

2013 Annual Wholesale Trade Survey

Summary of Changes

The following changes were made with the release of the 2013 AWTS estimates:

Changes to 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
- AWTS estimates were revised to reflect benchmarking to preliminary results of the 2012 Economic Census. Previously, estimates were benchmarked to results of the 2007 Economic Census. 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
- AWTS estimates were revised for NAICS 4247 and the corresponding aggregate totals from 2003 through the present to reflect revisions to the 2007 Economic Census.
- Detailed expense estimates for 2012 (Table 5.1), collected as part of the Business Expenses Supplement (BES) to the 2012 AWTS, and corresponding measures of sampling variability (Table 5.1A) were revised to reflect benchmarking to preliminary results of the 2012 Economic Census.

Changes to Table Layout and Contents

- All data tables displaying a time series have been reformatted to display data in descending order from left to right beginning with the most recent data year. Previously data tables displaying a time series had been displayed in ascending order from left to right beginning with the oldest available year.
- The contents of Table 1 have changed. Table 1 now contains all estimates of total sales previously contained in tables 1, 2, and 3. Total inventories of U.S. merchant wholesalers (previously in table 1), are now published as part of Table 3. See the table on the following page for a summary of all table content changes.
- The contents of Table 2 have changed. Table 2 now contains estimates of total e-commerce sales previously contained in tables 8.0H, 8.1H, and 8.2H. Total sales of U.S. merchant wholesalers, except manufacturers' sales branches and offices (previously in table 2) are now published as part of Table 1. Total inventories of U.S. merchant wholesalers, except manufacturers' sales branches and offices (previously in table 2) are now published as part of Table 3. See the table on the following page for a summary of all table content changes.
- The contents of Table 3 have changed. Table 3 now contains estimates of total inventories previously contained in tables 1, 2, and 3. Total sales of U.S. manufacturers' sales branches and offices (previously in table 3), are now published as part of Table 1. See the table on the following page for a summary of all table content changes.
- Estimates of total e-commerce previously contained in tables 8.0H, 8.1H and 8.2H are now published as part of Table 2. See the table on the following page for a summary of all table content changes.

Summary of Table Content Changes

Data Item	Type of Wholesale	Previous Table	Current Table
Total Sales	Merchant Wholesale	1	1
	Merchant Wholesale, except MSBOs ¹	2	1
	Manufacturers' Sales Branches and Offices	3	1
E-Commerce Sales	Merchant Wholesale	8.0H	2
	Merchant Wholesale, except MSBOs ¹	8.1H	2
	Manufacturers' Sales Branches and Offices	8.2H	2
Total Inventories	Merchant Wholesale	1	3
	Merchant Wholesale, except MSBOs ¹	2	3
	Manufacturers' Sales Branches and Offices	3	3

Footnotes:

¹ Manufacturers' sales branches and offices

Methodology for the 2013 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 of U.S. Merchant Wholesalers: 1992 through 2013

[Sales estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the preliminary results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2013	2012 ¹	2011 ¹	2010 ¹	2009 ¹	2008 ¹	2007 ¹	2006 ¹	2005 ¹	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	
42	Sales	Wholesale Trade	Merchant wholesalers	7,399,299	7,203,824	6,788,053	5,998,543	5,306,933	6,258,426	5,956,547	5,630,491	5,272,885	4,855,609	4,373,998	4,162,169	NA	NA									
423	Sales	Durable goods	Merchant wholesalers	3,222,043	3,122,558	2,914,677	2,626,681	2,308,833	2,825,331	2,897,475	2,824,140	2,649,378	2,490,660	2,217,870	2,171,268	NA	NA									
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers	749,142	717,039	622,892	555,983	454,782	622,200	670,329	680,696	651,655	643,118	604,752	598,718	NA	NA									
4232	Sales	Furniture and Home Furnishings	Merchant wholesalers	91,254	85,957	79,851	74,792	72,331	86,792	92,477	91,638	85,770	80,445	73,952	71,428	NA	NA									
4233	Sales	Lumber & Other Construction Materials	Merchant wholesalers	146,664	134,419	125,991	121,764	122,358	156,137	171,360	182,838	174,793	156,873	129,244	115,507	NA	NA									
4234	Sales	Professional and Commercial Equipment and Supplies	Merchant wholesalers	506,921	496,382	493,668	484,422	454,719	486,207	485,129	465,715	457,195	442,472	415,610	406,447	NA	NA									
42343	Sales	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers	236,830	232,299	236,947	244,021	225,533	247,254	253,295	242,395	250,713	244,749	233,286	232,521	NA	NA									
4235	Sales	Metals and Minerals, ex. Petroleum	Merchant wholesalers	228,223	239,473	233,231	189,629	152,663	245,064	227,049	219,092	192,116	188,567	119,520	117,455	NA	NA									
4236	Sales	Electrical Goods	Merchant wholesalers	580,421	542,217	497,023	461,547	405,081	455,884	453,031	416,304	386,376	365,654	325,080	322,376	NA	NA									
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers	143,070	138,812	126,771	116,357	109,829	130,056	132,257	129,519	114,244	100,102	88,842	84,579	NA	NA									
4238	Sales	Machinery, Equipment, and Supplies	Merchant wholesalers	518,709	505,534	461,086	395,699	356,420	452,993	429,560	419,280	397,925	341,908	303,202	297,936	NA	NA									
4239	Sales	Miscellaneous Durable Goods	Merchant wholesalers	262,725	274,164	228,488	250,018	180,650	250,018	235,683	217,058	199,404	190,930	157,668	156,822	NA	NA									
424	Sales	Non-durable goods	Merchant wholesalers	4,177,256	4,081,266	3,873,376	3,369,862	2,998,100	3,433,095	3,059,072	2,806,351	2,623,507	2,365,540	2,156,128	1,990,901	NA	NA									
4241	Sales	Paper and Paper Products	Merchant wholesalers	136,075	133,544	133,305	131,179	126,631	140,925	139,691	141,712	136,022	126,722	116,990	114,411	NA	NA									
4242	Sales	Drugs and Druggists' Sundries	Merchant wholesalers	709,454	684,785	666,839	635,983	606,540	697,901	662,328	547,742	518,166	472,320	430,360	386,858	NA	NA									
4243	Sales	Apparel, Piece Goods, and Notions	Merchant wholesalers	158,995	152,812	148,405	141,624	131,156	145,455	148,154	138,201	132,253	124,563	117,854	118,346	NA	NA									
4244	Sales	Groceries and Related Products	Merchant wholesalers	829,335	799,800	762,806	715,727	686,757	693,421	667,143	613,917	584,286	555,941	543,358	511,438	NA	NA									
4245	Sales	Farm Product Raw Materials	Merchant wholesalers	260,275	246,510	227,387	183,914	165,342	196,696	145,787	111,885	105,952	115,579	111,758	103,403	NA	NA									
4246	Sales	Chemicals and Allied Products	Merchant wholesalers	210,574	209,707	203,666	192,027	155,334	198,506	182,177	168,969	164,269	148,558	133,294	126,136	NA	NA									
4247	Sales	Petroleum and Petroleum Products	Merchant wholesalers	1,387,521	1,383,965	1,288,934	969,904	731,323	1,045,527	832,245	720,743	628,870	486,497	393,779	321,246	NA	NA									
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers	140,209	136,064	128,632	122,144	120,266	121,344	115,571	108,564	103,905	96,248	91,231	87,559	NA	NA									
4249	Sales	Miscellaneous Non-durable Goods	Merchant wholesalers	338,818	333,989	312,812	287,360	274,751	293,330	266,066	254,619	249,784	237,112	217,524	221,514	NA	NA									
42	Sales	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and offices	5,322,612	5,165,158	4,862,565	4,318,429	3,816,111	4,519,236	4,223,473	3,941,258	3,638,497	3,330,007	2,978,290	2,838,528	2,785,152	2,814,554	2,599,159	2,427,120	2,377,845	2,284,343	2,158,980	1,974,899	1,848,215	1,767,130	
423	Sales	Durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	2,452,714	2,379,057	2,220,613	1,990,944	1,739,701	2,123,985	2,101,989	2,005,139	1,830,347	1,689,588	1,466,158	1,421,503	1,422,195	1,486,673	1,406,371	1,306,545	1,256,384	1,190,342	1,141,701	1,037,638	939,945	861,182	
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	398,310	389,313	332,903	299,169	254,307	309,750	341,227	335,753	303,768	283,835	260,267	251,947	234,902	222,243	212,357	183,741	172,343	172,064	169,736	171,071	160,302	157,842	
4232	Sales	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	71,242	66,879	61,242	57,491	54,519	66,014	69,112	69,081	63,006	59,807	55,490	53,484	52,433	52,697	46,925	43,020	40,227	38,095	36,575	33,317	32,149	31,038	
4233	Sales	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	103,531	92,491	87,051	85,264	85,389	113,717	126,543	141,704	139,034	127,454	105,146	95,091	89,730	87,179	88,505	79,784	77,452	72,755	66,292	65,376	58,502	51,104	
4234	Sales	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	428,077	416,556	414,498	398,976	354,204	382,035	381,807	353,174	332,819	310,256	279,643	272,462	267,795	282,230	281,843	257,518	237,178	220,240	197,924	165,421	155,207	133,513	
42343	Sales	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	223,806	219,188	222,876	219,945	182,010	198,150	198,806	183,658	179,044	166,151	148,690	150,618	153,845	174,848	175,779	157,836	142,060	126,877	109,579	87,492	76,657	65,825	
4235	Sales	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	168,878	174,323	167,091	133,784	109,910	179,989	165,861	158,202	136,133	120,757	81,205	81,746	84,847	93,806	86,514	88,514	91,553	86,177	87,029	81,680	72,190	70,617	
4236	Sales	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	517,144	481,739	433,693	395,082	341,603	369,514	348,960	319,575	284,403	265,016	232,560	222,957	231,864	260,041	224,125	201,145	195,615	187,154	186,611	159,121	134,649	113,569	
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	116,225	111,017	103,179	95,675	90,113	108,675	112,204	109,064	95,016	84,150	74,428	70,431	69,047	72,056	68,505	65,540	62,531	59,077	56,382	53,209	46,415	44,413	
4238	Sales	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	401,130	391,138	353,710	303,313	275,145	351,795	328,820	311,938	287,698	259,353	230,427	227,758	247,226	256,089	247,993	243,698	223,800	206,588	191,252	174,411	161,824	147,542	
4239	Sales	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	248,177	255,601	267,246	222,190	174,511	242,536	227,435	206,648	188,470	178,960	146,992	145,627	144,351	160,332	149,604	143,585	155,635	148,192	149,900	134,032	118,707	111,544	
424	Sales	Non-durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	2,869,898	2,786,101	2,641,952	2,327,485	2,077,110	2,395,251	2,121,504	1,936,119	1,808,150	1,640,419	1,512,132	1,414,205	1,362,957	1,327,881	1,192,788	1,120,575	1,121,461	1,094,001	1,017,279	937,261	908,270	905,948	
4241	Sales	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	88,325	86,642	85,810	84,032	81,667	90,657	91,284	90,406	87,230	81,904	74,052	72,646	76,232	77,774	73,158	69,102	66,492	64,844	66,069	55,435	50,212	48,129	
4242	Sales	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	482,837	457,058	440,448	413,828	390,818	375,711	351,783	340,845	322,378	293,023	271,955	245,625	210,622	175,079	151,527	125,599	107,379	94,321	83,732	76,375	68,997	67,069	
4243	Sales	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	155,380	149,103	144,191	137,225	126,523	138,152	139,674	128,451	121,214	113,729	107,037	105,803	98,961	96,501	90,369	86,821	84,358	73,112	67,595	68,524	65,682	62,659	
4244	Sales	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	571,407	549,430	524,037	494,441	476,640	488,244	475,772	436,655	422,166	402,916	402,063	385,881	377,179	374,725	356,093	341,626	330,211	317,821	309,048	289,903	283,70		

Table 2. Estimated E-Commerce Sales of U.S. Merchant Wholesalers: 1992 through 2013

[E-Commerce sales estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the preliminary results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2013	2012'	2011'	2010'	2009'	2008'	2007'	2006'	2005'	2004'	2003'	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992		
42	E-commerce	Wholesale Trade	Merchant wholesalers	1,057,240	1,052,796	1,048,783	1,043,763	1,039,446	1,035,124	1,030,803	1,026,482	1,022,161	1,017,840	1,013,519	1,009,198	1,004,877	1,000,556	996,235	991,914	987,593	983,272	978,951	974,630	970,309	965,988		
423	E-commerce	Durable goods	Merchant wholesalers	844,312	839,863	835,414	830,965	826,516	822,067	817,618	813,169	808,720	804,271	799,822	795,373	790,924	786,475	782,026	777,577	773,128	768,679	764,230	759,781	755,332	750,883	746,434	
4231	E-commerce	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers	385,277	380,728	376,179	371,630	367,081	362,532	357,983	353,434	348,885	344,336	339,787	335,238	330,689	326,140	321,591	317,042	312,493	307,944	303,395	298,846	294,297	289,748	285,199	
4232	E-commerce	Furniture and Home Furnishings	Merchant wholesalers	14,347	13,999	13,651	13,303	12,955	12,607	12,259	11,911	11,563	11,215	10,867	10,519	10,171	9,823	9,475	9,127	8,779	8,431	8,083	7,735	7,387	7,039	6,691	
4233	E-commerce	Lumber & Other Construction Materials	Merchant wholesalers	14,053	13,705	13,357	13,009	12,661	12,313	11,965	11,617	11,269	10,921	10,573	10,225	9,877	9,529	9,181	8,833	8,485	8,137	7,789	7,441	7,093	6,745	6,397	
4234	E-commerce	Professional and Commercial Equipment and Supplies	Merchant wholesalers	124,388	121,687	119,000	116,313	113,626	110,939	108,252	105,565	102,878	100,191	97,504	94,817	92,130	89,443	86,756	84,069	81,382	78,695	76,008	73,321	70,634	67,947	65,260	
42343	E-commerce	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers	60,409	D	D	60,105	112,226	114,435	110,806	104,760	96,702	93,227	89,752	86,277	82,802	79,327	75,852	72,377	68,902	65,427	61,952	58,477	55,002	51,527	48,052	
4235	E-commerce	Metals and Minerals, ex. Petroleum	Merchant wholesalers	28,703	30,087	28,464	22,217	14,779	7,908	17,998	17,594	14,990	12,706	9,848	6,348	3,248	1,348	1,348	1,348	1,348	1,348	1,348	1,348	1,348	1,348	1,348	1,348
4236	E-commerce	Electrical Goods	Merchant wholesalers	140,148	127,984	117,544	113,469	88,015	90,069	85,747	75,247	67,196	57,222	50,065	46,157	42,249	38,341	34,433	30,525	26,617	22,709	18,801	14,893	10,985	7,077	3,169	
4237	E-commerce	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers	20,317	19,267	17,015	15,629	14,277	15,184	15,107	S	12,109	8,894	8,118	7,747	7,376	6,995	6,614	6,233	5,852	5,471	5,090	4,709	4,328	3,947	3,566	
4238	E-commerce	Machinery, Equipment, and Supplies	Merchant wholesalers	85,941	82,169	75,834	63,112	44,837	50,524	43,909	36,963	33,024	26,049	23,166	20,283	17,400	14,517	11,634	8,751	5,868	2,985	1,102	1,102	1,102	1,102	1,102	1,102
4239	E-commerce	Miscellaneous Durable Goods	Merchant wholesalers	31,138	31,991	32,693	31,725	29,202	28,372	26,481	19,593	16,640	D	D	D	D	D	D	D	D	D	D	D	D	D	D	
424	E-commerce	Nondurable goods	Merchant wholesalers	1,112,928	1,076,863	1,032,226	928,330	840,054	827,943	748,295	687,492	644,088	515,351	456,748	381,095	319,000	253,000	187,000	121,000	55,000	19,000	19,000	19,000	19,000	19,000	19,000	
4241	E-commerce	Paper and Paper Products	Merchant wholesalers	46,953	45,893	43,798	43,346	36,607	33,426	29,811	25,136	19,843	16,398	13,749	10,381	7,013	3,645	3,645	3,645	3,645	3,645	3,645	3,645	3,645	3,645	3,645	3,645
4242	E-commerce	Drugs and Druggists' Sundries	Merchant wholesalers	474,373	469,346	451,871	429,622	409,200	390,299	354,393	340,249	329,911	292,727	226,057	190,026	154,000	118,000	82,000	46,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
4243	E-commerce	Apparel, Piece Goods, and Notions	Merchant wholesalers	39,992	37,105	36,221	35,562	31,023	33,864	34,335	34,526	36,019	D	D	D	D	D	D	D	D	D	D	D	D	D	D	
4244	E-commerce	Groceries and Related Products	Merchant wholesalers	218,088	208,680	194,675	179,034	165,091	148,565	133,881	115,796	106,128	84,662	75,241	56,846	43,386	30,919	18,452	6,985	2,518	2,518	2,518	2,518	2,518	2,518	2,518	2,518
4246	E-commerce	Chemicals and Allied Products	Merchant wholesalers	37,759	33,647	31,928	28,479	D	D	23,968	20,660	D	D	D	D	D	D	D	D	D	D	D	D	D	D	D	D
4247	E-commerce	Petroleum and Petroleum Products	Merchant wholesalers	203,502	198,931	188,074	140,190	102,985	135,770	106,538	D	D	D	D	55,033	48,098	41,163	34,228	27,293	20,358	13,423	6,488	6,488	6,488	6,488	6,488	6,488
4248	E-commerce	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers	12,892	12,917	12,260	6,659	D	D	6,721	D	D	D	D	D	D	D	D	D	D	D	D	D	D	D	D	
4249	E-commerce	Miscellaneous Nondurable Goods	Merchant wholesalers	68,859	69,121	63,987	57,411	54,714	54,151	51,621	49,784	45,225	43,879	40,341	35,365	30,389	25,413	20,437	15,461	10,485	5,509	5,509	5,509	5,509	5,509	5,509	
42	E-commerce	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and offices	1,102,982	1,054,829	983,253	900,330	799,532	798,360	765,581	698,761	635,883	516,975	455,445	382,261	332,556	280,494	233,675	187,323	121,000	55,000	19,000	19,000	19,000	19,000	19,000	19,000
4231	E-commerce	Durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	492,451	468,990	422,260	395,143	325,920	344,383	339,425	304,184	265,038	228,848	197,494	175,533	153,455	134,982	117,385	95,592	73,797	51,999	30,199	30,199	30,199	30,199	30,199	30,199
4231	E-commerce	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	162,332	157,760	128,336	120,824	100,168	116,290	127,333	118,789	S	S	76,901	70,824	69,652	68,478	63,051	57,624	52,197	46,772	41,345	35,918	30,491	25,064	19,637	14,210
4232	E-commerce	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	10,037	9,285	8,882	8,278	7,557	8,287	8,015	7,765	6,285	5,229	5,215	5,175	3,873	2,817	2,761	2,431	2,101	1,771	1,441	1,111	781	451	121	
4233	E-commerce	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	6,092	4,825	3,684	S	3,376	4,905	4,995	4,906	5,417	4,562	4,239	3,556	3,171	2,704	2,454	2,154	1,804	1,454	1,104	754	404	54		
4234	E-commerce	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	104,834	102,354	105,114	100,283	86,543	88,431	86,161	78,883	69,903	65,607	54,201	44,720	39,903	36,492	31,617	21,196	16,721	11,246	6,771	2,296	2,296	2,296	2,296	
42343	E-commerce	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	58,083	58,726	62,563	62,779	51,369	54,003	55,058	52,413	47,361	44,113	35,568	29,446	26,104	25,435	20,364	11,680	NA	NA						
4235	E-commerce	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	9,229	9,639	9,377	7,559	5,134	6,284	4,863	4,059	3,185	2,489	S	1,712	1,447	990	S	477	NA							
4236	E-commerce	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	118,774	108,135	95,175	88,127	66,819	63,971	55,780	39,693	32,550	28,657	25,043	21,842	16,128	13,554	8,412	NA								
4237	E-commerce	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	13,485	12,433	11,182	10,471	9,584	10,889	11,068	9,793	8,463	6,047	5,822	5,599	5,697	5,833	6,472	6,473	NA	NA						
4238	E-commerce	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	38,646	34,840	29,928	26,483	19,309	18,503	15,959	12,978	10,373	7,848	6,812	6,236	6,479	6,822	6,785	5,426	NA	NA						
4239	E-commerce	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	29,032	29,679	30,872	29,696	27,430	26,823	25,251	18,432	15,636	14,081	13,666	12,668	11,391	12,500	11,307	10,148	NA	NA						
424	E-commerce	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and offices	610,531	585,879	560,993	514,187	473,612	453,977	426,156	394,577	370,845	290,127	257,951	206,728	179,101	145,512	116,290	91,731	73,797	51,999	30,199	30,199	30,199	30,199	30,199	30,199
4241	E-commerce	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	24,346	22,938	20,741	20,001	18,317	18,311	17,526	16,468	13,912	11,818	9,582	6,938	5,455	4,501	3,622	2,861	NA	NA						
4242	E-commerce	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	38,569	S	S	291,238	277,302	261,898	S	S	225,234	S	146,220	125,117	105,519	84,998	69,224	55,822	NA							
4243	E-commerce	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	37,510	34,484	33,879	29,382	31,419	31,563	31,472	32,500	26,989	24,274	19,788	16,289	13,534	10,629	7,648	NA								
4244	E-commerce	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	107,899	101,553	95,396	88,374	83,760	74,892	68,953	60,230	57,864	50,577	43,719	28,441	22,774	16,882	13,494	10,957	NA	NA						
4245	E-commerce	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	10,510	S	10,082	8,827	7,935	8,440	7,027	5,024	5,175	5,697	4,678	4,336	3,712	3,500	D	2,570	NA							
4246	E-commerce	Chemicals and Allied Products																									

