

2014 Annual Wholesale Trade Survey

Summary of Changes

The following changes were made with the release of the 2014 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 final results of the 2012 Economic Census. Previously, estimates were benchmarked to preliminary results of the 2012 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 first made for the 2013 AWTS release.
- 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 final results of the 2012 Economic Census.

Changes to Table Contents

- The contents of Table 3 have changed. Table 3 now contains all estimates of inventories previously contained in tables 3 and 7. Total inventories of U.S. merchant wholesalers (previously in table 3), as well as the data estimates for inventories held outside and inside the U.S. (previously in table 7) are now all published as part of Table 3. The percent of total domestic inventory calculations previously in table 7 have been removed.

Data Item	Type of Wholesale	Previous Table	Current Table
Total Inventories	Merchant Wholesale	3	3
	Merchant Wholesale, except manufactures' sales branch and offices	3	3
	Manufactures' sales branch and offices	3	3
Inventories Held inside and Outside the U.S.	Merchant Wholesale	7	7
	Merchant Wholesale, except manufactures' sales branch and offices	7	7
	Manufactures' sales branch and offices	7	7
Foreign and Domestic inventories as a percent of total inventories	Merchant Wholesale	7	removed
	Merchant Wholesale, except manufactures' sales branch and offices	7	removed
	Manufactures' sales branch and offices	7	removed

Methodology for the 2014 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](#) [PDF] about the AWTS sampling frame.

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](#) [PDF] about how the AWTS sample is maintained.

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](#) [PDF] about how the AWTS arrives at its estimates and the reliability of those estimates. Additional information regarding the quality of AWTS data is available upon request.

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](#) [PDF] about AWTS response rates (including the 2014 rates).

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 (based on the 2007 Economic Census) 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, and e-commerce. 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.

Benchmarking

Results of the 2012 Economic Census are now available and used to benchmark AWTS estimates. Sales estimates are input to the benchmarking program and are revised in a manner that:

- Uses the 2012 Economic Census sales total as a constraint, along with the existing 2007 modified sales estimate, which is already linked to the 2007 Economic Census.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 2008 through 2014.
- In the case of NAICS 4247, there are three constraints: the 2012 Economic Census sales total, the 2007 Economic Census sales total first revised for the 2013 AWTS release, and the 2002 modified sales estimate, which is already linked to the 2002 Economic Census. The same sum of squared differences is then minimized for 2003 through 2014.

The process is applied separately to merchant wholesalers except MSBOs and to MSBOs. The same process is applied to Wholesale Electronic Markets and Agents and Brokers (NAICS 425) using sales estimates defined as gross selling value plus sales on own account. Refer to the estimates output from this operation as "benchmarked."

A similar method to the one for adjusting sales is used to adjust estimates for inventories, purchases, operating expenses, e-commerce, and EDI. Each of these items except operating expenses and foreign inventory are revised in the following manner:

- 2002, 2007, and 2012 modified estimates are multiplied by the ratio of benchmarked sales divided by modified sales for the same year.
- Modified estimates for each item are input into the benchmarking program using the three constraints calculated above.
- The benchmarking program minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 2003 through 2014.
- Note that unless the 2007 Economic Census sales value was recently revised (i.e., NAICS 4247), the benchmarked estimates will equal the modified estimates for the years 2007 and earlier.

Operating expenses and foreign inventories do not have 2002 estimates available, so only two constraints are input to the benchmarking program: the 2007 and 2012 modified item estimates multiplied by the ratio of benchmarked sales to modified sales for the same year. This method allows adjustments all the way back to the beginning of the series.

For Wholesale Electronic Markets and Agents and Brokers, a similar process is applied to adjust estimates for commissions and operating expenses. They are revised in the following manner.

- 2007 and 2012 modified estimates are multiplied by the ratio of benchmarked gross selling value plus sales on own account divided by modified gross selling value plus sales on own account for the same year.
- Modified estimates for each item are input into the benchmarking program using the two constraints calculated above.
- The benchmarking program minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates from the beginning of the series through 2014.

Benchmarked estimates at aggregate industry levels are computed by summing the benchmarked estimates for the appropriate detailed industries comprising the aggregate, and benchmarked estimates for merchant wholesales are computed by summing the benchmarked estimates for MSBOs and merchant wholesalers except MSBOs.

Table 1. Estimated Sales of U.S. Merchant Wholesalers: 1992 through 2014

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

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2014	2013'	2012'	2011'	2010'	2009'	2008'	2007'	2006'	2005'	2004'	2003'	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992
42	Sales	Wholesale Trade	Merchant Wholesalers	7,692,210	7,468,122	7,260,509	6,819,574	6,028,358	5,327,416	6,267,873	5,956,547	5,630,501	5,272,893	4,855,635	4,373,977	4,162,169	NA									
423	Sales	Durable Goods	Merchant Wholesalers	3,389,878	3,255,292	3,152,142	2,940,182	2,651,513	2,324,785	2,833,333	2,897,475	2,824,140	2,649,378	2,490,069	2,217,870	2,171,268	NA									
4231	Sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	784,490	753,209	720,967	626,267	560,351	457,684	563,914	670,929	680,696	651,655	643,118	604,752	598,718	NA									
4232	Sales	Furniture and Home Furnishings	Merchant Wholesalers	97,885	92,285	87,079	80,676	75,582	72,897	82,477	91,638	85,670	80,445	73,952	71,428	NA										
4233	Sales	Lumber & Other Construction Materials	Merchant Wholesalers	160,230	149,967	135,689	127,575	123,301	123,508	156,759	171,360	182,838	174,793	156,873	129,244	115,507	NA									
4234	Sales	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	522,950	508,119	497,236	494,601	485,742	455,738	486,705	485,129	465,715	457,195	442,472	415,610	406,447	NA									
42343	Sales	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	243,284	237,119	232,087	236,823	244,278	225,810	247,430	253,295	242,395	250,713	244,749	233,286	232,521	NA									
4235	Sales	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	244,603	231,812	244,073	236,721	192,272	154,516	245,793	227,049	219,092	192,116	168,567	119,520	117,455	NA									
4236	Sales	Electrical Goods	Merchant Wholesalers	605,194	578,105	539,295	496,092	461,730	405,565	456,349	453,031	418,304	386,376	365,654	325,080	322,376	NA									
4237	Sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	155,207	146,629	141,138	129,008	117,948	110,895	130,574	132,257	129,519	114,244	100,102	88,842	84,579	NA									
4238	Sales	Machinery, Equipment and Supplies	Merchant Wholesalers	565,431	539,066	521,275	472,492	404,293	362,201	455,699	429,560	419,280	387,925	341,908	303,202	297,936	NA									
4239	Sales	Miscellaneous Durable Goods	Merchant Wholesalers	253,888	256,100	264,985	276,750	230,294	181,781	250,482	235,683	217,058	199,404	190,930	157,668	156,822	NA									
424	Sales	Nondurable Goods	Merchant Wholesalers	4,302,332	4,212,830	4,108,367	3,879,392	3,376,845	3,002,631	3,434,540	3,059,072	2,806,361	2,623,515	2,365,566	2,156,107	1,990,901	NA									
4241	Sales	Paper and Paper Products	Merchant Wholesalers	143,788	141,053	137,763	135,905	133,214	128,014	141,614	139,601	141,712	136,022	128,722	116,980	114,411	NA									
4242	Sales	Drugs and Druggists' Sundries	Merchant Wholesalers	771,139	710,319	684,554	664,888	633,916	605,119	597,211	562,328	547,742	518,166	472,320	430,360	386,858	NA									
4243	Sales	Apparel, Piece Goods, and Notions	Merchant Wholesalers	166,422	160,441	153,745	148,775	142,222	131,672	145,725	148,154	138,201	132,253	124,563	117,854	118,346	NA									
4244	Sales	Groceries and Related Products	Merchant Wholesalers	876,580	835,786	807,625	758,801	713,163	685,059	692,591	667,143	613,917	584,286	555,941	543,358	511,438	NA									
4245	Sales	Farm Product Raw Materials	Merchant Wholesalers	254,820	269,739	254,330	233,841	188,144	168,022	197,579	145,787	111,885	105,952	115,579	111,758	103,403	NA									
4246	Sales	Chemicals and Allied Products	Merchant Wholesalers	225,902	219,059	213,661	206,947	184,168	182,177	168,968	164,269	148,558	148,558	133,284	126,126	126,126	NA									
4247	Sales	Petroleum and Petroleum Products	Merchant Wholesalers	1,383,304	1,392,740	1,385,511	1,287,827	971,370	732,235	1,045,627	832,245	720,753	628,878	486,523	393,758	321,246	NA									
4248	Sales	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	147,174	145,111	136,768	129,156	122,817	120,704	121,552	115,571	108,564	103,905	96,248	91,231	87,559	NA									
4249	Sales	Miscellaneous Nondurable Goods	Merchant Wholesalers	333,203	338,582	334,210	313,252	287,831	275,075	293,495	266,066	254,619	249,784	237,112	217,524	221,514	NA									
42	Sales	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	5,559,176	5,366,844	5,208,023	4,886,598	4,339,602	3,830,828	4,524,937	4,223,473	3,941,257	3,638,495	3,330,010	2,978,284	2,835,528	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	2,561,723	2,461,534	2,389,576	2,231,761	2,000,235	1,746,205	2,126,996	2,101,969	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	419,253	401,739	393,580	336,795	301,983	256,188	310,778	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	76,924	71,840	67,523	61,751	57,836	54,761	66,140	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	111,404	104,973	94,080	88,436	86,632	86,418	114,275	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	439,568	425,005	412,646	411,557	397,297	353,112	381,491	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	231,122	224,441	217,938	221,779	219,362	181,641	197,966	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	184,970	173,428	180,601	172,387	137,677	112,570	181,065	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	533,813	511,160	475,805	429,139	392,197	339,760	368,647	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	124,701	118,056	112,511	104,083	96,317	90,558	108,901	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	424,189	405,972	394,418	357,323	305,934	276,930	352,552	328,820	311,938	287,698	259,353	230,427	227,758	247,226	256,089	247,993	243,698	223,850	206,588	191,252	174,411	161,824	147,542
4239	Sales	Miscellaneous Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	246,901	249,361	258,412	270,290	224,362	175,908	243,147	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	Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	2,997,453	2,905,310	2,818,447	2,654,837	2,339,367	2,084,623	2,397,941	2,121,504	1,936,118	1,808,148	1,640,422	1,512,126	1,414,025	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	93,990	90,896	90,232	88,380	85,967	82,983	91,314	91,264	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	542,445	488,643	462,610	443,295	415,909	392,130	376,319	351,783	340,845	322,378	293,023	271,955	245,625	210,672	175,979	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	162,165	156,190	148,923	143,439	136,964	126,350	138,065	139,674	128,451	121,214	113,729	107,037	105,803	98,961	96,501	90,369	86,821	84,358	73,1				

Table 3. Estimated Total Inventories of U.S. Merchant Wholesalers, including Inventories Held Outside and Inside the U.S.: 1992 through 2014

