce Sales	2012	2011	2012
		Total	E-commerce	Revised Total	Revised E-commerce					
42	Total Merchant Wholesale Trade Including MSBOs²	6,771,454	1,789,095	6,451,323	1,695,826	5.0	5.5	26.4	26.3	100.0
423	Durable goods	3,083,316	778,084	2,892,366	708,724	6.6	9.8	25.2	24.5	43.5
4231	Motor vehicles and automotive equipment	733,574	383,439	636,413	332,739	15.3	15.2	52.3	52.3	21.4
4232	Furniture and home furnishings	80,383	12,650	76,154	12,291	5.6	2.9	15.7	16.1	0.7
4233	Lumber and other construction material	140,542	12,190	130,623	S	7.6	S	8.7	S	0.7
4234	Professional and commercial equipment and supplies	517,929	119,351	515,433	123,060	0.5	-3.0	23.0	23.9	6.7
42343	Computer equipment and supplies	272,916	D	277,357	D	-1.6	D	D	D	D
4235	Metals and minerals, excluding petroleum	217,682	24,658	216,429	23,607	0.6	4.5	11.3	10.9	1.4
4236	Electrical goods	505,937	102,413	474,761	93,639	6.6	9.4	20.2	19.7	5.7
4237	Hardware, plumbing and heating equipment	126,698	16,973	117,605	15,319	7.7	10.8	13.4	13.0	0.9
4238	Machinery, equipment and supplies	516,272	79,469	466,030	68,983	10.8	15.2	15.4	14.8	4.4
4239	Miscellaneous durable goods	244,299	26,941	258,918	28,307	-5.6	-4.8	11.0	10.9	1.5
424	Nondurable goods	3,688,138	1,011,011	3,558,957	987,102	3.6	2.4	27.4	27.7	56.5
4241	Paper and paper products	136,546	46,634	134,873	44,326	1.2	5.2	34.2	32.9	2.6
4242	Drugs, drug proprietaries and druggists' sundries	630,012	440,346	621,661	437,495	1.3	0.7	69.9	70.4	24.6
4243	Apparel, piece goods, and notions	147,479	36,098	144,307	35,759	2.2	0.9	24.5	24.8	2.0
4244	Groceries and related products	783,214	195,521	749,582	186,360	4.5	4.9	25.0	24.9	10.9
4245	Farm-products raw materials	246,656	S	227,334	10,885	8.5	S	S	4.8	S
4246	Chemicals and allied products	214,744	28,659	206,898	26,111	3.8	9.8	13.3	12.6	1.6
4247	Petroleum and petroleum products	1,070,363	167,206	1,041,238	165,780	2.8	0.9	15.6	15.9	9.3
4248	Beer, wine, and distilled beverages	136,182	12,139	127,645	11,211	6.7	8.3	8.9	8.8	0.7
4249	Miscellaneous nondurable goods	322,942	74,416	305,419	69,175	5.7	7.6	23.0	22.6	4.2

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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

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

Note: Estimates have not been adjusted for price changes. Table 8.0A 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.

¹ Estimates include data only for businesses with paid employees and are subject to revision.

² Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2012 Annual Wholesale Trade Survey

Table 8.0H. U.S. Merchant Wholesale Trade Sales¹, Including Manufacturers' Sales Branches and Offices - Total and E-commerce: 2012-1998

[Estimates are based on data from the Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.]

NAICS Code	Description	Value of Sales										
		2012		2011 Revised		2010 Revised		2009 Revised		2008 Revised		2007 ² Revised
		Total	E-commerce	Total								
42	Total Merchant Wholesale Trade Including MSBOs²	6,771,454	1,789,095	6,451,323	1,695,826	5,756,743	1,547,267	5,143,547	1,354,887	6,135,815	1,422,021	5,888,375
423	Durable goods	3,083,316	778,084	2,892,366	708,724	2,601,529	643,713	2,292,449	527,278	2,821,376	599,531	2,897,475
4231	Motor vehicles and automotive equipment	733,574	383,439	636,413	332,739	562,275	298,145	458,834	234,202	565,130	280,214	670,929
4232	Furniture and home furnishings	80,383	12,650	76,154	12,291	72,022	11,562	70,382	10,799	85,766	11,795	92,477
4233	Lumber and other construction material	140,542	12,190	130,623	S	125,533	S	125,224	9,196	157,695	11,087	171,360
4234	Professional and commercial equipment and supplies	517,929	119,351	515,433	123,060	491,534	114,741	459,036	106,869	488,329	109,862	485,129
42343	Computer equipment and supplies	272,916	D	277,357	D	265,782	67,951	239,772	62,030	254,461	64,857	253,295
4235	Metals and minerals, excluding petroleum	217,682	24,658	216,429	23,607	175,721	18,794	143,205	12,715	241,218	21,552	227,049
4236	Electrical goods	505,937	102,413	474,761	93,639	447,767	90,335	398,242	72,141	454,331	76,657	453,031
4237	Hardware, plumbing and heating equipment	126,698	16,973	117,605	15,319	109,862	14,450	105,313	13,569	127,832	14,889	132,257
4238	Machinery, equipment and supplies	516,272	79,469	466,030	68,983	397,720	57,501	357,634	41,249	453,711	46,901	429,560
4239	Miscellaneous durable goods	244,299	26,941	258,918	28,307	219,095	28,067	174,579	26,538	247,364	26,574	235,683
424	Nondurable goods	3,688,138	1,011,011	3,558,957	987,102	3,155,214	903,554	2,851,098	827,609	3,314,439	822,490	2,990,900
4241	Paper and paper products	136,546	46,634	134,873	44,326	132,190	42,947	127,297	36,202	141,228	33,041	139,601
4242	Drugs, drug proprietaries and druggists' sundries	630,012	440,346	621,661	437,495	600,939	418,132	583,863	407,003	587,141	382,577	562,328
4243	Apparel, piece goods, and notions	147,479	36,098	144,307	35,759	138,767	35,234	129,442	30,880	144,603	33,821	148,154
4244	Groceries and related products	783,214	195,521	749,582	186,360	705,372	173,549	680,157	161,804	690,352	147,069	667,143
4245	Farm-products raw materials	246,656	S	227,334	10,885	182,756	9,414	164,604	8,388	196,440	8,813	145,787
4246	Chemicals and allied products	214,744	28,659	206,898	26,111	186,274	23,735	158,071	D	199,792	D	182,177
4247	Petroleum and petroleum products	1,070,363	167,206	1,041,238	165,780	806,242	127,707	617,116	94,658	942,187	128,158	764,073
4248	Beer, wine, and distilled beverages	136,182	12,139	127,645	11,211	121,411	9,070	119,745	D	121,085	D	115,571
4249	Miscellaneous nondurable goods	322,942	74,416	305,419	69,175	281,263	63,766	270,803	60,133	291,611	58,891	266,066

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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

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

Z - Estimate is less than five hundred thousand dollars or 0.05%

NA - Estimate is unavailable due to manufacturers' sales branches and offices data not being collected prior to 2002.

Source: U.S. Census Bureau, Annual Wholesale Trade Survey

2007 Revised	2006 Revised		2005 Revised		2004		2003		2002		2001		2000		1
	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	
1,394,528	5,583,819	1,305,286	5,243,143	1,228,075	4,839,589	1,060,270	4,367,464	967,889	4,162,169	880,428	NA	NA	NA	NA	NA
643,430	2,824,140	617,269	2,649,378	585,873	2,490,069	548,332	2,217,870	512,649	2,171,268	499,333	NA	NA	NA	NA	NA
339,754	680,696	337,515	651,655	330,862	643,118	D	604,752	D	598,718	D	NA	NA	NA	NA	NA
11,879	91,638	11,189	85,670	9,975	80,445	9,790	73,952	9,005	71,428	8,516	NA	NA	NA	NA	NA
10,885	182,838	9,610	174,793	9,330	156,873	6,688	129,244	5,965	115,507	4,921	NA	NA	NA	NA	NA
107,150	465,715	102,412	457,195	95,551	442,472	93,227	415,610	89,126	406,447	79,159	NA	NA	NA	NA	NA
65,393	242,395	64,217	250,713	61,069	244,749	59,587	233,286	60,892	232,521	54,974	NA	NA	NA	NA	NA
17,275	219,092	17,286	192,116	14,863	168,567	12,706	119,520	9,848	117,455	8,248	NA	NA	NA	NA	NA
74,594	418,304	67,994	386,376	63,772	365,654	57,622	325,080	50,065	322,376	46,157	NA	NA	NA	NA	NA
15,232	129,519	S	114,244	12,142	100,102	8,894	88,842	8,118	84,579	7,747	NA	NA	NA	NA	NA
41,153	419,280	38,395	387,925	32,989	341,908	26,049	303,202	23,166	297,936	19,170	NA	NA	NA	NA	NA
25,508	217,058	19,042	199,404	16,389	190,930	D	157,668	D	156,822	D	NA	NA	NA	NA	NA
751,098	2,759,679	688,017	2,593,765	642,202	2,349,520	511,938	2,149,594	455,240	1,990,901	381,095	NA	NA	NA	NA	NA
29,492	141,712	24,960	136,022	19,770	128,722	16,398	116,980	13,749	114,411	10,381	NA	NA	NA	NA	NA
360,735	547,742	344,183	518,166	331,533	472,320	252,727	430,360	226,057	386,858	190,826	NA	NA	NA	NA	NA
34,385	138,201	34,555	132,253	36,030	124,563	D	117,854	D	118,346	D	NA	NA	NA	NA	NA
133,877	613,917	115,859	584,286	106,210	555,941	84,662	543,358	75,241	511,438	56,846	NA	NA	NA	NA	NA
7,283	111,885	5,173	105,952	5,257	115,579	5,697	111,758	4,678	103,403	4,336	NA	NA	NA	NA	NA
21,685	168,968	19,327	164,269	D	148,558	D	133,284	D	126,126	D	NA	NA	NA	NA	NA
101,534	674,071	D	599,128	D	470,477	D	387,245	53,525	321,246	48,098	NA	NA	NA	NA	NA
6,620	108,564	D	103,905	D	96,248	D	91,231	D	87,559	D	NA	NA	NA	NA	NA
55,487	254,619	52,157	249,784	46,375	237,112	43,879	217,524	40,341	221,514	35,355	NA	NA	NA	NA	NA

Table 8.1. U.S. Merchant Wholesale Trade Sales¹, Excluding Manufacturers' Sales Branches and Offices - Total and E-commerce: 2012 and 2011

[Estimates are based on data from the 2012 Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.]

Estimated measures of sampling variability for these estimates are provided in Table 8.1A]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce
		2012		2011		Total Sales	E-Commerce Sales	2012	2011	2012
		Total	E-commerce	Revised Total	Revised E-commerce					
42	Total Merchant Wholesale Trade Excluding MSBOs²	4,926,582	989,625	4,689,474	932,508	5.1	6.1	20.1	19.9	100.0
423	Durable goods	2,271,738	428,315	2,142,405	387,697	6.0	10.5	18.9	18.1	43.3
4231	Motor vehicles and automotive equipment	383,310	151,062	328,034	122,564	16.9	23.3	39.4	37.4	15.3
4232	Furniture and home furnishings	57,660	7,554	54,488	7,411	5.8	1.9	13.1	13.6	0.8
4233	Lumber and other construction material	103,602	4,921	95,682	4,250	8.3	15.8	4.7	4.4	0.5
4234	Professional and commercial equipment and supplies	445,349	103,290	442,769	106,088	0.6	-2.6	23.2	24.0	10.4
42343	Computer equipment and supplies	255,614	65,376	259,586	68,530	-1.5	-4.6	25.6	26.4	6.6
4235	Metals and minerals, excluding petroleum	159,466	8,150	156,124	7,757	2.1	5.1	5.1	5.0	0.8
4236	Electrical goods	395,834	84,395	366,461	75,347	8.0	12.0	21.3	20.6	8.5
4237	Hardware, plumbing and heating equipment	109,292	12,064	101,980	10,834	7.2	11.4	11.0	10.6	1.2
4238	Machinery, equipment and supplies	380,305	31,393	345,093	26,498	10.2	18.5	8.3	7.7	3.2
4239	Miscellaneous durable goods	236,920	25,486	251,774	26,948	-5.9	-5.4	10.8	10.7	2.6
424	Nondurable goods	2,654,844	561,310	2,547,069	544,811	4.2	3.0	21.1	21.4	56.7
4241	Paper and paper products	86,620	22,775	85,417	20,713	1.4	10.0	26.3	24.2	2.3
4242	Drugs, drug proprietaries and druggists' sundries	413,008	S	409,082	S	1.0	S	S	S	S
4243	Apparel, piece goods, and notions	141,165	33,838	137,823	33,312	2.4	1.6	24.0	24.2	3.4
4244	Groceries and related products	558,620	105,974	531,562	99,259	5.1	6.8	19.0	18.7	10.7
4245	Farm-products raw materials	246,656	S	227,334	10,885	8.5	S	S	4.8	S
4246	Chemicals and allied products	119,348	8,918	114,194	8,169	4.5	9.2	7.5	7.2	0.9
4247	Petroleum and petroleum products	719,852	41,351	695,104	S	3.6	S	5.7	S	4.2
4248	Beer, wine, and distilled beverages	123,917	9,078	116,495	8,279	6.4	9.7	7.3	7.1	0.9
4249	Miscellaneous nondurable goods	245,658	33,707	230,058	29,876	6.8	12.8	13.7	13.0	3.4

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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

Note: Estimates have not been adjusted for price changes. Table 8.1A 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.