Table 3. Estimated Inventories of U.S. Merchant Wholesalers: 1992 through 2013

[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 preliminary results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2013	2012 ¹	2011 ¹	2010 ¹	2009 ¹	2008 ¹	2007 ¹	2006 ¹	2005 ¹	2004 ¹	2003 ¹	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	
42	Inventories	U.S. Merchant Wholesalers	Merchant Wholesalers	692,000	669,331	631,733	575,946	517,690	576,151	549,984	516,273	477,504	435,851	396,595	382,377	NA										
423	Inventories	Durable goods	Merchant Wholesalers	383,230	367,437	342,566	308,363	281,358	335,099	317,271	308,173	281,763	256,755	227,160	218,133	NA										
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	65,378	62,396	60,667	51,901	48,099	60,913	57,145	54,028	51,210	46,182	43,518	36,917	NA										
4232	Inventories	Furniture and Home Furnishings	Merchant Wholesalers	11,938	11,070	10,702	10,240	9,219	10,620	10,943	10,535	9,616	8,760	8,104	7,572	NA										
4233	Inventories	Lumber & Other Construction Materials	Merchant Wholesalers	17,265	15,513	14,644	14,179	13,641	16,876	17,671	17,667	16,942	15,235	11,915	10,180	NA										
4234	Inventories	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	43,007	40,027	40,429	38,897	35,598	39,491	38,029	34,911	33,634	32,561	32,444	NA											
42343	Inventories	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	44,498	43,675	43,026	41,040	38,029	41,040	38,029	34,911	33,634	32,561	32,444	NA											
4235	Inventories	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	37,242	37,567	35,607	29,429	25,243	37,035	32,692	33,427	27,714	25,520	16,983	16,808	NA										
4236	Inventories	Electrical Goods	Merchant Wholesalers	49,700	47,859	45,175	42,344	37,429	44,668	42,272	39,887	36,153	33,029	29,895	30,346	NA										
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	21,813	21,338	20,447	18,771	17,619	19,741	20,119	19,243	17,048	14,838	12,940	12,380	NA										
4238	Inventories	Machinery, Equipment, and Supplies	Merchant Wholesalers	106,949	100,705	87,850	77,762	71,733	80,835	73,982	70,906	63,989	57,059	50,911	52,499	NA										
4239	Inventories	Miscellaneous Durable Goods	Merchant Wholesalers	28,490	27,882	27,045	24,850	22,777	25,920	24,424	24,916	24,180	22,498	20,309	18,987	NA										
424	Inventories	Nondurable goods	Merchant Wholesalers	308,770	301,894	289,167	267,583	236,332	241,052	232,713	208,100	195,741	179,096	169,435	164,244	NA										
4241	Inventories	Paper and Paper Products	Merchant Wholesalers	11,636	11,105	11,354	11,078	10,363	11,692	11,250	10,912	10,340	9,594	8,395	8,255	NA										
4242	Inventories	Drugs and Druggists' Sundries	Merchant Wholesalers	66,947	61,745	60,603	59,666	53,887	59,470	49,431	48,789	46,326	47,056	46,003	44,729	NA										
4243	Inventories	Apparel, Piece Goods, and Notions	Merchant Wholesalers	21,995	23,781	23,639	21,168	17,737	21,571	20,320	19,914	19,401	17,439	16,672	16,734	NA										
4244	Inventories	Groceries and Related Products	Merchant Wholesalers	46,533	45,683	44,240	40,070	36,415	37,817	34,134	30,824	28,644	26,108	25,047	23,278	NA										
4245	Inventories	Farm Product Raw Materials	Merchant Wholesalers	28,400	30,740	27,399	29,068	20,840	18,302	21,137	14,725	11,310	10,022	13,887	11,604	NA										
4246	Inventories	Chemicals and Allied Products	Merchant Wholesalers	21,186	20,688	19,372	17,216	15,112	18,115	17,093	15,290	14,573	13,251	12,419	12,340	NA										
4247	Inventories	Petroleum and Petroleum Products	Merchant Wholesalers	55,226	56,542	54,440	45,503	40,734	30,329	41,207	33,864	31,251	23,647	17,771	17,299	NA										
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	16,039	15,210	13,860	12,916	12,382	12,809	11,286	9,783	9,098	8,326	7,804	7,503	NA										
4249	Inventories	Miscellaneous Nondurable Goods	Merchant Wholesalers	37,836	36,400	34,260	30,898	28,862	30,947	26,855	23,999	24,758	23,663	21,437	22,502	NA										
42	Inventories	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches	Merchant wholesalers, except manufacturers' sales branches and offices	535,863	514,640	482,620	439,681	395,981	444,430	426,117	400,223	369,358	341,641	310,115	302,715	298,577	309,710	290,382	272,575	258,900	241,396	239,275	222,826	205,815	197,793	
423	Inventories	Durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	320,952	305,220	281,565	253,405	231,180	278,790	262,469	256,290	232,996	213,590	186,435	182,150	182,521	198,525	187,738	175,994	165,371	154,207	151,709	139,941	127,094	121,809	
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	51,112	49,443	47,566	40,710	37,054	47,701	42,935	41,002	38,045	33,923	31,743	30,019	27,581	28,796	26,816	23,453	22,312	21,595	22,219	21,820	21,692	22,108	
4232	Inventories	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	9,826	9,071	8,554	8,234	7,325	8,820	8,893	8,709	7,995	7,278	6,853	6,401	6,052	6,413	5,706	5,268	4,884	4,801	4,797	4,566	4,445	4,420	
4233	Inventories	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	12,552	11,227	10,459	10,369	9,945	12,618	13,438	14,177	12,930	12,928	10,782	8,677	8,238	8,128	7,744	7,034	6,541	6,485	5,892	5,426	5,470	5,470	
4234	Inventories	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	36,529	34,861	32,699	31,354	28,823	31,602	31,454	30,725	27,669	26,450	24,075	23,755	23,498	27,269	27,819	26,698	27,505	24,403	23,668	20,814	17,959	16,737	
42343	Inventories	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	44,498	43,675	43,026	41,040	38,029	41,040	38,029	34,911	33,634	32,561	32,444	NA	NA										
4235	Inventories	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	28,546	28,534	26,394	22,191	18,901	28,711	24,630	26,186	20,921	20,087	12,789	13,645	12,338	12,947	12,983	12,947	12,338	11,604	11,170	11,559	10,271	9,551	
4236	Inventories	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	43,600	41,768	38,268	34,703	30,889	36,398	34,315	32,869	30,015	28,430	25,424	25,412	26,607	31,264	27,400	24,234	22,318	22,296	23,411	19,890	17,150	16,465	
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	18,985	18,578	18,065	16,729	15,576	17,741	18,355	17,403	15,414	13,547	11,743	11,121	11,018	11,532	10,496	10,181	9,372	9,158	8,552	8,330	7,129	6,729	
4238	Inventories	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	92,210	84,721	73,335	65,047	60,557	69,984	64,731	61,281	55,895	49,675	44,574	46,370	49,028	51,057	49,757	47,762	41,763	37,423	35,556	31,391	28,111	27,772	
4239	Inventories	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	27,592	27,017	26,225	24,168	22,110	25,175	23,718	23,938	23,112	21,268	19,082	17,815	18,124	20,221	18,633	18,086	17,135	15,893	15,795	15,086	14,445	12,551	
424	Inventories	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and offices	214,911	209,420	201,055	186,276	164,801	165,860	163,648	143,933	136,362	128,051	123,680	120,565	116,056	111,185	102,644	96,581	93,529	87,189	87,566	82,885	78,721	75,984	
4241	Inventories	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	7,559	7,247	7,223	7,094	6,657	7,546	7,276	7,171	7,097	6,588	5,712	5,641	5,989	6,747	5,983	5,890	5,942	5,302	5,388	4,932	4,756	4,606	
4242	Inventories	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	47,347	41,817	40,957	38,269	35,423	34,064	32,783	31,308	30,434	31,888	32,294	32,135	30,681	29,901	29,278	15,873	13,671	12,049	10,689	11,051	10,663	9,847	
4243	Inventories	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	24,380	23,147	22,848	20,408	16,979	20,415	18,767	18,180	17,529	15,833	14,945	15,136	14,643	14,209	13,703	17,502	14,021	13,592	12,054	11,712	12,162	11,429	10,714
4244	Inventories	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	31,402	30,864	30,047	26,825	24,881	26,781	25,462	23,097	22,239	20,687	20,226	20,410	19,278	20,509	20,372	19,037	19,011	18,234	18,456	18,105	17,826	18,316	
4245	Inventories	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	28,400	30,740	27,399	29,068	20,840	18,302	21,137	14,725	11,310	10,022	13,887	11,604	11,309	11,464	10,610	10,910	11,278	10,572	13,138	10,871	10,045	8,726</	

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 2013

[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 preliminary results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2013	2012'	2011'	2010'	2009'	2008'	2007'	2006'	2005'	2004'	2003'	2002	2001	2000	1999,333	1998	1997,898	1996	1995	1994	1993	1992	
42	Purchases	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and offices	4,421,752	4,299,073	4,052,345	3,577,741	3,121,264	3,732,618	3,222,721	2,976,504	2,725,414	2,415,534	2,281,608	2,234,414	2,270,189	2,083,333	1,942,912	1,905,898	1,818,751	1,719,831	1,585,326	1,484,899	1,433,038		
423	Purchases	Durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	1,893,294	1,835,801	1,717,359	1,530,262	1,319,014	1,643,660	1,627,172	1,556,210	1,424,273	1,321,279	1,131,163	1,089,406	1,091,417	1,153,798	1,091,775	1,011,882	972,110	912,744	878,929	806,816	728,432	663,917	
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	326,614	317,997	270,349	240,063	201,150	252,791	281,594	276,787	250,675	234,795	213,005	200,549	186,328	176,251	169,802	145,700	136,815	137,116	135,999	140,095	131,569	129,552	
4232	Purchases	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	49,586	46,880	42,544	39,853	37,391	45,790	48,174	46,835	44,645	41,987	38,336	36,890	36,576	37,431	33,627	31,026	28,621	26,796	25,922	23,923	22,804	21,016	
4233	Purchases	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	81,927	72,529	68,161	66,450	65,321	87,707	97,629	111,687	110,886	102,800	84,286	76,096	71,943	71,070	72,748	65,528	63,633	59,307	54,413	54,117	47,815	41,199	
4234	Purchases	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	318,240	310,342	309,237	297,617	263,532	286,137	290,383	288,440	255,632	240,043	212,923	206,812	205,009	221,446	221,371	200,876	184,485	169,044	154,635	127,968	117,919	95,517	
42343	Purchases	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	175,377	172,317	174,854	172,805	143,870	158,968	163,584	151,808	148,219	138,593	123,545	124,289	127,920	148,458	149,711	132,911	118,562	103,098	90,139	69,774	60,536	48,682	
4235	Purchases	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	145,464	150,961	145,044	116,036	91,791	152,793	140,609	132,044	111,545	98,768	66,046	65,765	67,910	75,594	69,907	72,164	73,861	68,772	68,674	66,392	58,126	57,227	
4236	Purchases	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	390,143	382,260	326,972	299,080	257,383	283,126	268,913	246,655	224,756	208,940	181,884	173,472	179,822	203,330	174,782	157,064	152,495	143,295	142,948	122,823	103,268	86,521	
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	84,985	80,790	76,440	70,725	65,459	79,190	81,118	79,077	68,821	61,253	52,588	50,081	49,037	53,643	51,312	49,491	47,235	44,208	42,023	39,803	34,164	32,978	
4238	Purchases	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	297,636	289,155	263,650	222,794	199,370	260,812	240,089	231,007	210,752	191,692	168,318	166,758	182,366	189,799	183,291	179,982	165,740	153,130	142,032	129,236	118,761	109,373	
4239	Purchases	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	198,317	204,887	214,962	177,644	137,617	195,314	178,663	161,878	146,561	140,981	113,777	112,983	112,424	125,234	114,935	110,051	119,225	111,076	112,283	102,457	94,006	90,534	
424	Purchases	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and offices	2,528,458	2,463,272	2,334,986	2,047,479	1,802,250	2,088,958	1,835,816	1,665,511	1,552,231	1,404,135	1,284,371	1,192,202	1,142,997	1,116,391	991,558	931,030	933,788	906,907	840,902	778,510	758,467	769,121	
4241	Purchases	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	70,502	68,955	68,172	66,974	64,925	72,261	72,739	72,167	70,050	66,723	60,525	58,703	61,363	61,933	57,624	54,108	52,082	50,675	51,692	42,331	37,668	36,785	
4242	Purchases	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	441,679	418,322	405,748	379,801	358,959	340,844	321,214	310,613	293,000	273,881	252,717	233,297	190,354	159,458	134,517	110,654	90,806	82,896	73,828	67,145	62,018	61,551	
4243	Purchases	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	107,605	103,716	99,685	93,972	84,222	94,630	97,037	92,458	84,428	79,508	75,865	74,444	69,025	68,255	63,219	61,681	59,510	52,204	48,738	49,890	47,855	45,360	
4244	Purchases	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	493,925	476,409	456,305	427,057	410,903	421,222	407,396	371,889	358,286	339,506	328,488	321,956	315,611	315,329	299,054	288,827	277,468	264,979	258,072	244,903	239,874	234,467	
4245	Purchases	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	235,695	226,104	208,899	189,213	153,046	181,105	133,504	100,926	97,576	106,304	102,629	95,171	91,951	95,354	92,406	101,678	122,358	128,750	111,243	93,195	92,864	102,453	
4246	Purchases	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	100,085	96,483	92,728	81,099	68,152	91,666	80,316	74,295	71,830	62,436	54,707	51,609	48,986	47,787	43,542	42,413	42,607	40,798	38,700	33,675	30,692	29,639	
4247	Purchases	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	776,937	775,443	725,401	570,428	411,958	625,901	481,065	416,093	356,728	287,437	219,973	180,619	177,510	179,941	126,790	106,977	126,159	129,948	113,930	112,611	115,402	126,346	
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	91,720	90,145	85,834	81,909	80,965	81,614	78,163	73,453	68,316	64,389	62,975	59,511	56,046	53,654	50,724	46,654	44,317	42,445	39,862	40,039	38,633	37,956	
4249	Purchases	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	210,310	208,052	192,214	177,026	169,120	179,715	164,382	154,599	152,017	143,971	126,492	126,892	132,151	134,680	123,682	118,038	115,281	113,212	104,837	94,721	93,461	94,564	
42	Gross margins	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and offices	922,893	898,105	853,159	784,388	647,098	804,931	786,379	749,402	689,710	636,119	570,156	558,058	539,605	563,693	533,633	497,883	489,451	467,713	455,598	406,584	371,338		x
4231	Gross margins	Durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	575,152	566,911	531,414	482,907	373,117	496,066	480,976	472,223	425,480	395,464	339,280	331,726	334,774	343,662	326,340	305,286	295,438	280,096	274,540	243,669	218,798		x
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	73,365	73,193	69,410	62,762	42,510	61,725	61,566	61,923	57,215	51,220	48,986	53,836	47,359	47,972	45,918	39,182	36,245	34,324	34,136	31,104	28,317		x
4232	Gross margins	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	22,411	20,516	19,018	18,547	15,633	20,151	21,122	21,160	19,078	18,245	17,606	16,943	15,494	15,973	13,736	12,378	11,689	11,303	10,884	9,515	9,370		x
4233	Gross margins	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	22,929	20,730	18,980	19,238	17,395	20,190	28,175	30,264	29,146	27,434	22,335	19,396	17,735	16,309	16,520	13,877	14,529	13,941	11,931	11,852	11,103		x
4234	Gross margins	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	111,505	108,376	106,606	103,890	87,893	96,046	92,153	87,794	78,406	72,588	67,040	65,907	59,015	60,234	61,593	55,995	51,941	46,143	40,308	40,510		x	
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	49,265	47,534	48,025	48,594	37,514	38,958	35,041	32,899	31,138	28,733	25,933	26,007	23,130	24,940	26,603	24,478	25,769	24,416	20,990	20,230	17,085		x
4235	Gross margins	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	23,043	25,502	26,250	21,038	8,309	31,277	23,696	31,423	25,422	29,287	15,368	16,224	15,629	18,874	16,643	16,959	18,426	17,839	17,966	16,576	14,784		x
4236	Gross margins	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	128,833	122,978	110,286	99,816	78,711	88,471	81,493	75,774	61,232	59,082	50,688	48,290	47,385	60,575	52,509	45,997	43,142	42,744	47,184	39,038	32,066		x
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	31,647	30,740	28,175	26,003	22,489	28,871	32,038	31,976	28,062	24,701	22,462	20,453	19,496	19,449	17,508	16,858	15,510	15,475	14,581	14,607	12,651		x
4238	Gross margins	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	110,983	113,369	98,348	85,009	66,348	96,196	92,181	86,317	83,166	72,762	60,313	58,342	62,831	67,590	66,697	69,715	62,450	55,325	53,385	48,453	43,402		x
4239	Gross margins	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	50,435	51,506	54,341	46,604	33,829	48,679	48,595	45,596	43,753	40,165	34,482	32,335	29,830	36,886	35,216	34,485	37,652	37,214	38,326	32,216	26,595		x
424	Gross margins	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and offices	346,981	331,194	321,745	301,481	279,981	308,325	305,403	277,179	264,230	240,655	230,876	226,332	224,831	220,031	207,293	192,597	194,013	187,617	181,058	162,915	152,540		x
4241	Gross margins	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	16,135	17,711	17,767	17,495	15,853	18,666	18,630	18,313	17,889	16,057	13,598	13,595	14,111	16,605	15,627	14,942	15,590	14,083	14,833	13,280	12,894		x
4242	Gross margins	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	46,688	39,596	37,388	3																			

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 2013

[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 preliminary results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2013	2012 ¹	2011 ¹	2010 ¹	2009 ¹	2008 ¹	2007 ¹	2006 ¹	2005 ¹	2004 ¹	2003 ¹	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992
4241	Gross margins as a percent of sales	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	20.5	20.4	20.7	20.8	19.4	20.6	20.4	20.3	20.3	19.6	18.4	18.7	18.5	21.4	21.4	21.6	22.6	21.7	22.5	24.0	25.3	x
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	9.7	8.7	8.5	8.9	8.5	9.6	9.1	9.1	8.7	6.4	7.1	9.7	12.9	12.0	13.5	13.7	14.0	13.6	11.4	12.6	11.6	x
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	31.5	30.6	32.6	34.0	30.7	32.7	30.9	28.5	31.8	30.9	28.9	30.1	30.7	29.8	29.7	29.5	31.3	29.1	27.2	28.3	28.2	x
4244	Gross margins as a percent of sales	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	13.7	13.5	13.5	14.0	13.4	14.0	14.9	15.0	15.5	15.9	18.3	16.9	16.0	15.9	16.4	15.5	16.2	16.6	16.6	15.6	15.3	x
4245	Gross margins as a percent of sales	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	8.5	9.6	7.6	12.5	9.0	6.5	12.8	12.8	9.1	4.7	10.2	8.2	8.7	8.0	7.7	7.3	8.5	9.4	13.2	10.9	10.3	x
4246	Gross margins as a percent of sales	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	20.5	21.7	21.7	22.5	21.9	21.5	22.5	21.7	21.9	21.7	23.0	24.5	23.9	23.2	25.1	25.3	24.4	24.4	23.9	23.0	24.2	x
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	3.9	3.9	4.5	3.1	6.4	4.7	6.3	6.4	6.6	8.5	5.3	6.7	7.4	8.5	9.7	9.7	9.2	9.8	9.9	10.8	9.3	x
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	26.9	26.4	26.4	26.2	24.5	26.2	25.8	26.0	26.6	26.5	24.3	25.6	24.9	25.3	25.2	25.0	24.7	24.8	24.3	23.2	24.3	x
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	16.6	16.4	17.9	17.7	16.3	19.4	19.9	19.2	19.0	20.6	20.9	21.0	21.4	21.5	21.4	21.9	21.8	22.1	24.3	23.2	21.5	x

Note:
x - Denotes an estimate that is not available due to the lack of prior year inventories.