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

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2014	2013'	2012'	2011'	2010'	2009'	2008'	2007'	2006'	2005'	2004'	2003'	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992
42	Inventories	Wholesale Trade	Merchant Wholesalers	733,717	700,143	679,159	638,062	580,780	520,829	577,808	550,191	516,383	477,543	435,850	396,594	382,377	NA									
423	Inventories	Durable Goods	Merchant Wholesalers	420,191	388,998	373,523	346,708	311,381	283,223	335,807	317,080	308,022	281,671	256,755	227,160	218,133	NA									
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	72,736	65,289	62,203	60,447	51,515	47,704	60,428	56,669	53,723	51,067	46,182	43,518	36,917	NA									
4232	Inventories	Furniture and Home Furnishings	Merchant Wholesalers	12,446	12,029	11,136	10,722	10,240	9,209	10,595	10,899	10,508	9,603	8,760	8,104	7,572	NA									
4233	Inventories	Lumber & Other Construction Materials	Merchant Wholesalers	17,966	16,657	15,226	14,364	13,911	13,400	16,613	17,420	17,507	16,868	15,235	11,919	10,180	NA									
4234	Inventories	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	47,521	44,507	43,242	40,364	38,903	35,588	38,456	37,975	37,533	34,896	33,634	32,581	32,444	NA									
42343	Inventories	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	16,058	14,515	13,707	12,882	12,918	11,600	12,239	12,725	12,997	12,531	12,925	13,528	13,201	NA									
4235	Inventories	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	42,550	38,113	38,587	36,360	30,041	25,671	37,242	32,758	33,466	27,729	25,520	16,983	16,808	NA									
4236	Inventories	Electrical Goods	Merchant Wholesalers	52,819	50,383	49,160	45,990	43,189	38,056	45,177	42,615	40,085	36,233	33,029	29,895	30,346	NA									
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	24,786	22,441	21,805	20,673	18,973	17,749	19,795	20,106	19,235	17,045	14,838	12,940	12,380	NA									
4238	Inventories	Machinery, Equipment and Supplies	Merchant Wholesalers	120,539	110,578	103,828	90,374	79,478	72,876	81,467	74,176	71,026	64,042	57,059	50,911	52,499	NA									
4239	Inventories	Miscellaneous Durable Goods	Merchant Wholesalers	28,828	29,001	28,336	27,414	25,131	22,970	26,034	24,462	24,939	24,188	22,498	20,309	18,987	NA									
424	Inventories	Nondurable Goods	Merchant Wholesalers	313,526	311,145	305,636	291,354	269,399	237,606	242,001	233,111	208,361	195,872	179,095	169,434	164,244	NA									
4241	Inventories	Paper and Paper Products	Merchant Wholesalers	11,924	11,882	11,463	11,617	11,305	10,522	11,783	11,276	10,929	10,348	9,584	8,395	8,255	NA									
4242	Inventories	Drugs and Druggists' Sundries	Merchant Wholesalers	76,202	68,100	63,183	61,641	60,637	54,652	60,195	49,905	49,098	46,480	47,056	46,003	44,729	NA									
4243	Inventories	Apparel, Piece Goods, and Notions	Merchant Wholesalers	26,846	25,230	24,109	23,776	21,284	17,829	21,625	20,306	19,936	17,439	16,672	16,734	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4244	Inventories	Groceries and Related Products	Merchant Wholesalers	49,298	46,509	46,015	44,101	39,964	36,348	37,795	34,149	30,834	28,649	26,108	25,047	23,278	NA									
4245	Inventories	Farm Product Raw Materials	Merchant Wholesalers	28,915	28,592	31,675	27,960	29,656	21,178	18,489	21,136	14,724	11,310	10,022	13,887	11,604	NA									
4246	Inventories	Chemicals and Allied Products	Merchant Wholesalers	22,347	21,442	21,277	19,886	17,422	15,249	18,180	17,095	15,291	14,573	13,251	12,419	12,340	NA									
4247	Inventories	Petroleum and Petroleum Products	Merchant Wholesalers	41,208	55,367	56,350	54,283	45,427	40,683	30,283	41,201	33,860	31,250	23,646	17,770	17,299	NA									
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	17,173	16,330	15,202	13,842	12,874	12,336	12,757	11,237	9,753	9,084	8,326	7,804	7,503	NA									
4249	Inventories	Miscellaneous Nondurable Goods	Merchant Wholesalers	39,613	37,693	36,362	34,248	30,830	28,809	30,894	26,806	23,968	24,782	23,663	21,437	22,502	NA									
42	Inventories Held Outside the United States	Wholesale Trade	Merchant Wholesalers	33,002	31,859	31,253	29,254	25,813	21,587	21,982	21,858	19,474	17,202	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
423	Inventories Held Outside the United States	Durable Goods	Merchant Wholesalers	18,140	16,046	15,624	14,934	13,475	10,241	11,498	11,688	10,949	9,384	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	4,432	3,988	4,022	3,598	3,090	2,415	3,136	3,518	3,573	2,906	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Merchant Wholesalers	493	470	385	395	414	321	298	317	320	260	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	Merchant Wholesalers	529	474	431	401	363	288	268	258	253	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	2,583	2,055	2,192	2,058	1,759	1,418	1,288	1,510	1,595	1,708	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	995	746	699	749	676	D	644	D	S	728	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	3,059	2,771	2,730	2,469	1,877	1,696	1,545	1,572	990	658	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4236	Inventories Held Outside the United States	Electrical Goods	Merchant Wholesalers	2,684	2,704	2,576	D	D	2,107	2,681	2,139	1,937	1,643	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	544	D	D	321	292	258	318	251	240	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4238	Inventories Held Outside the United States	Machinery, Equipment and Supplies	Merchant Wholesalers	2,532	2,330	1,975	2,065	2,022	1,118	1,257	1,206	1,191	838	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	Merchant Wholesalers	1,284	D	D	D	D	620	707	917	850	895	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
424	Inventories Held Outside the United States	Nondurable Goods	Merchant Wholesalers	14,862	15,813	15,629	14,320	12,338	11,346	10,484	10,170	8,525	7,818	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4241	Inventories Held Outside the United States	Paper and Paper Products	Merchant Wholesalers	227	234	170	154	137	112	63	S	S	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	Merchant Wholesalers	1,308	1,226	1,064	1,112	1,532	1,611	1,205	1,093	1,096	989	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	Merchant Wholesalers	4,091	S	S	2,789	D	1,670	2,336	2,124	1,894	1,291	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4244	Inventories Held Outside the United States	Groceries and Related Products	Merchant Wholesalers	S	S	1,246	S	1,029	S	S	S	S	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4245	Inventories Held Outside the United States	Farm Product Raw Materials	Merchant Wholesalers	577	473	328	296	251	S	S	126	S	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4246	Inventories Held Outside the United States	Chemicals and Allied Products	Merchant Wholesalers	726	667	677	516	550	423	354	254	258	219	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	D	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	S	D	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	Merchant Wholesalers	546	403	444	504	431	D	D	397	D	385	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
42	Inventories Held Inside the United States	Wholesale Trade	Merchant Wholesalers	700,715	668,284	647,906	608,808	554,967	499,242	555,826	528,333	496,909	460,341	435,850	396,594	382,377	NA									
423	Inventories Held Inside the United States	Durable Goods	Merchant Wholesalers	402,051	372,952	357,899	331,774	297,906	272,982	324,309	305,392	297,073	272,287	256,755	227,160	218,133	NA									
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	68,304	61,301	58,181	56,849	48,425	45,289	57,292	53,151	50,150	48,161	NA												

Table 3. Estimated Total Inventories of U.S. Merchant Wholesalers, including Inventories Held Outside and Inside the U.S.: 1992 through 2014

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

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2014	2013'	2012'	2011'	2010'	2009'	2008'	2007'	2006'	2005'	2004'	2003'	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	
42	Inventories	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	576,544	541,833	521,970	487,027	443,577	398,630	445,865	426,499	400,461	369,473	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	349,940	324,877	309,348	284,442	255,527	232,643	279,466	262,587	256,356	233,023	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	57,740	52,188	50,192	48,305	41,157	37,366	47,858	42,968	41,023	38,054	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	10,314	9,877	9,099	8,554	8,245	7,329	8,812	8,875	8,698	7,990	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	13,093	12,164	10,986	10,248	10,160	9,754	12,397	13,219	14,034	13,863	12,932	10,152	8,677	8,276	8,328	8,128	7,365	7,744	7,034	6,541	6,485	5,892	5,476	
4234	Inventories	Professional and Commercial Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	39,256	36,131	34,616	32,272	31,130	28,664	31,501	31,414	30,700	27,657	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	15,800	14,207	13,375	12,544	12,588	11,165	11,814	12,063	12,256	11,219	10,916	9,741	8,953	9,275	12,070	13,520	12,985	13,432	11,161	10,522	9,372	6,860	5,896	
4235	Inventories	Metals and Minerals, ex. Petroleum	Merchant Wholesalers, except manufacturers' sales branches and offices	32,796	29,509	29,601	27,253	22,834	19,340	28,885	24,639	26,191	20,923	20,087	12,789	12,580	12,337	13,645	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	45,299	43,499	42,193	38,256	34,744	30,944	36,497	34,432	32,941	30,048	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	21,018	19,210	18,734	18,071	16,666	15,594	17,732	18,321	17,382	15,406	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	102,367	94,086	86,353	74,807	66,075	61,298	70,460	64,944	61,412	55,953	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	28,057	28,213	27,574	26,676	24,516	22,354	25,324	23,775	23,975	23,129	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	226,604	216,956	212,622	202,585	188,050	165,987	166,399	163,912	144,105	136,450	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	8,033	7,821	7,603	7,470	7,287	6,790	7,618	7,291	7,181	7,102	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	56,429	48,292	42,924	41,721	39,078	36,026	34,493	33,052	31,485	30,526	31,888	32,294	32,135	30,681	23,901	19,278	15,873	13,671	12,049	10,689	11,051	10,663	9,647	
4243	Inventories	Apparel, Piece Goods, and Notions	Merchant Wholesalers, except manufacturers' sales branches and offices	26,083	24,488	23,331	22,794	20,417	16,989	20,431	18,785	18,192	17,553	15,833	14,945	15,136	14,643	14,209	13,703	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	34,011	31,268	31,142	29,873	26,696	24,801	26,753	25,477	23,107	22,244	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	28,915	28,592	31,675	27,960	29,656	21,178	18,489	21,136	14,724	11,310	10,022	13,887	11,604	11,309	11,464	10,610	10,912	11,278	10,572	13,138	10,871	10,045	8,726	
4246	Inventories	Chemicals and Allied Products	Merchant Wholesalers, except manufacturers' sales branches and offices	12,492	12,132	12,088	11,212	9,926	8,720	9,478	8,391	8,252	7,383	6,685	6,610	6,158	6,047	6,079	5,783	5,433	5,180	4,894	4,427	4,064	3,610		
4247	Inventories	Petroleum and Petroleum Products	Merchant Wholesalers, except manufacturers' sales branches and offices	18,708	24,448	25,497	25,294	22,345	20,631	14,246	18,172	13,810	12,692	9,920	6,812	5,302	5,234	4,359	3,793	4,340	4,899	4,430	4,509	3,757	4,168		
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers, except manufacturers' sales branches and offices	14,221	13,488	12,504	11,530	10,718	10,385	11,184	10,073	8,973	8,304	7,705	7,200	6,933	6,348	6,494	6,147	5,796	5,478	5,077	4,730	4,599	4,487	4,347	
4249	Inventories	Miscellaneous Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	27,712	26,427	25,858	24,731	21,927	20,467	22,842	20,448	18,242	18,467	18,025	15,919	15,984	16,348	16,580	16,113	15,476	14,784	13,822	14,129	12,229	11,694	11,850	
42	Inventories Held Outside the United States	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	26,265	24,937	24,663	22,458	19,262	15,940	17,144	16,195	14,852	12,545	NA	NA												
423	Inventories Held Outside the United States	Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	15,349	13,550	13,078	12,261	10,953	8,222	9,850	10,009	9,775	8,334	NA	NA												
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	3,953	3,574	3,618	3,121	2,768	2,140	2,908	3,191	3,198	2,551	NA	NA												
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Merchant Wholesalers, except manufacturers' sales branches and offices	427	396	321	331	342	265	256	269	301	238	NA	NA												
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	S	S	296	287	255	S	206	186	234	S	NA													
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	2,000	1,604	1,611	1,497	1,266	1,095	1,027	1,242	1,376	1,490	NA													
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers, except manufacturers' sales branches and offices	992	742	690	740	665	646	643	712	S	S	NA													
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	Merchant Wholesalers, except manufacturers' sales branches and offices	2,808	2,526	2,479	2,251	1,666	1,393	1,268	1,145	862	578	NA													
4236	Inventories Held Outside the United States	Electrical Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	1,869	1,875	1,708	1,820	1,854	1,338	S	1,847	1,783	1,544	NA													
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	466	370	337	276	249	234	301	S	225	S	NA													
4238	Inventories Held Outside the United States	Machinery, Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	2,189	2,072	1,808	1,845	1,800	935	1,035	1,026	1,020	690	NA													
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	1,264	1,808	900	833	753	604	667	776	804	NA														
424	Inventories Held Outside the United States	Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	10,916	11,387	11,585	10,197	8,309	7,718	7,294	6,186	5,077	4,211	NA	NA												
4241	Inventories Held Outside the United States	Paper and Paper Products	Merchant Wholesalers, except manufacturers' sales branches and offices	144	134	85	92	S	63	58	S	S	NA														
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	Merchant Wholesalers, except manufacturers' sales branches and offices	612	S	S	S	444	439	270	233	114	111	NA													
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	Merchant Wholesalers, except manufacturers' sales branches and offices	3,985	S	S	2,649	1,907	1,519	2,108	1,888	1,717	1,166	NA													
4244	Inventories Held Outside the United States	Groceries and Related Products	Merchant Wholesalers, except manufacturers' sales branches and offices	S	S	S	S	957	S	S	S	S	S	NA													
4245	Inventories Held Outside the United States	Farm Product Raw Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	577	473	328	296	251	S	S	126	S	S	NA													
4246	Inventories Held Outside the United States	Chemicals and Allied Products	Merchant Wholesalers, except manufacturers' sales branches and offices	336	264	312	217	305	272	245	187	208	188	NA													
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	Merchant Wh																								

Table 3. Estimated Total Inventories of U.S. Merchant Wholesalers, including Inventories Held Outside and Inside the U.S.: 1992 through 2014