¹ Estimates include data only for businesses with paid employees and are subject to revision.

² Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2012 Annual Wholesale Trade Survey

Table 8.1H. U.S. Merchant Wholesale Trade Sales¹, Excluding Manufacturers' Sales Branches and Offices - Total and E-commerce: 2012-1998

[Estimates are based on data from the Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.]

NAICS Code	Description													2 Re
		2012		2011 Revised		2010 Revised		2009 Revised		2008 Revised		2007 Revised		
		Total	E-commerce											
42	Total Merchant Wholesale Trade Excluding MSBOs²	4,926,582	989,625	4,689,474	932,508	4,181,455	869,259	3,726,023	775,017	4,459,748	784,429	4,201,789	761,811	3,926,504
423	Durable goods	2,271,738	428,315	2,142,405	387,697	1,924,921	363,968	1,696,519	305,331	2,104,265	330,553	2,101,969	332,080	2,005,139
4231	Motor vehicles and automotive Equipment	383,310	151,062	328,034	122,564	294,687	116,073	251,299	96,830	308,099	113,804	341,227	125,977	335,753
4232	Furniture and home furnishings	57,660	7,554	54,488	7,411	52,499	7,170	50,973	6,765	64,150	7,786	69,112	7,817	69,081
4233	Lumber and other construction material	103,602	4,921	95,682	4,250	92,038	S	90,421	3,722	116,430	5,125	126,543	5,083	141,704
4234	Professional and commercial equipment and supplies	445,349	103,290	442,769	106,088	410,510	97,264	361,666	83,999	385,730	85,926	381,807	83,797	353,174
42343	Computer equipment and supplies	255,614	65,376	259,586	68,530	236,993	63,938	192,641	51,760	203,385	53,467	198,806	53,620	183,658
4235	Metals and minerals, excluding Petroleum	159,466	8,150	156,124	7,757	124,694	6,400	103,597	4,443	177,483	5,834	165,861	4,646	158,202
4236	Electrical goods	395,834	84,395	366,461	75,347	346,362	73,226	310,118	57,759	354,447	58,926	348,960	54,154	319,575
4237	Hardware, plumbing and heating equipment	109,292	12,064	101,980	10,834	94,875	10,103	89,555	9,309	108,390	10,685	112,204	10,949	109,064
4238	Machinery, equipment and supplies	380,305	31,393	345,093	26,498	296,518	23,104	270,492	17,182	349,677	17,035	328,820	15,113	311,938
4239	Miscellaneous durable goods	236,920	25,486	251,774	26,948	212,738	26,771	168,398	25,322	239,859	25,432	227,435	24,544	206,648
424	Nondurable goods	2,654,844	561,310	2,547,069	544,811	2,256,534	505,291	2,029,504	469,686	2,355,483	453,876	2,099,820	429,731	1,921,365
4241	Paper and paper products	86,620	22,775	85,417	20,713	83,458	19,308	81,274	17,801	90,460	17,940	91,264	17,298	90,406
4242	Drugs, drug proprietaries and druggists' sundries	413,008	S	409,082	S	391,482	278,512	376,555	269,641	368,969	258,879	351,783	S	340,845
4243	Apparel, piece goods and notions	141,165	33,838	137,823	33,312	132,514	32,941	123,372	28,797	136,556	31,170	139,674	31,649	128,451
4244	Groceries and related products	558,620	105,974	531,562	99,259	499,533	92,335	479,982	86,672	489,866	76,834	475,772	70,103	436,655
4245	Farm-products raw materials	246,656	S	227,334	10,885	182,756	9,414	164,604	8,388	196,440	8,813	145,787	7,283	111,885
4246	Chemicals and allied products	119,348	8,918	114,194	8,169	102,247	7,333	88,850	6,529	115,516	7,109	102,257	6,787	94,713
4247	Petroleum and petroleum products	719,852	41,351	695,104	S	541,307	31,749	401,988	S	628,777	S	486,909	S	428,482
4248	Beer, wine, and distilled beverages	123,917	9,078	116,495	8,279	111,218	6,558	108,716	S	109,266	5,192	103,825	4,614	98,382
4249	Miscellaneous nondurable goods	245,658	33,707	230,058	29,876	212,019	27,141	204,163	25,099	219,633	25,405	202,549	24,435	191,546

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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

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

¹ Estimates include data only for businesses with paid employees and are subject to revision.

² Manufacturers' Sales Branches and Offices.

³ Corrected to fix a calculation error. This error only affected 2003 e-commerce estimates that were released in the 2011 E-Stats Report for merchant wholesalers except manufacturers' sales branches and offices (Table 8.1H).

Source: U.S. Census Bureau, Annual Wholesale Trade Survey

Value of Sales

2006 Revised	2005 Revised		2004		2003 Corrected ³		2002		2001		2000		1999		1998	
	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total
696,678	3,629,323	634,954	3,325,120	516,757	2,976,245	455,350	2,835,528	382,261	2,785,152	332,556	2,814,554	280,494	2,599,159	233,675	2,427,120	187,323
299,953	1,830,347	263,210	1,689,588	226,848	1,466,158	197,494	1,421,503	175,533	1,422,195	153,455	1,486,673	134,982	1,406,371	117,385	1,306,545	95,592
117,987	303,768	S	283,835	S	260,267	76,901	251,947	70,824	234,902	59,652	222,243	48,678	212,357	43,051	183,741	38,514
7,651	63,006	6,237	59,807	5,229	55,490	5,215	53,484	5,175	52,433	3,873	52,697	2,817	46,925	2,761	43,020	2,431
4,963	139,034	5,440	127,454	4,562	105,146	4,239	95,091	3,556	89,730	3,171	87,179	2,704	88,505	2,454	79,784	2,515
77,439	332,819	69,222	310,256	65,607	279,643	54,201	272,462	44,720	267,795	39,903	282,230	36,492	281,843	29,617	257,518	21,196
51,520	179,044	46,943	166,151	44,113	148,690	35,568	150,618	29,446	153,845	26,104	174,848	25,435	175,779	20,364	157,836	11,680
3,942	136,133	3,140	120,757	2,489	81,205	S	81,746	1,712	84,847	1,447	93,806	990	86,514	S	88,514	477
47,667	284,403	39,319	265,016	32,550	232,560	28,657	222,957	25,043	231,864	21,842	260,041	18,126	224,125	13,554	201,145	8,412
9,728	95,016	8,440	84,150	6,047	74,428	5,822	70,431	5,599	69,047	5,697	72,056	5,833	68,505	6,472	65,540	6,473
12,528	287,698	10,201	259,353	7,848	230,427	6,812	227,758	6,236	247,226	6,479	256,089	6,822	247,993	6,785	243,698	5,426
18,048	188,470	15,463	178,960	14,081	146,992	13,666	145,627	12,668	144,351	11,391	160,332	12,520	149,604	11,907	143,585	10,148
396,725	1,798,976	371,744	1,635,532	289,909	1,510,087	257,856	1,414,025	206,728	1,362,957	179,101	1,327,881	145,512	1,192,788	116,290	1,120,575	91,731
16,336	87,230	13,856	81,904	11,818	74,052	9,582	72,646	6,938	76,232	5,455	77,774	4,501	73,158	3,622	69,102	2,861
S	322,378	225,481	293,023	S	271,955	146,220	245,625	125,117	210,672	108,519	175,979	84,998	151,527	69,224	125,599	55,822
31,526	121,214	32,522	113,729	26,989	107,037	24,274	105,803	19,788	98,961	16,789	96,501	13,534	90,369	10,629	86,821	7,648
60,919	422,166	57,963	402,916	50,577	402,063	43,719	385,881	28,441	377,179	22,774	374,725	16,882	356,093	13,494	341,626	10,957
5,173	105,952	5,257	115,579	5,697	111,758	4,678	103,403	4,336	100,886	3,712	102,666	3,500	100,411	D	110,042	2,570
4,818	90,868	D	78,857	D	70,932	D	67,721	D	64,183	D	62,259	D	57,713	D	56,300	D
15,442	369,883	D	283,977	D	229,531	10,922	192,666	9,733	191,529	D	195,766	D	139,739	D	119,015	D
4,141	92,225	D	86,918	D	82,844	D	79,189	D	74,854	D	71,337	D	67,330	D	61,759	D
21,290	187,060	17,752	178,629	17,086	159,915	13,541	161,091	8,488	168,461	6,846	170,874	5,997	156,448	4,894	150,311	4,388

Table 8.2. U.S. Manufacturers' Sales Branches and Offices¹ Sales - Total and E-commerce: 2012 and 2011

[Estimates are based on data from the 2012 Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.

Estimated measures of sampling variability for these estimates are provided in Table 8.2A]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce
		2012		2011		Total Sales	E-commerce Sales	2012	2011	2012
		Total	E-commerce	Revised Total	Revised E-commerce					
42	Total Manufacturers' Sales Branches and Offices	1,844,872	799,470	1,761,849	763,318	4.7	4.7	43.3	43.3	100.0
423	Durable goods	811,578	349,769	749,961	321,027	8.2	9.0	43.1	42.8	43.8
4231	Motor vehicles and automotive equipment	350,264	232,377	308,379	210,175	13.6	10.6	66.3	68.2	29.1
4232	Furniture and home furnishings	22,723	5,096	21,666	4,880	4.9	4.4	22.4	22.5	0.6
4233	Lumber and other construction material	36,940	7,269	34,941	S	5.7	S	19.7	S	0.9
4234	Professional and commercial equipment and supplies	72,580	16,061	72,664	16,972	-0.1	-5.4	22.1	23.4	2.0
42343	Computer equipment and supplies	17,302	D	17,771	D	-2.6	D	D	D	D
4235	Metals and minerals, excluding petroleum	58,216	16,508	60,305	15,850	-3.5	4.2	28.4	26.3	2.1
4236	Electrical goods	110,103	18,018	108,300	18,292	1.7	-1.5	16.4	16.9	2.3
4237	Hardware, plumbing and heating equipment	17,406	4,909	15,625	4,485	11.4	9.5	28.2	28.7	0.6
4238	Machinery, equipment and supplies	135,967	S	120,937	42,485	12.4	S	S	35.1	S
4239	Miscellaneous durable goods	7,379	S	7,144	S	3.3	S	S	S	S
424	Nondurable goods	1,033,294	449,701	1,011,888	442,291	2.1	1.7	43.5	43.7	56.2
4241	Paper and paper products	49,926	23,859	49,456	23,613	1.0	1.0	47.8	47.7	3.0
4242	Drugs, drug proprietaries and druggists' sundries	217,004	144,669	212,579	143,899	2.1	0.5	66.7	67.7	18.1
4243	Apparel, piece goods, and notions	6,314	2,260	6,484	2,447	-2.6	-7.6	35.8	37.7	0.3
4244	Groceries and related products	224,594	89,547	218,020	87,101	3.0	2.8	39.9	40.0	11.2
4246	Chemicals and allied products	95,396	19,741	92,704	17,942	2.9	10.0	20.7	19.4	2.5
4247	Petroleum and petroleum products	350,511	125,855	346,134	125,058	1.3	0.6	35.9	36.1	15.7
4248	Beer, wine, and distilled beverages	12,265	3,061	11,150	2,932	10.0	4.4	25.0	26.3	0.4
4249	Miscellaneous nondurable goods	77,284	40,709	75,361	39,299	2.6	3.6	52.7	52.1	5.1

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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

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

Note: Estimates have not been adjusted for price changes. Table 8.2A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html.

¹ Estimates include data only for businesses with paid employees and are subject to revision.

Source: U.S. Census Bureau, 2012 Annual Wholesale Trade Survey

Table 8.2H. U.S. Manufacturers' Sales Branches and Offices Sales¹ - Total and E-commerce: 2012-1998

[Estimates are based on data from the Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.]