Estimates have not been adjusted for price changes. Table 4A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html.

Footnote:

¹ Revised data. For more information on the revisions, see the 2013 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2013_Summary_of_Changes.pdf.

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2013

[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 preliminary results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2013	2012 ^r	2011 ^r	2010 ^r	2009 ^r	2008 ^r	2007 ^r	2006 ^r	2005 ^r	2004 ^r	2003 ^r	2002 ^r
42	Operating expenses	Wholesale Trade	Merchant Wholesalers	843,170	825,688	778,353	732,221	693,654	753,314	728,539	671,903	NA	NA	NA	NA
423	Operating expenses	Durable goods	Merchant Wholesalers	479,462	469,633	438,965	412,033	386,198	434,889	426,022	392,352	NA	NA	NA	NA
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	70,741	69,881	61,521	57,028	51,319	56,526	56,838	52,491	NA	NA	NA	NA
4232	Operating expenses	Furniture and Home Furnishings	Merchant Wholesalers	19,780	18,801	17,731	16,958	16,613	19,158	20,393	18,902	NA	NA	NA	NA
4233	Operating expenses	Lumber & Other Construction Materials	Merchant Wholesalers	24,411	22,977	22,367	22,404	23,462	28,339	29,408	27,897	NA	NA	NA	NA
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	97,991	97,201	94,789	91,201	82,948	86,078	81,348	76,788	NA	NA	NA	NA
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	32,715	32,830	33,538	33,957	29,109	30,566	30,388	27,524	NA	NA	NA	NA
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	20,641	20,110	18,117	15,831	15,978	21,778	22,416	20,679	NA	NA	NA	NA
4236	Operating expenses	Electrical Goods	Merchant Wholesalers	84,669	80,870	76,650	73,361	68,603	73,042	72,292	62,715	NA	NA	NA	NA
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	29,282	28,528	26,523	25,063	24,711	29,119	29,760	28,239	NA	NA	NA	NA
4238	Operating expenses	Machinery, Equipment, and Supplies	Merchant Wholesalers	91,827	90,553	82,090	73,438	70,318	81,685	75,615	70,502	NA	NA	NA	NA
4239	Operating expenses	Miscellaneous Durable Goods	Merchant Wholesalers	40,120	40,712	39,177	36,749	32,246	39,164	37,952	34,139	NA	NA	NA	NA
424	Operating expenses	Nondurable goods	Merchant Wholesalers	363,708	356,055	339,388	320,188	307,456	318,425	302,517	279,551	NA	NA	NA	NA
4241	Operating expenses	Paper and Paper Products	Merchant Wholesalers	21,188	21,186	21,087	21,263	21,081	21,803	21,975	21,845	NA	NA	NA	NA
4242	Operating expenses	Drugs and Druggists' Sundries	Merchant Wholesalers	67,929	66,296	64,726	61,803	58,136	55,748	50,454	49,731	NA	NA	NA	NA
4243	Operating expenses	Apparel, Piece Goods, and Notions	Merchant Wholesalers	37,052	35,592	34,034	33,117	31,482	32,840	32,756	30,466	NA	NA	NA	NA
4244	Operating expenses	Groceries and Related Products	Merchant Wholesalers	97,490	95,555	92,823	87,823	83,860	85,561	81,561	73,766	NA	NA	NA	NA
4245	Operating expenses	Farm Product Raw Materials	Merchant Wholesalers	11,191	10,853	10,112	9,336	9,065	11,172	9,512	8,103,0	NA	NA	NA	NA
4246	Operating expenses	Chemicals and Allied Products	Merchant Wholesalers	31,613	30,730	29,289	27,428	24,091	27,031	24,990	21,627	NA	NA	NA	NA
4247	Operating expenses	Petroleum and Petroleum Products	Merchant Wholesalers	30,448	30,116	26,508	21,396	22,082	22,116	20,063	17,200	NA	NA	NA	NA
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	26,011	25,473	23,700	22,853	22,449	22,559	21,245	19,474	NA	NA	NA	NA
4249	Operating expenses	Miscellaneous Nondurable Goods	Merchant Wholesalers	40,786	40,254	37,109	35,169	35,210	39,595	39,961	37,339	NA	NA	NA	NA
42	Operating expenses as a percent of sales	Wholesale Trade	Merchant Wholesalers	11.4	11.5	11.5	12.2	13.1	12.0	12.2	11.9	NA	NA	NA	NA
423	Operating expenses as a percent of sales	Durable goods	Merchant Wholesalers	14.9	15.0	15.1	15.7	16.7	15.4	14.7	13.9	NA	NA	NA	NA
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	9.4	9.7	9.9	10.3	11.3	10.1	8.5	7.7	NA	NA	NA	NA
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	Merchant Wholesalers	21.7	21.9	22.2	22.7	23.0	22.1	22.1	20.6	NA	NA	NA	NA
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	Merchant Wholesalers	16.4	17.1	17.8	18.4	19.2	18.2	17.2	15.3	NA	NA	NA	NA
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	19.3	19.6	19.2	18.8	18.2	17.7	16.8	16.5	NA	NA	NA	NA
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	13.9	14.1	14.2	13.9	12.9	12.4	12.0	11.4	NA	NA	NA	NA
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	9.0	8.4	7.8	8.3	10.5	8.9	9.9	9.4	NA	NA	NA	NA
4236	Operating expenses as a percent of sales	Electrical Goods	Merchant Wholesalers	14.6	14.9	15.4	15.9	16.9	16.0	16.0	15.0	NA	NA	NA	NA
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	20.5	20.6	20.9	21.5	22.5	22.4	22.5	21.8	NA	NA	NA	NA
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	Merchant Wholesalers	17.7	17.9	17.8	18.6	19.7	18.0	17.6	16.8	NA	NA	NA	NA
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	Merchant Wholesalers	15.7	15.5	14.3	16.1	17.8	15.7	16.1	15.7	NA	NA	NA	NA
424	Operating expenses as a percent of sales	Nondurable goods	Merchant Wholesalers	8.7	8.7	8.8	9.5	10.3	9.3	9.9	10.0	NA	NA	NA	NA
4241	Operating expenses as a percent of sales	Paper and Paper Products	Merchant Wholesalers	15.6	15.9	15.8	16.2	16.6	15.5	15.7	15.4	NA	NA	NA	NA
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	Merchant Wholesalers	9.6	9.7	9.7	9.7	9.6	9.3	9.0	9.1	NA	NA	NA	NA
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	Merchant Wholesalers	23.3	23.3	22.9	23.4	24.0	22.6	22.1	22.0	NA	NA	NA	NA
4244	Operating expenses as a percent of sales	Groceries and Related Products	Merchant Wholesalers	11.8	11.9	12.2	12.3	12.2	12.3	12.2	12.0	NA	NA	NA	NA
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	Merchant Wholesalers	4.3	4.4	4.4	5.1	5.5	5.7	6.5	7.2	NA	NA	NA	NA
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	Merchant Wholesalers	14.6	14.6	14.4	15.1	15.5	13.6	13.7	12.8	NA	NA	NA	NA
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	Merchant Wholesalers	2.2	2.2	2.1	2.2	3.0	2.1	2.4	2.4	NA	NA	NA	NA
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	18.6	18.7	18.4	18.7	18.7	18.6	18.4	17.9	NA	NA	NA	NA
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	Merchant Wholesalers	12.0	12.1	11.9	12.2	12.8	13.5	15.0	14.7	NA	NA	NA	NA

42	Operating expenses	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and offices	642,346	629,392	589,685	558,251	526,893	581,005	565,819	515,516	NA	NA	NA	NA
423	Operating expenses	Durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	394,946	387,868	359,313	337,885	314,762	358,088	350,609	318,845	NA	NA	NA	NA
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	51,899	51,873	44,762	42,065	38,352	42,308	43,224	39,112	NA	NA	NA	NA
4232	Operating expenses	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	16,209	15,369	14,372	13,782	13,702	16,403	17,609	16,017	NA	NA	NA	NA
4233	Operating expenses	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	18,187	17,110	16,672	17,073	18,062	22,772	24,305	23,428	NA	NA	NA	NA
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	76,857	76,199	73,846	70,963	62,868	64,468	61,456	56,518	NA	NA	NA	NA
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	28,153	28,357	28,677	28,744	22,957	23,476	22,570	19,456	NA	NA	NA	NA
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	17,742	17,001	15,090	13,417	13,673	19,148	19,900	18,711	NA	NA	NA	NA
4236	Operating expenses	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	74,116	70,670	66,203	61,685	57,252	59,643	57,199	48,630	NA	NA	NA	NA
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	25,547	24,728	23,144	21,953	21,652	25,632	26,646	25,160	NA	NA	NA	NA
4238	Operating expenses	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	75,579	75,425	67,173	61,275	58,170	70,008	63,891	59,027	NA	NA	NA	NA
4239	Operating expenses	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	38,810	39,493	38,051	36,672	31,031	37,706	36,379	32,242	NA	NA	NA	NA
424	Operating expenses	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and offices	247,400	241,524	230,372	220,366	212,131	222,917	215,210	196,671	NA	NA	NA	NA
4241	Operating expenses	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	15,097	15,243	14,992	15,003	14,925	15,548	16,118	15,509	NA	NA	NA	NA
4242	Operating expenses	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	36,929	35,278	34,441	33,083	28,924	26,085	21,863	20,551	NA	NA	NA	NA
4243	Operating expenses	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	36,280	34,811	33,122	32,118	30,517	31,464	31,314	28,813	NA	NA	NA	NA
4244	Operating expenses	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	59,842	58,264	57,253	54,855	54,350	56,645	57,174	52,340	NA	NA	NA	NA
4245	Operating Expenses	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	11,191	10,853	10,112	9,336	9,065	11,172	9,512	8,103,0	NA	NA	NA	NA
4246	Operating expenses	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	18,726	18,541	17,556	16,477	15,333	18,297	17,179	14,990	NA	NA	NA	NA
4247	Operating expenses	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	15,926	15,918	14,223	12,839	12,379	13,606	11,811	10,340	NA	NA	NA	NA
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	22,990	22,502	21,030	20,380	20,154	20,560	19,548	18,099	NA	NA	NA	NA
4249	Operating expenses	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	30,419	30,114	27,643	26,275	26,484	29,540	30,691	27,926	NA	NA	NA	NA
42	Operating expenses as a percent of sales	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and offices	12.1	12.2	12.1	12.9	13.8	12.9	13.4	13.1	NA	NA	NA	NA
423	Operating expenses as a percent of sales	Durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	16.1	16.3	16.2	17.0	18.1	16.9	16.7	15.9	NA	NA	NA	NA
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	13.0	13.3	13.4	14.1	15.1	13.7	12.7	11.6	NA	NA	NA	NA
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	22.8	23.0	23.5	24.0	25.1	24.8	25.5	23.2	NA	NA	NA	NA
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	17.6	18.5	19.2	20.0	21.2	20.0	19.2	16.5	NA	NA	NA	NA
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	18.0	18.3	17.8	17.8	17.7	16.9	16.1	16.0	NA	NA	NA	NA
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	12.6	12.9	12.9	13.1	12.6	11.8	11.4	10.6	NA	NA	NA	NA
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	10.5	9.8	9.0	10.0	12.4	10.6	12.0	11.8	NA	NA	NA	NA
4236	Operating expenses as a percent of sales	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	14.3	14.7	15.3	15.6	16.8	16.1	16.4	15.2	NA	NA	NA	NA
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	22.0	22.3	22.4	22.9	24.0	23.6	23.7	23.1	NA	NA	NA	NA
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	18.8	19.3	19.0	20.2	21.1	19.9	19.4	18.9	NA	NA	NA	NA
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	15.6	15.5	14.2	16.1	17.8	15.5	16.0	15.6	NA	NA	NA	NA
424	Operating expenses as a percent of sales	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and offices	8.6	8.7	8.7	9.5	10.2	9.3	10.1	10.2	NA	NA	NA	NA
4241	Operating expenses as a percent of sales	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	17.1	17.6	17.5	17.9	18.3	17.2	17.7	17.2	NA	NA	NA	NA
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	7.6	7.7	7.8	8.0	7.4	6.9	6.2	6.0	NA	NA	NA	NA
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	23.3	23.3	23.0	23.4	24.1	22.8	22.4	22.4	NA	NA	NA	NA
4244	Operating expenses as a percent of sales	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	10.5	10.6	10.9	11.1	11.4	11.6	12.0	12.0	NA	NA	NA	NA
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	4.3	4.4	4.4	5.1	5.5	5.7	6.5	7.2	NA	NA	NA	NA
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	14.9	15.2	15.0	16.0	17.2	15.8	16.8	15.8	NA	NA	NA	NA
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	2.0	2.0	1.9	2.2	2.9	2.1	2.3	2.3	NA	NA	NA	NA
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	18.5	18.6	18.2	18.4	18.6	18.9	18.8	18.4	NA	NA	NA	NA
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	12.1	12.2	12.0	12.3	12.9	13.4	15.2	14.6	NA	NA	NA	NA

42	Operating expenses	Wholesale Trade	Manufacturers' sales branches and offices	200,824	196,296	188,668	173,970	166,761	172,309	162,720	156,387	152,491	144,297	135,582	129,794
423	Operating expenses	Durable goods	Manufacturers' sales branches and offices	84,516	81,765	79,652	74,148	71,436	76,801	75,413	73,507	72,688	71,222	68,612	68,312
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	18,842	18,008	16,759	14,963	12,967	14,218	13,614	13,379	S	S	13,512	11,752
4232	Operating expenses	Furniture and Home Furnishings	Manufacturers' sales branches and offices	3,571	3,432	3,359	3,176	2,911	2,755	2,784	2,885	2,688	2,670	2,248	2,098
4233	Operating expenses	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	6,224	5,867	5,695	5,331	5,400	5,567	5,103	4,469	3,468	2,796	2,315	1,966
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	21,134	21,002	20,943	20,238	20,080	21,610	19,892	20,270	20,948	21,840	23,315	26,604
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	4,562	4,473	4,861	5,213	6,152	7,090	7,818	8,068	9,349	10,432	13,917	17,716
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	2,899	3,109	3,027	2,414	2,305	2,630	2,516	1,968	1,953	1,723	1,399	1,333
4236	Operating expenses	Electrical Goods	Manufacturers' sales branches and offices	10,553	10,200	10,447	11,676	11,351	S	S	S	13,395	13,311	11,871	13,329
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	3,735	3,800	3,379	3,110	3,059	3,487	3,114	3,079	2,803	2,324	2,120	2,109
4238	Operating expenses	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	16,248	15,128	14,917	12,163	12,148	11,677	11,724	11,475	11,747	10,538	9,706	8,031
4239	Operating expenses	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	1,310	1,219	1,126	1,077	1,215	1,458	1,573	1,897	2,049	2,490	S	S
424	Operating expenses	Nondurable goods	Manufacturers' sales branches and offices	116,308	114,531	109,016	99,822	95,325	95,508	87,307	82,880	79,803	73,075	66,970	61,482
4241	Operating expenses	Paper and Paper Products	Manufacturers' sales branches and offices	6,091	5,943	6,095	6,260	6,156	6,255	5,857	6,336	S	S	5,615	5,526
4242	Operating expenses	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	31,000	31,018	30,285	28,720	29,212	29,663	28,591	29,180	26,971	24,564	21,734	19,078
4243	Operating expenses	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	S	S	S	S	965	1,376	1,442	1,653	1,867	1,683	1,608	1,770
4244	Operating expenses	Groceries and Related Products	Manufacturers' sales branches and offices	37,648	37,291	35,570	32,968	29,510	28,916	24,387	21,426	20,718	19,477	17,719	15,848
4246	Operating expenses	Chemicals and Allied Products	Manufacturers' sales branches and offices	12,887	12,189	11,733	10,951	8,758	8,734	7,811	6,637	6,638	6,448	5,902	5,858
4247	Operating expenses	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	14,522	14,198	12,285	8,557	9,703	8,510	8,252	6,860	6,947	5,262	4,929	4,254
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	3,021	2,971	2,670	2,473	2,295	1,999	1,697	1,375	1,382	1,101	960	967
4249	Operating expenses	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	10,367	10,140	9,466	8,894	8,726	10,055	9,270	9,413	9,298	8,892	8,503	8,181
42	Operating expenses as a percent of sales	Wholesale Trade	Manufacturers' sales branches and offices	9.7	9.6	9.8	10.4	11.2	9.9	9.4	9.3	9.3	9.5	9.7	9.8
423	Operating expenses as a percent of sales	Durable goods	Manufacturers' sales branches and offices	11.0	11.0	11.5	11.6	12.6	11.0	9.5	9.0	8.9	8.9	9.1	9.1
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	5.4	5.5	5.8	5.8	6.5	5.6	4.1	3.9	S	S	3.9	3.4
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	Manufacturers' sales branches and offices	17.8	18.0	18.1	18.4	16.3	13.3	11.9	12.8	11.9	12.9	12.2	11.7
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	13.8	14.0	14.6	14.6	14.6	13.1	11.4	10.9	9.7	9.5	9.6	9.6
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	26.8	26.3	26.5	23.7	20.0	20.7	19.3	18.0	16.8	16.5	17.1	19.9
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	37.9	34.1	34.5	21.7	14.1	14.4	14.3	13.7	13.0	13.3	16.5	21.6
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	4.9	4.8	4.6	4.3	5.4	4.0	4.1	3.2	3.5	3.6	3.7	3.7
4236	Operating expenses as a percent of sales	Electrical Goods	Manufacturers' sales branches and offices	16.7	16.9	16.5	17.6	17.9	S	S	S	13.1	13.2	12.8	13.4
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	13.9	13.7	14.3	15.0	15.5	16.3	15.5	15.1	14.6	14.6	14.7	14.9
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	13.8	13.2	13.9	13.2	14.9	11.5	11.6	10.7	11.7	12.8	13.3	11.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	17.5	17.1	16.3	17.1	19.8	19.5	19.1	18.2	18.7	20.8	S	S
424	Operating expenses as a percent of sales	Nondurable goods	Manufacturers' sales branches and offices	8.9	8.8	8.9	9.6	10.4	9.2	9.3	9.5	9.8	10.1	10.4	10.7
4241	Operating expenses as a percent of sales	Paper and Paper Products	Manufacturers' sales branches and offices	12.8	12.7	12.8	13.3	13.7	12.4	12.1	12.3	S	S	13.1	13.2
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	13.7	13.6	13.4	12.9	13.5	13.4	13.6	14.1	13.8	13.7	13.7	13.5
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	S	S	S	S	20.8	18.8	17.0	17.0	16.9	15.5	14.9	14.1
4244	Operating expenses as a percent of sales	Groceries and Related Products	Manufacturers' sales branches and offices	14.6	14.9	14.9	14.9	14.0	14.1	12.7	12.1	12.8	12.7	12.5	12.6
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	Manufacturers' sales branches and offices	14.1	13.9	13.5	13.9	13.3	10.6	9.8	8.9	9.0	9.3	9.5	10.0
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	2.5	2.5	2.3	2.2	3.3	2.2	2.5	2.5	2.8	2.7	3.0	3.3
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	19.2	20.0	20.4	21.4	19.2	16.3	14.4	13.5	11.8	11.8	11.4	11.6
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	11.9	11.7	11.5	12.0	12.5	13.7	14.6	14.9	14.8	15.2	14.8	13.5

Notes:

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

S - Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%), 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 2013 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2013_Summary_of_Changes.pdf.