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

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2014	2013 ¹	2012 ²	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	Wholesale Trade	Manufacturers' sales branches and offices	157,173	158,310	157,189	151,035	137,203	122,199	131,943	123,692	115,922	108,070	94,209	86,479	79,662	NA										
423	Inventories	Durable Goods	Manufacturers' sales branches and offices	70,251	64,121	64,175	62,266	55,854	50,580	56,341	54,493	51,666	48,648	43,165	40,725	35,983	NA										
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	14,996	13,101	12,011	12,142	10,358	10,338	12,570	13,701	12,700	13,013	12,259	11,775	6,898	NA										
4232	Inventories	Furniture and Home Furnishings	Manufacturers' sales branches and offices	2,132	2,152	2,037	2,168	1,995	1,880	1,783	2,024	1,810	S	1,482	1,251	1,171	NA										
4233	Inventories	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	4,873	4,493	4,240	4,116	3,751	3,646	4,216	4,201	3,473	3,005	2,303	1,767	1,503	NA										
4234	Inventories	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	8,265	8,376	8,626	8,092	7,773	6,924	6,955	6,561	6,833	7,239	7,184	8,506	8,689	NA										
42343	Inventories	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	S	S	S	S	S	435	425	662	741	1,312	2,009	3,787	4,248	NA										
4235	Inventories	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	9,754	8,604	8,986	9,107	7,207	6,331	8,357	8,119	7,275	6,806	5,433	4,194	4,228	NA										
4236	Inventories	Electrical Goods	Manufacturers' sales branches and offices	7,520	6,884	6,967	7,734	8,445	7,112	8,680	8,183	7,144	6,185	4,599	4,471	4,934	NA										
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	3,768	3,231	3,071	2,602	2,307	2,155	2,063	1,785	1,853	1,639	1,291	1,197	1,259	NA										
4238	Inventories	Machinery, Equipment and Supplies	Manufacturers' sales branches and offices	18,172	16,492	17,475	15,567	13,403	11,578	11,007	9,232	9,614	8,089	7,384	6,337	6,129	NA										
4239	Inventories	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	771	788	762	738	615	616	710	687	964	1,059	1,230	S	S	NA										
424	Inventories	Nondurable Goods	Manufacturers' sales branches and offices	86,922	94,189	93,014	88,769	81,349	71,619	75,602	69,199	64,256	59,422	51,044	45,754	43,679	NA	NA									
4241	Inventories	Paper and Paper Products	Manufacturers' sales branches and offices	3,891	4,061	3,860	4,147	4,018	3,732	S	S	S	S	S	2,683	2,614	NA	NA									
4242	Inventories	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	19,773	19,808	20,259	19,920	21,559	18,626	25,702	16,853	17,613	15,954	15,168	13,709	12,594	NA	NA									
4243	Inventories	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	763	742	778	982	S	S	1,194	1,521	1,712	1,843	1,606	1,727	1,598	NA										
4244	Inventories	Groceries and Related Products	Manufacturers' sales branches and offices	15,287	15,241	14,873	14,228	13,268	11,547	11,042	8,672	7,727	6,405	5,421	4,821	2,868	NA										
4246	Inventories	Chemicals and Allied Products	Manufacturers' sales branches and offices	9,855	9,310	9,189	8,674	7,496	6,529	7,837	7,617	6,900	6,321	5,868	5,734	5,730	NA										
4247	Inventories	Petroleum and Petroleum Products	Manufacturers' sales branches and offices	22,500	30,919	30,853	28,989	23,082	20,052	16,037	23,029	20,050	18,558	13,726	10,958	11,187	NA										
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Manufacturers' sales branches and offices	2,952	2,842	2,698	2,312	2,156	1,951	1,573	1,164	780	780	621	604	570	NA										
4249	Inventories	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	11,901	11,266	10,504	9,517	8,903	8,342	8,052	6,358	5,726	6,315	5,638	5,518	6,518	NA										
42	Inventories Held Outside the United States	Wholesale Trade	Manufacturers' sales branches and offices	6,737	6,922	6,590	6,796	6,551	5,647	4,838	5,663	4,622	4,657	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
423	Inventories Held Outside the United States	Durable Goods	Manufacturers' sales branches and offices	2,791	2,496	2,546	2,673	2,522	2,019	1,648	1,679	1,174	1,050	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	479	414	404	477	322	275	228	327	375	355	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Manufacturers' sales branches and offices	66	74	64	64	S	56	42	48	19	22	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	156	149	135	114	S	70	62	72	19	23	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	583	451	581	561	493	323	261	268	219	218	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	S	S	S	S	S	D	S	D	S	103	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	251	245	251	218	211	S	S	S	S	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4236	Inventories Held Outside the United States	Electrical Goods	Manufacturers' sales branches and offices	815	829	868	D	D	S	S	S	154	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Manufacturers' sales branches and offices	78	D	D	S	24	17	15	15	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4238	Inventories Held Outside the United States	Machinery, Equipment and Supplies	Manufacturers' sales branches and offices	343	258	167	220	222	S	180	S	158	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	Manufacturers' sales branches and offices	S	D	D	D	D	S	40	S	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
424	Inventories Held Outside the United States	Nondurable Goods	Manufacturers' sales branches and offices	3,946	4,426	4,044	4,123	4,029	3,628	3,190	3,984	3,448	3,607	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4241	Inventories Held Outside the United States	Paper and Paper Products	Manufacturers' sales branches and offices	83	100	85	S	S	49	S	12	7	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	Manufacturers' sales branches and offices	696	635	558	656	1,088	1,172	935	860	982	878	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	Manufacturers' sales branches and offices	106	92	89	D	D	S	228	236	S	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4244	Inventories Held Outside the United States	Groceries and Related Products	Manufacturers' sales branches and offices	227	174	129	124	S	S	73	89	S	88	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4246	Inventories Held Outside the United States	Chemicals and Allied Products	Manufacturers' sales branches and offices	S	S	S	S	S	S	S	67	S	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
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	D	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
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	D	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	Manufacturers' sales branches and offices	112	89	80	77	92	D	D	113	D	111	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
42	Inventories Held Inside the United States	Wholesale Trade	Manufacturers' sales branches and offices	150,436	151,388	150,599	144,239	130,652	116,552	127,105	118,029	111,300	103,413	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
423	Inventories Held Inside the United States	Durable Goods	Manufacturers' sales branches and offices	67,460	61,625	61,629	59,593	53,332	48,561	54,693	52,814	50,492	47,598	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	14,517	12,687	11,607	11,665	10,036	10,063	12,342	13,374	12,325	12,658	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	Manufacturers' sales branches and offices	2,066	2,078	1,973	2,104	1,923	1,824	1,741	1,976	1,791	S	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	4,717	4,344	4,105	4,002	3,643	3,576	4,154	4,129	3,454	2,982	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	7,682	7,925	8,045	7,531	7,280	6,601	6,694	6,293	6,614	7,021	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	S	S																						

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 2014

[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 results of the 2012 Economic Census.]

2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2014	2013 ¹	2012 ²	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	Purchases	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	4,611,422	4,457,284	4,336,512	4,076,936	3,590,461	3,129,572	3,734,464	3,461,221	3,221,745	2,976,150	2,725,408	2,415,530	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	1,969,567	1,901,962	1,846,317	1,729,378	1,540,060	1,325,923	1,647,407	1,628,099	1,556,784	1,424,537	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	726,432	663,917
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	337,907	327,363	321,476	273,212	241,955	202,388	253,372	281,389	276,658	250,615	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	53,148	49,846	47,171	42,796	40,012	37,495	45,823	48,136	48,611	44,634	41,987	38,336	36,890	36,578	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	87,775	83,038	73,873	69,624	67,671	66,249	88,263	97,723	111,750	110,916	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	324,883	316,961	307,451	307,482	296,738	262,999	285,960	290,559	268,550	255,883	240,043	212,923	206,812	205,009	221,446	221,371	200,876	184,485	169,044	154,635	127,968	115,919	95,517
42343	Purchases	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers, except manufacturers' sales branches and offices	182,851	176,848	171,312	173,983	172,273	143,524	158,771	163,548	151,785	148,208	138,593	123,545	124,289	127,920	148,458	149,711	132,911	118,562	103,098	90,139	69,774	60,536	48,882
4235	Purchases	Metals and Minerals, ex. Petroleum	Merchant Wholesalers, except manufacturers' sales branches and offices	160,745	150,163	156,389	149,611	119,448	94,075	153,713	140,617	132,048	111,546	98,788	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	403,205	386,601	359,036	325,029	298,144	256,908	283,217	269,428	246,971	224,903	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	91,132	86,401	81,851	76,459	71,089	65,699	79,282	81,065	79,045	68,807	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	315,591	301,351	291,753	267,027	225,797	201,509	262,106	240,593	231,318	210,894	191,692	168,318	166,758	182,366	189,799	183,291	179,982	165,740	153,130	142,032	129,238	118,761	109,373
4239	Purchases	Miscellaneous Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	195,181	200,238	207,317	218,138	179,206	138,601	195,671	178,589	161,833	146,539	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	2,641,855	2,555,322	2,490,195	2,347,558	2,050,401	1,803,649	2,087,057	1,833,122	1,664,961	1,551,613	1,404,129	1,284,367	1,192,202	1,142,997	1,116,391	991,558	931,030	933,788	906,007	840,902	778,510	758,467	769,121
4241	Purchases	Paper and Paper Products	Merchant Wholesalers, except manufacturers' sales branches and offices	74,349	71,836	71,814	70,122	68,425	65,900	72,722	72,693	72,137	70,036	66,723	60,525	58,703	61,363	57,624	54,108	52,082	50,675	51,692	42,331	37,668	36,785	36,785
4242	Purchases	Drugs and Druggists' Sundries	Merchant Wholesalers, except manufacturers' sales branches and offices	497,095	444,349	420,521	406,266	379,749	358,622	340,242	320,389	310,108	292,755	273,881	252,717	223,297	190,354	159,458	134,517	110,654	94,006	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	111,272	108,016	103,271	99,175	94,088	84,332	94,762	97,180	92,547	84,470	79,508	75,865	74,444	69,025	68,255	63,219	61,681	59,510	58,204	48,738	49,890	47,855	45,360
4244	Purchases	Groceries and Related Products	Merchant Wholesalers, except manufacturers' sales branches and offices	530,671	498,633	481,885	452,405	424,459	409,201	420,402	407,400	371,891	358,287	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	225,956	244,197	233,412	214,724	173,454	155,780	182,151	133,645	101,010	97,622	106,304	102,629	95,171	91,951	95,354	92,406	101,678	122,538	128,750	111,243	93,195	92,864	102,453
4246	Purchases	Chemicals and Allied Products	Merchant Wholesalers, except manufacturers' sales branches and offices	102,320	98,545	96,575	93,020	81,191	68,213	91,693	80,319	74,298	71,831	62,436	54,707	51,609	48,986	47,787	43,542	42,413	42,607	40,798	38,700	33,975	30,692	29,639
4247	Purchases	Petroleum and Petroleum Products	Merchant Wholesalers, except manufacturers' sales branches and offices	796,201	784,301	781,939	731,529	568,551	410,535	623,354	479,033	414,970	356,305	267,431	219,969	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	96,271	92,808	90,711	86,320	82,361	81,252	81,737	78,137	73,937	68,308	64,369	62,975	59,511	56,046	53,654	50,724	46,654	44,317	42,445	39,862	40,039	38,633	32,978
4249	Purchases	Miscellaneous Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	207,720	212,637	210,667	193,127	178,123	169,814	179,994	164,326	154,563	151,999	143,971	126,492	126,892	132,151	134,680	123,682	118,038	115,281	113,312	104,837	94,721	93,461	94,564
42	Gross margins	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	982,465	929,423	906,454	853,112	794,088	654,021	809,839	788,290	750,500	690,177	636,128	570,154	558,058	539,605	563,693	533,633	497,883	489,451	467,713	455,598	406,584	371,338	x
423	Gross margins	Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	617,219	575,101	568,165	531,298	483,059	373,459	496,468	480,101	471,688	425,243	395,464	339,280	331,726	314,774	343,662	326,340	305,286	295,438	280,096	274,540	243,669	218,797	x
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	86,898	76,372	73,991	70,731	63,819	43,308	62,296	61,783	62,961	57,284	51,220	48,986	53,836	61,363	61,933	57,624	54,108	52,082	50,675	34,324	34,136	31,104	28,718
4232	Gross margins	Furniture and Home Furnishings	Merchant Wholesalers, except manufacturers' sales branches and offices	24,213	22,772	20,897	19,264	18,740	15,783	20,254	21,153	21,178	19,084	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	24,558	23,113	20,945	18,900	19,367	17,526	25,190	28,005	30,125	29,049	27,434	22,335	19,396	17,735	16,309	16,520	13,877	14,529	13,941	11,935	11,852	11,103	x
4234	Gross margins	Professional and Commercial Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	117,810	109,559	107,539	105,217	103,025	87,276	95,618	91,962	87,667	78,343	72,588	67,040	65,907	59,015	60,234	61,593	55,835	55,795	51,931	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	49,864	48,425	47,457	47,752	48,512	37,468	38,946	35,065	32,910	31,139	28,733	25,933	26,007	23,130	24,940	26,603	24,478	25,769	24,418	20,590	20,230	17,085	x
4235	Gross margins	Metals and Minerals, ex. Petroleum	Merchant Wholesalers, except manufacturers' sales branches and offices	27,512	23,173	26,560	27,195	21,723	8,950	31,598	23,692	31,422	25,423	29,267	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	132,408	125,865	120,706	107,622	97,853	77,299	87,495	81,023	75,497	61,118	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	35,377	32,131	31,323	29,029	26,300	22,721	29,030	32,078	31,995	28,068	24,701	22,462	20,453	19,496	18,858	15,510	14,581	14,581	14,607	12,651	12,651	x	
4238	Gross margins	Machinery, Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	116,879	112,354	114,211	99,028	84,914	66,259	95,962	91,759	86,079	83,082	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	51,564	49,762	51,993	54,312	47,318	34,337	49,025	48,646	45,661	43,792	40,165	34,482	32,335	29,830	36,686	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	365,246	354,322	338,289	321,814	311,029	280,562	313,371	308,189	278,812	264,934	240,664	230,874	226,332										