NAICS Code	Description	Value of Sales												2 Re Total
		2012		2011 Revised		2010 Revised		2009 Revised		2008 Revised		2007 Revised		
		Total	E-commerce											
426	Total Manufacturers' Sales Branches and Offices	1,844,872	799,470	1,761,849	763,318	1,575,288	678,008	1,417,524	579,870	1,676,067	637,592	1,686,586	632,717	1,657,315
423	Durable goods	811,578	349,769	749,961	321,027	676,608	279,745	595,930	221,947	717,111	268,978	795,506	311,350	819,001
4231	Motor vehicles and automotive equipment	350,264	232,377	308,379	210,175	267,588	182,072	207,535	137,372	257,031	166,410	329,702	213,777	344,943
4232	Furniture and home furnishings	22,723	5,096	21,666	4,880	19,523	4,392	19,409	4,034	21,616	4,009	23,365	4,062	22,557
4233	Lumber and other construction material	36,940	7,269	34,941	S	33,495	6,261	34,803	5,474	41,265	5,962	44,817	5,802	41,134
4234	Professional and commercial equipment and supplies	72,580	16,061	72,664	16,972	81,024	17,477	97,370	22,870	102,599	23,936	103,322	23,353	112,541
42343	Computer equipment and supplies	17,302	D	17,771	D	28,789	S	47,131	S	51,076	11,390	54,489	11,773	58,737
4235	Metals and minerals, excluding petroleum	58,216	16,508	60,305	15,850	51,027	12,394	39,608	8,272	63,735	15,718	61,188	12,629	60,890
4236	Electrical goods	110,103	18,018	108,300	18,292	101,405	17,109	88,124	S	S	S	S	S	S
4237	Hardware, plumbing and heating equipment	17,406	4,909	15,625	4,485	14,987	4,347	15,758	S	19,442	S	20,053	S	20,455
4238	Machinery, equipment and supplies	135,967	S	120,937	42,485	101,202	34,397	87,142	24,067	104,034	29,866	100,740	26,040	107,342
4239	Miscellaneous durable goods	7,379	S	7,144	S	6,357	1,296	6,181	1,216	7,505	1,142	8,248	964	10,410
424	Nondurable goods	1,033,294	449,701	1,011,888	442,291	898,680	398,263	821,594	357,923	958,956	368,614	891,080	321,367	838,314
4241	Paper and paper products	49,926	23,859	49,456	23,613	48,732	23,639	46,023	18,401	50,768	15,101	48,337	12,194	51,306
4242	Drugs, drug proprietaries and druggists' sundries	217,004	144,669	212,579	143,899	209,457	139,620	207,308	137,362	218,172	123,698	210,545	111,412	206,897
4243	Apparel, piece goods, and notions	6,314	2,260	6,484	2,447	6,253	2,293	6,070	S	8,047	S	8,480	S	9,750
4244	Groceries and related products	224,594	89,547	218,020	87,101	205,839	81,214	200,175	75,132	200,486	70,235	191,371	63,774	177,262
4246	Chemicals and allied products	95,396	19,741	92,704	17,942	84,027	16,402	69,221	D	84,276	D	79,920	14,898	74,255
4247	Petroleum and petroleum products	350,511	125,855	346,134	125,058	264,935	95,958	215,128	73,961	313,410	105,624	277,164	83,295	245,589
4248	Beer, wine, and distilled beverages	12,265	3,061	11,150	2,932	10,193	2,512	11,029	D	11,819	D	11,746	2,006	S
4249	Miscellaneous nondurable goods	77,284	40,709	75,361	39,299	69,244	36,625	66,640	35,034	71,978	33,486	63,517	31,052	63,073

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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

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

NA - Estimate is unavailable due to manufacturers' sales branches and offices data not being collected prior to 2002.

¹ Estimates include data only for businesses with paid employees and are subject to revision.

² Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, Annual Wholesale Trade Survey

Table 9: Estimated Sales and Taxes of U.S. Merchant Wholesalers: 2012

[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.]

NAICS	Industry Description	2012 Taxes	2012 Sales (Excluding Taxes)	2012 Taxes as a Percent of Sales (Excluding Taxes)
42	U.S. Total Merchant Wholesale	43,389	6,771,454	0.6
423	Durable goods	23,685	3,083,316	0.8
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	2,159	733,574	0.3
4232	..Furniture and Home Furnishings	992	80,383	1.2
4233	..Lumber & Other Construction Materials	2,410	140,542	1.7
4234	..Professional and Commercial Equipment and Supplies	5,229	517,929	1.0
42343	...Computer and Computer Peripheral Equipment and Software	1,986	272,916	0.7
4235	..Metals and Minerals, ex. Petroleum	851	217,682	0.4
4236	..Electrical Goods	3,314	505,937	0.7
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	2,824	126,698	2.2
4238	..Machinery, Equipment, and Supplies	5,145	516,272	1.0
4239	..Miscellaneous Durable Goods	747	244,299	0.3
424	Nondurable goods	S	3,688,138	S
4241	..Paper and Paper Products	1,214	136,546	0.9
4242	..Drugs and Druggists' Sundries	426	630,012	0.1
4243	..Apparel, Piece Goods, and Notions	259	147,479	0.2
4244	..Groceries and Related Products	641	783,214	0.1
4245	..Farm Product Raw Materials	108	246,656	0.0
4246	..Chemicals and Allied Products	1,740	214,744	0.8
4247	..Petroleum and Petroleum Products	S	1,070,363	S
4248	..Beer, Wine, and Distilled Alcoholic Beverages	378	136,182	0.3
4249	..Miscellaneous Nondurable Goods	1,079	322,942	0.3
42	U.S. Merchant Wholesale except Manufacturers' Sales Branches and Offices	30,173	4,926,582	0.6
423	Durable goods	20,184	2,271,738	0.9
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	1,687	383,310	0.4
4232	..Furniture and Home Furnishings	769	57,660	1.3
4233	..Lumber & Other Construction Materials	2,079	103,602	2.0
4234	..Professional and Commercial Equipment and Supplies	4,486	445,349	1.0
42343	...Computer and Computer Peripheral Equipment and Software	1,734	255,614	0.7
4235	..Metals and Minerals, ex. Petroleum	762	159,466	0.5
4236	..Electrical Goods	2,772	395,834	0.7
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	2,813	109,292	2.6
4238	..Machinery, Equipment, and Supplies	4,112	380,305	1.1
4239	..Miscellaneous Durable Goods	699	236,920	0.3
424	Nondurable goods	9,979	2,654,844	0.4
4241	..Paper and Paper Products	1,167	86,620	1.3
4242	..Drugs and Druggists' Sundries	270	413,008	0.1
4243	..Apparel, Piece Goods, and Notions	257	141,165	0.2
4244	..Groceries and Related Products	480	558,620	0.1
4245	..Farm Product Raw Materials	108	246,656	Z
4246	..Chemicals and Allied Products	617	119,348	0.5
4247	..Petroleum and Petroleum Products	5,876	719,852	0.8
4248	..Beer, Wine, and Distilled Alcoholic Beverages	S	123,917	S
4249	..Miscellaneous Nondurable Goods	832	245,658	0.3
42	U.S. Manufacturers' Sales Branches and Offices	S	1,844,872	S
423	Durable goods	3,503	811,578	0.4
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	473	350,264	0.1
4232	..Furniture and Home Furnishings	222	22,723	1.0
4233	..Lumber & Other Construction Materials	331	36,940	0.9
4234	..Professional and Commercial Equipment and Supplies	743	72,580	1.0
42343	...Computer and Computer Peripheral Equipment and Software	256	17,302	1.5
4235	..Metals and Minerals, ex. Petroleum	89	58,216	0.2
4236	..Electrical Goods	542	110,103	0.5
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	11	17,406	0.1
4238	..Machinery, Equipment, and Supplies	1,033	135,967	0.8
4239	..Miscellaneous Durable Goods	48	7,379	0.7
424	Nondurable goods	S	1,033,294	S
4241	..Paper and Paper Products	47	49,926	0.1
4242	..Drugs and Druggists' Sundries	156	217,004	0.1
4243	..Apparel, Piece Goods, and Notions	2	6,314	Z
4244	..Groceries and Related Products	S	224,594	S
4246	..Chemicals and Allied Products	1,123	95,396	1.2
4247	..Petroleum and Petroleum Products	S	350,511	S
4248	..Beer, Wine, and Distilled Alcoholic Beverages	S	12,265	S
4249	..Miscellaneous Nondurable Goods	247	77,284	0.3

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%), or other concerns about the estimate's quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

Z - Estimate is less than 0.05%.

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

Estimates have not been adjusted for price changes. Table 9A 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.

efi

[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 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011 ^r	2012
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	0.5
423	Sales	Durable goods	0.0	0.6	0.7	0.6	0.7	0.0	0.4	0.5	0.6	0.7	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	1.2
4232	Sales	Furniture and Home Furnishings	0.0	1.0	2.6	2.9	3.4	0.0	1.8	2.5	3.4	3.7	4.1
4233	Sales	Lumber & Other Construction Materials	0.0	2.4	2.7	2.8	3.3	0.0	2.0	2.7	2.6	2.7	2.7
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	1.6	1.7
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	2.1	2.1
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	2.2
4236	Sales	Electrical Goods	0.0	1.5	2.3	2.3	2.5	0.0	0.8	1.2	1.3	1.2	1.6
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	2.6
4238	Sales	Machinery, Equipment, and Supplies	0.0	0.9	1.9	1.9	1.9	0.0	1.9	1.8	2.0	2.4	2.1
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	3.2
424	Sales	Nondurable goods	0.0	0.6	0.7	0.9	1.0	0.0	0.5	0.6	0.6	0.7	0.8
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	1.9
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	1.6
4243	Sales	Apparel, Piece Goods, and Notions	0.0	1.3	2.5	2.8	2.7	0.0	1.6	2.2	2.3	2.3	2.6
4244	Sales	Groceries and Related Products	0.0	1.8	2.0	2.4	2.5	0.0	1.1	1.6	1.6	1.7	1.9
4245	Sales	Farm Product Raw Materials	0.0	2.8	3.5	4.0	3.9	0.0	1.1	1.5	2.2	2.4	2.3
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	1.8
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	1.9
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	0.0	1.0	1.7	1.9	1.9	0.0	1.6	2.8	3.4	3.1	3.2
4249	Sales	Miscellaneous Nondurable Goods	0.0	2.3	3.1	2.9	2.8	0.0	1.1	1.5	1.7	1.7	2.2
42	Inventories	U.S. Merchant Wholesalers	0.8	0.9	0.9	0.9	0.9	0.7	0.8	0.8	0.9	0.8	0.8
423	Inventories	Durable goods	1.1	1.2	1.5	1.4	1.2	1.0	1.2	1.3	1.0	1.0	0.9
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	2.3	1.6
4232	Inventories	Furniture and Home Furnishings	3.7	3.7	2.9	3.6	3.8	1.9	1.7	2.7	4.5	4.6	4.5
4233	Inventories	Lumber & Other Construction Materials	3.0	3.8	4.2	4.2	4.5	3.3	3.3	3.6	4.7	4.7	5.0
4234	Inventories	Professional and Commercial Equipment and Supplies	4.9	5.2	2.7	2.9	3.2	2.3	2.6	3.3	3.3	3.2	3.3
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	3.3	3.7	3.9
4235	Inventories	Metals and Minerals, ex. Petroleum	3.1	3.6	3.0	3.5	3.5	2.5	2.4	2.1	3.0	3.5	3.0
4236	Inventories	Electrical Goods	3.5	4.4	3.7	3.1	3.6	2.0	2.6	3.1	2.4	1.9	2.1
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	3.1	3.5	3.5
4238	Inventories	Machinery, Equipment, and Supplies	1.5	2.4	3.3	3.2	2.7	2.8	3.1	3.8	1.8	2.0	2.1
4239	Inventories	Miscellaneous Durable Goods	3.1	5.2	7.9	7.2	5.9	4.0	3.5	3.3	4.9	5.1	4.9
424	Inventories	Nondurable goods	1.0	1.0	0.9	1.0	1.3	1.0	1.1	1.1	1.3	1.3	1.4
4241	Inventories	Paper and Paper Products	2.2	2.6	3.3	3.7	3.5	2.1	2.8	2.9	2.7	3.2	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	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	2.9	3.1	2.9
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	4.3
4245	Inventories	Farm Product Raw Materials	6.3	9.0	4.0	4.2	4.3	2.8	4.8	3.7	3.4	3.4	3.6
4246	Inventories	Chemicals and Allied Products	3.3	3.9	6.0	6.3	7.5	3.6	4.6	4.8	3.5	4.0	4.1
4247	Inventories	Petroleum and Petroleum Products	1.3	1.7	1.9	1.8	1.9	2.4	2.4	2.4	2.4	2.3	2.4
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	2.1	2.5	4.2	3.9	2.8	3.0	4.5	4.1	3.4	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	3.3	3.1	3.1

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.