Table 5.1. Revised^f 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 preliminary results of the 2012 Economic Census]

NAICS code	Kind of business	Operating expenses, total	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			
			Amount	Percent of total	Amount	Percent of total	Health insurance	Defined contribution plans	Defined benefit pension plans	Other 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
			42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices.....	629,392	270,161	42.9	60,920	9.7	24,772	7,745	2,768	25,634	9,345	1.5	2,825	0.4	5,101	0.8	15,478	2.5	2,591	0.4	3,410
423	Durable Goods.....	387,868	170,846	44.0	38,724	10.0	15,945	4,763	1,627	16,389	6,510	1.7	1,845	0.5	2,601	0.7	8,071	2.1	1,842	0.5	2,038	0.5		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	51,873	18,335	35.3	4,168	8.0	1,651	420	177	1,920	721	1.4	222	0.4	310	0.6	1,292	2.5	185	0.4	342	0.7		
4232	Furniture and Home Furnishings	15,369	6,508	42.3	1,267	8.2	496	122	25	624	320	2.1	61	0.4	158	1.0	274	1.8	55	0.4	72	0.5		
4233	Lumber & Other Construction Materials.....	17,110	7,856	45.9	1,709	10.0	679	190	34	806	192	1.1	81	0.5	98	0.6	571	3.3	52	0.3	75	0.4		
4234	Professional and Commercial Equipment and Supplies.....	76,199	36,490	47.9	7,516	9.9	2,882	765	549	3,320	1,258	1.7	458	0.6	323	0.4	970	1.3	470	0.6	439	0.6		
42343	Computer and Computer Peripheral Equipment and Software.....	28,357	14,353	50.6	S	S	976	271	S	1,115	508	1.8	S	S	S	S	S	S	S	S	S	S		
4235	Metals and Minerals, ex. Petroleum.....	17,001	7,253	42.7	1,735	10.2	739	226	88	683	339	2.0	77	0.5	246	1.4	637	3.7	55	0.3	60	0.4		
4236	Electrical Goods.....	70,670	31,444	44.5	7,854	11.1	3,312	1,258	436	2,848	1,956	2.8	369	0.5	420	0.6	1,155	1.6	533	0.8	423	0.6		
4237	Hardware, and Plumbing and Heating Equipment and Supplies.....	24,728	12,545	50.7	2,694	10.9	1,093	352	36	1,213	167	0.7	80	0.3	180	0.7	456	1.8	68	0.3	88	0.4		
4238	Machinery, Equipment and Supplies.....	75,425	35,935	47.6	8,678	11.5	3,841	1,041	210	3,587	756	1.0	360	0.5	441	0.6	1,688	2.2	315	0.4	395	0.5		
4239	Miscellaneous Durable Goods.....	39,493	14,480	36.7	3,103	7.9	1,252	390	72	1,388	801	2.0	136	0.3	426	1.1	1,029	2.6	110	0.3	144	0.4		
424	Nondurable Goods.....	241,524	99,316	41.1	22,196	9.2	8,826	2,983	1,142	9,246	2,834	1.2	980	0.4	2,500	1.0	7,407	3.1	749	0.3	1,373	0.6		
4241	Paper and Paper Products.....	15,243	7,327	48.1	1,495	9.8	574	195	51	675	148	1.0	74	0.5	130	0.9	386	2.5	43	0.3	65	0.4		
4242	Drugs and Druggists' Sundries.....	35,278	14,030	39.8	2,925	8.3	1,247	428	136	1,114	414	1.2	102	0.3	S	S	352	1.0	151	0.4	577	1.6		
4243	Apparel, Piece Goods, and Notions.....	34,811	12,920	37.1	2,342	6.7	899	296	98	1,050	S	S	76	0.2	403	1.2	S	S	132	0.4	199	0.6		
4244	Groceries and Related products.....	58,264	24,231	41.6	5,638	9.7	2,250	813	207	2,368	878	1.5	254	0.4	952	1.6	2,918	5.0	100	0.2	189	0.3		
4245	Farm Product Raw Materials.....	10,853	3,574	32.9	947	8.7	350	128	128	342	73	0.7	S	S	47	0.4	412	3.8	10	0.1	28	0.3		
4246	Chemicals and Allied Products.....	18,541	8,314	44.8	1,919	10.3	688	278	192	761	156	0.8	106	0.6	316	1.7	415	2.2	37	0.2	79	0.4		
4247	Petroleum and Petroleum Products.....	15,918	6,104	38.3	1,508	9.5	556	197	39	716	97	0.6	58	0.4	36	0.2	S	S	48	0.3	49	0.3		
4248	Beer, Wine, and Distilled Alcoholic Beverages.....	22,502	10,400	46.2	2,645	11.8	1,134	283	164	1,064	143	0.6	68	0.3	60	0.3	688	3.1	73	0.3	72	0.3		
4249	Miscellaneous Nondurable Goods.....	30,114	12,416	41.2	2,778	9.2	1,129	366	127	1,157	411	1.4	149	0.5	351	1.2	883	2.9	155	0.5	113	0.4		

Notes:

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/standardfl.html>.

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.

Percent of total estimates quoted in the table are calculated using estimates rounded to millions as provided in the tables.

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.

^f For more information on the revisions, see the 2013 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2013_Summary_of_Changes.pdf.

Commission expense		Purchased communication services		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	Amount	Percent of total	Amount	Percent of total
17,191	2.7	6,263	1.0	8,293	1.3	3,338	0.5	5,674	0.9	26,156	4.2	5,526	0.9	2,502	0.4	1,405	0.2	32,457	5.2	25,040	4.0	18,297	2.9	27,297	4.3	7,152	1.1	S	S
11,044	2.8	4,300	1.1	4,234	1.1	1,999	0.5	2,486	0.6	16,786	4.3	3,039	0.8	1,405	0.4	896	0.2	17,878	4.6	16,973	4.4	11,627	3.0	15,944	4.1	4,285	1.1	S	S
S	S	495	1.0	588	1.1	324	0.6	298	0.6	2,295	4.4	401	0.8	294	0.6	147	0.3	1,798	3.5	6,399	12.3	1,623	3.1	2,265	4.4	594	1.1	S	S
779	5.1	155	1.0	107	0.7	59	0.4	91	0.6	1,246	8.1	139	0.9	48	0.3	33	0.2	799	5.2	440	2.9	365	2.4	346	2.3	132	0.9	S	S
222	1.3	185	1.1	342	2.0	105	0.6	225	1.3	1,235	7.2	198	1.2	137	0.8	45	0.3	545	3.2	228	1.3	369	2.2	824	4.8	228	1.3	S	S
2,219	2.9	842	1.1	369	0.5	290	0.4	327	0.4	2,357	3.1	446	0.6	86	0.1	78	0.1	3,035	4.0	2,872	3.8	3,033	4.0	2,965	3.9	575	0.8	S	S
749	2.6	S	S	S	S	S	S	77	0.3	842	3.0	S	S	S	S	23	0.1	S	S	1,132	4.0	1,415	5.0	S	S	S	S	S	S
237	1.4	153	0.9	385	2.3	78	0.5	238	1.4	594	3.5	195	1.1	76	0.4	44	0.3	1,426	8.4	110	0.6	406	2.4	850	5.0	325	1.9	1,492	8.8
2,348	3.3	934	1.3	478	0.7	273	0.4	294	0.4	2,550	3.6	432	0.6	89	0.1	97	0.1	3,239	4.6	2,794	4.0	2,300	3.3	3,078	4.4	706	1.0	6,905	9.8
429	1.7	299	1.2	217	0.9	116	0.5	235	0.9	1,483	6.0	215	0.9	82	0.3	56	0.2	1,081	4.4	490	2.0	374	1.5	640	2.6	351	1.4	S	S
1,890	2.5	878	1.2	894	1.2	590	0.8	400	0.5	3,181	4.2	594	0.8	257	0.3	177	0.2	2,793	3.7	1,416	1.9	1,529	2.0	3,062	4.1	885	1.2	8,686	11.5
1,051	2.7	359	0.9	854	2.2	164	0.4	378	1.0	1,844	4.7	421	1.1	336	0.9	220	0.6	3,162	8.0	2,223	5.6	1,627	4.1	1,914	4.8	488	1.2	S	S
6,148	2.5	1,963	0.8	4,059	1.7	1,339	0.6	3,188	1.3	9,370	3.9	2,487	1.0	1,097	0.5	508	0.2	14,579	6.0	8,066	3.3	6,671	2.8	11,352	4.7	2,868	1.2	S	S
406	2.7	173	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	301	2.0	390	2.6	148	1.0	S	S
S	S	S	S	S	S	74	0.2	153	0.4	S	S	S	S	26	0.1	S	S	S	S	1,007	2.9	1,418	4.0	1,411	4.0	259	0.7	S	S
1,304	3.7	285	0.8	123	0.4	138	0.4	119	0.3	2,314	6.6	214	0.6	S	S	40	0.1	2,498	7.2	2,482	7.1	1,252	3.6	1,234	3.5	256	0.7	S	S
S	S	399	0.7	1,222	2.1	293	0.5	1,107	1.9	1,737	3.0	875	1.5	359	0.6	155	0.3	4,479	7.7	S	S	1,131	1.9	2,339	4.0	647	1.1	S	S
S	S	88	0.8	569	5.2	240	2.2	234	2.2	204	1.9	297	2.7	194	1.8	36	0.3	S	S	90	0.8	249	2.3	1,312	12.1	252	2.3	S	S
534	2.9	167	0.9	320	1.7	107	0.6	229	1.2	812	4.4	177	1.0	93	0.5	S	S	1,340	7.2	254	1.4	475	2.6	666	3.6	269	1.5	1,688	9.1
163	1.0	157	1.0	554	3.5	95	0.6	401	2.5	550	3.5	100	0.6	81	0.5	63	0.4	667	4.2	148	0.9	398	2.5	1,356	8.5	307	1.9	S	S
163	0.7	190	0.8	318	1.4	146	0.7	389	1.7	856	3.8	198	0.9	70	0.3	31	0.1	S	S	1,554	6.9	400	1.8	855	3.8	309	1.4	S	S
785	2.6	243	0.8	553	1.8	171	0.6	357	1.2	1,268	4.2	263	0.9	202	0.7	65	0.2	1,269	4.2	794	2.6	1,046	3.5	1,788	5.9	420	1.4	S	S

Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2013

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the preliminary results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	2013	2012 ^r	2011 ^r	2010 ^r	2009 ^r	2008 ^r	2007 ^r	2006 ^r	2005 ^r	2004
4251	Total sales	648,080	605,485	580,733	542,749	521,985	620,032	626,717	596,870	543,667	532,345
4251	Sales on own account	S	S	S	S	10,160	10,222	11,907	9,497	7,636	6,642
4251	Sales made on the account of others	S	593,783	S	S	511,825	609,810	614,810	587,373	536,031	525,703
4251	Commissions received for sales made on the account of others										
4251	Amount	S	26,475	26,184	26,167	24,752	27,876	27,074	24,059	21,666	19,694
4251	As a percent of sales on the account of others	S	4.5	4.6	4.9	4.8	4.6	4.4	4.1	4.0	3.7
4251	Operating Expenses										
4251	Amount	22,106	21,148	20,748	21,510	19,349	20,985	20,162	18,628	15,967	15,275
4251	As a percent of total sales	3.4	3.5	3.6	4.0	3.7	3.4	3.2	3.1	2.9	2.9

Notes:

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>.

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 2013 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2013_Summary_of_Changes.pdf.

Table 7. Estimated Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2013

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the preliminary results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2013	2012 ¹	2011 ¹	2010 ¹	2009 ¹	2008 ¹	2007 ¹	2006 ¹	2005 ¹
42	Inventories Held Outside the United States	Wholesale Trade	Merchant Wholesalers	30,123	28,938	27,561	24,702	20,866	21,523	21,632	19,398	17,202
423	Inventories Held Outside the United States	Durable goods	Merchant Wholesalers	15,828	15,389	14,278	12,608	9,672	11,122	11,518	10,900	9,389
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	3,455	3,584	3,214	2,714	2,159	2,915	3,389	3,528	2,910
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Merchant Wholesalers	540	456	454	411	317	298	315	320	260
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	Merchant Wholesalers	518	432	424	385	308	284	272	264	S
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	2,063	2,181	2,053	1,756	1,420	1,292	1,514	1,597	1,708
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	756	703	752	679	D	645	D	S	728
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	2,676	2,586	2,357	1,771	1,604	1,483	1,560	986	658
4236	Inventories Held Outside the United States	Electrical Goods	Merchant Wholesalers	2,412	2,263	D	D	1,879	2,568	2,092	1,920	1,641
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	D	D	269	248	230	301	240	239	S
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	Merchant Wholesalers	2,977	2,646	2,246	2,069	1,140	1,277	1,220	1,196	838
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	Merchant Wholesalers	D	D	D	615	704	916	850	896	850
424	Inventories Held Outside the United States	Nondurable goods	Merchant Wholesalers	14,295	13,549	13,283	12,094	11,194	10,401	10,114	8,498	7,813
4241	Inventories Held Outside the United States	Paper and Paper Products	Merchant Wholesalers	190	131	119	102	85	46	S	S	S
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	Merchant Wholesalers	1,193	968	1,042	1,396	1,507	1,153	1,063	1,081	985
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	Merchant Wholesalers	2,308	1,959	1,902	D	1,645	2,324	2,122	1,892	1,290
4244	Inventories Held Outside the United States	Groceries and Related Products	Merchant Wholesalers	S	1,233	S	1,016	S	S	S	S	S
4245	Inventories Held Outside the United States	Farm Product Raw Materials	Merchant Wholesalers	479	282	270	211	S	S	126	S	S
4246	Inventories Held Outside the United States	Chemicals and Allied Products	Merchant Wholesalers	614	630	S	533	411	347	249	256	219
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	Merchant Wholesalers	398	434	497	418	D	D	393	D	385
42	Foreign Inventories as a Percent of Total Inventories	Wholesale Trade	Merchant Wholesalers	4.4	4.3	4.4	4.3	4.0	3.7	3.9	3.8	3.6
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	Merchant Wholesalers	4.1	4.2	4.2	4.1	3.4	3.3	3.6	3.5	3.3
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	5.3	5.7	5.3	5.2	4.5	4.8	5.9	6.5	5.7
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	Merchant Wholesalers	4.5	4.1	4.2	4.0	3.4	2.8	2.9	3.0	2.7
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	Merchant Wholesalers	3.0	2.8	2.9	2.7	2.3	1.7	1.5	1.5	S
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	4.6	5.1	5.1	4.5	4.0	3.4	4.0	4.3	4.9
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	5.2	5.1	5.8	5.2	D	5.2	D	S	5.8
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	7.2	6.9	6.6	6.0	6.4	4.0	4.8	2.9	2.4
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	Merchant Wholesalers	4.9	4.7	D	D	5.7	4.9	4.8	4.8	4.5
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	D	D	1.3	1.3	1.3	1.2	1.2	1.2	S
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	Merchant Wholesalers	2.8	2.6	2.6	2.7	1.6	1.7	1.6	1.7	1.3
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	Merchant Wholesalers	D	D	D	D	2.7	2.7	3.8	3.4	3.7
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	Merchant Wholesalers	4.6	4.5	4.6	4.5	4.7	4.3	4.3	4.1	4.0
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	Merchant Wholesalers	1.6	1.2	1.0	0.9	0.8	0.4	S	S	S
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Merchant Wholesalers	1.8	1.6	1.7	2.3	2.8	1.9	2.2	2.2	2.1
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	Merchant Wholesalers	9.2	8.2	8.0	D	9.3	10.8	10.4	9.5	6.6
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	Merchant Wholesalers	S	2.7	S	2.5	S	S	S	S	S
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	Merchant Wholesalers	1.7	0.9	1.0	0.7	S	S	0.6	S	S
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	Merchant Wholesalers	2.9	3.0	S	3.1	2.7	1.9	1.5	1.7	1.5
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	Merchant Wholesalers	1.1	1.2	1.5	1.4	D	D	1.5	D	1.6
42	Inventories Held Inside the United States	Wholesale Trade	Merchant Wholesalers	661,877	640,393	604,172	551,244	496,824	554,628	528,352	496,875	460,302
423	Inventories Held Inside the United States	Durable goods	Merchant Wholesalers	367,402	352,048	328,288	295,755	271,686	323,977	305,753	297,273	272,374
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	61,923	58,812	57,453	49,187	45,940	57,998	53,756	50,500	48,300
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	Merchant Wholesalers	11,398	10,614	10,248	9,829	8,902	10,322	10,628	10,215	9,356
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	Merchant Wholesalers	16,747	15,181	14,220	13,794	13,333	16,592	17,399	17,403	16,622
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	42,392	40,826	38,376	37,131	34,178	37,199	36,509	35,967	33,203
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	13,742	12,972	12,274	12,361	D	11,668	D	12,370	11,832
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	34,566	34,981	33,250	27,698	23,639	35,552	31,132	32,441	27,056
4236	Inventories Held Inside the United States	Electrical Goods	Merchant Wholesalers	47,288	45,596	D	D	35,550	42,100	40,189	37,987	34,512
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	103,972	98,059	85,604	75,693	70,593	79,558	72,762	69,710	63,151
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	Merchant Wholesalers	D	D	D	D	22,162	25,216	23,508	24,066	23,284
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	Merchant Wholesalers	D	D	D	D	D	D	D	D	D
424	Inventories Held Inside the United States	Nondurable goods	Merchant Wholesalers	294,475	288,345	275,884	255,489	225,138	230,651	222,599	199,602	187,928
4241	Inventories Held Inside the United States	Paper and Paper Products	Merchant Wholesalers	11,418	10,974	11,235	10,976	10,278	11,646	11,188	10,740	10,185
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	Merchant Wholesalers	65,754	60,777	59,561	58,270	52,380	58,317	48,368	47,708	45,341
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	Merchant Wholesalers	22,687	21,822	21,737	D	16,092	19,247	18,198	18,022	18,111
4244	Inventories Held Inside the United States	Groceries and Related Products	Merchant Wholesalers	45,227	44,450	42,943	39,054	35,581	36,835	33,077	30,122	27,927
4245	Inventories Held Inside the United States	Farm Product Raw Materials	Merchant Wholesalers	27,921	30,458	27,129	28,857	20,568	18,067	21,011	14,570	11,180
4246	Inventories Held Inside the United States	Chemicals and Allied Products	Merchant Wholesalers	20,572	20,058	18,896	16,683	14,701	17,768	16,444	15,034	14,354
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	Merchant Wholesalers	37,438	35,966	33,763	30,480	D	D	26,462	D	24,413
42	Domestic Inventories as a Percent of Total Inventories	Wholesale Trade	Merchant Wholesalers	95.6	95.7	95.6	95.7	96.0	96.3	96.1	96.2	96.4
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	Merchant Wholesalers	95.9	95.8	95.8	95.9	96.6	96.7	96.4	96.5	96.7
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	94.7	94.3	94.7	94.8	95.5	95.2	94.1	93.5	94.3
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	Merchant Wholesalers	95.5	95.9	95.8	96.0	96.6	97.2	97.1	97.0	97.3
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	Merchant Wholesalers	97.0	97.2	97.1	97.3	97.7	98.3	98.5	98.5	98.1
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	95.4	94.9	94.9	95.5	96.0	96.6	96.0	95.7	95.1
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	94.8	94.9	94.2	94.8	D	94.8	D	94.8	94.2
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	92.8	93.1	93.4	94.0	93.6	96.0	95.2	97.1	97.6
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	Merchant Wholesalers	95.1	95.3	D	D	95.0	94.3	95.1	95.2	95.5
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	D	D	98.7	98.7	98.7	98.5	98.8	98.8	99.1
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	Merchant Wholesalers	97.2	97.4	97.4	97.3	98.4	98.4	98.4	98.3	98.7
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	Merchant Wholesalers	D	D	D	D	97.3	97.3	96.2	96.6	96.3
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	Merchant Wholesalers	95.4	95.5	95.4	95.5	95.3	95.7	95.7	95.9	96.0
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	Merchant Wholesalers	98.4	98.8	99.0	99.1	99.2	99.4	99.4	98.4	98.5
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Merchant Wholesalers	98.2	98.4	98.3	97.7	97.2	98.1	97.8	97.8	97.9
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	Merchant Wholesalers	90.8	91.8	92.0	D	90.7	89.2	89.6	90.5	93.4