Table 5. Estimated Annual Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2014

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using results of the 2012 Economic Census]																
2007 NAICS CODE	Data Item	Kind of Business	Type of Operation	2014	2013 ¹	2012 ²	2011 ¹	2010 ¹	2009 ¹	2008 ¹	2007	2006	2005	2004	2003	2002
42	Operating expenses	Wholesale Trade	Merchant Wholesalers	892,614	860,849	839,072	790,592	742,074	700,094	756,332	728,539	671,903	NA	NA	NA	NA
423	Operating expenses	Durable Goods	Merchant Wholesalers	508,851	486,950	475,463	445,612	416,036	388,979	436,255	426,022	392,352	NA	NA	NA	NA
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	74,388	70,773	69,124	61,736	57,145	51,403	56,572	56,838	52,491	NA	NA	NA	NA
4232	Operating expenses	Furniture and Home Furnishings	Merchant Wholesalers	20,943	19,899	19,079	17,906	17,087	16,699	19,202	20,393	18,902	NA	NA	NA	NA
4233	Operating expenses	Lumber & Other Construction Materials	Merchant Wholesalers	26,019	24,518	23,214	22,885	22,887	23,669	28,444	29,408	27,897	NA	NA	NA	NA
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	101,277	98,405	97,650	95,012	91,420	83,102	86,144	81,348	76,788	NA	NA	NA	NA
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	33,258	33,289	33,132	33,591	34,080	29,183	30,600	30,388	27,524	NA	NA	NA	NA
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	21,566	21,226	20,788	18,647	16,323	16,346	21,960	22,416	20,679	NA	NA	NA	NA
4236	Operating expenses	Electrical Goods	Merchant Wholesalers	88,877	84,895	81,145	77,911	73,378	68,646	73,091	72,292	62,715	NA	NA	NA	NA
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	32,071	30,347	29,404	27,317	25,725	25,169	29,343	29,760	28,239	NA	NA	NA	NA
4238	Operating expenses	Machinery, Equipment and Supplies	Merchant Wholesalers	102,805	96,376	93,868	84,820	75,217	71,497	82,239	75,615	70,502	NA	NA	NA	NA
4239	Operating expenses	Miscellaneous Durable Goods	Merchant Wholesalers	40,905	40,511	41,191	39,578	37,054	32,448	39,260	37,952	34,139	NA	NA	NA	NA
424	Operating expenses	Nondurable Goods	Merchant Wholesalers	383,763	373,899	363,609	344,980	326,038	311,115	320,077	302,517	279,551	NA	NA	NA	NA
4241	Operating expenses	Paper and Paper Products	Merchant Wholesalers	22,646	22,283	21,964	21,601	21,725	21,395	21,935	21,975	21,845	NA	NA	NA	NA
4242	Operating expenses	Drugs and Druggists' Sundries	Merchant Wholesalers	75,211	74,247	72,485	70,799	67,921	62,001	57,524	50,454	48,731	NA	NA	NA	NA
4243	Operating expenses	Apparel, Piece Goods, and Notions	Merchant Wholesalers	38,834	37,013	35,391	33,557	32,745	31,245	32,717	32,756	30,466	NA	NA	NA	NA
4244	Operating expenses	Groceries and Related Products	Merchant Wholesalers	101,034	97,843	95,927	91,994	87,368	83,554	85,406	81,561	73,766	NA	NA	NA	NA
4245	Operating expenses	Farm Product Raw Materials	Merchant Wholesalers	11,736	11,644	11,192	10,400	9,525	9,194	11,223	9,512	8,103	NA	NA	NA	NA
4246	Operating expenses	Chemicals and Allied Products	Merchant Wholesalers	33,526	31,613	31,288	29,754	27,680	24,237	27,096	24,990	21,627	NA	NA	NA	NA
4247	Operating expenses	Petroleum and Petroleum Products	Merchant Wholesalers	32,064	30,613	29,778	26,272	21,116	21,896	22,038	20,063	17,200	NA	NA	NA	NA
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	28,021	26,652	25,938	23,935	23,108	22,604	22,626	21,245	19,474	NA	NA	NA	NA
4249	Operating expenses	Miscellaneous Nondurable Goods	Merchant Wholesalers	40,691	41,991	39,646	36,668	34,850	34,989	39,484	39,961	37,339	NA	NA	NA	NA
42	Operating expenses as a percent of sales	Wholesale Trade	Merchant Wholesalers	11.6	11.5	11.6	11.6	12.3	13.1	12.1	12.7	12.7	NA	NA	NA	NA
423	Operating expenses as a percent of sales	Durable Goods	Merchant Wholesalers	15.0	15.0	15.1	15.2	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	9.5	9.4	9.6	9.9	10.2	11.2	10.0	8.5	7.7	NA	NA	NA	NA
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	Merchant Wholesalers	2.1	2.1	2.1	2.2	2.2	2.2	2.2	2.1	2.0	NA	NA	NA	NA
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	Merchant Wholesalers	16.2	16.3	17.1	17.8	18.4	19.2	18.1	17.2	15.3	NA	NA	NA	NA
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	19.4	19.4	19.8	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	13.7	14.0	14.3	14.2	14.0	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	8.8	9.2	8.5	7.9	8.5	10.6	8.9	9.4	9.4	NA	NA	NA	NA
4236	Operating expenses as a percent of sales	Electrical Goods	Merchant Wholesalers	14.7	14.7	15.0	15.7	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	20.7	20.7	20.8	21.2	21.8	22.7	22.5	22.5	21.8	NA	NA	NA	NA
4238	Operating expenses as a percent of sales	Machinery, Equipment and Supplies	Merchant Wholesalers	18.2	17.9	18.0	18.0	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	16.1	15.8	15.5	14.3	16.1	17.9	15.7	16.1	15.7	NA	NA	NA	NA
424	Operating expenses as a percent of sales	Nondurable Goods	Merchant Wholesalers	8.9	8.9	8.9	8.9	9.7	10.4	9.3	9.9	10.0	NA	NA	NA	NA
4241	Operating expenses as a percent of sales	Paper and Paper Products	Merchant Wholesalers	15.7	15.8	15.9	15.9	16.3	16.7	15.5	15.7	15.4	NA	NA	NA	NA
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	Merchant Wholesalers	9.8	10.5	10.6	10.6	10.7	10.2	9.6	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	23.1	23.0	22.6	23.0	23.7	22.5	22.1	22.0	NA	NA	NA	NA
4244	Operating expenses as a percent of sales	Groceries and Related Products	Merchant Wholesalers	11.5	11.7	11.9	12.1	12.3	12.3	12.2	12.2	12.0	NA	NA	NA	NA
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	Merchant Wholesalers	4.6	4.3	4.4	4.4	5.1	5.6	5.7	6.5	7.2	NA	NA	NA	NA
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	Merchant Wholesalers	14.8	14.4	14.6	14.4	15.0	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	2.3	2.2	2.1	2.0	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	19.0	18.4	19.0	18.5	18.8	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	12.2	12.4	11.9	11.7	12.1	12.7	13.5	15.0	14.7	NA	NA	NA	NA
42	Operating expenses	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	674,974	648,213	632,220	592,225	560,739	528,519	581,728	565,819	515,516	NA	NA	NA	NA
423	Operating expenses	Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	413,986	396,278	388,403	361,436	339,615	316,018	358,700	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	54,220	52,081	51,368	45,267	42,392	38,570	42,418	43,224	39,112	NA	NA	NA	NA
4232	Operating expenses	Furniture and Home Furnishings	Merchant Wholesalers, except manufacturers' sales branches and offices	17,072	16,246	15,560	14,459	13,834	13,739	16,423	17,609	16,017	NA	NA	NA	NA
4233	Operating expenses	Lumber & Other Construction Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	19,387	18,269	17,381	16,931	17,309	18,238	22,863	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	78,830	76,079	75,334	73,223	70,624	62,653	64,366	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	28,556	28,476	28,312	28,638	28,866	23,030	23,511	22,570	19,456	NA	NA	NA	NA
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Merchant Wholesalers, except manufacturers' sales branches and offices	18,186	18,321	17,691	15,618	13,871	14,015	19,318	19,900	18,711	NA	NA	NA	NA
4236	Operating expenses	Electrical Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	75,508	72,451	68,932	65,350	61,173	56,918	59,483	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	27,706	26,233	25,328	23,629	22,377	21,951	25,786	26,646	25,160	NA	NA	NA	NA
4238	Operating expenses	Machinery, Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	83,450	77,363	76,806	68,488	62,058	58,702	70,241	63,891	59,027	NA	NA	NA	NA
4239	Operating expenses	Miscellaneous Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	39,627	39,235	40,003	38,471	35,977	31,232	37,802	36,379	32,242	NA	NA	NA	NA
424	Operating expenses	Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	260,988	251,935	243,817	230,789	221,124	212,501	223,028	215,210	196,671	NA	NA	NA	NA
4241	Operating expenses	Paper and Paper Products	Merchant Wholesalers, except manufacturers' sales branches and offices	16,517	16,025	15,973	15,547	15,445	15,226	15,702	16,118	15,509	NA	NA	NA	NA
4242	Operating expenses	Drugs and Druggists' Sundries	Merchant Wholesalers, except manufacturers' sales branches and offices	40,709	38,721	37,405	36,051	34,623	29,813	26,457	21,863	20,551	NA	NA	NA	NA
4243	Operating expenses	Apparel, Piece Goods, and Notions	Merchant Wholesalers, except manufacturers' sales branches and offices	38,019	36,202	34,431	32,488	31,642	30,202	31,306	31,314	28,813	NA	NA	NA	NA
4244	Operating expenses	Groceries and Related Products	Merchant Wholesalers, except manufacturers' sales branches and offices	62,279	60,044	58,586	56,409	54,405	54,046	56,491	57,174	52,340	NA	NA	NA	NA
4245	Operating expenses	Farm Product Raw Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	11,736	11,644	11,192	10,400	9,525	9,194	11,223	9,512	8,103	NA	NA	NA	NA
4246	Operating expenses	Chemicals and Allied Products	Merchant Wholesalers, except manufacturers' sales branches and offices	19,213	18,364	18,463	17,509	16,466	15,325	18,294	17,179	14,990	NA	NA	NA	NA
4247	Operating expenses	Petroleum and Petroleum Products	Merchant Wholesalers, except manufacturers' sales branches and offices	17,420	15,698	15,326	13,924	12,513	12,165	13,515	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	24,439	23,372	22,749	21,103	20,461	20,208	20,584	19,548	18,099	NA	NA	NA	NA
4249	Operating expenses	Miscellaneous Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	30,656	31,865	29,692	27,358	26,044	26,322	29,456	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												

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

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using 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			
			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
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	632,220	271,436	42.9	61,182	9.7	24,889	7,778	2,771	25,745	9,350	1.5	2,833	0.4	5,129	0.8	15,544	2.5	2,592	0.4		
423	Durable Goods	388,403	171,141	44.1	38,777	10.0	15,974	4,765	1,616	16,422	6,491	1.7	1,844	0.5	2,615	0.7	8,112	2.1	1,835	0.5		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	51,368	18,157	35.3	4,128	8.0	1,635	416	176	1,901	714	1.4	220	0.4	307	0.6	1,279	2.5	184	0.4		
4232	Furniture and Home Furnishings	15,560	6,589	42.3	1,283	8.2	502	123	26	632	324	2.1	62	0.4	160	1.0	278	1.8	56	0.4		
4233	Lumber & Other Construction Materials	17,381	7,980	45.9	1,736	10.0	690	193	35	819	195	1.1	82	0.5	100	0.6	580	3.3	53	0.3		
4234	Professional and Commercial Equipment and Supplies	75,334	36,088	47.9	7,425	9.9	2,848	756	541	3,280	1,245	1.7	453	0.6	319	0.4	958	1.3	465	0.6		
42343	Computer and Computer Peripheral Equipment and Software	28,312	14,331	50.6	S	S	975	271	S	1,113	507	1.8	S	S	S	S	S	S	S	S		
4235	Metals and Minerals, ex. Petroleum	17,691	7,548	42.7	1,806	10.2	769	235	91	711	352	2.0	80	0.5	256	1.4	663	3.7	57	0.3		
4236	Electrical Goods	68,932	30,671	44.5	7,661	11.1	3,231	1,227	426	2,778	1,907	2.8	360	0.5	410	0.6	1,127	1.6	520	0.8		
4237	Hardware, and Plumbing and Heating Equipment and Supplies	25,328	12,849	50.7	2,759	10.9	1,120	360	37	1,243	171	0.7	82	0.3	184	0.7	467	1.8	69	0.3		
4238	Machinery, Equipment and Supplies	76,806	36,593	47.6	8,837	11.5	3,912	1,060	213	3,652	770	1.0	367	0.5	449	0.6	1,719	2.2	320	0.4		
4239	Miscellaneous Durable Goods	40,003	14,667	36.7	3,143	7.9	1,268	395	73	1,406	812	2.0	137	0.3	431	1.1	1,042	2.6	111	0.3		
424	Nondurable Goods	243,817	100,295	41.1	22,405	9.2	8,916	3,013	1,154	9,323	2,859	1.2	989	0.4	2,514	1.0	7,432	3.0	757	0.3		
4241	Paper and Paper Products	15,973	7,678	48.1	1,567	9.8	602	204	54	707	155	1.0	77	0.5	136	0.9	405	2.5	45	0.3		
4242	Drugs and Druggists' Sundries	37,405	14,876	39.8	3,101	8.3	1,322	453	144	1,181	439	1.2	108	0.3	S	S	373	1.0	160	0.4		
4243	Apparel, Piece Goods, and Notions	34,431	12,779	37.1	2,316	6.7	889	292	97	1,038	S	S	75	0.2	399	1.2	S	S	130	0.4		
4244	Groceries and Related Products	58,586	24,365	41.6	5,669	9.7	2,262	817	208	2,381	883	1.5	255	0.4	957	1.6	2,934	5.0	100	0.2		
4245	Farm Product Raw Materials	11,192	3,686	32.9	976	8.7	361	131	131	352	75	0.7	S	S	48	0.4	425	3.8	11	0.1		
4246	Chemicals and Allied Products	18,463	8,279	44.8	1,911	10.3	685	277	191	758	155	0.8	106	0.6	314	1.7	414	2.2	37	0.2		
4247	Petroleum and Petroleum Products	15,326	5,877	38.3	1,452	9.5	535	190	37	689	94	0.6	56	0.4	34	0.2	S	S	46	0.3		
4248	Beer, Wine, and Distilled Alcoholic Beverages	22,749	10,514	46.2	2,674	11.8	1,146	286	166	1,076	145	0.6	69	0.3	60	0.3	696	3.1	74	0.3		
4249	Miscellaneous Nondurable Goods	29,692	12,242	41.2	2,739	9.2	1,113	361	125	1,141	406	1.4	147	0.5	346	1.2	871	2.9	152	0.5		