Footnotes:

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 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_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 2012

[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	2003	2004	2005 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011 ^r	2012	
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	0.6
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	0.8
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	1.8
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	4.7	5.3
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	2.3	2.6
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	1.8	1.9
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	2.3	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	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	1.4	2.0
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	2.9
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	2.0
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	3.4
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	1.1
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	2.7
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	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	2.7
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	2.2	2.5
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	2.4	2.3
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	2.4
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	3.1
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	3.4	3.5
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	2.1	2.6
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	0.9	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	1.2	1.1	1.0
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	2.0	2.8	2.0
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	4.9	4.9	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	4.7	3.5	3.3	3.8	4.5	4.7	5.0	5.0
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	3.9	3.9	4.0
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	3.5	3.7	4.0
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	3.4	4.0	3.5
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	2.7	2.3	2.4
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	3.3	3.7	3.8
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	2.9	3.2	4.0	1.7	1.9	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	5.1	5.3	5.1
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	1.8	1.7	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	3.6	3.9	3.8
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	3.3	3.1	2.6	2.1	2.1	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	3.1	3.3	3.1
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	6.1	5.5	5.7
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	3.4	3.4	3.6
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	4.2	5.0	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	4.5	4.1	4.3
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	4.1	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	4.0	3.7	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.

Footnotes:

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 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_summary_of_changes.pdf.

Table 3A. Estimated Measures of Sampling Variability¹ for Sales and Inventories of Manufacturers' Sales Branches and Offices: 2002 through 2012

[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 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010 ^f	2011 ^f	2012
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	0.6	0.7	0.6
423	Sales	Durable goods	0.0	0.3	0.7	0.8	1.1	0.0	1.3	1.3	1.2	1.2	1.2
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	1.5
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	2.6
4233	Sales	Lumber & Other Construction Materials	0.0	0.6	6.3	6.6	8.0	0.0	8.8	10.1	8.4	8.6	8.4
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	1.9	2.8
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	4.9	6.7	6.7
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	2.2
4236	Sales	Electrical Goods	0.0	1.4	2.0	2.2	S	0.0	S	1.0	1.0	1.1	1.3
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	3.4	3.4	3.4
4238	Sales	Machinery, Equipment, and Supplies	0.0	1.6	3.5	3.5	4.1	0.0	6.4	5.3	5.4	4.8	4.6
4239	Sales	Miscellaneous Durable Goods	0.0	S	3.5	3.5	3.8	0.0	4.3	5.2	8.1	8.6	8.2
424	Sales	Nondurable goods	0.0	0.9	1.0	1.0	1.1	0.0	0.5	0.7	0.8	0.9	0.9
4241	Sales	Paper and Paper Products	0.0	0.5	S	0.4	0.6	0.0	0.2	0.6	0.9	1.1	1.3
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	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	7.3	7.3	7.0
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	1.8
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	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	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	0.4
4249	Sales	Miscellaneous Nondurable Goods	0.0	0.5	0.5	0.9	0.9	0.0	4.4	4.0	5.4	5.5	5.6
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	0.9	1.0	1.0
423	Inventories	Durable goods	2.7	2.0	1.4	1.4	1.9	1.5	1.8	1.7	1.7	1.8	1.9
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	1.3	2.4	2.3	2.3	1.6	1.6	1.7	1.7	1.6	1.8
4232	Inventories	Furniture and Home Furnishings	2.4	2.7	6.4	S	4.8	3.0	5.6	4.6	6.1	6.5	5.4
4233	Inventories	Lumber & Other Construction Materials	2.9	2.7	7.5	7.2	7.2	7.3	9.8	10.3	10.0	10.1	10.1
4234	Inventories	Professional and Commercial Equipment and Supplies	4.1	4.1	2.4	2.7	2.9	2.7	2.7	2.6	S	S	S
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	35.7	37.6	37.3
4235	Inventories	Metals and Minerals, ex. Petroleum	7.4	7.1	3.1	3.1	3.3	3.8	3.9	3.1	3.6	3.4	3.4
4236	Inventories	Electrical Goods	13.1	12.5	5.9	4.5	6.1	3.5	4.1	3.3	3.6	3.4	3.5
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	3.0	2.9	3.1
4238	Inventories	Machinery, Equipment, and Supplies	14.4	13.7	5.2	4.8	5.2	5.0	5.7	4.7	4.5	4.6	4.6
4239	Inventories	Miscellaneous Durable Goods	S	S	10.4	9.1	8.9	9.1	9.1	12.5	8.2	S	S
424	Inventories	Nondurable goods	2.7	4.2	2.3	2.2	2.4	1.6	1.4	1.4	1.1	1.2	1.2
4241	Inventories	Paper and Paper Products	5.1	5.3	S	S	S	S	S	2.7	3.8	4.1	3.9
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	1.9
4243	Inventories	Apparel, Piece Goods, and Notions	10.1	9.7	23.2	23.0	22.0	23.4	24.5	S	7.4	7.2	7.2
4244	Inventories	Groceries and Related Products	7.9	18.0	7.7	7.3	7.9	5.5	7.9	8.1	2.5	2.6	2.5
4246	Inventories	Chemicals and Allied Products	5.3	5.8	13.2	13.4	14.9	5.3	6.1	7.0	3.8	4.1	4.0
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	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	0.4
4249	Inventories	Miscellaneous Nondurable Goods	5.1	6.1	5.8	6.1	5.9	6.9	5.7	5.4	5.8	5.8	5.8

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%), poor response quality (total quantity response rate is less than 50%), or other concerns about the estimate's quality. 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.

Footnotes:

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

^f Revised data. For more information on the revisions, see the 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_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 2012

[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	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	
42	Purchases	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	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	0.7	0.6	0.7
423	Purchases	Durable goods	NA	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	0.9
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	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	1.8	2.0
4232	Purchases	Furniture and Home Furnishings	NA	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	4.5	5.3	5.7
4233	Purchases	Lumber & Other Construction Materials	NA	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	2.7
4234	Purchases	Professional and Commercial Equipment and Supplies	NA	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	1.7	1.9	1.9
42343	Purchases	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	3.6	4.4	5.8	6.8	1.5	2.1	2.9	3.0	3.1	0.5	1.3	2.0	2.5	2.3	2.4
4235	Purchases	Metals and Minerals, ex. Petroleum	NA	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	1.9	2.5	2.6
4236	Purchases	Electrical Goods	NA	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	1.5	2.2
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplies	NA	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	3.0	3.3
4238	Purchases	Machinery, Equipment, and Supplies	NA	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	1.8	2.4	2.1
4239	Purchases	Miscellaneous Durable Goods	NA	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	3.2	4.0	3.7
424	Purchases	Nondurable goods	NA	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	1.1	1.1	1.2
4241	Purchases	Paper and Paper Products	NA	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	2.8
4242	Purchases	Drugs and Druggists' Sundries	NA	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	1.8	1.9
4243	Purchases	Apparel, Piece Goods, and Notions	NA	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	2.7	2.8	3.3
4244	Purchases	Groceries and Related Products	NA	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	2.3	2.4	2.8
4245	Purchases	Farm Product Raw Materials	NA	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	2.3
4246	Purchases	Chemicals and Allied Products	NA	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	2.4	2.5	2.6
4247	Purchases	Petroleum and Petroleum Products	NA	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	3.3	2.9	3.1
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	NA	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	3.1	3.3
4249	Purchases	Miscellaneous Nondurable Goods	NA	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	2.7
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	NA	x	1.2	1.2	1.5	NA	NA	x	NA	NA	NA	NA	NA	x	0.9	0.8
423	Gross margins	Durable goods	NA	NA	NA	NA	NA	NA	NA	x	1.2	1.4	2.0	NA	NA	x	NA	NA	NA	NA	NA	x	1.0	1.0
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	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	2.4	2.2
4232	Gross margins	Furniture and Home Furnishings	NA	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	4.7	5.3
4233	Gross margins	Lumber & Other Construction Materials	NA	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	3.6	3.5
4234	Gross margins	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	x	3.6	4.6	5.3	NA	NA	x	NA	NA	NA	NA	NA	x	2.6	2.4
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	x	6.3	8.4	10.1	NA	NA	x	NA	NA	NA	NA	NA	x	2.9	3.1
4235	Gross margins	Metals and Minerals, ex. Petroleum	NA	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	4.1	4.2
4236	Gross margins	Electrical Goods	NA	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	1.9	2.2
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplies	NA	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	3.4	3.7
4238	Gross margins	Machinery, Equipment, and Supplies	NA	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	2.4	2.9
4239	Gross margins	Miscellaneous Durable Goods	NA	NA	NA	NA	NA	NA	NA	x	4.2	3.9	4.6	3.8	5.3	x	5.0	7.4	5.0	5.1	5.3	x	3.4	4.0
424	Gross margins	Nondurable goods	NA	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	1.4	1.4
4241	Gross margins	Paper and Paper Products	NA	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	3.0	3.2
4242	Gross margins	Drugs and Druggists' Sundries	NA	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	5.9	6.0
4243	Gross margins	Apparel, Piece Goods, and Notions	NA	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	2.5	3.1
4244	Gross margins	Groceries and Related Products	NA	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	3.8	3.7
4245	Gross margins	Farm Product Raw Materials	NA	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	3.6	3.5
4246	Gross margins	Chemicals and Allied Products	NA	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	3.9
4247	Gross margins	Petroleum and Petroleum Products	NA	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	3.8	3.4
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	NA	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	4.5	4.5
4249	Gross margins	Miscellaneous Nondurable Goods	NA	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	3.5	4.2
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	NA	NA	NA	x	0.2	0.2	0.2	NA	NA	x	NA	NA	NA	NA	NA	x	0.1	0.1
423	Gross margins as a percent of sales	Durable goods	NA	NA	NA	NA	NA	NA	NA	x	0.2	0.2	0.2	NA	NA	x	NA	NA	NA	NA	NA	x	0.2	0.2
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	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	0.4	0.4
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	NA	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	0.8
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	NA	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	0.5
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	NA	NA	x	0.4	0.6	0.7	NA	NA	x	NA	NA	NA	NA	NA	x	0.5	0.3
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	x	0.5	0.6	0.9	NA	NA	x	NA	NA	NA	NA	NA	x	0.5	0.5
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	NA	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	0.5	0.6
4236	Gross margins as a percent of sales	Electrical Goods	NA	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	0.4
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	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	0.8
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	NA	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	0.4	0.6
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	NA	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	0.7	0.7
424	Gross margins as a percent of sales	Nondurable goods	NA	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	0.2
4241	Gross margins as a percent of sales	Paper and Paper Products	NA	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	0.5
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	NA	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	0.4
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	NA	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	0.6	0.8
4244	Gross margins as a percent of sales	Groceries and Related Products	NA	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	0.5
4245	Gross margins as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	NA	NA	NA	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 2012

[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 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011 ^r	2012
42	Operating expenses	U.S. Merchant Wholesalers	NA	NA	NA	NA	1.0	0.8	0.6	0.6	0.8	0.7	0.7
423	Operating expenses	Durable goods	NA	NA	NA	NA	1.1	0.7	0.8	0.8	0.9	0.9	0.8
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	1.6	0.8	1.4	1.5	1.5	1.5	1.5
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	3.8	1.7	2.4	2.9	4.1	4.1	4.5
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	3.8	2.3	2.1	2.7	3.1	3.0	2.7
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	2.8	1.7	1.8	2.3	2.5	2.2	2.1
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	4.4	2.9	3.6	3.7	4.4	3.7	3.8
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.0	2.6	2.6	2.4	3.5	3.3	3.7
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	2.8	1.6	2.1	2.4	1.6	1.7	2.0
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	2.7	1.8	1.8	1.8	2.8	2.8	2.9
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	1.8	2.2	1.6	2.7	2.3	2.4	2.4
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	7.0	5.0	6.5	4.7	3.0	2.9	2.9
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	1.4	1.2	1.2	1.4	1.0	0.9	0.9
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	5.4	2.7	2.5	2.4	2.9	2.7	2.7
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	5.6	4.0	3.9	4.7	3.5	3.6	3.7
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	2.3	1.8	2.0	2.0	3.9	3.8	3.4
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	3.8	2.1	1.7	2.3	2.1	2.4	2.6
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	5.6	4.7	4.2	4.8	2.6	2.9	3.4
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	4.6	2.8	2.7	2.8	2.9	2.4	2.5
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	4.8	4.4	4.6	4.0	3.5	3.6	3.0
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.3	1.4	1.8	2.9	3.4	2.8	3.1
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	5.9	5.4	4.8	5.3	3.2	3.2	3.5
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers	NA	NA	NA	NA	NA	NA	NA	NA	0.1	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	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	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	0.4
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	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	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	0.5
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.2	0.2	0.3
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	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	0.4	0.5	0.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.3	0.4	0.3	0.4	0.3	0.2	0.3
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	0.8	0.8	0.9	0.9	0.4	0.4	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	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	0.4	0.4
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	0.3
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	0.6	0.7	0.7
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	0.4	0.3	0.3	0.2	0.3	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	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	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	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	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	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 2012