4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	48,184	46,374	44,957	38,417	35,242	45,064	39,912	37,869	35,494
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	9,359	8,678	8,163	7,895	7,063	8,565	8,626	8,408	7,757
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	12,166	10,913	10,135	10,080	9,700	12,391	13,236	13,932	13,633
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	34,890	33,227	31,182	30,073	27,717	30,567	30,208	29,347	26,179
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	13,451	12,673	11,961	12,033	10,598	11,229	11,385	11,648	10,604
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	26,108	26,141	24,203	20,560	17,528	27,452	23,483	25,324	20,343
4236	Inventories Held Inside the United States	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	41,667	40,020	36,423	32,830	29,539	34,212	32,468	31,087	28,473
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	18,644	18,258	17,804	16,392	15,352	17,446	18,122	17,179	15,260
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	89,398	82,225	71,294	63,194	59,596	68,929	63,692	60,257	55,215
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	25,904	25,358	24,178	21,569	21,512	24,512	22,852	23,163	22,308
424	Inventories Held Inside the United States	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and offices	205,111	199,899	191,883	178,229	157,246	158,479	157,523	138,881	132,153
4241	Inventories Held Inside the United States	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	7,457	7,186	7,156	7,041	6,613	7,504	7,226	7,014	6,949
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	46,903	41,470	40,633	38,023	35,133	33,873	32,594	31,212	30,323
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	22,145	21,258	21,065	18,520	15,472	18,314	16,882	16,465	16,383
4244	Inventories Held Inside the United States	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	30,250	29,741	28,872	25,881	24,110	25,871	24,494	22,522	21,610
4245	Inventories Held Inside the United States	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	27,921	30,458	27,129	28,857	20,568	18,067	21,011	14,570	11,180
4246	Inventories Held Inside the United States	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	12,221	11,783	10,998	9,599	8,432	10,086	9,285	8,178	8,061
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	19,217	20,264	20,430	18,092	16,503	11,093	15,831	11,981	11,233
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	13,093	12,381	11,422	10,647	10,230	11,106	9,977	8,897	8,204
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	25,904	25,358	24,178	21,569	20,185	22,565	20,223	18,042	18,210
42	Domestic Inventories as a Percent of Total Inventories	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and offices	95.6	95.6	95.6	95.8	96.1	96.2	96.2	96.3	96.6
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	Merchant wholesalers, except manufacturers' sales branches and offices	95.7	95.7	95.7	95.8	96.6	96.6	96.2	96.2	96.4
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	94.3	93.8	94.5	94.4	95.1	94.5	93.0	92.4	93.3
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	95.2	95.7	95.4	95.9	96.4	97.1	97.0	96.5	97.0
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	96.9	97.2	96.9	97.2	97.5	98.2	98.5	98.3	97.9
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	95.5	95.3	95.4	95.9	96.2	96.7	96.0	95.5	94.6
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	94.7	94.8	94.2	94.7	94.2	94.6	94.1	94.9	94.4
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	91.5	91.6	91.7	92.7	92.7	95.6	95.3	96.7	97.2
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	95.6	95.8	95.2	94.6	95.6	94.0	94.6	94.6	94.9
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	98.2	98.3	98.6	98.6	98.6	98.3	98.7	98.7	99.0
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	97.0	97.1	97.2	97.2	98.4	98.5	98.4	98.3	98.8
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	97.1	96.7	96.9	96.9	97.3	97.4	96.3	96.8	96.5
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and offices	95.4	95.5	95.4	95.7	95.4	95.7	96.3	96.5	96.9
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	98.7	99.2	99.1	99.3	99.3	99.4	99.3	97.8	97.9
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	99.1	99.2	99.2	99.4	99.2	99.4	99.4	99.7	99.6
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	90.8	91.8	92.2	90.7	91.1	89.7	90.0	90.6	93.4
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	96.3	96.4	96.1	96.5	96.9	96.6	96.2	97.5	97.2
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	98.3	99.1	99.0	99.3	98.7	98.7	99.4	98.9	98.9
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	98.0	97.5	98.2	97.1	97.0	97.7	98.1	97.5	97.7
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	80.2	80.1	81.0	82.0	80.8	78.5	87.3	86.9	88.6
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	99.1	98.9	98.8	98.8	98.0	98.8	98.5	98.8	98.6
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	98.9	98.7	98.3	98.5	98.6	98.6	98.6	98.7	98.5
42	Inventories Held Outside the United States	Wholesale Trade	Manufacturers' sales branches and offices	6,567	6,166	6,389	6,115	5,380	4,710	5,637	4,622	4,659
423	Inventories Held Outside the United States	Durable goods	Manufacturers' sales branches and offices	2,072	2,138	2,278	2,068	1,741	1,510	1,648	1,176	1,055
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	527	515	605	421	347	278	366	395	359
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Manufacturers' sales branches and offices	73	63	63	S	55	43	48	19	22
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	132	118	100	S	63	57	70	19	23
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	424	547	536	475	314	257	268	219	218
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	S	S	S	S	D	S	D	S	103
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	238	193	166	140	S	S	S	S	S
4236	Inventories Held Outside the United States	Electrical Goods	Manufacturers' sales branches and offices	479	515	D	D	S	S	S	S	138
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	D	D	8	11	6	6	7	15	S
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	165	150	S	216	S	S	181	S	168
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	D	D	D	D	S	41	S	S	S
424	Inventories Held Outside the United States	Nondurable goods	Manufacturers' sales branches and offices	4,495	4,028	4,111	4,047	3,639	3,200	3,989	3,446	3,604
4241	Inventories Held Outside the United States	Paper and Paper Products	Manufacturers' sales branches and offices	S	S	S	S	41	S	12	S	7
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	749	621	718	1,150	1,217	962	874	985	874
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	73	70	119	D	S	223	237	S	S
4244	Inventories Held Outside the United States	Groceries and Related Products	Manufacturers' sales branches and offices	154	110	122	72	S	72	89	S	88
4246	Inventories Held Outside the United States	Chemicals and Allied Products	Manufacturers' sales branches and offices	S	S	S	S	S	S	67	S	S
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	114	96	78	92	D	D	113	D	111
42	Foreign Inventories as a Percent of Total Inventories	Wholesale Trade	Manufacturers' sales branches and offices	4.2	4.0	4.3	4.5	4.4	3.6	4.0	4.0	4.3
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	Manufacturers' sales branches and offices	3.3	3.4	3.7	3.8	3.5	2.7	3.0	2.3	2.2
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	3.7	4.0	4.6	3.8	3.1	2.1	2.6	3.0	2.7
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	Manufacturers' sales branches and offices	3.5	3.2	2.9	S	2.9	2.4	2.3	1.0	S
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	2.8	2.7	2.4	S	1.7	1.3	1.7	0.5	0.8
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	5.3	6.7	6.9	6.3	4.6	3.7	4.1	3.2	3.0
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	S	S	S	S	D	S	D	S	7.7
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	2.7	2.1	1.8	1.9	S	S	S	S	S
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	Manufacturers' sales branches and offices	7.9	8.5	D	D	S	S	S	S	2.0
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	D	D	0.3	0.5	0.3	S	0.4	S	0.8
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	1.1	0.9	S	1.7	S	2.0	S	2.0	S
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	D	D	D	D	S	5.5	7.1	S	S
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	Manufacturers' sales branches and offices	4.8	4.4	4.7	5.0	5.1	4.2	5.8	5.4	6.1
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	Manufacturers' sales branches and offices	S	S	S	S	1.1	S	S	S	S
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	3.8	3.1	3.7	5.4	6.6	3.8	5.2	5.6	5.5
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	11.9	11.0	15.0	D	S	19.3	15.3	S	S
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	Manufacturers' sales branches and offices	1.0	0.7	0.9	0.5	S	0.7	1.0	S	1.4
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	Manufacturers' sales branches and offices	S	S	S	S	S	S	0.9	S	S
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4249	Foreign Inventories as a Percent of Total											

Table 1A. Estimated Measures of Sampling Variability¹ for Sales of U.S. Merchant Wholesalers: 1992 through 2012

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

NAICS Code	Data Item	Kind of Business	Type of Operation	Estimated Measures of Sampling Variability ¹																						
				2013	2012 ²	2011 ²	2010 ²	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	
				42	Sales	U.S. Merchant Wholesalers	Merchant Wholesalers	0.2	0.0	0.4	0.4	0.3	0.3	0.0	0.7	0.6	0.5	0.4	0.0	NA	NA	NA	NA	NA	NA	NA
423	Sales	Durable goods	Merchant Wholesalers	0.3	0.0	0.7	0.6	0.5	0.4	0.0	0.7	0.7	0.7	0.6	0.0	NA										
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	0.4	0.0	1.2	1.2	1.1	0.8	0.0	0.8	0.8	0.5	0.3	0.0	NA	NA									
4232	Sales	Furniture and Home Furnishings	Merchant Wholesalers	1.7	0.0	3.7	3.4	2.5	1.8	0.0	3.4	2.9	2.6	1.9	0.0	NA	NA									
4233	Sales	Lumber & Other Construction Material	Merchant Wholesalers	0.6	0.0	2.7	2.6	2.7	2.0	0.0	3.3	2.8	2.7	2.4	0.0	NA	NA									
4234	Sales	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	1.3	0.0	1.6	1.3	1.0	0.6	0.0	2.3	1.9	1.7	1.3	0.0	NA	NA									
42343	Sales	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	1.1	0.0	2.4	2.4	1.3	0.9	0.0	2.9	2.7	2.5	1.7	0.0	NA	NA									
4235	Sales	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	0.9	0.0	1.9	1.7	1.3	1.6	0.0	2.4	2.1	1.8	0.9	0.0	NA	NA									
4236	Sales	Electrical Goods	Merchant Wholesalers	0.6	0.0	1.2	1.3	1.2	0.8	0.0	2.5	2.3	2.3	1.5	0.0	NA	NA									
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	0.5	0.0	2.3	2.6	1.3	0.7	0.0	2.2	1.8	1.3	0.7	0.0	NA	NA									
4238	Sales	Machinery, Equipment, and Supplies	Merchant Wholesalers	0.9	0.0	2.4	2.0	1.8	1.9	0.0	1.9	1.9	1.9	0.9	0.0	NA	NA									
4239	Sales	Miscellaneous Durable Good	Merchant Wholesalers	1.3	0.0	3.3	2.7	2.3	1.6	0.0	3.0	3.1	3.5	2.2	0.0	NA	NA									
424	Sales	Nondurable goods	Merchant Wholesalers	0.3	0.0	0.7	0.6	0.6	0.5	0.0	1.0	0.9	0.7	0.6	0.0	NA	NA									
4241	Sales	Paper and Paper Products	Merchant Wholesalers	1.0	0.0	1.6	1.6	1.4	0.7	0.0	3.0	2.6	2.3	1.1	0.0	NA	NA									
4242	Sales	Drugs and Druggists' Sundries	Merchant Wholesalers	0.4	0.0	1.5	1.5	1.2	1.1	0.0	1.6	1.6	1.4	1.0	0.0	NA	NA									
4243	Sales	Apparel, Piece Goods, and Notions	Merchant Wholesalers	1.4	0.0	2.3	2.3	2.2	1.6	0.0	2.7	2.8	2.5	1.3	0.0	NA	NA									
4244	Sales	Groceries and Related Products	Merchant Wholesalers	0.5	0.0	1.7	1.6	1.6	1.1	0.0	2.5	2.4	2.0	1.8	0.0	NA	NA									
4245	Sales	Farm Product Raw Materials	Merchant Wholesalers	0.7	0.0	2.5	2.2	1.5	1.1	0.0	3.9	4.0	3.5	2.8	0.0	NA	NA									
4246	Sales	Chemicals and Allied Products	Merchant Wholesalers	1.6	0.0	1.7	1.6	1.4	1.1	0.0	4.0	3.8	4.2	0.9	0.0	NA	NA									
4247	Sales	Petroleum and Petroleum Products	Merchant Wholesalers	0.5	0.0	1.8	1.9	1.6	0.8	0.0	2.7	1.8	1.6	0.9	0.0	NA	NA									
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	1.0	0.0	3.1	3.4	2.8	1.6	0.0	1.9	1.9	1.7	1.0	0.0	NA	NA									
4249	Sales	Miscellaneous Nondurable Good	Merchant Wholesalers	0.8	0.0	1.8	1.7	1.5	1.1	0.0	2.8	2.9	3.1	2.3	0.0	NA	NA									
42	Sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	Manufacturers' sales branches and offices	0.2	0.0	0.5	0.5	0.4	0.4	0.0	1.0	0.8	0.7	0.5	0.0	1.0	0.9	0.8	0.7	NA	NA	NA	NA	NA	NA	NA
423	Sales	Durable goods	Manufacturers' sales branches and offices	0.3	0.0	0.7	0.7	0.6	0.4	0.0	1.1	1.6	1.0	0.8	0.0	1.5	1.1	1.0	1.0	NA	NA	NA	NA	NA	NA	NA
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	0.7	0.0	1.8	1.8	1.3	0.9	0.0	1.7	1.6	1.2	0.8	0.0	3.1	2.8	2.6	2.6	NA	NA	NA	NA	NA	NA	NA
4232	Sales	Furniture and Home Furnishings	Manufacturers' sales branches and offices	1.9	0.0	4.7	4.1	2.9	1.9	0.0	4.1	3.5	3.0	1.4	0.0	3.2	2.3	2.5	2.4	NA	NA	NA	NA	NA	NA	NA
4233	Sales	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	0.9	0.0	2.3	2.0	1.7	1.4	0.0	3.6	3.3	3.2	2.9	0.0	7.3	3.5	2.5	2.5	NA	NA	NA	NA	NA	NA	NA
4234	Sales	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	0.8	0.0	1.9	1.5	1.2	0.7	0.0	3.1	2.5	2.3	1.9	0.0	4.0	3.4	2.8	2.6	NA	NA	NA	NA	NA	NA	NA
42343	Sales	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	1.1	0.0	2.6	2.6	1.6	1.1	0.0	3.2	2.9	2.7	1.8	0.0	6.8	5.8	4.5	3.8	NA	NA	NA	NA	NA	NA	NA
4235	Sales	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	1.2	0.0	2.3	1.9	1.6	2.1	0.0	3.1	2.7	2.4	1.4	0.0	3.3	3.2	2.5	2.0	NA	NA	NA	NA	NA	NA	NA
4236	Sales	Electrical Goods	Manufacturers' sales branches and offices	0.7	0.0	1.5	1.6	1.4	0.8	0.0	3.6	3.2	3.1	2.0	0.0	3.6	2.3	2.3	2.3	NA	NA	NA	NA	NA	NA	NA
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	0.7	0.0	2.7	3.0	1.6	0.9	0.0	2.5	2.3	1.6	0.9	0.0	2.2	1.7	1.2	1.2	NA	NA	NA	NA	NA	NA	NA
4238	Sales	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	1.2	0.0	2.2	1.7	1.7	1.5	0.0	1.7	1.6	1.6	1.0	0.0	3.3	2.8	2.3	2.0	NA	NA	NA	NA	NA	NA	NA
4239	Sales	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	1.3	0.0	3.6	2.8	2.4	1.6	0.0	3.1	3.3	3.7	2.4	0.0	4.0	3.1	2.8	2.9	NA	NA	NA	NA	NA	NA	NA
424	Sales	Nondurable goods	Manufacturers' sales branches and offices	0.3	0.0	1.0	0.9	0.7	0.6	0.0	1.4	1.2	0.9	0.7	0.0	1.1	1.3	1.1	0.8	NA	NA	NA	NA	NA	NA	NA
4241	Sales	Paper and Paper Products	Manufacturers' sales branches and offices	1.1	0.0	2.4	2.5	2.1	1.1	0.0	4.6	3.9	3.6	1.7	0.0	2.3	2.4	1.9	1.4	NA	NA	NA	NA	NA	NA	NA
4242	Sales	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	0.6	0.0	1.9	1.9	1.7	1.8	0.0	2.4	2.3	1.9	1.5	0.0	2.8	2.5	2.0	2.0	NA	NA	NA	NA	NA	NA	NA
4243	Sales	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	1.5	0.0	2.5	2.4	2.1	1.4	0.0	1.9	2.1	2.0	1.4	0.0	4.3	3.4	2.8	2.4	NA	NA	NA	NA	NA	NA	NA
4244	Sales	Groceries and Related Products	Manufacturers' sales branches and offices	0.7	0.0	2.2	2.1	2.1	1.4	0.0	2.6	2.3	1.7	1.4	0.0	2.3	1.7	1.7	1.3	NA	NA	NA	NA	NA	NA	NA
4245	Sales	Farm Product Raw Materials	Manufacturers' sales branches and offices	0.7	0.0	2.5	2.2	1.5	1.1	0.0	3.9	4.0	3.5	2.8	0.0	4.4	3.8	3.5	3.3	NA	NA	NA	NA	NA	NA	NA
4246	Sales	Chemicals and Allied Products	Manufacturers' sales branches and offices	0.7	0.0	2.0	1.9	1.7	1.1	0.0	3.6	2.5	2.5	1.4	0.0	4.1	3.4	3.0	2.4	NA	NA	NA	NA	NA	NA	NA
4247	Sales	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	0.8	0.0	2.9	3.1	2.4	1.2	0.0	4.2	2.9	2.6	1.4	0.0	4.1	4.5	4.7	4.4	NA	NA	NA	NA	NA	NA	NA
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	1.1	0.0	3.4	3.7	3.1	1.7	0.0	2.2	2.2	1.9	1.1	0.0	2.6	1.9	1.4	1.0	NA	NA	NA	NA	NA	NA	NA
4249	Sales	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	1.0	0.0	2.1	2.1	2.0	1.4	0.0	3.6	3.9	4.1	3.2	0.0	5.3	4.5	4.7	3.2	NA	NA	NA	NA	NA	NA	NA
42	Sales	U.S. Manufacturers' Sales Branches and Offices	Manufacturers' sales branches and offices	0.3	0.0	0.6	0.6	0.7	0.6	0.0	0.7	0.6	0.5	0.4	0.0	NA	NA									
423	Sales	Durable goods	Manufacturers' sales branches and offices	0.7	0.0	1.3	1.3	1.3	1.3	0.0	1.1	0.8	0.7	0.3	0.0	NA	NA									
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	0.2	0.0	1.5	1.4	1.5	1.4	0.0	1.0	0.9	0.6	0.1	0.0	NA	NA									
4232	Sales	Furniture and Home Furnishings	Manufacturers' sales branches and offices	3.4	0.0	2.6	2.6	2.6	2.6	0.0	3.3	2.7	2.7	0.1	0.0	NA	NA									
4233	Sales	Lumber & Other Construction Material	Manufacturers' sales branches and offices	0.3	0.0	8.8	8.8	10.1	8.8	0.0	6.0	6.6	6.3	0.6	0.0	NA	NA									
4234	Sales	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	7.0	0.0	1.8	1.6	0.4	0.1	0.0	2.2	2.1	1.9	0.3	0.0	NA	NA									
42343	Sales	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	5.9	0.0	6.4	4.9	0.5																		