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>.

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.

[†] For more information on the revisions, see the 2014 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2014_Summary_of_Changes.pdf.

Data processing and other purchased computer services		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	Amount	Percent of total
3,443	0.5	17,232	2.7	6,284	1.0	8,345	1.3	3,358	0.5	5,706	0.9	26,268	4.2	5,567	0.9	2,519	0.4	1,412	0.2	32,684	5.2	25,009	4.0	18,353	2.9	27,390	4.3	7,189	1.1	S	S
2,035	0.5	11,023	2.8	4,302	1.1	4,267	1.1	2,008	0.5	2,504	0.6	16,851	4.3	3,054	0.8	1,416	0.4	902	0.2	17,934	4.6	16,891	4.3	11,609	3.0	15,962	4.1	4,305	1.1	S	S
339	0.7	S	S	491	1.0	582	1.1	321	0.6	295	0.6	2,273	4.4	397	0.8	291	0.6	145	0.3	1,780	3.5	6,337	12.3	1,608	3.1	2,243	4.4	588	1.1	S	S
73	0.5	789	5.1	157	1.0	108	0.7	59	0.4	92	0.6	1,262	8.1	140	0.9	48	0.3	33	0.2	808	5.2	446	2.9	369	2.4	351	2.3	133	0.9	S	S
76	0.4	226	1.3	188	1.1	348	2.0	107	0.6	229	1.3	1,255	7.2	201	1.2	139	0.8	45	0.3	554	3.2	232	1.3	375	2.2	837	4.8	231	1.3	S	S
435	0.6	2,193	2.9	833	1.1	364	0.5	287	0.4	323	0.4	2,330	3.1	441	0.6	85	0.1	77	0.1	2,993	4.0	2,840	3.8	3,003	4.0	2,933	3.9	569	0.8	S	S
S	S	747	2.6	S	S	S	S	S	S	77	0.3	840	3.0	S	S	S	S	23	0.1	S	S	1,130	4.0	1,413	5.0	S	S	S	S	S	S
63	0.4	246	1.4	160	0.9	400	2.3	82	0.5	248	1.4	619	3.5	202	1.1	79	0.4	45	0.3	1,484	8.4	115	0.6	423	2.4	885	5.0	338	1.9	1,553	8.8
413	0.6	2,290	3.3	911	1.3	467	0.7	266	0.4	286	0.4	2,487	3.6	421	0.6	87	0.1	94	0.1	3,160	4.6	2,725	4.0	2,243	3.3	3,002	4.4	689	1.0	6,735	9.8
90	0.4	439	1.7	306	1.2	222	0.9	119	0.5	240	0.9	1,519	6.0	220	0.9	84	0.3	58	0.2	1,107	4.4	502	2.0	383	1.5	655	2.6	360	1.4	S	S
402	0.5	1,925	2.5	894	1.2	910	1.2	601	0.8	407	0.5	3,240	4.2	605	0.8	262	0.3	180	0.2	2,845	3.7	1,442	1.9	1,556	2.0	3,118	4.1	902	1.2	8,845	11.5
146	0.4	1,065	2.7	364	0.9	865	2.2	166	0.4	383	1.0	1,867	4.7	427	1.1	341	0.9	223	0.6	3,203	8.0	2,252	5.6	1,648	4.1	1,939	4.8	495	1.2	S	S
1,407	0.6	6,209	2.5	1,981	0.8	4,078	1.7	1,350	0.6	3,202	1.3	9,417	3.9	2,513	1.0	1,103	0.5	510	0.2	14,750	6.0	8,119	3.3	6,744	2.8	11,427	4.7	2,884	1.2	S	S
69	0.4	425	2.7	181	1.1	170	1.1	78	0.5	209	1.3	809	5.1	135	0.8	46	0.3	26	0.2	1,048	6.6	171	1.1	316	2.0	409	2.6	155	1.0	S	S
612	1.6	S	S	S	S	S	S	78	0.2	163	0.4	S	S	S	S	28	0.1	S	S	S	S	1,068	2.9	1,504	4.0	1,496	4.0	275	0.7	S	S
197	0.6	1,290	3.7	282	0.8	122	0.4	136	0.4	118	0.3	2,288	6.6	211	0.6	S	S	40	0.1	2,470	7.2	2,455	7.1	1,238	3.6	1,221	3.5	253	0.7	S	S
190	0.3	S	S	401	0.7	1,229	2.1	295	0.5	1,113	1.9	1,746	3.0	880	1.5	361	0.6	156	0.3	4,504	7.7	S	S	1,137	1.9	2,352	4.0	651	1.1	S	S
29	0.3	S	S	91	0.8	586	5.2	247	2.2	241	2.2	210	1.9	306	2.7	200	1.8	37	0.3	S	S	93	0.8	257	2.3	1,353	12.1	260	2.3	S	S
79	0.4	532	2.9	166	0.9	319	1.7	107	0.6	228	1.2	809	4.4	177	1.0	93	0.5	S	S	1,335	7.2	253	1.4	473	2.6	663	3.6	268	1.5	1,681	9.1
47	0.3	157	1.0	151	1.0	533	3.5	92	0.6	386	2.5	529	3.5	97	0.6	78	0.5	61	0.4	642	4.2	143	0.9	384	2.5	1,306	8.5	296	1.9	S	S
73	0.3	165	0.7	192	0.8	322	1.4	148	0.7	393	1.7	865	3.8	200	0.9	71	0.3	31	0.1	S	S	1,571	6.9	404	1.8	864	3.8	312	1.4	S	S
112	0.4	774	2.6	240	0.8	545	1.8	169	0.6	352	1.2	1,251	4.2	259	0.9	199	0.7	64	0.2	1,251	4.2	782	2.6	1,032	3.5	1,763	5.9	414	1.4	S	S

Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2014

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

2007 NAICS CODE	Data Item	2014	2013 ^f	2012 ^f	2011 ^f	2010 ^f	2009 ^f	2008 ^f	2007 ^f	2006 ^f	2005 ^f	2004
4251	Total sales	732,656	690,002	639,470	617,701	565,369	537,650	627,692	626,717	596,870	543,667	532,345
4251	Sales on own account	13,790	S	S	S	S	9,925	10,114	11,679	9,364	7,596	6,642
4251	Sales made on the account of others	718,866	S	628,193	S	S	527,725	617,578	615,038	587,506	536,071	525,703
4251	Commissions received for sales made on the account of others											
4251	Amount	S	S	28,005	27,162	26,832	25,159	27,977	26,919	23,967	21,627	19,694
4251	As a percent of sales on the account of others	S	S	4.5	4.5	4.8	4.8	4.5	4.4	4.1	4.0	3.7
4251	Operating Expenses											
4251	Amount	24,520	23,011	22,274	21,503	22,237	19,817	21,201	20,162	18,628	15,967	15,275
4251	As a percent of total sales	3.3	3.3	3.5	3.5	3.9	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%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

Estimates have not been adjusted for price changes. Table 6A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html.

Footnotes:

^f Revised data. For more information on the revisions, see the 2014 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2014_Summary_of_Changes.pdf.

Table 2A. Estimated Measures of Sampling Variability¹ for E-Commerce Sales of U.S. Merchant Wholesalers: 1992 through 2014