[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 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011 ^r	2012
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	1.0	0.9	0.8
423	Operating expenses	Durable goods	NA	NA	NA	NA	1.6	0.9	1.0	0.9	1.1	1.1	1.0
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	2.2	1.0	1.6	1.7	2.1	2.1	2.1
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	4.3	1.9	2.6	3.4	4.5	4.7	5.3
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	4.1	2.0	2.0	2.7	2.7	2.7	2.6
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	4.0	2.2	2.2	2.9	3.2	2.8	2.6
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	5.7	3.8	4.7	4.8	4.9	4.0	4.2
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.3	3.2	3.3	2.9	4.0	3.8	4.3
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	3.3	1.7	2.3	2.8	1.9	2.1	2.6
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	2.9	1.9	2.0	2.0	3.0	3.1	3.1
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	1.7	2.1	1.4	2.6	2.3	2.5	2.5
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	7.7	5.3	6.8	4.9	3.2	3.1	3.2
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	1.9	1.2	1.2	1.5	1.1	1.1	0.9
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	6.8	3.6	3.5	3.6	3.7	3.3	3.3
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	11.9	8.2	7.4	9.7	5.8	6.0	6.1
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	1.5	1.9	1.9	2.1	4.0	3.9	3.6
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	4.6	3.1	2.6	3.5	2.4	3.1	3.3
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	5.6	4.7	4.2	4.8	2.6	2.9	3.4
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	4.6	3.7	3.2	3.3	3.9	3.6	3.6
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	6.9	5.9	5.7	6.4	5.4	5.8	4.9
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.5	1.5	1.9	3.1	3.8	3.1	3.4
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	5.1	3.2	3.2	2.8	4.0	3.9	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	0.1	0.1	0.1
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	NA	NA	NA	NA	0.2	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	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	0.5
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	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	0.3	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	0.6	0.4	0.5
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	0.4
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	0.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	0.3	0.5	0.5	0.4	0.5	0.5	0.5
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.3	0.4	0.4	0.5	0.4	0.4	0.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	0.9	0.8	1.0	0.9	0.5	0.4	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	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	0.4	0.4	0.5
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	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	0.7	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	0.4
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	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	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	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	0.3	0.3	0.2	0.2	0.3	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	0.4	0.4	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 2012

[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 [†]	2012
42	Operating expenses	Manufacturers' Sales Branches and Offices	3.1	2.7	1.3	1.3	1.5	1.5	1.5	1.4	0.9	1.0	1.0
423	Operating expenses	Durable goods	4.2	3.7	1.1	1.0	1.4	1.4	1.3	1.3	1.2	1.2	1.1
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	2.0	2.1	2.0
4232	Operating expenses	Furniture and Home Furnishings	7.4	7.8	6.7	2.9	3.8	1.8	2.8	2.8	4.5	4.4	4.3
4233	Operating expenses	Lumber & Other Construction Materials	3.7	4.0	6.7	6.5	5.9	6.7	7.6	8.4	10.6	10.7	10.5
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	2.8	2.9	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	5.4	5.8	5.8
4235	Operating expenses	Metals and Minerals, ex. Petroleum	11.1	11.0	3.5	3.2	5.0	4.0	4.2	3.8	6.4	5.8	S
4236	Operating expenses	Electrical Goods	12.7	10.4	3.6	3.5	S	S	S	2.5	2.1	2.3	2.3
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	2.9	3.0	3.0
4238	Operating expenses	Machinery, Equipment, and Supplies	5.2	15.2	5.3	5.0	4.6	7.0	6.9	6.1	5.7	5.1	5.1
4239	Operating expenses	Miscellaneous Durable Goods	S	S	4.9	5.6	5.8	5.2	6.8	7.0	7.1	6.8	6.8
424	Operating expenses	Nondurable goods	2.2	1.9	2.7	2.8	2.9	2.2	2.3	2.1	1.5	1.5	1.6
4241	Operating expenses	Paper and Paper Products	4.3	4.3	S	S	3.5	2.2	2.1	2.0	4.3	4.2	3.6
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	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	7.4	S	7.0
4244	Operating expenses	Groceries and Related Products	5.8	4.8	5.8	5.5	5.9	2.8	3.0	3.2	4.4	4.4	4.7
4246	Operating expenses	Chemicals and Allied Products	3.1	2.6	8.7	9.4	8.7	2.4	4.2	3.8	2.9	3.0	3.2
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	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	0.4
4249	Operating expenses	Miscellaneous Nondurable Goods	4.4	4.8	17.7	16.8	17.2	19.1	16.6	17.7	5.5	5.7	5.7
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	0.1
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	NA	NA	NA	NA	0.1	0.1	0.1
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Z	Z	S	S	Z	Z	Z	Z	0.1	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	0.6	0.6	0.6
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	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	0.2
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	NA	NA	NA	0.2	0.3	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	S
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	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	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	0.5	0.5	0.5
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	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	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	0.6	0.6	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	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	0.1
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	0.6	0.6	0.6
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	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	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	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	0.2	0.2

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%), poor response quality (total quantity response rate is less than 50%), or other concerns about the estimate's quality. 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 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_summary_of_changes.pdf.

Numeric result

0.006643	0.7
0.007888	0.8
0.015489	1.5
0.044986	4.5
0.027192	2.7
0.021196	2.1
0.038243	3.8
0.037483	3.7
0.020407	2
0.0287	2.9
0.024182	2.4
0.029434	2.9
0.008596	0.9
0.026895	2.7
0.037039	3.7
0.034406	3.4
0.025609	2.6
0.033577	3.4
0.024892	2.5
0.030481	3
0.030709	3.1
0.035096	3.5

Table 5.1A. Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches

[Estimates are shown as percentages and are based on data from the 2012 Annual Wholesale Trade Survey. Estimates have been adjusted using results of the 2007 Economic Census.]

NAICS code	Kind of business	Operating expenses, total cv	Annual payroll		Total employer costs for fringe benefits ³		Detailed employer costs for fringe benefits ³					Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers		Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services		
			Amount	Percent of total	Amount	Percent of total	Health insurance	contribution plans	benefit pension plans	fringe benefits ⁴	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
			cv	se	cv	se	cv	cv	cv	cv	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	0.8	0.9	0.2	1.0	0.1	1.4	2.1	2.6	0.8	3.4	0.1	2.6	Z	3.9	Z	2.3	0.1	2.7	Z	2.5	Z	4.0	0.1	1.2	Z		
423	Durable Goods.....	1.0	1.5	0.3	1.6	0.1	2.2	2.7	3.0	1.3	4.5	0.1	3.4	Z	3.3	Z	2.3	0.1	3.6	Z	2.5	Z	4.7	0.1	1.6	Z		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	2.1	3.3	0.6	3.2	0.1	4.2	7.2	9.6	3.7	8.3	0.1	15.6	0.1	13.2	0.1	8.0	0.2	7.4	Z	4.1	Z	S	S	4.7	Z		
4232	Furniture and Home Furnishings.....	5.3	4.0	1.1	4.2	0.2	5.4	7.5	19.1	3.9	9.1	0.2	12.2	Z	5.5	Z	4.8	0.1	5.2	Z	8.2	Z	7.1	0.3	3.7	Z		
4233	Lumber & Other Construction Materials.....	2.6	3.1	0.7	4.4	0.3	2.3	16.7	12.7	5.1	12.9	0.1	9.7	0.1	8.5	Z	4.6	0.2	17.2	Z	7.2	Z	14.1	0.2	4.8	Z		
4234	Professional and Commercial Equipment and Supplies.....	2.6	2.7	0.5	2.3	0.1	3.5	4.0	4.3	2.0	9.5	0.1	5.5	Z	8.4	Z	7.4	0.1	6.9	Z	7.7	Z	8.4	0.2	2.5	Z		
42343	Computer and Computer Peripheral Equipment and Software.....	4.2	4.3	0.6	S	S	4.8	4.5	S	4.0	9.2	0.2	S	S	S	S	S	S	S	S	S	S	12.7	0.3	S	S		
4235	Metals and Minerals, ex. Petroleum.....	4.3	3.5	0.8	3.4	0.2	5.4	6.3	12.0	3.5	26.4	0.4	8.8	Z	8.9	0.1	12.3	0.4	10.5	Z	6.8	Z	20.1	0.2	4.2	Z		
4236	Electrical Goods.....	2.6	2.7	0.5	3.0	0.1	3.3	5.3	4.2	3.2	2.3	0.1	5.3	Z	7.8	Z	4.2	0.1	4.0	Z	7.0	Z	9.3	0.3	3.1	Z		
4237	Hardware, and Plumbing and Heating Equipment and Supplies.....	3.1	3.5	0.9	4.2	0.2	4.8	7.7	23.3	4.5	12.4	0.1	10.9	Z	10.1	0.1	5.9	0.1	9.8	Z	6.8	Z	15.6	0.2	6.5	0.1		
4238	Machinery, Equipment and Supplies.....	2.5	2.9	0.5	2.6	0.3	4.7	4.9	12.1	2.0	19.3	0.2	8.3	Z	5.3	Z	4.9	0.1	17.2	0.1	9.1	Z	14.0	0.3	4.1	Z		
4239	Miscellaneous Durable Goods.....	3.2	4.3	0.8	5.0	0.2	5.8	7.7	18.7	5.1	7.3	0.1	11.9	Z	11.4	0.1	11.1	0.2	8.4	Z	6.4	Z	12.3	0.3	4.8	Z		
424	Nondurable Goods.....	0.9	1.3	0.4	1.6	0.1	1.7	2.3	6.5	1.5	6.7	0.1	4.2	Z	6.5	0.1	3.5	0.1	3.2	Z	3.9	Z	11.3	0.3	1.1	Z		
4241	Paper and Paper Products.....	3.3	4.3	0.6	3.8	0.1	4.3	7.1	8.0	3.9	17.6	0.1	6.1	Z	6.2	Z	5.2	0.1	9.5	Z	9.2	Z	14.5	0.3	4.1	Z		
4242	Drugs and Druggists' Sundries.....	6.1	5.6	0.9	5.5	0.2	5.7	7.6	3.2	5.9	7.9	0.1	8.7	Z	S	S	6.3	Z	11.5	Z	7.6	0.1	S	S	S	S		
4243	Apparel, Piece Goods, and Notions.....	3.6	4.7	0.8	4.4	0.2	5.4	4.4	10.6	4.8	S	S	6.2	Z	7.1	0.1	S	S	6.7	Z	5.7	Z	7.2	0.3	4.6	Z		
4244	Groceries and Related products.....	3.3	4.4	0.9	4.1	0.2	5.1	5.2	7.2	4.0	14.8	0.2	10.2	0.1	14.9	0.3	6.4	0.2	7.0	Z	18.8	Z	S	S	4.5	Z		
4245	Farm Product Raw Materials.....	3.4	4.0	1.0	4.4	0.2	5.4	5.7	7.0	5.5	11.3	0.1	S	S	12.9	0.1	7.3	0.2	9.5	Z	11.3	Z	S	S	4.3	Z		
4246	Chemicals and Allied Products.....	3.6	3.8	0.5	4.5	0.3	4.4	7.2	18.4	4.2	7.8	0.1	21.2	0.1	8.7	0.1	6.0	0.1	9.6	Z	7.4	Z	17.6	0.4	4.7	Z		
4247	Petroleum and Petroleum Products.....	4.9	4.8	0.8	5.9	0.3	6.1	15.8	3.3	5.1	6.5	Z	20.0	0.1	21.8	Z	S	S	8.0	Z	16.2	Z	15.5	0.2	6.4	0.1		
4248	Beer, Wine, and Distilled Alcoholic Beverages.....	3.4	3.0	1.1	4.4	0.3	5.5	5.4	25.0	3.9	7.5	0.1	10.8	Z	6.6	Z	9.0	0.2	14.4	Z	8.5	Z	23.2	0.2	3.2	Z		
4249	Miscellaneous Nondurable Goods.....	4.2	3.4	0.5	3.1	0.2	3.3	6.2	10.9	3.3	21.5	0.3	11.1	Z	19.7	0.2	5.6	0.1	6.7	Z	5.6	Z	6.4	0.1	3.9	Z		

Notes:
D - Estimate in table is 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>.

Z - Estimate is less than 0.05

Source of expenses data: 2012 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Associated data estimates can be found in Table 5.1.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html.

The 2002 revision of NAICS redefined merchant wholesaler to include manufacturers' sales branches and offices.

Footnotes:

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Employer costs for employer fringe benefits are the sum of Health insurance, Defined benefit pension plans, Defined contribution plans, and other fringe benefits⁴.

⁴ Other fringe benefits include payroll taxes, employer paid insurance premiums (except health), and other employer benefits.

Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms by Kind of Business: 2012

Purchased repairs and maintenance to machinery and equipment		Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments		Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services		Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
2.4	Z	2.4	Z	3.1	Z	1.2	Z	1.3	Z	4.2	Z	2.5	Z	1.7	0.1	2.3	0.1	2.3	0.1	1.5	0.1	1.3	Z	S	S
2.4	Z	4.0	Z	3.2	Z	1.9	0.1	2.0	Z	5.1	Z	4.2	Z	1.6	0.1	2.0	0.1	3.4	0.1	2.2	0.1	1.6	Z	S	S
6.4	0.1	8.0	Z	6.8	Z	5.3	0.2	5.3	Z	10.5	0.1	7.4	Z	4.1	0.1	1.9	0.3	3.6	0.1	4.1	0.2	4.5	Z	S	S
5.6	Z	7.3	Z	6.2	Z	4.8	0.3	5.3	0.1	14.6	Z	8.0	Z	8.6	0.4	6.5	0.2	6.6	0.1	5.2	0.1	6.6	Z	S	S
4.4	0.1	6.9	Z	7.7	0.1	6.5	0.3	5.2	0.1	12.7	0.1	7.7	Z	7.7	0.2	10.1	0.1	10.0	0.2	9.6	0.4	4.8	0.1	S	S
6.1	Z	5.8	Z	10.2	Z	2.7	0.1	3.3	Z	11.1	Z	8.3	Z	5.7	0.2	4.9	0.2	8.9	0.3	2.8	0.1	4.7	Z	S	S
S	S	S	S	11.0	Z	4.6	0.1	S	S	S	S	7.3	Z	S	S	6.5	0.2	16.7	0.6	S	S	S	S	S	S
8.1	0.1	5.7	Z	8.2	0.1	6.7	0.2	13.7	0.1	14.7	0.1	10.2	Z	8.9	0.5	11.0	0.1	5.7	0.1	7.2	0.2	9.1	0.2	7.7	0.5
3.2	Z	3.4	Z	3.8	Z	4.3	0.1	3.7	Z	15.2	Z	6.0	Z	3.2	0.1	4.0	0.2	3.3	0.1	2.7	0.1	5.4	Z	3.5	0.2
4.3	Z	7.3	Z	8.8	0.1	5.9	0.2	5.2	Z	13.3	Z	8.6	Z	4.8	0.2	7.6	0.1	8.4	0.1	5.9	0.1	6.8	0.1	S	S
6.7	0.1	12.2	0.1	5.3	Z	3.5	0.1	4.1	Z	10.7	Z	5.1	Z	6.1	0.2	5.6	0.1	7.0	0.1	4.6	0.2	4.8	0.1	5.3	0.4
9.5	0.2	11.3	Z	11.4	0.1	5.7	0.3	9.2	0.1	15.2	0.1	13.5	0.1	4.9	0.5	8.0	0.4	9.1	0.4	8.7	0.3	9.9	0.1	S	S
3.2	0.1	3.0	Z	4.3	0.1	1.7	0.1	1.9	Z	6.1	Z	2.8	Z	3.5	0.2	6.8	0.2	1.8	Z	2.4	0.1	2.2	Z	S	S
7.1	0.1	4.1	Z	8.0	0.1	3.9	0.2	3.8	Z	10.8	Z	8.2	Z	4.6	0.2	11.8	0.1	5.0	0.1	5.0	0.1	6.5	0.1	S	S
S	S	7.5	Z	10.7	Z	S	S	S	S	25.7	Z	S	S	S	S	12.6	0.3	8.4	0.2	8.6	0.2	5.2	Z	S	S
5.1	Z	10.3	Z	16.4	Z	4.6	0.2	4.4	Z	S	S	9.6	Z	4.5	0.2	7.5	0.4	6.6	0.2	6.9	0.2	6.5	0.1	S	S
6.4	0.1	4.7	Z	7.4	0.1	5.5	0.2	5.8	0.1	18.4	0.1	5.2	Z	8.5	0.4	S	S	7.5	0.1	7.4	0.2	6.0	0.1	S	S
5.4	0.2	4.3	0.1	7.5	0.2	8.6	0.2	3.7	0.1	4.7	0.1	6.9	Z	S	S	8.4	0.1	8.1	0.2	4.0	0.3	9.1	0.2	S	S
7.9	0.1	9.8	Z	20.2	0.2	4.4	0.1	9.6	0.1	17.0	0.1	S	S	6.5	0.6	9.4	0.1	5.7	0.1	4.6	0.1	8.7	0.1	6.3	0.6
7.9	0.2	11.3	0.1	12.7	0.3	6.9	0.2	8.6	0.1	13.1	0.1	7.4	Z	14.0	0.6	10.9	0.1	10.9	0.2	6.3	0.4	7.3	0.1	S	S
9.0	0.1	6.9	Z	14.6	0.2	7.6	0.3	5.3	Z	24.8	0.1	6.7	Z	S	S	15.2	1.0	5.1	0.1	8.3	0.3	5.6	0.1	S	S
9.3	0.1	6.5	Z	6.0	0.1	5.8	0.2	4.3	Z	11.9	0.1	6.3	Z	10.9	0.4	9.8	0.2	5.2	0.2	7.7	0.4	5.8	0.1	S	S

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 2012

[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 ^r	2006 ^r	2007 ^r	2008 ^r	2009 ^r	2010 ^r	2011 ^r	2012
4251	Total sales	4.2	4.6	4.4	4.8	7.9	6.6	9.3	9.4	8.8
4251	.Sales on own account	18.9	18.9	18.5	21.8	15.4	17.6	S	S	S
4251	.Sales made on the account of others	4.3	4.7	4.5	4.9	7.9	6.5	S	S	8.9
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	8.5	8.4	8.6
4251	.As a percent of sales on the account of others	0.1	0.1	0.1	0.1	0.2	0.1	S	S	0.2
4251	Operating Expenses									
4251	.Amount	5.7	5.5	6.9	6.6	8.8	9.4	7.8	8.0	8.1
4251	.As a percent of total sales	0.1	0.1	0.2	0.1	0.1	0.2	0.2	0.1	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%), poor response quality (total quantity response rate is less than 50%), or other concerns about the estimate's quality. 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 2012

[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 ¹	2006 ¹	2007 ¹	2008 ¹	2009 ¹	2010 ¹	2011 ¹	2012	
42	Inventories Held Outside the United States	U.S. Merchant Wholesalers	3.4	2.3	2.8	3.7	2.6	2.9	3.0	2.3	
423	Inventories Held Outside the United States	Durable goods	5.1	3.5	4.0	6.9	3.9	2.9	2.9	3.0	
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	5.7	4.9	4.4	
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	15.4	8.5	9.8	9.1	12.4	20.7	23.4	23.5	
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	S	27.6	20.8	25.6	29.9	S	21.8	25.7	
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	13.8	14.3	12.5	9.3	13.9	9.0	9.4	11.4	
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	27.8	S	D	6.8	D	8.5	8.1	5.1	
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	12.9	11.7	12.9	13.4	17.2	9.5	12.5	11.9	
4236	Inventories Held Outside the United States	Electrical Goods	15.8	12.7	16.0	27.0	14.2	D	D	5.6	
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	26.1	28.4	25.3	19.1	13.4	14.3	15.1	
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	23.3	15.4	19.8	20.1	20.6	13.1	11.9	13.9	
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	13.9	19.4	19.1	15.7	16.7	D	D	16.8	
424	Inventories Held Outside the United States	Nondurable goods	5.3	4.5	5.6	4.6	3.3	5.3	5.9	4.9	
4241	Inventories Held Outside the United States	Paper and Paper Products	S	S	S	19.3	16.7	20.7	15.6	15.6	
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	7.1	8.8	17.8	3.2	3.6	2.2	2.2	1.9	
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	10.8	9.3	9.3	10.3	12.4	D	12.5	10.2	
4244	Inventories Held Outside the United States	Groceries and Related Products	S	S	S	S	S	27.1	S	29.5	
4245	Inventories Held Outside the United States	Farm Product Raw Materials	S	S	27.1	S	S	23.8	25.2	20.5	
4246	Inventories Held Outside the United States	Chemicals and Allied Products	15.7	16.8	14.0	13.8	17.5	20.2	22.4	S	
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	D	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	D	
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	15.8	D	14.1	D	D	19.8	25.2	12.7	
42	Foreign Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers	NA	NA	NA	NA	NA	0.1	0.1	0.1	
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	0.1	0.1	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	0.2	
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	0.4	0.3	0.3	0.2	0.4	0.6	0.8	0.8	
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	S	0.4	0.3	0.3	0.5	S	0.5	0.6	
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.3	0.4	0.4	
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	0.4	0.4	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	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	0.4	
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	0.3	
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	0.4	
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	0.6	0.6	0.9	0.5	0.6	D	D	0.4	
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	0.1	0.2	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	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	D	0.8	0.9	
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	S	S	S	S	S	0.7	S	0.7	
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	S	S	0.2	S	S	0.2	0.3	0.2	
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	S	
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	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	D	
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.2	D	0.2	D	D	0.2	0.3	0.2	
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	0.8	
423	Inventories Held Inside the United States	Durable goods	1.5	1.3	1.1	1.3	1.4	1.0	1.0	0.9	
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	2.4	1.7	
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	3.6	3.9	2.1	1.7	2.6	4.4	4.7	4.6	
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	4.1	4.5	3.4	3.3	3.6	4.6	4.6	4.8	
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	2.7	3.2	2.1	2.6	3.2	3.1	3.1	3.2	
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	3.3	3.4	D	3.5	D	3.4	3.8	4.1	
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	3.6	3.5	2.5	2.4	2.2	3.0	3.4	3.0	
4236	Inventories Held Inside the United States	Electrical Goods	3.6	4.0	2.4	2.7	3.3	D	D	2.4	
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	3.1	3.5	3.6	
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	3.1	2.7	2.6	3.1	3.6	1.8	2.1	2.1	
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	7.4	6.0	4.4	3.5	3.4	D	D	4.7	
424	Inventories Held Inside the United States	Nondurable goods	1.1	1.2	1.0	1.1	1.1	1.4	1.3	1.1	
4241	Inventories Held Inside the United States	Paper and Paper Products	3.7	3.5	2.1	2.8	3.0	2.7	3.2	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	1.6	
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	4.8	4.9	4.5	4.2	4.0	D	3.1	3.1	
4244	Inventories Held Inside the United States	Groceries and Related Products	4.2	4.4	4.3	6.3	6.1	4.5	4.0	4.1	
4245	Inventories Held Inside the United States	Farm Product Raw Materials	4.1	4.3	2.8	4.5	3.4	3.4	3.5	3.7	
4246	Inventories Held Inside the United States	Chemicals and Allied Products	6.4	7.6	3.7	4.5	4.8	3.7	4.3	4.3	
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	D	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	D	
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	4.6	D	3.1	D	D	3.2	3.0	3.1	
42	Domestic Inventories as a Percent of Total Inventories	U.S. Merchant Wholesalers	NA	NA	NA	NA	NA	0.1	0.1	0.1	
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	0.1	0.1	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	0.2	
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	0.4	0.3	0.3	0.2	0.4	0.6	0.8	0.8	
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.5	0.4	0.3	0.3	0.5	0.5	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	0.4	
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	0.4	0.4	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	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	0.4	
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	0.3	
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	0.4	
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	0.6	0.6	0.9	0.5	0.6	D	D	0.4	
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	0.2	0.2	0.2	0.2	0.2	0.2	0.2	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	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	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	D	0.8	0.9	
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	1.0	0.8	1.4	1.1	0.9	0.7	0.9	0.7	
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	0.2	
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	0.7	
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	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	D	
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.2	D	0.2	D	D	0.2	0.3	0.2	