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 2013

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

2007 NAICS	Data Item	Kind of Business	Estimated Measures of Sampling Variability ¹																					
			2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992
42	Purchases	Wholesale Trade	0.3	0.1	0.8	0.7	0.5	0.4	0.2	1.0	0.8	0.7	0.6	0.4	1.0	0.9	0.8	0.6	NA	NA	NA	NA	NA	NA
423	Purchases	Durable goods	0.5	0.3	0.9	0.8	0.7	0.5	0.2	1.0	1.0	1.1	1.0	0.6	1.5	1.3	1.1	1.0	NA	NA	NA	NA	NA	NA
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	0.9	0.4	1.8	1.9	1.4	0.9	0.3	1.8	1.7	1.2	0.9	0.7	3.6	3.1	3.0	3.0	NA	NA	NA	NA	NA	NA
4232	Purchases	Furniture and Home Furnishings	2.1	1.9	5.2	4.5	3.1	2.2	0.8	4.2	3.6	3.2	1.6	0.7	3.2	2.1	2.1	2.3	NA	NA	NA	NA	NA	NA
4233	Purchases	Lumber & Other Construction Materials	1.0	0.7	2.7	2.3	1.7	1.5	0.7	3.5	3.1	3.1	3.4	2.3	8.6	3.7	2.4	2.3	NA	NA	NA	NA	NA	NA
4234	Purchases	Professional and Commercial Equipment and Supplies	0.9	0.4	1.9	1.6	1.4	0.8	0.6	3.1	2.6	2.4	2.4	2.5	4.2	3.5	2.7	2.5	NA	NA	NA	NA	NA	NA
42343	Purchases	Computer and Computer Peripheral Equipment and Software	1.1	0.7	2.6	2.8	2.0	1.3	0.5	3.1	3.0	2.9	2.1	1.5	6.8	5.8	4.4	3.6	NA	NA	NA	NA	NA	NA
4235	Purchases	Metals and Minerals, ex. Petroleum	1.4	0.9	2.4	1.8	1.7	2.4	0.9	3.0	2.7	2.4	1.8	1.0	3.7	3.5	2.9	2.2	NA	NA	NA	NA	NA	NA
4236	Purchases	Electrical Goods	0.9	0.5	1.5	1.7	1.5	0.9	0.4	3.7	3.3	3.3	1.9	0.5	3.7	2.4	2.4	2.3	NA	NA	NA	NA	NA	NA
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplies	1.3	1.1	2.9	3.3	2.1	1.3	0.8	2.7	2.4	1.8	1.2	1.0	2.4	2.0	1.2	1.3	NA	NA	NA	NA	NA	NA
4238	Purchases	Machinery, Equipment, and Supplies	1.3	0.5	2.4	1.9	2.2	2.2	1.0	1.9	2.2	1.9	1.3	1.2	3.5	3.0	2.4	2.2	NA	NA	NA	NA	NA	NA
4239	Purchases	Miscellaneous Durable Goods	1.7	0.9	4.2	3.4	3.2	1.9	1.4	2.8	3.3	3.8	3.2	1.7	4.5	3.3	2.6	2.5	NA	NA	NA	NA	NA	NA
424	Purchases	Nondurable goods	0.3	0.1	1.1	1.1	0.7	0.7	0.3	1.5	1.3	1.2	0.7	0.4	1.0	1.2	1.0	0.7	NA	NA	NA	NA	NA	NA
4241	Purchases	Paper and Paper Products	1.3	0.7	2.5	2.5	2.0	1.2	0.8	4.5	3.8	3.6	2.0	0.7	2.5	2.7	2.2	1.6	NA	NA	NA	NA	NA	NA
4242	Purchases	Drugs and Druggists' Sundries	0.9	0.5	1.8	1.9	1.6	2.0	0.9	2.3	2.2	3.6	1.7	0.6	2.6	2.3	2.0	2.1	NA	NA	NA	NA	NA	NA
4243	Purchases	Apparel, Piece Goods, and Notions	1.6	0.8	2.7	2.6	2.5	1.8	0.8	2.2	2.4	2.4	1.6	1.2	4.5	3.5	2.8	2.5	NA	NA	NA	NA	NA	NA
4244	Purchases	Groceries and Related Products	0.9	0.5	2.4	2.3	2.3	1.7	0.8	3.1	3.0	2.1	1.1	0.7	2.0	1.5	1.6	1.1	NA	NA	NA	NA	NA	NA
4245	Purchases	Farm Product Raw Materials	0.8	0.1	2.5	2.2	1.5	1.4	0.5	4.0	4.0	3.9	2.7	2.1	4.4	3.8	3.6	3.3	NA	NA	NA	NA	NA	NA
4246	Purchases	Chemicals and Allied Products	1.2	0.8	2.4	2.4	2.2	1.8	1.0	3.7	2.6	2.9	2.1	1.4	4.1	3.4	2.8	2.1	NA	NA	NA	NA	NA	NA
4247	Purchases	Petroleum and Petroleum Products	0.8	0.2	2.9	3.3	2.4	1.2	0.3	4.2	2.9	2.6	1.4	0.4	4.0	4.5	4.5	4.3	NA	NA	NA	NA	NA	NA
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	1.1	0.6	3.1	3.3	2.9	1.6	0.4	2.1	2.1	1.8	1.3	0.5	2.5	1.7	1.5	1.2	NA	NA	NA	NA	NA	NA
4249	Purchases	Miscellaneous Nondurable Goods	0.9	0.7	2.3	2.4	2.7	2.2	1.3	3.7	4.1	4.2	3.3	2.7	5.7	4.8	5.0	3.3	NA	NA	NA	NA	NA	NA
42	Gross margins	Wholesale Trade	0.8	0.9	0.8	x	NA	NA	NA	NA	NA	x	NA	NA	1.5	1.2	1.2	x	NA	NA	NA	NA	NA	NA
423	Gross margins	Durable goods	0.8	1.1	1.0	x	NA	NA	NA	NA	NA	x	NA	NA	2.0	1.4	1.2	x	NA	NA	NA	NA	NA	NA
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplies	2.2	2.3	2.5	x	3.0	2.2	1.8	2.4	2.6	x	3.8	2.2	2.0	2.5	2.4	x	NA	NA	NA	NA	NA	NA
4232	Gross margins	Furniture and Home Furnishings	3.3	3.8	4.7	x	4.9	3.4	2.5	4.4	4.2	x	2.8	2.2	4.6	3.6	4.1	x	NA	NA	NA	NA	NA	NA
4233	Gross margins	Lumber & Other Construction Materials	2.7	3.2	3.5	x	4.0	3.5	2.6	5.0	4.5	x	4.3	4.2	3.7	4.0	3.8	x	NA	NA	NA	NA	NA	NA
4234	Gross margins	Professional and Commercial Equipment and Supplies	1.2	1.3	2.5	x	NA	NA	NA	NA	NA	x	NA	NA	5.3	4.6	3.6	x	NA	NA	NA	NA	NA	NA
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	3.5	2.9	3.1	x	NA	NA	NA	NA	NA	x	NA	NA	10.1	8.4	6.3	x	NA	NA	NA	NA	NA	NA
4235	Gross margins	Metals and Minerals, ex. Petroleum	8.2	5.6	4.5	x	6.5	3.3	6.0	4.5	4.1	x	4.4	3.4	5.3	4.4	5.5	x	NA	NA	NA	NA	NA	NA
4236	Gross margins	Electrical Goods	1.6	1.6	1.9	x	2.9	1.8	2.3	3.8	3.2	x	4.2	2.4	4.3	3.4	3.3	x	NA	NA	NA	NA	NA	NA
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplies	2.4	3.5	3.6	x	2.5	2.5	1.9	3.4	3.2	x	3.0	2.3	3.5	2.3	2.7	x	NA	NA	NA	NA	NA	NA
4238	Gross margins	Machinery, Equipment, and Supplies	1.8	2.4	2.3	x	5.5	2.6	2.6	2.4	3.5	x	2.3	2.2	3.7	3.5	3.0	x	NA	NA	NA	NA	NA	NA
4239	Gross margins	Miscellaneous Durable Goods	3.4	3.9	4.4	x	5.3	5.1	5.0	7.4	5.0	x	5.3	3.8	4.8	3.9	4.2	x	NA	NA	NA	NA	NA	NA
424	Gross margins	Nondurable goods	1.3	1.5	1.2	x	2.0	1.9	1.6	1.7	1.7	x	1.7	1.5	2.3	2.1	2.0	x	NA	NA	NA	NA	NA	NA
4241	Gross margins	Paper and Paper Products	3.8	3.2	3.3	x	4.0	3.9	3.4	7.2	6.5	x	3.7	2.5	2.7	2.5	2.1	x	NA	NA	NA	NA	NA	NA
4242	Gross margins	Drugs and Druggists' Sundries	5.0	5.0	5.2	x	9.5	9.9	9.3	9.3	8.6	x	4.8	4.9	4.6	7.6	7.4	x	NA	NA	NA	NA	NA	NA
4243	Gross margins	Apparel, Piece Goods, and Notions	2.9	3.0	2.7	x	2.8	2.5	2.4	2.6	3.1	x	4.3	2.5	4.8	4.6	3.9	x	NA	NA	NA	NA	NA	NA
4244	Gross margins	Groceries and Related Products	3.1	4.0	3.2	x	5.1	4.8	4.2	3.8	4.4	x	4.2	4.0	5.9	4.3	3.8	x	NA	NA	NA	NA	NA	NA
4245	Gross margins	Farm Product Raw Materials	2.7	3.2	3.3	x	3.8	6.5	6.5	5.0	12.5	x	13.3	9.8	8.4	8.0	5.2	x	NA	NA	NA	NA	NA	NA
4246	Gross margins	Chemicals and Allied Products	3.2	3.2	3.9	x	3.4	3.0	3.6	6.5	4.2	x	4.7	4.1	7.0	5.2	5.9	x	NA	NA	NA	NA	NA	NA
4247	Gross margins	Petroleum and Petroleum Products	3.8	4.4	4.3	x	5.3	3.9	4.6	5.7	4.4	x	4.5	4.5	7.0	6.2	6.8	x	NA	NA	NA	NA	NA	NA
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	1.9	1.5	4.5	x	3.9	3.2	1.5	3.1	2.6	x	1.6	1.5	3.4	3.1	2.1	x	NA	NA	NA	NA	NA	NA
4249	Gross margins	Miscellaneous Nondurable Goods	4.7	4.0	3.8	x	4.7	4.1	5.1	5.5	5.4	x	6.0	3.8	4.4	4.5	5.1	x	NA	NA	NA	NA	NA	NA
42	Gross margins as a percent of sales	Wholesale Trade	0.1	0.2	0.1	x	NA	NA	NA	NA	NA	x	NA	NA	0.2	0.2	0.2	x	NA	NA	NA	NA	NA	NA
423	Gross margins as a percent of sales	Durable goods	0.2	0.3	0.2	x	NA	NA	NA	NA	NA	x	NA	NA	0.2	0.2	0.2	x	NA	NA	NA	NA	NA	NA
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	0.4	0.4	0.4	x	0.4	0.3	0.3	0.4	0.3	x	0.7	0.5	0.5	0.4	0.6	x	NA	NA	NA	NA	NA	NA
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	0.7	1.1	0.7	x	0.9	0.8	0.8	0.7	0.6	x	0.8	0.7	0.7	0.5	0.6	x	NA	NA	NA	NA	NA	NA
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	0.6	0.7	0.7	x	0.6	0.7	0.6	0.6	0.5	x	0.8	0.8	0.9	0.5	0.5	x	NA	NA	NA	NA	NA	NA
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	0.2	0.3	0.4	x	NA	NA	NA	NA	NA	x	NA	NA	0.7	0.6	0.4	x	NA	NA	NA	NA	NA	NA
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	0.6	0.6	0.4	x	NA	NA	NA	NA	NA	x	NA	NA	0.9	0.6	0.5	x	NA	NA	NA	NA	NA	NA
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	1.0	0.9	0.5	x	0.6	0.6	0.9	0.6	0.5	x	0.9	0.7	0.9	0.8	1.0	x	NA	NA	NA	NA	NA	NA
4236	Gross margins as a percent of sales	Electrical Goods	0.4	0.4	0.3	x	0.4	0.4	0.5	0.4	0.4	x	0.7	0.5	0.5	0.6	0.5	x	NA	NA	NA	NA	NA	NA
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.7	1.0	0.8	x	0.7	0.7	0.6	0.6	0.6	x	0.8	0.6	0.6	0.5	0.5	x	NA	NA	NA	NA	NA	NA
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	0.3	0.7	0.4	x	1.2	0.8	0.7	0.6	1.0	x	0.5	0.6	0.5	0.5	0.5	x	NA	NA	NA	NA	NA	NA
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	0.7	0.8	1.0	x	1.1	0.9	1.1	1.1	0.9	x	1.3	1.1	0.7	0.6	0.5	x	NA	NA	NA	NA	NA	NA
424	Gross margins as a percent of sales	Nondurable goods	0.1	0.2	0.2	x	0.3	0.2	0.2	0.2	0.2	x	0.2	0.2	0.3	0.2	0.2	x	NA	NA	NA	NA	NA	NA
4241	Gross margins as a percent of sales	Paper and Paper Products	0.7	0.6	0.4	x	0.6	0.7	0.7	0.9	0.9	x	0.8	0.6	0.5	0.4	0.4	x	NA	NA	NA	NA	NA	NA
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	0.5	0.5	0.4	x	0.8	0.9	0.9	0.7	0.6	x	0.5	0.6	0.4	0.7	0.9	x	NA	NA	NA	NA	NA	NA
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	0.7	0.9	0.6	x	0.6	0.6	0.7	0.6	0.7	x	1.1	0.8	0.6	0.7	0.6	x	NA	NA	NA	NA	NA	NA
4244	Gross margins as a percent of sales	Groceries and Related Products	0.4	0.5	0.5	x	0.8	0.8	0.7	0.7	0.8	x	0.6	0.6	0.7	0.6	0.5	x	NA	NA	NA	NA	NA	NA
4245	Gross margins as a percent of sales	Farm Product Raw Materials	0.2	0.3	0.2	x	0.4	0.5	0.8	0.4	1.0	x	1.1	0.7	0.6	0.5	0.3	x	NA	NA	NA	NA	NA</	

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 2013

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

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	Estimated Measures of Sampling Variability ¹											
				2013	2012 ²	2011 ³	2010 ⁴	2009	2008	2007	2006	2005	2004	2003	2002
				42	Operating expenses	Wholesale Trade	Merchant Wholesalers	0.6	0.6	0.7	0.7	0.6	0.6	0.8	1.0
423	Operating expenses	Durable goods	Merchant Wholesalers	0.7	0.6	0.9	0.9	0.8	0.8	0.7	1.1	NA	NA	NA	NA
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	1.0	0.7	1.7	1.7	1.5	1.4	0.8	1.6	NA	NA	NA	NA
4232	Operating expenses	Furniture and Home Furnishings	Merchant Wholesalers	2.9	2.6	4.0	4.1	2.9	2.4	1.7	3.8	NA	NA	NA	NA
4233	Operating expenses	Lumber & Other Construction Materials	Merchant Wholesalers	1.8	2.0	3.0	3.1	2.7	2.1	2.3	3.8	NA	NA	NA	NA
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	2.0	2.0	2.2	2.2	2.3	1.8	1.7	2.8	NA	NA	NA	NA
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	2.7	2.6	4.0	3.8	3.7	3.6	2.9	4.4	NA	NA	NA	NA
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	6.9	5.1	4.3	4.2	2.4	2.6	2.6	5.0	NA	NA	NA	NA
4236	Operating expenses	Electrical Goods	Merchant Wholesalers	1.5	1.5	1.6	1.5	2.4	2.1	1.6	2.8	NA	NA	NA	NA
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	1.9	1.9	3.1	3.1	1.8	1.8	1.8	2.7	NA	NA	NA	NA
4238	Operating expenses	Machinery, Equipment, and Supplies	Merchant Wholesalers	1.8	1.5	2.5	2.4	2.7	1.6	2.2	1.8	NA	NA	NA	NA
4239	Operating expenses	Miscellaneous Durable Goods	Merchant Wholesalers	3.2	2.4	3.3	3.2	4.7	6.5	5.0	7.0	NA	NA	NA	NA
424	Operating expenses	Nondurable goods	Merchant Wholesalers	0.7	0.7	0.7	0.7	1.4	1.2	1.2	1.4	NA	NA	NA	NA
4241	Operating expenses	Paper and Paper Products	Merchant Wholesalers	3.2	2.9	2.9	3.2	2.4	2.5	2.7	5.4	NA	NA	NA	NA
4242	Operating expenses	Drugs and Druggists' Sundries	Merchant Wholesalers	2.4	2.0	3.0	3.0	4.7	3.9	4.0	5.6	NA	NA	NA	NA
4243	Operating expenses	Apparel, Piece Goods, and Notions	Merchant Wholesalers	3.2	3.1	3.9	3.9	2.0	2.0	1.8	2.3	NA	NA	NA	NA
4244	Operating expenses	Groceries and Related Products	Merchant Wholesalers	1.7	1.9	2.3	1.9	2.3	1.7	2.1	3.8	NA	NA	NA	NA
4245	Operating Expenses	Farm Product Raw Materials	Merchant Wholesalers	2.3	2.3	2.9	2.7	4.8	4.2	4.7	5.6	NA	NA	NA	NA
4246	Operating expenses	Chemicals and Allied Products	Merchant Wholesalers	2.1	2.0	2.4	2.8	2.8	2.7	2.8	4.6	NA	NA	NA	NA
4247	Operating expenses	Petroleum and Petroleum Products	Merchant Wholesalers	1.9	1.9	3.3	3.4	4.0	4.6	4.4	4.8	NA	NA	NA	NA
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	1.4	1.3	2.8	3.4	2.9	1.8	1.4	2.3	NA	NA	NA	NA
4249	Operating expenses	Miscellaneous Nondurable Goods	Merchant Wholesalers	3.5	3.0	3.2	3.2	5.3	4.8	5.4	5.9	NA	NA	NA	NA
42	Operating expenses as a percent of sales	Wholesale Trade	Merchant Wholesalers	0.1	0.1	0.1	0.1	NA							
423	Operating expenses as a percent of sales	Durable goods	Merchant Wholesalers	0.1	0.1	0.1	0.1	NA							
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	NA	NA	NA	NA
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	Merchant Wholesalers	0.4	0.4	0.4	0.4	0.6	0.4	0.4	0.3	NA	NA	NA	NA
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	Merchant Wholesalers	0.3	0.3	0.3	0.3	0.5	0.3	0.4	0.3	NA	NA	NA	NA
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	0.3	0.3	0.2	0.3	NA							
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	0.4	0.4	0.4	0.4	NA							
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	0.6	0.4	0.3	0.3	0.3	0.3	0.3	0.3	NA	NA	NA	NA
4236	Operating expenses as a percent of sales	Electrical Goods	Merchant Wholesalers	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	NA	NA	NA	NA
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	0.4	0.4	0.5	0.5	0.4	0.4	0.4	0.3	NA	NA	NA	NA
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	Merchant Wholesalers	0.3	0.3	0.3	0.3	0.4	0.3	0.4	0.3	NA	NA	NA	NA
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	Merchant Wholesalers	0.5	0.4	0.4	0.4	0.9	0.9	0.8	0.8	NA	NA	NA	NA
424	Operating expenses as a percent of sales	Nondurable goods	Merchant Wholesalers	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	NA	NA	NA	NA
4241	Operating expenses as a percent of sales	Paper and Paper Products	Merchant Wholesalers	0.5	0.5	0.4	0.4	0.3	0.3	0.4	0.6	NA	NA	NA	NA
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	Merchant Wholesalers	0.2	0.2	0.2	0.2	0.4	0.3	0.4	0.4	NA	NA	NA	NA
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	Merchant Wholesalers	0.7	0.7	0.7	0.6	0.5	0.4	0.4	0.4	NA	NA	NA	NA
4244	Operating expenses as a percent of sales	Groceries and Related Products	Merchant Wholesalers	0.2	0.2	0.3	0.2	0.2	0.3	0.3	0.4	NA	NA	NA	NA
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	Merchant Wholesalers	0.1	0.1	0.1	0.1	0.3	0.3	0.3	0.3	NA	NA	NA	NA
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	Merchant Wholesalers	0.3	0.3	0.3	0.4	0.4	0.4	0.4	0.4	NA	NA	NA	NA
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	Merchant Wholesalers	2	2	2	0.1	0.1	0.1	0.1	0.1	NA	NA	NA	NA
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3	NA	NA	NA	NA
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	Merchant Wholesalers	0.4	0.4	0.3	0.4	0.8	0.7	0.8	0.9	NA	NA	NA	NA