[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																					
				2014	2013 [†]	2012 [†]	2011 [†]	2010 [†]	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993
42	E-commerce	Wholesale Trade	Merchant Wholesalers	0.7	0.7	0.7	0.7	0.7	1.1	1.1	1.1	1.2	1.1	1.2	1.0	0.9	NA								
423	E-commerce	Durable Goods	Merchant Wholesalers	0.9	0.9	0.9	1.4	1.4	1.4	1.6	1.6	1.4	1.4	1.5	1.4	1.1	NA								
4231	E-commerce	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	1.0	1.0	0.9	1.9	1.8	1.3	1.3	1.5	1.5	D	D	D	NA									
4232	E-commerce	Furniture and Home Furnishings	Merchant Wholesalers	6.8	6.9	6.9	4.9	5.1	5.8	6.6	7.3	9.1	9.8	5.7	8.1	9.3	NA								
4233	E-commerce	Lumber & Other Construction Materials	Merchant Wholesalers	5.0	4.2	4.2	S	S	12.4	12.4	13.1	17.2	17.2	18.8	11.9	12.8	NA								
4234	E-commerce	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	2.9	2.8	2.8	2.8	2.7	2.4	2.3	2.7	3.9	3.9	3.9	3.6	2.9	NA								
42343	E-commerce	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	3.1	2.9	D	D	3.7	4.2	3.5	4.2	5.5	6.0	6.2	6.1	4.1	NA								
4235	E-commerce	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	5.6	5.2	5.0	4.8	5.6	4.0	4.7	5.5	4.5	4.9	4.4	15.5	13.5	NA								
4236	E-commerce	Electrical Goods	Merchant Wholesalers	2.3	3.4	2.8	3.0	2.5	6.0	6.1	6.2	3.9	3.8	4.3	6.3	7.8	NA								
4237	E-commerce	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	4.0	4.2	4.6	5.3	5.9	9.5	9.9	9.9	S	7.9	4.5	5.5	5.7	NA								
4238	E-commerce	Machinery, Equipment and Supplies	Merchant Wholesalers	3.7	3.7	3.6	4.6	4.7	6.9	5.0	5.8	6.6	6.3	6.3	7.4	6.4	NA								
4239	E-commerce	Miscellaneous Durable Goods	Merchant Wholesalers	7.2	6.9	7.2	7.7	6.5	6.8	5.3	6.3	11.1	10.1	D	D	D	NA								
424	E-commerce	Nondurable Goods	Merchant Wholesalers	1.0	1.0	0.9	1.1	1.2	1.6	1.6	1.5	1.8	1.7	1.5	1.5	1.5	NA								
4241	E-commerce	Paper and Paper Products	Merchant Wholesalers	4.3	3.9	3.3	3.3	3.1	4.5	2.6	1.7	3.2	3.3	3.3	3.7	4.1	NA								
4242	E-commerce	Drugs and Druggists' Sundries	Merchant Wholesalers	1.2	1.4	1.1	1.8	1.8	2.0	1.9	1.5	2.8	2.6	2.5	2.4	2.5	NA								
4243	E-commerce	Apparel, Piece Goods, and Notions	Merchant Wholesalers	6.8	6.0	6.9	7.2	8.5	7.7	7.7	7.7	9.5	8.6	D	D	D	NA								
4244	E-commerce	Groceries and Related Products	Merchant Wholesalers	4.3	4.4	4.3	4.6	5.2	5.6	6.8	5.5	7.0	8.8	5.8	4.9	3.7	NA								
4245	E-commerce	Farm Product Raw Materials	Merchant Wholesalers	1.7	2.8	S	2.5	2.5	3.8	3.9	3.6	5.8	5.7	5.3	9.8	10.3	NA								
4246	E-commerce	Chemicals and Allied Products	Merchant Wholesalers	6.2	5.4	5.4	4.5	4.5	D	D	4.4	8.6	D	D	D	D	NA								
4247	E-commerce	Petroleum and Petroleum Products	Merchant Wholesalers	1.9	1.7	1.9	3.8	4.3	2.9	2.9	2.8	D	D	D	2.7	5.3	NA								
4248	E-commerce	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	7.8	7.8	7.0	6.9	7.7	D	D	6.8	D	D	D	D	D	NA								
4249	E-commerce	Miscellaneous Nondurable Goods	Merchant Wholesalers	4.1	3.2	3.3	3.7	3.9	5.6	5.5	5.6	6.4	6.6	6.5	3.7	3.3	NA								
42	E-commerce	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	1.2	1.2	1.1	0.8	1.0	1.4	1.4	1.2	1.5	1.6	1.6	1.7	1.3	2.3	2.1	2.2	2.2	NA	NA	NA	NA	NA
423	E-commerce	Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	1.6	1.6	1.6	1.8	1.8	1.8	2.1	2.0	2.3	2.4	2.2	2.1	1.7	3.5	3.2	3.5	3.7	NA	NA	NA	NA	NA
4231	E-commerce	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	2.1	2.1	2.0	3.3	3.1	2.1	2.1	2.1	1.9	S	S	3.5	2.6	4.5	4.6	4.7	4.1	NA	NA	NA	NA	NA
4232	E-commerce	Furniture and Home Furnishings	Merchant Wholesalers, except manufacturers' sales branches and offices	9.7	9.9	10.1	6.5	6.4	8.2	9.2	10.4	11.6	13.9	9.3	12.0	13.7	21.9	19.2	15.1	12.9	NA	NA	NA	NA	NA
4233	E-commerce	Lumber & Other Construction Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	12.5	10.1	10.0	12.1	S	22.0	19.9	20.7	23.6	24.4	26.0	15.2	16.6	14.7	15.5	18.1	20.0	NA	NA	NA	NA	NA
4234	E-commerce	Professional and Commercial Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	3.3	3.1	3.1	3.2	3.1	3.1	3.0	3.4	5.5	5.6	5.7	4.5	3.5	6.7	5.9	6.6	8.9	NA	NA	NA	NA	NA
42343	E-commerce	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers, except manufacturers' sales branches and offices	3.2	2.9	2.9	3.5	3.8	5.6	4.7	5.5	8.1	9.0	9.3	9.5	6.5	10.2	7.4	8.8	14.9	NA	NA	NA	NA	NA
4235	E-commerce	Metals and Minerals, ex. Petroleum	Merchant Wholesalers, except manufacturers' sales branches and offices	15.1	14.8	14.4	12.7	14.1	16.1	18.2	21.2	21.5	23.7	21.1	S	26.5	22.4	26.1	S	27.2	NA	NA	NA	NA	NA
4236	E-commerce	Electrical Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	2.6	4.3	3.4	3.4	3.0	7.7	7.6	7.6	6.0	6.7	7.0	5.1	5.7	5.7	5.8	5.7	7.7	NA	NA	NA	NA	NA
4237	E-commerce	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	5.3	5.5	6.2	6.1	7.1	11.5	11.6	11.9	10.3	10.1	5.7	7.8	8.2	9.8	10.1	10.3	9.4	NA	NA	NA	NA	NA
4238	E-commerce	Machinery, Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	9.9	9.7	10.0	9.8	9.3	13.7	10.8	12.3	13.4	13.5	12.7	7.9	11.1	12.1	14.0	16.1	20.1	NA	NA	NA	NA	NA
4239	E-commerce	Miscellaneous Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	7.9	7.5	7.8	8.3	7.0	7.1	5.8	6.8	12.3	11.3	11.6	5.7	4.7	12.5	10.4	10.4	12.9	NA	NA	NA	NA	NA
424	E-commerce	Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	1.8	1.8	1.7	1.6	1.8	2.3	2.5	1.9	2.4	2.6	2.4	2.1	1.9	2.4	2.4	2.3	2.0	NA	NA	NA	NA	NA
4241	E-commerce	Paper and Paper Products	Merchant Wholesalers, except manufacturers' sales branches and offices	8.2	7.6	6.8	4.5	4.4	4.2	3.5	2.3	4.4	4.3	4.3	5.8	6.3	7.8	7.5	7.1	7.3	NA	NA	NA	NA	NA
4242	E-commerce	Drugs and Druggists' Sundries	Merchant Wholesalers, except manufacturers' sales branches and offices	S	S	S	S	2.3	2.0	1.9	S	S	2.7	S	3.4	3.5	2.7	2.9	2.7	NA	NA	NA	NA	NA	
4243	E-commerce	Apparel, Piece Goods, and Notions	Merchant Wholesalers, except manufacturers' sales branches and offices	7.0	6.3	7.2	7.5	8.8	7.3	7.2	6.9	7.7	6.9	7.4	9.6	10.2	12.8	12.1	13.0	14.1	NA	NA	NA	NA	NA
4244	E-commerce	Groceries and Related Products	Merchant Wholesalers, except manufacturers' sales branches and offices	7.2	7.6	7.5	7.1	8.5	9.5	12.4	10.1	11.6	14.7	9.3	10.5	8.6	9.6	10.1	10.9	13.2	NA	NA	NA	NA	NA
4245	E-commerce	Farm Product Raw Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	1.7	2.8	S	2.5	2.5	3.7	3.9	3.6	5.8	5.7	5.3	9.8	10.3	7.3	7.8	D	1.5	NA	NA	NA	NA	NA
4246	E-commerce	Chemicals and Allied Products	Merchant Wholesalers, except manufacturers' sales branches and offices	10.2	8.3	8.5	9.3	9.8	16.1	13.6	13.2	16.5	D	D	D	D	D	D	D	D	NA	NA	NA	NA	NA
4247	E-commerce	Petroleum and Petroleum Products	Merchant Wholesalers, except manufacturers' sales branches and offices	8.7	7.7	7.8	S	12.3	S	S	S	6.4	D	D	5.0	9.9	D	D	D	D	NA	NA	NA	NA	NA
4248	E-commerce	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers, except manufacturers' sales branches and offices	11.5	11.4	10.0	9.4	10.8	S	13.4	10.2	8.4	D	D	D	D	D	D	D	D	NA	NA	NA	NA	NA
4249	E-commerce	Miscellaneous Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	11.2	8.8	9.3	8.0	8.8	11.2	10.7	11.4	13.4	14.5	14.3	11.5	12.3	13.7	12.2	11.5	11.9	NA	NA	NA	NA	NA
42	E-commerce	Wholesale Trade	Manufacturers' sales branches and offices	0.4	0.4	0.4	0.8	0.8	1.2	1.2	1.2	1.4	1.4	1.5	1.4	1.3	NA								
423	E-commerce	Durable Goods	Manufacturers' sales branches and offices	0.6	0.6	0.6	1.6	1.6	1.6	1.6	1.5	1.9	1.9	2.1	2.0	NA									
4231	E-commerce	Motor Vehicle and Motor Vehicle Parts and Supplies	Manufacturers' sales branches and offices	0.4	0.4	0.4	1.7	1.6	1.4	1.4	1.4	2.1	2.1	D	D	NA									
4232	E-commerce	Furniture and Home Furnishings	Manufacturers' sales branches and offices	8.7	8.6	8.5	8.7	9.5	2.6	2.6	2.6	4.3	4.2	4.1	1.9	2.5	NA								
4233	E-commerce	Lumber & Other Construction Materials	Manufacturers' sales branches and offices	4.3	4.2	4.6	S	S	10.2	10.6	10.3	12.1	11.4	5.7	7.8	8.8	NA								
4234	E-commerce	Professional and Commercial Equipment and Supplies	Manufacturers' sales branches and offices	5.9	5.8	5.6	5.7	5.0	1.1	1.1	1.1	2.0	S	S	4.0	4.1	NA								
42343	E-commerce	Computer and Computer Peripheral Equipment and Software	Manufacturers' sales branches and offices	3.4	3.4	D	D	S	S	1.1	1.1	2.5	2.5	2.5	4.1	4.1	NA								
4235	E-commerce	Metals and Minerals, ex. Petroleum	Manufacturers' sales branches and offices	2.7	2.6	2.6	2.9	3.1	2.7	2.8	3.0	2.1													

Table 3A. Estimated Measures of Sampling Variability¹ for Inventories of U.S. Merchant Wholesalers, including Inventories Held Outside and Inside the U.S.: 1992 through 2014

[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																						
				2014	2013 ²	2012 ²	2011 ¹	2010 ¹	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992
42	Inventories	Wholesale Trade	Merchant Wholesalers	0.7	0.5	0.5	0.8	0.8	0.8	0.8	0.7	0.9	0.9	0.9	0.8	NA										
423	Inventories	Durable Goods	Merchant Wholesalers	1.2	1.0	0.9	1.0	1.0	1.3	1.2	1.0	1.2	1.4	1.5	1.2	1.1	NA									
4231	Inventories	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	1.8	1.4	1.2	2.2	1.9	2.1	1.8	1.4	1.3	1.8	1.5	1.8	1.7	NA									
4232	Inventories	Furniture and Home Furnishings	Merchant Wholesalers	3.4	3.1	3.4	4.8	4.5	2.7	1.7	1.9	3.8	3.6	2.9	3.7	3.7	NA									
4233	Inventories	Lumber & Other Construction Materials	Merchant Wholesalers	3.4	3.6	3.4	4.9	4.8	3.6	3.3	3.3	4.5	4.2	4.2	3.8	3.0	NA									
4234	Inventories	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	2.6	2.6	2.3	3.2	3.2	3.3	2.6	2.3	3.2	2.9	2.7	5.2	4.9	NA									
42343	Inventories	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	5.4	3.3	3.5	3.6	3.2	5.1	3.5	2.8	3.8	3.8	4.5	6.7	4.3	NA									
4235	Inventories	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	3.2	3.0	2.8	3.4	2.9	2.1	2.4	2.5	3.5	3.5	3.0	3.6	3.1	NA									
4236	Inventories	Electrical Goods	Merchant Wholesalers	2.7	2.4	2.3	2.0	2.3	3.1	2.6	2.0	3.6	3.1	3.7	4.4	3.5	NA									
4237	Inventories	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	2.3	2.7	2.5	3.5	3.2	3.3	2.6	2.3	3.6	3.1	3.0	3.4	3.0	NA									
4238	Inventories	Machinery, Equipment and Supplies	Merchant Wholesalers	2.4	2.1	1.8	2.2	1.6	3.8	3.1	2.8	2.7	3.2	3.3	2.4	1.5	NA									
4239	Inventories	Miscellaneous Durable Goods	Merchant Wholesalers	4.8	4.4	4.0	5.5	5.1	3.3	3.5	4.0	5.9	7.2	7.9	5.2	3.1	NA									
424	Inventories	Nondurable Goods	Merchant Wholesalers	0.8	0.8	0.8	1.0	1.0	1.1	1.1	1.0	1.3	1.0	0.9	1.0	1.0	NA									
4241	Inventories	Paper and Paper Products	Merchant Wholesalers	3.8	3.8	3.5	3.4	2.9	2.9	2.8	2.1	3.5	3.7	3.3	2.6	2.2	NA									
4242	Inventories	Drugs and Druggists' Sundries	Merchant Wholesalers	1.2	0.8	0.9	1.6	1.8	2.1	2.1	2.4	2.8	2.8	2.2	2.0	2.1	NA									
4243	Inventories	Apparel, Piece Goods, and Notions	Merchant Wholesalers	3.6	3.4	3.1	3.3	3.1	4.0	4.0	4.2	4.8	5.0	4.5	3.9	3.2	NA									
4244	Inventories	Groceries and Related Products	Merchant Wholesalers	3.7	3.5	3.0	2.9	2.7	6.1	6.2	4.4	4.5	4.4	4.3	4.1	2.9	NA									
4245	Inventories	Farm Product Raw Materials	Merchant Wholesalers	2.8	2.2	2.0	3.1	3.1	3.7	4.8	2.8	4.3	4.2	4.0	9.0	6.3	NA									
4246	Inventories	Chemicals and Allied Products	Merchant Wholesalers	4.5	4.4	4.0	4.6	4.1	4.8	4.6	3.6	7.5	6.3	6.0	3.9	3.3	NA									
4247	Inventories	Petroleum and Petroleum Products	Merchant Wholesalers	1.6	1.4	1.4	2.1	2.3	2.4	2.4	2.4	1.9	1.8	1.9	1.7	1.3	NA									
4248	Inventories	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	2.7	1.9	1.8	3.7	3.7	4.1	4.5	3.0	2.8	3.9	4.2	2.5	2.1	NA									
4249	Inventories	Miscellaneous Nondurable Goods	Merchant Wholesalers	2.7	2.5	2.4	3.3	3.4	3.7	2.9	3.1	4.5	4.6	4.6	5.0	4.6	NA									
42	Inventories Held Outside the United States	Wholesale Trade	Merchant Wholesalers	2.8	2.2	2.0	3.0	2.8	2.6	3.7	2.8	2.3	3.4	NA												
423	Inventories Held Outside the United States	Durable Goods	Merchant Wholesalers	3.9	3.9	3.2	3.1	2.8	3.9	6.9	4.0	3.5	5.1	NA												
4231	Inventories Held Outside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	5.6	5.1	3.2	4.3	4.9	2.8	3.0	3.6	3.2	2.5	NA												
4232	Inventories Held Outside the United States	Furniture and Home Furnishings	Merchant Wholesalers	17.6	14.1	13.0	12.4	18.8	12.4	9.1	9.8	8.5	15.4	NA												
4233	Inventories Held Outside the United States	Lumber & Other Construction Materials	Merchant Wholesalers	21.9	21.6	18.7	19.1	19.7	29.9	25.6	20.8	27.6	S	NA												
4234	Inventories Held Outside the United States	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	7.0	8.3	8.3	9.4	8.1	13.9	9.3	12.5	14.3	13.8	NA												
42343	Inventories Held Outside the United States	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	7.1	11.1	4.7	7.1	8.6	D	6.8	D	S	27.8	NA												
4235	Inventories Held Outside the United States	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	8.8	14.4	12.8	14.9	12.8	17.2	13.4	12.9	11.7	12.9	NA												
4236	Inventories Held Outside the United States	Electrical Goods	Merchant Wholesalers	4.5	3.9	5.3	D	D	14.2	27.0	16.0	12.7	15.8	NA												
4237	Inventories Held Outside the United States	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	17.6	D	D	12.6	11.3	19.1	25.3	28.4	26.1	S	NA												
4238	Inventories Held Outside the United States	Machinery, Equipment and Supplies	Merchant Wholesalers	17.6	18.2	18.7	12.6	12.4	20.6	20.1	19.8	15.4	23.3	NA												
4239	Inventories Held Outside the United States	Miscellaneous Durable Goods	Merchant Wholesalers	19.3	D	D	D	D	16.7	15.7	19.1	19.4	13.9	NA												
424	Inventories Held Outside the United States	Nondurable Goods	Merchant Wholesalers	5.4	3.6	3.0	5.4	4.6	3.3	4.6	5.6	4.5	5.3	NA												
4241	Inventories Held Outside the United States	Paper and Paper Products	Merchant Wholesalers	16.3	16.3	15.3	17.1	22.2	16.7	19.3	S	S	NA													
4242	Inventories Held Outside the United States	Drugs and Druggists' Sundries	Merchant Wholesalers	2.7	3.4	1.2	2.1	2.0	3.6	3.2	17.8	8.8	7.1	NA												
4243	Inventories Held Outside the United States	Apparel, Piece Goods, and Notions	Merchant Wholesalers	5.2	S	S	9.1	D	12.4	10.3	9.3	10.8	NA													
4244	Inventories Held Outside the United States	Groceries and Related Products	Merchant Wholesalers	S	S	29.0	S	26.7	S	S	S	S	NA													
4245	Inventories Held Outside the United States	Farm Product Raw Materials	Merchant Wholesalers	19.3	20.8	18.5	23.8	20.1	S	S	27.1	S	NA													
4246	Inventories Held Outside the United States	Chemicals and Allied Products	Merchant Wholesalers	23.5	25.4	23.9	29.3	22.5	17.5	13.8	14.0	16.8	15.7	NA												
4247	Inventories Held Outside the United States	Petroleum and Petroleum Products	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	D	NA												
4248	Inventories Held Outside the United States	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	D	D	D	D	D	D	D	D	D	S	D	NA											
4249	Inventories Held Outside the United States	Miscellaneous Nondurable Goods	Merchant Wholesalers	8.8	6.9	14.5	28.7	22.7	D	D	14.1	D	15.8	NA												
42	Inventories Held Inside the United States	Wholesale Trade	Merchant Wholesalers	0.7	0.6	0.5	0.7	0.8	0.8	0.8	0.8	0.9	0.9	NA												
423	Inventories Held Inside the United States	Durable Goods	Merchant Wholesalers	1.3	1.1	0.9	1.0	1.0	1.4	1.3	1.1	1.3	1.5	NA												
4231	Inventories Held Inside the United States	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	2.0	1.5	1.3	2.3	2.0	2.2	1.9	1.6	1.4	1.9	NA												
4232	Inventories Held Inside the United States	Furniture and Home Furnishings	Merchant Wholesalers	3.6	3.4	3.7	5.1	4.5	2.6	1.7	2.1	3.9	3.6	NA												
4233	Inventories Held Inside the United States	Lumber & Other Construction Materials	Merchant Wholesalers	3.3	3.5	3.4	4.9	4.8	3.6	3.3	3.4	4.5	4.1	NA												
4234	Inventories Held Inside the United States	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	2.9	2.8	2.4	3.1	3.1	3.2	2.6	2.1	3.2	2.7	NA												
42343	Inventories Held Inside the United States	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	5.8	3.4	3.7	3.7	3.3	D	3.5	D	3.4	3.3	NA												
4235	Inventories Held Inside the United States	Metals and Minerals, ex. Petroleum	Merchant Wholesalers																							