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	3.8	3.8	3.0
423	Inventories Held Outside the United States	Durable goods	5.7	3.9	5.0	8.2	4.5	3.6	3.2	3.7
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	6.4	5.6	4.9
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	16.0	8.9	11.4	10.4	14.9	23.8	26.4	26.6
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	S	28.4	24.5	27.2	S	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	10.3	12.7	14.7
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	S	S	23.2	6.8	8.7	8.7	8.3	5.2
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	14.4	11.5	14.6	15.9	22.0	10.7	13.7	12.6
4236	Inventories Held Outside the United States	Electrical Goods	16.9	13.4	17.8	S	16.5	4.9	9.2	7.3
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	28.0	S	26.6	20.5	14.0	14.9	15.8
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	26.4	18.1	23.9	24.6	26.5	16.1	15.0	16.8
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	16.8	22.8	20.0	16.6	17.1	21.5	24.9	16.9
424	Inventories Held Outside the United States	Nondurable goods	9.9	7.9	10.1	6.9	5.0	7.5	8.1	6.6
4241	Inventories Held Outside the United States	Paper and Paper Products	S	S	S	20.5	23.0	25.0	17.8	12.6
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	14.4	26.3	17.6	17.9	14.6	9.9	7.4	5.8
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	8.6	8.5	10.2	11.1	12.2	14.6	13.5	10.8
4244	Inventories Held Outside the United States	Groceries and Related Products	S	S	S	S	S	29.1	S	S
4245	Inventories Held Outside the United States	Farm Product Raw Materials	S	S	27.1	S	S	23.8	25.2	20.5
4246	Inventories Held Outside the United States	Chemicals and Allied Products	14.5	17.1	17.3	13.4	17.3	19.6	19.9	23.5
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	3.6	3.6	3.2	3.4	3.4	4.0	4.0	4.0
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	S	S	29.5	S	21.3	21.3	21.2	S
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	21.2	S	S	S	S	S	S	21.3
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	0.1
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	0.1	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	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	0.8	1.1	1.0
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	S	0.4	0.3	0.4	S	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	0.5
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	0.4	0.4	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	0.5	0.7	0.6
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	1.0	0.9	1.0	S	0.7	0.3	0.6	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	0.3
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	0.5
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	0.6	0.6	0.9	0.5	0.6	0.5	0.6	0.4
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	0.3	0.2	0.3	0.2	0.2	0.3	0.3	0.3
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	0.2	0.3	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	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	0.9	0.9	0.9
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	S	S	S	S	S	0.9	S	S
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	S	S	0.2	S	S	0.2	0.3	0.2
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	0.6	0.8
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	0.4	0.4	0.5	0.7	0.5	0.2	0.2	0.3
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	S
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.3	S	S	S	S	S	S	0.2
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	1.0	0.9	0.9
423	Inventories Held Inside the United States	Durable goods	1.8	1.6	1.2	1.3	1.5	1.2	1.2	1.0
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	2.1	2.9	2.1
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	4.2	4.5	2.6	1.5	2.8	4.6	5.0	5.1
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	4.3	4.6	3.5	3.2	3.6	4.4	4.6	4.7
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	3.4	4.0	2.4	3.0	3.9	3.8	3.7	3.8
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	3.6	3.3	3.0	3.5	5.6	3.5	3.8	4.2
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	4.6	4.3	3.3	3.4	3.1	3.6	3.9	3.5
4236	Inventories Held Inside the United States	Electrical Goods	4.6	5.0	2.7	3.1	3.8	2.9	2.6	2.7
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	3.3	3.7	3.9
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	3.4	2.8	2.7	3.2	3.8	1.8	2.1	2.1
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	8.0	6.4	4.7	3.7	3.7	5.0	5.1	5.0
424	Inventories Held Inside the United States	Nondurable goods	1.3	1.5	1.2	1.3	1.5	1.8	1.6	1.8
4241	Inventories Held Inside the United States	Paper and Paper Products	4.9	5.2	2.8	3.6	3.9	3.7	4.0	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	2.1
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	3.5	3.7	4.2	4.0	3.8	2.8	3.2	3.2
4244	Inventories Held Inside the United States	Groceries and Related Products	5.2	5.4	5.1	7.8	7.7	6.1	5.2	5.5
4245	Inventories Held Inside the United States	Farm Product Raw Materials	4.1	4.3	2.8	4.5	3.4	3.4	3.5	3.7
4246	Inventories Held Inside the United States	Chemicals and Allied Products	4.5	5.7	4.1	5.6	5.7	4.4	5.2	5.2
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	4.1	4.5	4.7	5.2	4.4	4.6	4.2	4.4
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	4.3	3.0	3.2	4.8	4.3	4.0	3.8	3.6
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	5.9	5.3	3.3	2.9	4.1	3.8	3.5	3.8
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	0.1
423	Domestic Inventories as a Percent of Total Inventories	Durable goods ²	NA	NA	NA	NA	NA	0.1	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	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	0.8	1.1	1.0
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.6	0.4	0.3	0.4	0.6	0.7	0.7	0.8
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.3	0.4	0.5
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	0.4	0.4	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	0.5	0.7	0.6
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	1.0	0.9	1.0	1.5	0.7	0.3	0.6	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	0.3
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	0.5
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	0.6	0.6	0.9	0.5	0.6	0.5	0.6	0.4
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	0.3	0.2	0.3	0.2	0.2	0.3	0.3	0.3
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	0.3	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	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	0.9	0.9	0.9
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	1.1	0.9	1.6	1.3	1.0	0.9	1.1	0.9
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	0.2
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	0.6	0.8
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	0.4	0.4	0.5	0.7	0.5	0.2	0.2	0.3
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	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	0.4	0.2

42	Inventories Held Outside the United States	U.S. Manufacturers' Sales Branches and Offices	2.9	3.3	4.7	3.9	4.1	2.2	2.4	2.4
423	Inventories Held Outside the United States	Durable goods	4.3	5.7	11.9	12.6	13.9	3.4	3.1	3.2
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	4.9	4.5	4.9
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	9.1	6.1	3.1	3.5	3.0	4.1	4.1	4.1
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	5.7	5.7	6.3	6.3	6.3	8.0	8.0	8.0
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	8.2	10.4	21.3	4.4	3.9	14.3	3.7	S
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	16.1	S	D	S	D	S	S	S
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	S	S	S	S	S	21.0	18.0	26.7
4236	Inventories Held Outside the United States	Electrical Goods	S	12.9	S	S	S	D	D	4.1
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	S	12.3	12.9	12.5	9.3	6.3	6.4	S
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	15.5	S	13.9	S	S	16.8	21.9	S
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	S	S	19.2	19.7	S	D	D	S
424	Inventories Held Outside the United States	Nondurable goods	4.0	4.6	5.1	2.4	2.2	2.3	2.8	S
4241	Inventories Held Outside the United States	Paper and Paper Products	2.2	S	2.9	S	2.9	S	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	1.9	1.9
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	S	S	15.4	21.4	28.4	D	7.0	7.0
4244	Inventories Held Outside the United States	Groceries and Related Products	10.4	S	9.5	9.0	S	S	S	3.3
4246	Inventories Held Outside the United States	Chemicals and Allied Products	S	S	24.8	S	S	S	S	S
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	D	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	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	7.2	D	8.1	D	D	12.9	S	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	0.1
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	0.1	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	0.2	0.2	0.2
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	0.1
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.1	Z	0.1	Z	Z	Z	0.2	0.2
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.4	0.2	S
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	NA	S	S	S
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	S	S	S	S	S	0.4	0.3	0.3
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	S	0.3	S	S	S	D	D	0.5
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	S
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	0.2	S	0.3	S	S	0.3	0.4	S
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	S	S	1.3	1.3	S	D	D	S
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	S
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	S	S	S	S	Z	S	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	Z	Z
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	S	S	1.4	1.7	S	D	0.3	0.3
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	0.2	S	0.1	0.1	S	S	S	Z
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	S	S	0.1	S	S	S	S	S
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	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	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.1	D	0.2	D	D	0.3	S	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	1.1	1.1
423	Inventories Held Inside the United States	Durable goods	1.4	2.0	1.6	1.9	1.8	1.8	1.9	1.9
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	1.8	1.6	1.8
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	S	4.8	3.0	5.7	4.7	6.3	6.7	5.6
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	7.3	7.2	7.3	9.9	10.3	10.0	10.3	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	2.6	2.6	2.7
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	7.7	9.1	D	10.5	D	S	S	S
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	2.8	2.8	3.0	3.3	2.6	3.6	3.5	3.5
4236	Inventories Held Inside the United States	Electrical Goods	4.5	6.2	3.7	4.4	4.2	D	D	3.9
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	3.0	2.9	3.1
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	4.8	5.2	5.0	5.8	4.9	4.6	4.6	4.7
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	9.2	8.8	9.3	9.6	13.4	D	D	8.2
424	Inventories Held Inside the United States	Nondurable goods	2.2	2.5	1.7	1.4	1.5	1.1	1.2	1.2
4241	Inventories Held Inside the United States	Paper and Paper Products	S	1.9	S	2.5	2.7	3.6	3.9	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	1.9
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	21.4	21.1	25.2	25.2	S	D	7.3	7.2
4244	Inventories Held Inside the United States	Groceries and Related Products	7.4	8.2	5.6	8.0	8.2	2.5	2.6	2.5
4246	Inventories Held Inside the United States	Chemicals and Allied Products	13.3	15.0	5.3	6.1	7.1	4.2	4.5	4.3
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	D	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	D
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	6.1	D	7.1	D	D	5.9	5.8	5.8
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	0.1
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	NA	NA	NA	NA	NA	0.1	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	0.2	0.2	0.2
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	0.1
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	0.1	Z	0.1	Z	Z	Z	0.2	0.2
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	NA	0.4	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	S	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	0.4	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	0.5
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	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	0.4	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	S
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	0.1
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	S	Z	S	Z	Z	0.4	0.3	0.4
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	Z
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	0.8	0.9	1.4	1.7	S	D	0.3	0.3
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	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	1.0	0.9
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	D	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	D
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	0.1	D	0.2	D	D	0.3	0.1	Z

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%), poor response quality (total quantity response rate is less than 50%), or other concerns about the estimate's quality. In some cases, if the estimate has consistently been published for prior years and the CV and TQRR are acceptably close to the thresholds, the estimate will be continue to be published. 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 2012 Summary of Changes at http://www2.census.gov/wholesale/pdf/awts/historic/notices/2012_summary_of_changes.pdf.

Table 8.0A. Measures of Sampling Variability - U.S. Merchant Wholesale Trade Sales, Including Manufacturers' Sales Branches and Offices - Total and E-commerce Sales: 2012 and 2011

[Estimates are based on data from the 2012 Annual Wholesale Trade Survey. Estimates are shown as percents and are associated with the estimates in Table 8.0]

NAICS Code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
		2012		2011		Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		Total	E-commerce	Revised Total	Revised E-commerce	Total Sales	E-commerce Sales	2012	2011	2012
42	Total Merchant Wholesale Trade Including MSBOs¹	0.5	1.0	0.4	0.9	0.2	0.3	0.2	0.2	NA
423	Durable goods	0.7	1.9	0.7	1.9	0.3	0.6	0.4	0.4	0.6
4231	Motor vehicles and automotive equipment	1.2	1.8	1.1	1.8	0.5	0.2	0.5	0.6	0.4
4232	Furniture and home furnishings	4.1	5.7	3.7	5.6	1.0	1.3	1.0	1.0	Z
4233	Lumber and other construction material	2.7	9.5	2.7	S	0.9	S	0.6	S	0.1
4234	Professional and commercial equipment and supplies	1.7	3.1	1.6	3.3	0.6	1.0	0.7	0.7	0.2
42343	Computer equipment and supplies	2.1	D	2.1	D	0.7	D	D	D	D
4235	Metals and minerals, excluding petroleum	2.2	7.4	2.0	6.9	0.5	0.9	0.8	0.7	0.1
4236	Electrical goods	1.6	4.3	1.2	2.9	0.9	3.2	0.6	0.5	0.2
4237	Hardware, plumbing and heating equipment	2.6	6.3	2.4	6.1	0.8	0.9	0.8	0.8	0.1
4238	Machinery, equipment and supplies	2.1	6.1	2.4	5.9	0.7	1.4	0.8	0.7	0.2
4239	Miscellaneous durable goods	3.2	5.5	3.3	7.5	1.2	3.1	0.7	0.8	0.1
424	Nondurable goods	0.8	1.3	0.7	1.3	0.3	0.3	0.3	0.4	0.6
4241	Paper and paper products	1.9	4.5	1.7	3.2	0.7	1.8	1.0	0.8	0.1
4242	Drugs, drug proprietaries and druggists' sundries	1.6	1.7	1.5	1.8	0.3	0.2	0.8	0.8	0.4
4243	Apparel, piece goods, and notions	2.6	6.9	2.3	7.1	1.2	2.2	1.5	1.5	0.1
4244	Groceries and related products	1.9	5.5	1.7	5.5	0.9	0.4	1.1	1.0	0.5
4245	Farm-products raw materials	2.3	S	2.4	2.4	0.8	S	S	0.1	S
4246	Chemicals and allied products	1.8	5.0	1.7	5.4	0.7	0.9	0.7	0.7	0.1
4247	Petroleum and petroleum products	1.9	2.4	1.8	3.6	0.7	1.3	0.4	0.6	0.2
4248	Beer, wine, and distilled beverages	3.2	7.4	3.1	7.4	0.6	2.0	0.7	0.7	Z
4249	Miscellaneous nondurable goods	2.2	3.2	1.7	3.3	0.7	0.9	0.9	0.8	0.1

S - Corresponding estimate in Table 8.0 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%), or other concerns about the estimate's quality. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

D - Indicates that the corresponding estimate in Table 8.0 is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

Z - Estimate is less than 0.05%.

NA - Cannot be computed.

Note: For additional information on confidentiality protection, sampling error, sample design, and definitions see http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html.