42	Operating expenses	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and Merchant wholesalers, except manufacturers' sales branches and	0.7	0.7	0.8	0.8	0.6	0.7	0.9	1.4	NA	NA	NA	NA
423	Operating expenses	Durable goods	Merchant wholesalers, except manufacturers' sales branches and Merchant wholesalers, except manufacturers' sales branches and	0.9	0.8	1.0	1.0	0.9	1.0	0.9	1.6	NA	NA	NA	NA
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	1.2	0.9	2.1	2.1	1.7	1.6	1.0	2.2	NA	NA	NA	NA
4232	Operating expenses	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	3.0	2.6	4.5	4.4	3.4	2.6	1.9	4.3	NA	NA	NA	NA
4233	Operating expenses	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	2.2	2.4	2.3	2.4	2.7	2.0	2.0	4.1	NA	NA	NA	NA
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	2.1	2.0	2.8	2.9	2.9	2.2	2.2	4.0	NA	NA	NA	NA
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	3.2	2.9	4.5	4.2	4.8	4.7	3.8	5.7	NA	NA	NA	NA
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	8.1	6.0	5.2	4.9	2.9	3.3	3.2	5.3	NA	NA	NA	NA
4236	Operating expenses	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	1.7	1.5	1.8	1.7	2.8	2.3	1.7	3.3	NA	NA	NA	NA
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	2.1	2.2	3.4	3.4	2.0	2.0	1.9	2.9	NA	NA	NA	NA
4238	Operating expenses	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	2.1	1.8	2.6	2.3	2.6	1.4	2.1	1.7	NA	NA	NA	NA
4239	Operating expenses	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	3.3	2.5	3.6	3.4	4.9	6.8	5.3	7.7	NA	NA	NA	NA
424	Operating expenses	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and Merchant wholesalers, except manufacturers' sales branches and	1.1	1.1	0.9	1.0	1.5	1.2	1.2	1.9	NA	NA	NA	NA
4241	Operating expenses	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	3.8	3.2	3.5	4.0	3.6	3.5	3.6	6.8	NA	NA	NA	NA
4242	Operating expenses	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	4.5	3.7	4.6	4.8	9.7	7.4	8.2	11.9	NA	NA	NA	NA
4243	Operating expenses	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	3.3	3.2	4.0	4.1	2.1	1.9	1.9	1.5	NA	NA	NA	NA
4244	Operating expenses	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	3.1	3.3	2.9	2.3	3.5	2.6	3.1	4.6	NA	NA	NA	NA
4245	Operating Expenses	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	2.3	2.3	2.9	2.7	4.8	4.2	4.7	5.6	NA	NA	NA	NA
4246	Operating expenses	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	3.4	3.3	3.7	4.0	3.3	3.2	3.7	4.6	NA	NA	NA	NA
4247	Operating expenses	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	3.6	3.6	5.5	5.3	6.4	5.7	5.9	6.9	NA	NA	NA	NA
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	1.5	1.5	3.1	3.8	3.1	1.9	1.5	2.5	NA	NA	NA	NA
4249	Operating expenses	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	4.4	3.7	4.0	4.1	2.8	3.2	5.1	NA	NA	NA	NA	NA
42	Operating expenses as a percent of sales	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and Merchant wholesalers, except manufacturers' sales branches and	0.1	0.1	0.1	0.1	NA	NA	NA	NA	NA	NA	NA	NA
423	Operating expenses as a percent of sales	Durable goods	Merchant wholesalers, except manufacturers' sales branches and Merchant wholesalers, except manufacturers' sales branches and	0.2	0.1	0.1	0.2	NA	NA	NA	NA	NA	NA	NA	NA
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	0.1	0.1	0.2	0.1	0.2	0.1	0.2	0.2	NA	NA	NA	NA
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	0.5	0.5	0.4	0.5	0.8	0.6	0.5	0.4	NA	NA	NA	NA
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	0.4	0.5	0.4	0.4	0.4	0.4	0.4	0.3	NA	NA	NA	NA
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	0.4	0.4	0.3	0.3	NA	NA	NA	NA	NA	NA	NA	NA
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	0.4	0.4	0.4	0.4	NA	NA	NA	NA	NA	NA	NA	NA
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	0.7	0.6	0.4	0.4	0.5	0.4	0.4	0.5	NA	NA	NA	NA
4236	Operating expenses as a percent of sales	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.3	NA	NA	NA	NA
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	0.4	0.5	0.6	0.5	0.4	0.5	0.5	0.3	NA	NA	NA	NA
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	0.4	0.3	0.4	0.4	0.5	0.4	0.4	0.3	NA	NA	NA	NA
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	0.5	0.4	0.4	0.4	0.9	1.0	0.8	0.9	NA	NA	NA	NA
424	Operating expenses as a percent of sales	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and Merchant wholesalers, except manufacturers' sales branches and	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	NA	NA	NA	NA
4241	Operating expenses as a percent of sales	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	0.6	0.6	0.4	0.4	0.5	0.5	0.6	0.8	NA	NA	NA	NA
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	0.3	0.3	0.3	0.3	0.5	0.4	0.5	0.6	NA	NA	NA	NA
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	0.7	0.7	0.7	0.7	0.5	0.5	0.4	0.4	NA	NA	NA	NA
4244	Operating expenses as a percent of sales	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	0.3	0.4	0.3	0.3	0.3	0.3	0.4	0.5	NA	NA	NA	NA
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	0.1	0.1	0.1	0.1	0.3	0.3	0.3	0.3	NA	NA	NA	NA
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	0.5	0.5	0.5	0.6	0.6	0.6	0.6	0.6	NA	NA	NA	NA
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	0.1	0.1	0.1	0.1	0.2	0.1	0.1	0.1	NA	NA	NA	NA
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	0.2	0.3	0.2	0.3	0.2	0.2	0.3	0.3	NA	NA	NA	NA
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	0.5	0.4	0.4	0.4	0.5	0.5	0.5	0.5	NA	NA	NA	NA

42	Operating expenses	Wholesale Trade	Manufacturers' sales branches and	0.9	0.9	0.9	0.9	1.4	1.5	1.5	1.5	1.3	1.3	2.7	3.1
423	Operating expenses	Durable goods	Manufacturers' sales branches and offices	2.0	2.1	1.5	1.4	1.3	1.3	1.4	1.4	1.0	1.1	3.7	4.2
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	1.3	1.3	1.9	1.8	1.6	1.6	1.0	1.6	S	S	1.6	2.0
4232	Operating expenses	Furniture and Home Furnishings	Manufacturers' sales branches and offices	7.6	7.9	4.5	4.7	2.8	2.8	1.8	3.8	2.9	6.7	7.8	7.4
4233	Operating expenses	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	1.8	1.9	10.7	10.6	8.4	7.6	6.7	5.9	6.5	6.7	4.0	3.7
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	7.6	8.0	3.4	3.4	1.0	1.1	1.3	2.2	2.4	2.1	2.9	2.3
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	4.3	4.7	5.6	5.4	1.8	2.0	2.0	3.8	4.2	3.7	7.8	5.4
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	6.0	5.1	5.7	6.4	3.8	4.2	4.0	5.0	3.2	3.5	11.0	11.1
4236	Operating expenses	Electrical Goods	Manufacturers' sales branches and offices	2.1	2.0	2.8	2.5	2.5	S	S	S	3.5	3.6	10.4	12.7
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	1.1	1.1	3.7	3.5	3.8	2.7	2.4	2.8	2.1	2.0	3.4	3.4
4238	Operating expenses	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	1.0	0.5	4.7	5.6	6.1	6.9	7.0	4.6	5.0	5.3	15.2	5.2
4239	Operating expenses	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	7.7	7.9	6.8	7.0	7.0	6.8	5.2	5.8	5.6	4.9	S	S
424	Operating expenses	Nondurable goods	Manufacturers' sales branches and	0.8	0.9	0.9	1.0	2.1	2.3	2.2	2.9	2.8	2.7	1.9	2.2
4241	Operating expenses	Paper and Paper Products	Manufacturers' sales branches and offices	5.0	4.6	4.2	4.3	2.0	2.1	2.2	3.5	S	S	4.3	4.3
4242	Operating expenses	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	0.0	0.0	1.9	1.9	1.4	3.0	2.2	2.6	2.7	2.4	3.7	3.6
4243	Operating expenses	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	S	S	S	S	28.7	25.2	22.3	23.9	22.6	22.4	8.7	7.2
4244	Operating expenses	Groceries and Related Products	Manufacturers' sales branches and offices	2.0	2.0	2.7	2.8	3.2	3.0	2.8	5.9	5.5	5.8	4.8	5.8
4246	Operating expenses	Chemicals and Allied Products	Manufacturers' sales branches and offices	3.2	3.1	4.4	4.2	3.8	4.2	2.4	8.7	9.4	8.7	2.6	3.1
4247	Operating expenses	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	0.0	0.0	1.1	1.1	2.7	3.2	2.9	2.7	6.6	7.2	4.0	4.8
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	0.0	0.0	0.4	0.4	0.4	0.4	0.3	0.3	0.3	0.4	Z	Z
4249	Operating expenses	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	1.8	1.7	5.6	5.5	17.7	16.6	19.1	17.2	16.8	17.7	4.8	4.4
42	Operating expenses as a percent of sales	Wholesale Trade	Manufacturers' sales branches and	0.1	0.1	0.1	0.1	NA							
423	Operating expenses as a percent of sales	Durable goods	Manufacturers' sales branches and	0.1	0.1	0.1	0.1	NA							
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	0.1	0.1	0.1	0.1	Z	Z	Z	Z	S	Z	Z	Z
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	Manufacturers' sales branches and offices	0.5	0.6	0.7	0.7	0.1	0.1	0.2	0.2	0.1	0.9	0.8	0.7
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	0.2	0.3	0.3	0.3	0.7	0.7	0.6	0.5	0.4	0.4	0.4	0.4
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	0.4	0.5	0.6	0.5	NA							
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	0.5	0.3	0.3	0.2	NA							
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	0.3	0.2	0.2	0.3	0.2	0.2	0.2	0.1	0.1	0.1	0.4	0.5
4236	Operating expenses as a percent of sales	Electrical Goods	Manufacturers' sales branches and offices	0.3	0.3	0.4	0.4	0.3	S	S	S	0.3	0.3	1.7	1.9
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	0.1	0.2	0.1	0.1	0.6	0.4	0.4	0.3	0.3	0.3	0.5	0.6
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	0.1	0.1	0.1	0.1	0.5	0.4	0.5	0.5	0.5	0.5	1.1	0.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	0.6	0.6	0.5	0.5	1.0	1.0	0.9	0.8	0.9	0.8	S	S
424	Operating expenses as a percent of sales	Nondurable goods	Manufacturers' sales branches and	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.3
4241	Operating expenses as a percent of sales	Paper and Paper Products	Manufacturers' sales branches and offices	0.6	0.5	0.6	0.6	0.3	0.3	0.3	0.4	S	S	0.3	0.2
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	0.0	0.0	Z	Z	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	S	S	S	S	0.8	0.9	0.9	0.8	0.8	0.8	0.8	0.7
4244	Operating expenses as a percent of sales	Groceries and Related Products	Manufacturers' sales branches and offices	0.3	0.3	0.3	0.3	0.4	0.5	0.4	0.3	0.4	0.4	0.5	0.6
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	Manufacturers' sales branches and offices	0.5	0.5	0.5	0.5	0.3	0.3	0.2	0.2	0.3	0.3	0.2	0.2
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	0.0	0.0	Z	Z	0.1	0.1	0.1	0.1	0.2	0.2	0.1	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	0.0	0.0	Z	Z	Z	Z	Z	Z	Z	Z	Z	Z
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	0.2	0.2	0.2	0.2	2.4	2.3	2.5	2.6	2.6	2.7	0.4	0.3

Notes:

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

Z - Estimate is less than 0.05%.

S - Corresponding estimate in Table 5 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%), 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/standard1.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 2013 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2013_Summary_of_Changes.pdf.

Table 5.1A. Revised^f Estimated Measures of Sampling Variability for 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 preliminary results of the 2012 Economic Census]

NAICS code	Kind of business	Operating expenses, total	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	Defined contribution plans	Defined benefit pension plans	Other 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..	0.7	1.0	0.2	1.1	0.1	1.4	2.1	2.5	0.8	3.3	0.1	2.6	Z	3.8	Z	2.2	Z	2.6	Z	2.5	Z	3.8	0.1	1.2	Z		
423	Durable Goods.....	0.8	1.5	0.3	1.6	0.1	2.2	2.8	2.8	1.3	4.4	0.1	3.3	Z	3.4	Z	2.3	Z	3.5	Z	2.5	Z	4.5	0.1	1.6	Z		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies.....	0.9	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.....	2.6	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.....	2.4	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.....	2.0	2.7	0.5	2.3	0.1	3.5	4.1	4.2	2.0	9.5	0.1	5.7	Z	8.6	Z	7.5	0.1	6.8	Z	7.5	Z	8.3	0.2	2.5	Z		
42343	Computer and Computer Peripheral Equipment and Software.....	2.9	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.....	6.0	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.....	1.5	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.....	2.2	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.....	1.8	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.....	2.5	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.....	1.1	1.3	0.4	1.5	0.1	1.7	2.3	6.2	1.4	6.5	0.1	4.0	Z	6.3	0.1	3.4	0.1	3.2	Z	3.9	Z	10.7	0.3	1.2	Z		
4241	Paper and Paper Products.....	3.2	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.....	3.7	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.....	3.2	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.....	2.3	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.....	3.3	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.....	3.6	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.....	1.5	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.....	3.7	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:

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 wholesale 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.

^f For more information on the revisions, see the 2013 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2013_Summary_of_Changes.pdf.

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	2.5	Z	3.0	Z	1.2	Z	1.4	Z	4.2	Z	2.6	Z	1.7	0.1	2.2	0.1	2.1	0.1	1.6	0.1	1.3	Z	S	S
2.4	Z	4.1	Z	3.1	Z	1.9	0.1	2.0	Z	5.2	Z	4.2	Z	1.5	0.1	2.0	0.1	3.2	0.1	2.3	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
6.2	Z	6.1	Z	10.3	Z	2.7	0.1	3.3	Z	11.3	Z	8.4	Z	5.8	0.2	4.9	0.2	8.5	0.3	2.8	0.1	4.8	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	4.2	Z	1.6	0.1	1.8	Z	6.0	Z	2.7	Z	3.5	0.2	6.5	0.2	1.9	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 2013

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

NAICS S CODE	Data Item	Estimated Measures of Sampling Variability ¹									
		2013	2012 ^r	2011 ^r	2010 ^r	2009	2008	2007	2006	2005	2004
4251	Total sales	8.0	8.0	9.3	9.5	6.6	7.9	4.8	4.4	4.6	4.2
4251	.Sales on own account	S	S	S	S	17.6	15.4	21.8	18.5	18.9	18.9
4251	.Sales made on the account of others	S	8.1	S	S	6.5	7.9	4.9	4.5	4.7	4.3
4251	Commissions received for sales made on the account of others										
4251	.Amount	S	7.2	8.2	9.1	6.1	7.0	4.9	5.2	4.6	4.4
4251	.As a percent of sales on the account of others	S	0.3	0.2	0.2	0.1	0.2	0.1	0.1	0.1	0.1
4251	Operating Expenses										
4251	.Amount	7.5	6.9	8.5	8.2	9.4	8.8	6.6	6.9	5.5	5.7
4251	.As a percent of total sales	0.3	0.3	0.1	0.1	0.2	0.1	0.1	0.2	0.1	0.1

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. For more information on the revisions, see the 2013 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2013_Summary_of_Changes.pdf.

Table 7A. Estimated Measures of Sampling Variability¹ Inventories of U.S. Merchant Wholesalers Held Inside and Outside the United States: 2005 through 2013