Table 4A. Estimated Measures of Sampling Variability¹ for Annual Purchases, Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1992 Through 2014

[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																						
				2014	2013 ²	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	Purchases	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	0.6	0.5	0.5	0.6	0.6	0.5	0.4	0.2	1.0	0.8	0.7	0.6	0.4	1.0	0.8	0.6	NA	NA	NA	NA	NA	NA	
423	Purchases	Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	0.5	0.5	0.2	0.8	0.8	0.7	0.5	0.2	1.0	1.0	1.0	1.1	1.0	0.6	1.5	1.3	1.1	1.0	NA	NA	NA	NA	NA
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	1.6	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.7	1.3	1.0	5.2	4.6	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.3	1.0	0.6	2.7	2.2	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.1	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.4	1.5	0.7	2.6	2.8	2.0	1.3	3.8	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.8	1.3	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	Merchant Wholesalers, except manufacturers' sales branches and offices	0.9	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.5	1.2	1.0	2.9	3.2	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.3	1.3	0.4	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.7	1.6	0.8	3.9	3.1	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	Merchant Wholesalers, except manufacturers' sales branches and offices	0.8	0.7	0.8	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	Merchant Wholesalers, except manufacturers' sales branches and offices	2.6	1.4	0.7	2.4	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	Merchant Wholesalers, except manufacturers' sales branches and offices	0.8	0.9	0.5	1.9	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	Merchant Wholesalers, except manufacturers' sales branches and offices	2.5	1.6	0.8	2.6	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	Merchant Wholesalers, except manufacturers' sales branches and offices	3.6	3.6	3.7	2.5	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.3	0.8	0.2	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.4	1.2	0.9	2.5	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.6	0.8	0.1	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.8	1.2	0.5	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.3	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	Merchant Wholesalers, except manufacturers' sales branches and offices	0.8	0.8	0.7	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	Merchant Wholesalers, except manufacturers' sales branches and offices	0.9	0.9	0.9	0.9	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	Merchant Wholesalers, except manufacturers' sales branches and offices	2.0	1.9	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	Merchant Wholesalers, except manufacturers' sales branches and offices	3.8	2.7	3.4	4.5	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	Merchant Wholesalers, except manufacturers' sales branches and offices	2.9	2.4	3.1	3.3	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	Merchant Wholesalers, except manufacturers' sales branches and offices	1.8	1.0	1.2	2.6	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	Merchant Wholesalers, except manufacturers' sales branches and offices	3.4	2.6	2.9	3.2	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	Merchant Wholesalers, except manufacturers' sales branches and offices	5.9	8.6	5.3	4.6	x	6.5	3.3	6.0	3.8	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	Merchant Wholesalers, except manufacturers' sales branches and offices	2.1	1.8	1.6	1.9	x	2.9	1.8	2.3	3.4	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	Merchant Wholesalers, except manufacturers' sales branches and offices	2.7	2.3	3.3	3.5	x	2.5	2.5	1.9	2.4	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	Merchant Wholesalers, except manufacturers' sales branches and offices	2.1	1.9	1.9	2.5	x	5.5	2.6	2.6	7.4	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	Merchant Wholesalers, except manufacturers' sales branches and offices	4.4	4.1	3.0	4.3	x	5.3	5.1	5.0	1.7	5.0	x	5.3	3.8	4.6	3.9	4.2	x	NA	NA	NA	NA	NA	NA
424	Gross margins	Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	1.7	1.4	1.5	1.3	x	2.0	1.9	1.6	7.2	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	Merchant Wholesalers, except manufacturers' sales branches and offices	4.9	4.1	3.1	3.4	x	4.0	3.9	3.4	9.3	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	Merchant Wholesalers, except manufacturers' sales branches and offices	4.6	4.5	4.5	4.8	x	9.5	9.9	9.3	2.6	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	Merchant Wholesalers, except manufacturers' sales branches and offices	3.2	2.7	2.7	2.7	x	2.8	2.5	2.4	3.8	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	Merchant Wholesalers, except manufacturers' sales branches and offices	5.1	4.9	5.9	3.2	x	5.1	4.8	4.2	5.0	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	Merchant Wholesalers, except manufacturers' sales branches and offices	3.5	4.0	2.7	4.2	x	3.8	6.5	6.5	6.5	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	Merchant Wholesalers, except manufacturers' sales branches and offices	4.1	3.8	3.2	4.0	x	3.4	3.0	3.6	5.7	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	Merchant Wholesalers, except manufacturers' sales branches and offices	4.1	3.4	3.7	4.3	x	5.3	3.9	4.6	3.1	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	Merchant Wholesalers, except manufacturers' sales branches and offices	2.6	1.8	1.4	4.6	x	3.9	3.2	1.5	5.5	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	Merchant Wholesalers, except manufacturers' sales branches and offices	4.7	4.6	3.9	3.8	x	4.7	4.1	5.1	5.4	x	6.0	3.8	4.4	4.5	5.1	x	NA						
42	Gross margins as a percent of sales	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	0.1	0.1	0.1	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	Merchant Wholesalers, except manufacturers' sales branches and offices	0.2	0.2	0.2	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	Merchant Wholesalers, except manufacturers' sales branches and offices	0.3	0.3	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	Merchant Wholesalers, except manufacturers' sales branches and offices	0.8	0.7	1.1	0.8	x	0.9	0.8	0.8	0.7	0.6	x	0.8	0.7	0.5	0.6	x	NA						
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	0.6	0.5	0.7	0.7	x																		

Table 5A. Estimated Measures of Sampling Variability¹ for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2014