¹ Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2012 Annual Wholesale Trade Survey

Table 8.1A. Measures of Sampling Variability - U.S. Merchant Wholesale Trade Sales, Excluding Manufacturers' Sales Branches and Offices - Total and E-commerce Sales: 2012 and 2011

[Estimates are based on data from the 2012 Annual Wholesale Trade Survey. Estimates are shown as percents and are associated with the estimates in Table 8.1]

NAICS Code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
		2012		2011		Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		Total	E-commerce	Revised Total	Revised E-commerce	Total Sales	E-commerce Sales	2012	2011	2012
42	Total Merchant Wholesale Trade Excluding MSBOs¹	0.6	1.4	0.5	1.2	0.3	0.5	0.3	0.2	NA
423	Durable goods	0.8	2.5	0.7	2.4	0.4	1.1	0.5	0.4	0.8
4231	Motor vehicles and automotive equipment	1.8	3.2	1.7	3.4	1.0	0.5	0.8	0.9	0.5
4232	Furniture and home furnishings	5.3	7.8	4.7	7.8	1.4	1.9	1.3	1.4	0.1
4233	Lumber and other construction material	2.6	15.9	2.3	15.4	1.2	3.1	0.7	0.6	0.1
4234	Professional and commercial equipment and supplies	1.9	3.3	1.8	3.7	0.7	1.2	0.7	0.8	0.3
42343	Computer equipment and supplies	2.3	3.8	2.2	3.6	0.7	0.9	0.5	0.5	0.2
4235	Metals and minerals, excluding petroleum	2.4	18.2	2.4	17.3	0.6	2.3	1.0	0.8	0.1
4236	Electrical goods	2.0	5.0	1.4	2.9	1.1	3.6	0.7	0.5	0.3
4237	Hardware, plumbing and heating equipment	2.9	7.4	2.7	7.2	1.0	1.1	0.8	0.8	0.1
4238	Machinery, equipment and supplies	2.0	11.5	2.2	11.0	0.9	3.8	1.0	0.9	0.4
4239	Miscellaneous durable goods	3.4	6.1	3.5	8.2	1.2	3.3	0.8	0.9	0.2
424	Nondurable goods	1.1	1.9	1.0	1.9	0.5	0.5	0.4	0.4	0.8
4241	Paper and paper products	2.7	8.6	2.5	5.8	0.9	3.1	1.7	1.1	0.2
4242	Drugs, drug proprietaries and druggists' sundries	1.9	S	1.9	S	0.5	S	S	S	S
4243	Apparel, piece goods, and notions	2.7	7.4	2.5	7.5	1.2	2.3	1.6	1.5	0.3
4244	Groceries and related products	2.5	9.0	2.2	9.1	1.4	0.7	1.4	1.3	0.9
4245	Farm-products raw materials	2.3	S	2.4	2.4	0.8	S	S	0.1	S
4246	Chemicals and allied products	2.4	13.6	2.1	14.5	1.1	2.2	1.0	1.0	0.1
4247	Petroleum and petroleum products	3.1	9.1	2.9	S	1.1	S	0.5	S	0.4
4248	Beer, wine, and distilled beverages	3.5	9.8	3.4	10.0	0.7	2.7	0.8	0.8	0.1
4249	Miscellaneous nondurable goods	2.6	6.1	2.1	6.1	0.9	1.6	1.0	0.9	0.2

S - Corresponding estimate in Table 8.1 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%), or other concerns about the estimate's quality. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

NA - Cannot be computed.

Note: For additional information on confidentiality protection, sampling error, sample design, and definitions see http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html.

¹ Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2012 Annual Wholesale Trade Survey

Table 8.2A. Measures of Sampling Variability - U.S. Manufacturers' Sales Branches and Offices - Total and E-commerce Sales: 2012 and 2011

[Estimates are based on data from the 2012 Annual Wholesale Trade Survey. Estimates are shown as percents and are associated with the estimates in Table 8.2]

NAICS Code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
		2012		2011		Y/Y Percent Change		E-commerce as Percent of Total Sales		Distribution of E-commerce Sales
		Total	E-commerce	Revised Total	Revised E-commerce	Total	E-commerce Sales	2012	2011	2012
42	Total Manufacturers' Sales Branches and Offices	0.6	0.9	0.7	0.9	0.1	0.1	0.2	0.2	NA
423	Durable goods	1.2	1.8	1.2	1.7	0.1	0.1	0.5	0.4	0.6
4231	Motor vehicles and automotive equipment	1.5	1.6	1.4	1.6	0.2	0.1	0.3	0.3	0.4
4232	Furniture and home furnishings	2.6	8.1	2.6	8.0	0.3	0.1	1.8	1.7	0.1
4233	Lumber and other construction material	8.4	12.6	8.6	S	1.1	S	0.9	S	0.1
4234	Professional and commercial equipment and supplies	2.8	7.8	1.9	7.0	0.9	0.5	1.8	1.7	0.2
42343	Computer equipment and supplies	6.7	D	6.7	D	0.7	D	D	D	D
4235	Metals and minerals, excluding petroleum	2.2	3.5	2.2	3.5	0.4	0.4	0.8	0.7	0.1
4236	Electrical goods	1.3	7.3	1.1	6.1	0.7	1.3	1.2	1.1	0.2
4237	Hardware, plumbing and heating equipment	3.4	11.2	3.4	9.9	0.3	0.7	1.6	1.4	0.1
4238	Machinery, equipment and supplies	4.6	S	4.8	5.6	0.5	S	S	0.9	S
4239	Miscellaneous durable goods	8.2	S	8.6	S	1.8	S	S	S	S
424	Nondurable goods	0.9	1.1	0.9	1.1	0.1	0.1	0.3	0.3	0.6
4241	Paper and paper products	1.3	3.1	1.1	3.1	0.7	0.3	1.6	1.5	0.1
4242	Drugs, drug proprietaries and druggists' sundries	1.9	1.9	1.9	1.9	Z	Z	Z	Z	0.3
4243	Apparel, piece goods, and notions	7.0	7.2	7.3	7.1	0.9	0.3	1.4	1.6	Z
4244	Groceries and related products	1.8	3.4	1.7	3.5	0.3	0.4	1.1	1.2	0.4
4246	Chemicals and allied products	2.2	2.8	2.2	2.8	0.4	0.6	0.7	0.6	0.1
4247	Petroleum and petroleum products	1.1	1.1	1.1	1.1	Z	Z	Z	Z	0.2
4248	Beer, wine, and distilled beverages	0.4	0.4	0.4	0.4	Z	Z	Z	Z	Z
4249	Miscellaneous nondurable goods	5.6	5.8	5.5	5.8	0.2	0.1	0.9	0.9	0.3

S - Corresponding estimate in Table 8.2 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%), or other concerns about the estimate's quality. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

D - Indicates that the corresponding estimate in Table 8.2 is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

Z - Estimate is less than 0.05%.

NA - Cannot be computed.

Note: For additional information on confidentiality protection, sampling error, sample design, and definitions see http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html.

Source: U.S. Census Bureau, 2012 Annual Wholesale Trade Survey

Table 9A. Estimated Measures of Sampling Variability¹ for Sales and Taxes of U.S. Merchant Wholesalers: 2012

[Sales and tax 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.

NAICS	Industry Description	Estimated Measures of Sampling Variability ¹		
		2012 Taxes	Sales (Excluding Taxes)	Percent of Sales (Excluding Taxes)
42	U.S. Total Merchant Wholesale	2.0	0.5	Z
423	.Durable goods	1.6	0.7	Z
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	10.9	1.2	Z
4232	..Furniture and Home Furnishings	9.6	4.1	0.1
4233	..Lumber & Other Construction Materials	4.2	2.7	0.1
4234	..Professional and Commercial Equipment and Supplies	3.6	1.7	Z
42343	...Computer and Computer Peripheral Equipment and Software	7.9	2.1	Z
4235	..Metals and Minerals, ex. Petroleum	8.6	2.2	Z
4236	..Electrical Goods	4.8	1.6	Z
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	4.2	2.6	0.1
4238	..Machinery, Equipment, and Supplies	2.9	2.1	Z
4239	..Miscellaneous Durable Goods	14.6	3.2	Z
424	.Nondurable goods	S	0.8	S
4241	..Paper and Paper Products	5.1	1.9	Z
4242	..Drugs and Druggists' Sundries	11.8	1.6	Z
4243	..Apparel, Piece Goods, and Notions	18.7	2.6	Z
4244	..Groceries and Related Products	6.9	1.9	Z
4245	..Farm Product Raw Materials	10.9	2.3	Z
4246	..Chemicals and Allied Products	4.5	1.8	Z
4247	..Petroleum and Petroleum Products	S	1.9	S
4248	..Beer, Wine, and Distilled Alcoholic Beverages	29.9	3.2	0.1
4249	..Miscellaneous Nondurable Goods	11.0	2.2	Z
42	U.S. Merchant Wholesale except Manufacturers' Sales Branches and Offices	3.0	0.6	Z
423	.Durable goods	2.0	0.8	Z
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	13.9	1.8	0.1
4232	..Furniture and Home Furnishings	12.4	5.3	0.1
4233	..Lumber & Other Construction Materials	5.2	2.6	0.1
4234	..Professional and Commercial Equipment and Supplies	4.2	1.9	Z
42343	...Computer and Computer Peripheral Equipment and Software	8.8	2.3	Z
4235	..Metals and Minerals, ex. Petroleum	9.6	2.4	Z
4236	..Electrical Goods	5.7	2.0	Z
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	4.2	2.9	0.1
4238	..Machinery, Equipment, and Supplies	3.3	2.0	Z
4239	..Miscellaneous Durable Goods	15.7	3.4	Z
424	.Nondurable goods	7.7	1.1	Z
4241	..Paper and Paper Products	5.4	2.7	0.1
4242	..Drugs and Druggists' Sundries	18.5	1.9	Z
4243	..Apparel, Piece Goods, and Notions	18.8	2.7	Z
4244	..Groceries and Related Products	9.2	2.5	Z
4245	..Farm Product Raw Materials	10.9	2.3	Z
4246	..Chemicals and Allied Products	9.9	2.4	0.1
4247	..Petroleum and Petroleum Products	14.4	3.1	0.1
4248	..Beer, Wine, and Distilled Alcoholic Beverages	S	3.5	S
4249	..Miscellaneous Nondurable Goods	14.1	2.6	0.1
42	U.S. Manufacturers' Sales Branches and Offices	S	0.6	S
423	.Durable goods	1.8	1.2	Z
4231	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.5	1.5	Z
4232	..Furniture and Home Furnishings	3.8	2.6	Z
4233	..Lumber & Other Construction Materials	7.5	8.4	Z
4234	..Professional and Commercial Equipment and Supplies	5.2	2.8	Z
42343	...Computer and Computer Peripheral Equipment and Software	7.2	6.7	Z
4235	..Metals and Minerals, ex. Petroleum	14.7	2.2	Z
4236	..Electrical Goods	3.2	1.3	Z
4237	..Hardware, and Plumbing and Heating Equipment and Supplies	10.2	3.4	Z
4238	..Machinery, Equipment, and Supplies	6.1	4.6	Z
4239	..Miscellaneous Durable Goods	6.4	8.2	Z
424	.Nondurable goods	S	0.9	S
4241	..Paper and Paper Products	6.3	1.3	Z
4242	..Drugs and Druggists' Sundries	1.9	1.9	Z
4243	..Apparel, Piece Goods, and Notions	7.5	7.0	Z
4244	..Groceries and Related Products	S	1.8	S
4246	..Chemicals and Allied Products	3.6	2.2	Z
4247	..Petroleum and Petroleum Products	S	1.1	S
4248	..Beer, Wine, and Distilled Alcoholic Beverages	S	0.4	S
4249	..Miscellaneous Nondurable Goods	7.6	5.6	Z

Z - Estimate is less than 0.05%.

S - Corresponding estimate in Table 9 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%), poor response quality (total quantity response rate is less than 50%), or other concerns about the estimate's quality. 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 8A 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.

¹Estimates of sampling variability for sales and taxes are measured using coefficients of variation. Estimates of sampling variability for taxes as a percent of sales are measured using standard errors.

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

Annual Wholesale Trade Survey – 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 2012 AWTS are:

2012 AWTS Unit Response Rates

Total U.S. Wholesalers is this all of 42 or just 1x + 2x? I quoted all of 42 rate	77.0
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	78.6
Manufacturers' Sales Branches and Offices	69.3
Electronic Markets, Agents, Brokers, and Commission Merchants	71.6

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 2012 AWTS are as follows:

2012 AWTS Total Quantity Response Rates

	Sales	Inventories	Purchases	Operating Expenses	Foreign Inventories	E-Commerce
Total U.S. Merchant Wholesalers Here I quoted 1X + 2X because that's the values we have in the Response Rates report to the ADCs. If it should be total 42, please let me know	85.6	85.0	78.6	73.6	76.0	69.2
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	85.2	86.0	78.6	76.4	84.1	64.8
Manufacturers' Sales Branches and Offices	86.6	81.8	N/A	64.0	43.6	74.8
	Commissions	Sales on Own Account	Sales Made on Account of Others	Operating Expenses		
Electronic Markets, Agents, Brokers, and Commission Merchants	66.9	47.6	53.4	54.0		

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>.