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

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	Estimated Measures of Sampling Variability ¹									
				2013	2012	2011	2010	2009	2008	2007	2006	2005	
42	Inventories Held Outside the United States	Wholesale Trade	Merchant Wholesalers	3.0	2.1	3.0	3.0	2.6	3.7	2.8	2.3	3.4	
423	Inventories Held Outside the United States	Durable goods	Merchant Wholesalers	4.8	3.5	2.9	3.1	3.9	6.9	4.0	3.5	5.1	
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	6.1	3.7	5.0	5.9	2.8	3.0	3.6	3.2	2.5	
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Merchant Wholesalers	21.4	22.6	20.8	18.9	12.4	9.1	9.8	8.5	15.4	
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	Merchant Wholesalers	28.5	23.3	23.4	23.8	29.9	25.6	20.8	27.6	S	
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	8.4	8.5	9.4	8.1	13.9	9.3	12.5	14.3	13.8	
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	10.9	4.8	7.3	8.7	D	6.8	D	S	27.8	
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	14.2	13.0	15.1	13.2	17.2	13.4	12.9	11.7	12.9	
4236	Inventories Held Outside the United States	Electrical Goods	Merchant Wholesalers	3.9	5.5	D	D	14.2	27.0	16.0	12.7	15.8	
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	D	D	14.0	12.7	19.1	25.3	28.4	26.1	S	
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	Merchant Wholesalers	14.1	14.3	11.4	12.0	20.6	20.1	19.8	15.4	23.3	
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	Merchant Wholesalers	D	D	D	D	16.7	15.7	19.1	19.4	13.9	
424	Inventories Held Outside the United States	Nondurable goods	Merchant Wholesalers	3.3	3.3	5.7	4.7	3.3	4.6	5.6	4.5	5.3	
4241	Inventories Held Outside the United States	Paper and Paper Products	Merchant Wholesalers	19.5	18.7	19.6	26.3	16.7	19.3	S	S	S	
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	Merchant Wholesalers	3.4	1.0	2.2	2.2	3.6	3.2	17.8	8.8	7.1	
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	Merchant Wholesalers	9.7	8.0	12.0	D	12.4	10.3	9.3	9.3	10.8	
4244	Inventories Held Outside the United States	Groceries and Related Products	Merchant Wholesalers	S	28.2	S	27.1	S	S	S	S	S	
4245	Inventories Held Outside the United States	Farm Product Raw Materials	Merchant Wholesalers	20.7	21.0	26.2	24.1	S	S	27.1	S	S	
4246	Inventories Held Outside the United States	Chemicals and Allied Products	Merchant Wholesalers	27.1	25.0	S	23.1	17.5	13.8	14.0	16.8	15.7	
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	Merchant Wholesalers	7.9	14.6	28.6	23.1	D	D	14.1	D	15.8	
42	Foreign Inventories as a Percent of Total Inventories	Wholesale Trade	Merchant Wholesalers	0.1	0.1	0.1	0.1	NA	NA	NA	NA	NA	
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	Merchant Wholesalers	0.2	0.1	0.1	0.1	NA	NA	NA	NA	NA	
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	0.3	0.2	0.3	0.3	0.2	0.2	0.3	0.2	0.2	
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	Merchant Wholesalers	1.0	0.9	0.8	0.6	0.4	0.2	0.3	0.3	0.4	
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	Merchant Wholesalers	0.7	0.6	0.5	0.5	0.5	0.3	0.3	0.4	S	
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	0.4	0.4	0.4	0.2	NA	NA	NA	NA	NA	
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	0.5	0.3	0.4	0.4	NA	NA	NA	NA	NA	
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	0.9	0.8	0.9	0.8	0.6	0.4	0.5	0.3	0.3	
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	Merchant Wholesalers	0.2	0.3	D	D	0.6	1.3	0.8	0.7	0.8	
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	D	D	0.2	0.2	0.3	0.5	0.3	0.3	S	
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	Merchant Wholesalers	0.4	0.4	0.3	0.3	0.2	0.3	0.3	0.2	0.3	
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	Merchant Wholesalers	D	D	D	D	0.6	0.5	0.9	0.6	0.6	
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	Merchant Wholesalers	0.1	0.1	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	Merchant Wholesalers	0.3	0.2	0.2	0.3	0.2	0.1	S	S	S	
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Merchant Wholesalers	0.1	Z	Z	0.1	0.1	Z	0.3	0.2	0.2	
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	Merchant Wholesalers	0.8	0.7	0.8	D	0.9	1.1	0.9	0.7	0.5	
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	Merchant Wholesalers	S	0.7	S	0.6	S	S	S	S	S	
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	Merchant Wholesalers	0.3	0.2	0.3	0.2	S	S	0.2	S	S	
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	Merchant Wholesalers	0.7	0.7	S	0.7	0.4	0.2	0.2	0.3	0.2	
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	Merchant Wholesalers	0.1	0.2	0.3	0.2	D	D	0.2	D	0.2	
42	Inventories Held Inside the United States	Wholesale Trade	Merchant Wholesalers	0.6	0.6	0.7	0.8	0.8	0.8	0.8	0.9	0.9	
423	Inventories Held Inside the United States	Durable goods	Merchant Wholesalers	1.0	0.9	1.0	1.0	1.4	1.3	1.1	1.3	1.5	
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	1.6	1.4	2.4	2.0	2.2	1.9	1.6	1.4	1.9	
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	Merchant Wholesalers	4.4	4.3	5.0	4.5	2.6	1.7	2.1	3.9	3.6	
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	Merchant Wholesalers	4.2	3.8	4.9	4.9	3.6	3.3	3.4	4.5	4.1	
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	2.7	2.4	3.0	3.1	3.2	2.6	2.1	3.2	2.7	
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	3.3	3.8	3.6	3.2	D	3.5	D	3.4	3.3	
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	3.2	2.7	3.4	3.1	2.2	2.4	2.5	3.5	3.6	
4236	Inventories Held Inside the United States	Electrical Goods	Merchant Wholesalers	2.5	2.4	D	D	3.3	2.7	2.4	4.0	3.6	
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	D	D	3.5	3.1	3.2	2.6	2.1	3.4	2.9	
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	Merchant Wholesalers	2.2	1.9	2.1	1.7	3.6	3.1	2.6	2.7	3.1	
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	Merchant Wholesalers	D	D	D	D	3.4	3.5	4.4	6.0	7.4	
424	Inventories Held Inside the United States	Nondurable goods	Merchant Wholesalers	0.8	0.8	1.0	1.1	1.1	1.1	1.0	1.2	1.1	
4241	Inventories Held Inside the United States	Paper and Paper Products	Merchant Wholesalers	3.7	3.6	3.4	2.9	3.0	2.8	2.1	3.5	3.7	
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	Merchant Wholesalers	0.8	0.9	1.7	1.9	2.1	2.1	2.3	2.9	2.8	
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	Merchant Wholesalers	3.4	3.3	3.1	D	4.0	4.2	4.5	4.9	4.8	
4244	Inventories Held Inside the United States	Groceries and Related Products	Merchant Wholesalers	2.3	2.2	2.6	2.5	6.1	6.3	4.3	4.4	4.2	
4245	Inventories Held Inside the United States	Farm Product Raw Materials	Merchant Wholesalers	2.4	2.1	3.1	3.1	3.4	4.5	2.8	4.3	4.1	
4246	Inventories Held Inside the United States	Chemicals and Allied Products	Merchant Wholesalers	4.3	4.0	4.7	4.1	4.8	4.5	3.7	7.6	6.4	
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	Merchant Wholesalers	2.8	2.5	3.2	3.3	D	D	3.1	D	4.6	
42	Domestic Inventories as a Percent of Total Inventories	Wholesale Trade	Merchant Wholesalers	0.1	0.1	0.1	0.1	NA	NA	NA	NA	NA	
423	Domestic Inventories as a Percent of Total Inventories	Durable goods	Merchant Wholesalers	0.2	0.1	0.1	0.1	NA	NA	NA	NA	NA	
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	0.3	0.2	0.3	0.3	0.2	0.2	0.3	0.2	0.2	
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	Merchant Wholesalers	1.0	0.9	0.8	0.6	0.4	0.2	0.3	0.3	0.4	
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	Merchant Wholesalers	0.7	0.6	0.5	0.5	0.5	0.3	0.3	0.4	0.5	
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	0.4	0.4	0.4	0.2	NA	NA	NA	NA	NA	
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	0.5	0.3	0.4	0.4	NA	NA	NA	NA	NA	
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	0.9	0.8	0.9	0.8	0.6	0.4	0.5	0.3	0.3	
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	Merchant Wholesalers	0.2	0.3	D	D	0.6	1.3	0.8	0.7	0.8	
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	D	D	0.2	0.2	0.3	0.5	0.3	0.3	0.2	
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	Merchant Wholesalers	0.4	0.4	0.3	0.3	0.2	0.3	0.3	0.2	0.3	
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	Merchant Wholesalers	D	D	D	D	0.6	0.5	0.9	0.6	0.6	
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	Merchant Wholesalers	0.1	0.1	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	Merchant Wholesalers	0.3	0.2	0.2	0.3	0.2	0.1	0.2	0.4	0.5	
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Merchant Wholesalers	0.1	Z	Z	0.1	0.1	Z	0.3	0.2	0.2	
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	Merchant Wholesalers	0.8	0.7	0.8	D	0.9	1.1	0.9	0.7	0.5	
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	Merchant Wholesalers	0.7	0.7	0.8	0.6	0.9	1.1	1.4	0.8	1.0	
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	Merchant Wholesalers	0.3	0.2	0.3	0.2	0.4	0.4	0.2	0.6	0.3	
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	Merchant Wholesalers	0.7	0.7	0.7	0.7	0.4	0.2	0.2	0.3	0.2	
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	Merchant Wholesalers	0.1	0.2	0.3	0.2	D	D	0.2	D	0.2	
42	Inventories Held Outside the United States	Wholesale Trade	Merchant wholesalers, except manufacturers' sales branches and Merchant wholesalers, except manufacturers' sales branches and	3.9	2.9	4.0	4.1	3.6	4.9	4.4	3.0	4.5	
423	Inventories Held Outside the United States	Durable goods	Merchant wholesalers, except manufacturers' sales branches and	5.6	4.2	3.4	3.9	4.5	8.2	5.0	3.9	5.7	
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	6.8	4.0	5.5	6.1	3.2	3.2	3.9	3.7	2.9	
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	24.7	26.2	24.9	23.						

423	Inventories Held Inside the United States	Durable goods	Merchant wholesalers, except manufacturers' sales branches and	1.1	1.1	1.2	1.2	1.5	1.3	1.2	1.6	1.8
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	2.1	1.7	2.9	2.3	2.8	2.4	2.0	2.2	2.9
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	Merchant wholesalers, except manufacturers' sales branches and offices	4.2	4.1	5.4	4.7	2.8	1.5	2.6	4.5	4.2
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	Merchant wholesalers, except manufacturers' sales branches and offices	5.6	5.4	4.7	4.5	3.6	3.2	3.5	4.6	4.3
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	2.6	2.6	3.6	3.7	3.9	3.0	2.4	4.0	3.4
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	Merchant wholesalers, except manufacturers' sales branches and offices	3.2	3.7	3.8	3.4	5.6	3.5	3.0	3.3	3.6
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	Merchant wholesalers, except manufacturers' sales branches and offices	4.1	3.6	4.0	3.8	3.1	3.4	3.3	4.3	4.6
4236	Inventories Held Inside the United States	Electrical Goods	Merchant wholesalers, except manufacturers' sales branches and offices	2.8	2.9	2.6	3.0	3.8	3.1	2.7	5.0	4.6
4237	Inventories Held Inside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	3.3	3.0	3.7	3.3	2.8	2.5	2.0	3.7	3.5
4238	Inventories Held Inside the United States	Machinery, Equipment, and Supplies	Merchant wholesalers, except manufacturers' sales branches and offices	2.5	2.3	2.2	1.8	3.8	3.2	2.7	2.8	3.4
4239	Inventories Held Inside the United States	Miscellaneous Durable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	4.5	4.1	5.4	5.2	3.7	3.7	4.7	6.4	8.0
424	Inventories Held Inside the United States	Nondurable goods	Merchant wholesalers, except manufacturers' sales branches and	1.2	1.2	1.3	1.4	1.5	1.3	1.2	1.5	1.3
4241	Inventories Held Inside the United States	Paper and Paper Products	Merchant wholesalers, except manufacturers' sales branches and offices	4.0	3.8	4.1	3.8	3.9	3.6	2.8	5.2	4.9
4242	Inventories Held Inside the United States	Drugs and Druggists' Sundries	Merchant wholesalers, except manufacturers' sales branches and offices	1.1	1.4	2.1	2.5	3.1	3.3	3.5	3.5	3.4
4243	Inventories Held Inside the United States	Apparel, Piece Goods, and Notions	Merchant wholesalers, except manufacturers' sales branches and offices	3.4	3.4	3.2	2.9	3.8	4.0	4.2	3.7	3.5
4244	Inventories Held Inside the United States	Groceries and Related Products	Merchant wholesalers, except manufacturers' sales branches and offices	4.2	4.0	4.4	4.1	7.7	7.8	5.1	5.4	5.2
4245	Inventories Held Inside the United States	Farm Product Raw Materials	Merchant wholesalers, except manufacturers' sales branches and offices	2.4	2.1	3.1	3.1	3.4	4.5	2.8	4.3	4.1
4246	Inventories Held Inside the United States	Chemicals and Allied Products	Merchant wholesalers, except manufacturers' sales branches and offices	4.4	4.2	5.5	4.8	5.7	5.6	4.1	5.7	4.5
4247	Inventories Held Inside the United States	Petroleum and Petroleum Products	Merchant wholesalers, except manufacturers' sales branches and offices	3.6	3.4	4.1	4.5	4.4	5.2	4.7	4.5	4.1
4248	Inventories Held Inside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Merchant wholesalers, except manufacturers' sales branches and offices	2.2	2.1	4.2	4.2	4.3	4.8	3.2	3.0	4.3
4249	Inventories Held Inside the United States	Miscellaneous Nondurable Goods	Merchant wholesalers, except manufacturers' sales branches and offices	3.8	3.3	3.7	4.0	4.1	2.9	3.3	5.3	5.9
42	Domestic Inventories as a Percent of Total Inventories	Wholesale Trade	Manufacturers' sales branches and offices	0.2	0.1	0.2	0.2	NA	NA	NA	NA	NA
423	Domestic Inventories as a Percent of Total Inventories	Durable goods²	Manufacturers' sales branches and offices	0.2	0.2	0.1	0.2	NA	NA	NA	NA	NA
4231	Domestic Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	0.4	0.3	0.3	0.3	0.3	0.3	0.4	0.3	0.3
4232	Domestic Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	Manufacturers' sales branches and offices	1.2	1.1	1.1	0.8	0.5	0.3	0.4	0.4	0.4
4233	Domestic Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	0.9	0.8	0.7	0.7	0.6	0.4	0.3	0.4	0.6
4234	Domestic Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	0.5	0.5	0.5	0.3	NA	NA	NA	NA	NA
42343	Domestic Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	0.5	0.3	0.4	0.4	NA	NA	NA	NA	NA
4235	Domestic Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	1.2	1.0	1.1	1.0	0.7	0.4	0.6	0.4	0.4
4236	Domestic Inventories as a Percent of Total Inventories	Electrical Goods	Manufacturers' sales branches and offices	0.2	0.3	0.4	0.3	0.7	1.5	1.0	0.9	1.0
4237	Domestic Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	0.3	0.3	0.2	0.2	0.4	0.5	0.4	0.3	0.2
4238	Domestic Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	0.5	0.5	0.4	0.4	0.3	0.3	0.3	0.3	0.3
4239	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	0.5	0.5	0.6	0.5	0.6	0.5	0.9	0.6	0.6
424	Domestic Inventories as a Percent of Total Inventories	Nondurable goods	Manufacturers' sales branches and offices	0.2	0.2	0.3	0.3	0.2	0.2	0.3	0.2	0.3
4241	Domestic Inventories as a Percent of Total Inventories	Paper and Paper Products	Manufacturers' sales branches and offices	0.4	0.2	0.3	0.3	0.3	0.2	0.4	0.7	0.7
4242	Domestic Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	0.1	Z	Z	0.1	0.1	0.1	0.1	0.1	Z
4243	Domestic Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	0.9	0.7	0.8	1.0	0.9	1.1	1.0	0.7	0.5
4244	Domestic Inventories as a Percent of Total Inventories	Groceries and Related Products	Manufacturers' sales branches and offices	1.0	0.9	1.1	0.8	1.0	1.3	1.6	0.9	1.1
4245	Domestic Inventories as a Percent of Total Inventories	Farm Product Raw Materials	Manufacturers' sales branches and offices	0.3	0.2	0.3	0.2	0.4	0.4	0.2	0.6	0.3
4246	Domestic Inventories as a Percent of Total Inventories	Chemicals and Allied Products	Manufacturers' sales branches and offices	0.4	0.4	0.3	0.6	0.5	0.3	0.4	0.4	0.4
4247	Domestic Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	0.3	0.3	0.2	0.2	0.5	0.7	0.5	0.4	0.4
4248	Domestic Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	0.2	0.3	0.2	0.2	0.3	0.3	0.4	0.4	0.5
4249	Domestic Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	0.1	0.2	0.4	0.3	0.4	0.4	0.2	0.1	0.3
42	Inventories Held Outside the United States	Wholesale Trade	Manufacturers' sales branches and offices	2.5	2.4	2.6	2.2	4.1	3.9	4.7	3.3	2.9
423	Inventories Held Outside the United States	Durable goods	Manufacturers' sales branches and offices	2.8	3.0	3.5	2.6	13.9	12.6	11.9	5.7	4.3
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	5.5	5.1	4.9	6.2	1.4	1.4	1.5	2.2	2.2
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Manufacturers' sales branches and offices	2.8	2.7	4.3	S	3.0	3.5	3.1	6.1	9.1
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	3.2	4.3	8.6	S	6.3	6.3	6.3	5.7	5.7
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	4.5	9.1	3.8	5.5	3.9	4.4	21.3	10.4	8.2
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	S	S	S	S	D	S	D	S	16.1
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	7.1	8.7	9.3	11.7	S	S	S	S	S
4236	Inventories Held Outside the United States	Electrical Goods	Manufacturers' sales branches and offices	5.6	5.1	D	D	S	S	S	12.9	S
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	D	D	10.7	7.4	9.3	12.5	12.9	12.3	S
4238	Inventories Held Outside the United States	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	16.0	11.1	S	21.3	S	S	S	13.9	S
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	D	D	D	D	S	19.7	19.2	D	S
424	Inventories Held Outside the United States	Nondurable goods	Manufacturers' sales branches and offices	3.6	3.6	4.3	3.4	2.2	2.4	5.1	4.6	4.0
4241	Inventories Held Outside the United States	Paper and Paper Products	Manufacturers' sales branches and offices	S	S	S	S	S	S	S	2.9	2.2
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	0.0	0.0	1.9	1.9	2.8	2.8	21.1	9.5	8.1
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	3.1	3.1	9.0	D	S	21.4	15.4	S	S
4244	Inventories Held Outside the United States	Groceries and Related Products	Manufacturers' sales branches and offices	4.0	2.8	3.7	4.0	S	9.0	9.5	S	10.4
4245	Inventories Held Outside the United States	Farm Product Raw Materials	Manufacturers' sales branches and offices	S	S	S	S	S	S	24.8	S	S
4246	Inventories Held Outside the United States	Chemicals and Allied Products	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	NA	D
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	1.6	4.2	10.3	25.8	D	D	8.1	D	7.2
42	Foreign Inventories as a Percent of Total Inventories	Wholesale Trade	Manufacturers' sales branches and offices	0.1	0.1	0.1	0.1	NA	NA	NA	NA	NA
423	Foreign Inventories as a Percent of Total Inventories	Durable goods	Manufacturers' sales branches and offices	0.1	0.1	0.1	0.1	NA	NA	NA	NA	NA
4231	Foreign Inventories as a Percent of Total Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	0.2	0.2	0.2	0.2	Z	Z	Z	Z	Z
4232	Foreign Inventories as a Percent of Total Inventories	Furniture and Home Furnishings	Manufacturers' sales branches and offices	0.2	0.2	0.2	S	0.1	0.1	0.1	Z	S
4233	Foreign Inventories as a Percent of Total Inventories	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	0.1	0.2	0.1	S	Z	Z	0.1	Z	0.1
4234	Foreign Inventories as a Percent of Total Inventories	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	0.2	0.3	0.2	0.3	NA	NA	NA	NA	NA
42343	Foreign Inventories as a Percent of Total Inventories	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	S	S	S	S	NA	NA	NA	NA	NA
4235	Foreign Inventories as a Percent of Total Inventories	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	0.2	0.2	0.1	0.2	S	S	S	S	S
4236	Foreign Inventories as a Percent of Total Inventories	Electrical Goods	Manufacturers' sales branches and offices	0.4	0.5	D	D	S	S	S	0.3	S
4237	Foreign Inventories as a Percent of Total Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	D	D	Z	Z	0.1	0.1	0.1	0.1	S
4238	Foreign Inventories as a Percent of Total Inventories	Machinery, Equipment, and Supplies	Manufacturers' sales branches and offices	0.2	0.1	0.4	0.4	S	S	0.3	S	0.2
4239	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	D	D	D	D	S	1.3	1.3	S	S
424	Foreign Inventories as a Percent of Total Inventories	Nondurable goods	Manufacturers' sales branches and offices	0.2	0.2	0.2	0.2	0.1	0.1	0.3	0.2	0.2
4241	Foreign Inventories as a Percent of Total Inventories	Paper and Paper Products	Manufacturers' sales branches and offices	S	S	S	S	Z	S	S	S	S
4242	Foreign Inventories as a Percent of Total Inventories	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	0.0	0.0	Z	Z	0.1	0.1	1.2	0.6	0.2
4243	Foreign Inventories as a Percent of Total Inventories	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	0.6	0.5	0.6	D	S	1.7	1.4	S	S
4244	Foreign Inventories as a Percent of Total Inventories	Groceries and Related Products	Manufacturers' sales branches and offices	0.1	Z	Z	Z	S	0.1	0.1	S	0.5
4245	Foreign Inventories as a Percent of Total Inventories	Farm Product Raw Materials	Manufacturers' sales branches and offices	S	S	S	S	S	S	0.1	S	S
4246	Foreign Inventories as a Percent of Total Inventories	Chemicals and Allied Products	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4247	Foreign Inventories as a Percent of Total Inventories	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4248	Foreign Inventories as a Percent of Total Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	D	D	D	D	D	D	D	D	D
4249	Foreign Inventories as a Percent of Total Inventories	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	Z	Z	0.1	0.3	D	D	0.2	D	0.1
42	Inventories Held Inside the United States	Wholesale Trade	Manufacturers' sales branches and offices	0.6	0.5	0.9	0.9	1.2	1.1	1.3	1.4	1.1
423	Inventories Held Inside the United States	Durable goods	Manufacturers' sales branches and offices	1.2	1.1	2.0	1.8	1.8	1.9	1.6	2.0	1.4
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	1.4	1.4	1.5	1.6	1.7	1.6	2.3	2.3	1.4
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	Manufacturers' sales branches and offices	10.4	9.8	6.9	6.5	4.7	5.7	3.0	4.8	S
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	2.6	2.7	10.3	10.3	10.3	9.9	7.3	7.2	7.3
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	5.5	5.2	2.9	2.9	2.5	2.7			

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 2013 AWTS are:

2013 AWTS Unit Response Rates

Total U.S. Wholesalers	80.6
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	82.4
Manufacturers' Sales Branches and Offices	72.1
Electronic Markets, Agents, Brokers, and Commission Merchants	73.3

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 2013 AWTS are as follows:

2013 AWTS Total Quantity Response Rates

	Sales	Inventories	Purchases	Operating Expenses	Foreign Inventories	E-Commerce
Total U.S. Merchant Wholesalers	92.6	88.6	81.4	83.2	79.0	79.0
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	92.0	90.5	81.4	85.5	84.3	71.4
Manufacturers' Sales Branches and Offices	94.2	82.3	N/A	76.0	60.1	88.6
	Commissions	Sales on Own Account	Sales Made on Account of Others	Operating Expenses		
Electronic Markets, Agents, Brokers, and Commission Merchants	49.4	47.7	47.6	61.4		

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>.