(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														
				2014	2013 ²	2012 ²	2011 ¹	2010 ¹	2009	2008	2007	2006	2005	2004	2003	2002		
42	Operating expenses	Wholesale Trade	Merchant Wholesalers	0.5	0.5	0.5	0.7	0.7	0.6	0.6	0.8	0.8	1.0	1.1	NA	NA	NA	NA
423	Operating expenses	Durable Goods	Merchant Wholesalers	0.9	0.7	0.6	0.9	0.9	0.8	0.8	0.8	0.7	1.1	1.1	NA	NA	NA	NA
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	Merchant Wholesalers	1.0	0.9	0.7	1.0	1.1	1.5	1.4	1.5	1.4	0.8	1.6	NA	NA	NA	NA
4232	Operating expenses	Furniture and Home Furnishings	Merchant Wholesalers	2.5	2.2	1.8	4.7	4.1	2.9	2.4	1.7	3.8	1.7	3.8	NA	NA	NA	NA
4233	Operating expenses	Lumber & Other Construction Materials	Merchant Wholesalers	1.9	1.6	1.7	3.1	3.2	2.7	2.1	2.3	2.3	3.8	NA	NA	NA	NA	NA
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	2.1	2.0	2.0	2.2	2.2	2.3	1.8	1.7	2.8	1.7	2.8	NA	NA	NA	NA
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers	2.9	2.7	2.7	4.3	3.9	3.7	2.6	2.9	4.4	2.9	4.4	NA	NA	NA	NA
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	4.8	7.0	5.1	4.3	4.1	2.4	2.6	2.6	5.0	NA	NA	NA	NA	NA	NA
4236	Operating expenses	Electrical Goods	Merchant Wholesalers	1.9	1.5	1.4	1.5	1.5	2.4	2.1	2.1	2.6	2.8	2.8	NA	NA	NA	NA
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	1.6	1.6	1.8	3.2	3.2	1.8	1.8	1.8	2.7	NA	NA	NA	NA	NA	NA
4238	Operating expenses	Machinery, Equipment and Supplies	Merchant Wholesalers	1.9	1.7	1.5	2.6	2.4	2.7	1.6	2.2	1.8	2.2	1.8	NA	NA	NA	NA
4239	Operating expenses	Miscellaneous Durable Goods	Merchant Wholesalers	4.0	3.2	2.5	3.4	3.3	4.7	6.5	5.0	7.0	NA	NA	NA	NA	NA	NA
424	Operating expenses	Nondurable Goods	Merchant Wholesalers	0.8	0.8	0.6	0.7	0.8	1.4	1.2	1.2	1.4	1.4	1.4	NA	NA	NA	NA
4241	Operating expenses	Paper and Paper Products	Merchant Wholesalers	3.6	3.6	2.9	3.0	3.3	2.4	2.5	2.7	5.4	NA	NA	NA	NA	NA	NA
4242	Operating expenses	Drugs and Druggists' Sundries	Merchant Wholesalers	2.3	2.3	1.9	3.0	3.0	4.7	3.9	4.0	5.6	NA	NA	NA	NA	NA	NA
4243	Operating expenses	Apparel, Piece Goods, and Notions	Merchant Wholesalers	3.2	2.9	2.9	4.1	3.9	2.0	2.0	1.8	2.3	NA	NA	NA	NA	NA	NA
4244	Operating expenses	Groceries and Related Products	Merchant Wholesalers	3.0	2.7	2.9	2.3	1.8	2.3	1.7	2.1	3.8	NA	NA	NA	NA	NA	NA
4245	Operating expenses	Farm Product Raw Materials	Merchant Wholesalers	3.0	2.3	2.2	2.7	2.5	4.8	4.2	4.7	5.6	NA	NA	NA	NA	NA	NA
4246	Operating expenses	Chemicals and Allied Products	Merchant Wholesalers	2.9	2.4	2.1	2.7	2.8	2.8	2.7	2.8	4.6	NA	NA	NA	NA	NA	NA
4247	Operating expenses	Petroleum and Petroleum Products	Merchant Wholesalers	2.3	1.8	1.9	3.3	3.7	4.0	4.6	4.4	4.8	NA	NA	NA	NA	NA	NA
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers	1.7	1.4	1.3	2.8	3.4	2.9	1.8	1.4	2.3	NA	NA	NA	NA	NA	NA
4249	Operating expenses	Miscellaneous Nondurable Goods	Merchant Wholesalers	3.5	4.1	2.9	3.0	2.9	5.3	4.8	5.4	5.9	NA	NA	NA	NA	NA	NA
42	Operating expenses as a percent of sales	Wholesale Trade	Merchant Wholesalers	0.1	0.1	0.1	0.1	0.1	NA	NA	NA							
423	Operating expenses as a percent of sales	Durable Goods	Merchant Wholesalers	0.1	0.1	0.1	0.1	0.1	NA	NA	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	0.1	0.1	0.1	NA	NA	NA	NA
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	Merchant Wholesalers	0.5	0.5	0.4	0.4	0.4	0.6	0.4	0.4	0.3	NA	NA	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	0.3	0.5	0.3	0.4	0.3	NA	NA	NA	NA	NA	NA
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	Merchant Wholesalers	0.3	0.3	0.3	0.2	0.3	NA	NA	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	0.4	NA	NA	NA							
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	Merchant Wholesalers	0.4	0.6	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.2	NA	NA	NA	NA	NA
4236	Operating expenses as a percent of sales	Electrical Goods	Merchant Wholesalers	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.2	NA	NA	NA	NA	NA
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers	0.3	0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.3	NA	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	0.3	0.4	0.3	0.4	0.3	NA	NA	NA	NA	NA	NA
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	Merchant Wholesalers	0.5	0.5	0.4	0.4	0.4	0.9	0.9	0.8	0.8	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	0.1	0.2	NA	NA	NA	NA	NA	NA
4241	Operating expenses as a percent of sales	Paper and Paper Products	Merchant Wholesalers	0.5	0.6	0.5	0.4	0.4	0.3	0.3	0.4	0.6	NA	NA	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	0.2	0.4	0.3	0.4	0.4	NA	NA	NA	NA	NA	NA
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	Merchant Wholesalers	0.6	0.6	0.7	0.7	0.6	0.5	0.4	0.4	0.4	NA	NA	NA	NA	NA	NA
4244	Operating expenses as a percent of sales	Groceries and Related Products	Merchant Wholesalers	0.2	0.2	0.2	0.3	0.2	0.2	0.3	0.3	0.4	NA	NA	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	0.1	0.3	0.3	0.3	0.3	0.3	NA	NA	NA	NA	NA
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	Merchant Wholesalers	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.4	0.4	NA	NA	NA	NA	NA	NA
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	Merchant Wholesalers	0.1	Z	Z	Z	0.1	0.1	0.1	0.1	0.1	0.1	NA	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	0.2	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	0.5	0.3	0.3	0.3	0.8	0.7	0.8	0.9	NA	NA	NA	NA	NA	NA
42	Operating expenses	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	0.6	0.7	0.6	0.8	0.9	0.6	0.7	0.9	1.4	NA	NA	NA	NA	NA	NA
423	Operating expenses	Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	1.0	0.9	0.7	1.0	1.0	0.9	1.0	0.9	1.6	NA	NA	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	1.2	0.9	2.1	2.1	1.7	1.6	1.0	2.2	NA	NA	NA	NA	NA	NA
4232	Operating expenses	Furniture and Home Furnishings	Merchant Wholesalers, except manufacturers' sales branches and offices	2.9	2.6	2.1	4.5	4.5	3.4	2.6	1.9	4.3	NA	NA	NA	NA	NA	NA
4233	Operating expenses	Lumber & Other Construction Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	2.5	2.0	2.0	2.5	2.6	2.7	2.0	2.0	4.1	NA	NA	NA	NA	NA	NA
4234	Operating expenses	Professional and Commercial Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	2.5	2.2	2.0	2.9	2.9	2.9	2.2	2.2	4.0	NA	NA	NA	NA	NA	NA
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	Merchant Wholesalers, except manufacturers' sales branches and offices	3.4	3.2	3.1	4.7	4.3	4.8	4.7	3.8	5.7	NA	NA	NA	NA	NA	NA
4235	Operating expenses	Metals and Minerals, ex. Petroleum	Merchant Wholesalers, except manufacturers' sales branches and offices	5.5	8.1	6.0	5.2	4.9	2.9	3.3	3.2	5.3	NA	NA	NA	NA	NA	NA
4236	Operating expenses	Electrical Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	2.1	1.7	1.4	1.8	1.8	2.8	2.3	1.7	3.3	NA	NA	NA	NA	NA	NA
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	1.9	1.8	2.2	3.5	3.5	2.0	2.0	1.9	2.9	NA	NA	NA	NA	NA	NA
4238	Operating expenses	Machinery, Equipment and Supplies	Merchant Wholesalers, except manufacturers' sales branches and offices	2.0	2.0	1.8	2.7	2.3	2.6	1.4	2.1	1.7	NA	NA	NA	NA	NA	NA
4239	Operating expenses	Miscellaneous Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	4.1	3.3	2.6	3.6	3.5	4.9	6.8	5.3	7.7	NA	NA	NA	NA	NA	NA
424	Operating expenses	Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	1.3	1.2	1.1	1.0	1.1	1.5	1.2	1.2	1.9	NA	NA	NA	NA	NA	NA
4241	Operating expenses	Paper and Paper Products	Merchant Wholesalers, except manufacturers' sales branches and offices	4.5	4.2	3.1	3.6	4.0	3.6	3.5	3.6	6.8	NA	NA	NA	NA	NA	NA
4242	Operating expenses	Drugs and Druggists' Sundries	Merchant Wholesalers, except manufacturers' sales branches and offices	4.3	4.4	3.7	4.7	4.9	9.7	7.4	8.2	11.9	NA	NA	NA	NA	NA	NA
4243	Operating expenses	Apparel, Piece Goods, and Notions	Merchant Wholesalers, except manufacturers' sales branches and offices	3.3	2.9	2.9	4.2	4.0	2.1	1.9	1.9	1.5	NA	NA	NA	NA	NA	NA
4244	Operating expenses	Groceries and Related Products	Merchant Wholesalers, except manufacturers' sales branches and offices	5.2	4.8	5.1	2.9	2.3	3.5	2.6	3.1	4.6	NA	NA	NA	NA	NA	NA
4245	Operating expenses	Farm Product Raw Materials	Merchant Wholesalers, except manufacturers' sales branches and offices	3.0	2.3	2.2	2.7	2.5	4.8	4.2	4.7	5.6	NA	NA	NA	NA	NA	NA
4246	Operating expenses	Chemicals and Allied Products	Merchant Wholesalers, except manufacturers' sales branches and offices	4.3	3.8	3.4	3.7	4.0	3.3	3.2	3.7	4.6	NA	NA	NA	NA	NA	NA
4247	Operating expenses	Petroleum and Petroleum Products	Merchant Wholesalers, except manufacturers' sales branches and offices	4.3	3.5	3.7	5.7	5.7	6.4	5.7	5.9	6.9	NA	NA	NA	NA	NA	NA
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Merchant Wholesalers, except manufacturers' sales branches and offices	1.9	1.5	1.5	3.1	3.8	3.1	1.9	1.5	2.5	NA	NA	NA	NA	NA	NA
4249	Operating expenses	Miscellaneous Nondurable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	4.5	5.4	3.7	3.7	3.7	2.8	3.2	3.2	5.1	NA	NA	NA	NA	NA	NA
42	Operating expenses as a percent of sales	Wholesale Trade	Merchant Wholesalers, except manufacturers' sales branches and offices	0.1	0.1	0.1	0.1	0.1	NA	NA	NA							
423	Operating expenses as a percent of sales	Durable Goods	Merchant Wholesalers, except manufacturers' sales branches and offices	0.2	0.2	0.1	0.1	0.2	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	0.1	0.2	0.1	0.2	0.2	0.1	0.2						

Table 5.1A. Revised¹ 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]

NAICS code	Kind of Business	Operating expenses, total CV	Annual payroll		Total employer costs for fringe benefits ³		Detailed employer costs for fringe benefits ³				Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers		Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software	
			Amount	Percent of total	Amount	Percent of total	Health insurance	contribution plans	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
			CV	se	CV	se	CV	CV	CV	CV	CV	se	CV	se	CV	se	CV	se	CV	se
42	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	0.9	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	2.7	Z
423	Durable Goods	1.2	1.5	0.3	1.6	0.1	2.2	2.8	1.3	4.4	0.1	3.3	Z	3.3	Z	2.3	Z	3.5	Z	
4231	Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	3.3	0.6	3.2	0.1	4.2	7.2	9.6	3.7	8.3	0.1	15.6	0.1	13.2	0.1	8.0	0.2	7.4	Z
4232	Furniture and Home Furnishings	2.9	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
4233	Lumber & Other Construction Materials	3.0	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
4234	Professional and Commercial Equipment and Supplies	2.3	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
42343	Computer and Computer Peripheral Equipment and Software	3.9	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
4235	Metals and Minerals, ex. Petroleum	4.0	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
4236	Electrical Goods	2.3	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
4237	Hardware, and Plumbing and Heating Equipment and Supplies	3.3	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
4238	Machinery, Equipment and Supplies	2.6	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
4239	Miscellaneous Durable Goods	3.9	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
424	Nondurable Goods	1.2	1.3	0.4	1.5	0.1	1.6	2.3	6.2	1.4	6.5	0.1	4.0	Z	6.3	0.1	3.4	0.1	3.2	Z
4241	Paper and Paper Products	3.7	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
4242	Drugs and Druggists' Sundries	6.0	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
4243	Apparel, Piece Goods, and Notions	3.7	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
4244	Groceries and Related Products	4.6	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
4245	Farm Product Raw Materials	3.3	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
4246	Chemicals and Allied Products	3.6	3.8	0.5	4.5	0.3	4.4	7.2	18.4	4.2	7.8	0.1	21.2	0.1	8.7	0.1	6.0	0.1	9.6	Z
4247	Petroleum and Petroleum Products	4.2	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
4248	Beer, Wine, and Distilled Alcoholic Beverages	3.0	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
4249	Miscellaneous Nondurable Goods	3.4	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

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 <https://www.census.gov/about/policies/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 https://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.

[†] For more information on the revisions, see the 2014 Summary of Changes at https://www.census.gov/wholesale/pdf/awts/historic/notices/2014_Summary_of_Changes.pdf.

Data processing and other purchased computer services		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	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	cv	se	cv	se	cv	se	cv	se
2.5	Z	3.8	0.1	1.2	Z	2.4	Z	2.5	Z	3.0	Z	1.2	Z	1.3	Z	4.2	Z	2.6	Z	1.7	0.1	2.2	0.1	2.2	0.1	1.6	0.1	1.3	Z	S	S		
2.5	Z	4.5	0.1	1.6	Z	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		
4.1	Z	S	S	4.7	Z	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		
8.2	Z	7.1	0.3	3.7	Z	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		
7.2	Z	14.1	0.2	4.8	Z	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		
7.5	Z	8.3	0.2	2.5	Z	6.2	Z	6.0	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	8.6	0.3	2.8	0.1	4.8	Z	S	S		
S	S	12.7	0.3	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		
6.8	Z	20.1	0.2	4.2	Z	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		
7.0	Z	9.3	0.3	3.1	Z	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		
6.8	Z	15.6	0.2	6.5	0.1	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		
9.1	Z	14.0	0.3	4.1	Z	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		
6.4	Z	12.3	0.3	4.8	Z	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		
3.9	Z	10.7	0.3	1.2	Z	3.2	0.1	3.0	Z	4.1	Z	1.6	0.1	1.8	Z	6.0	Z	2.7	Z	3.4	0.2	6.5	0.2	1.9	Z	2.4	0.1	2.2	Z	S	S		
9.2	Z	14.5	0.3	4.1	Z	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		
7.6	0.1	S	S	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		
5.7	Z	7.2	0.3	4.6	Z	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		
18.8	Z	S	S	4.5	Z	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		
11.3	Z	S	S	4.3	Z	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		
7.4	Z	17.6	0.4	4.7	Z	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		
16.2	Z	15.5	0.2	6.4	0.1	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		
8.5	Z	23.2	0.2	3.2	Z	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		
5.6	Z	6.4	0.1	3.9	Z	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 2014

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

2007 NAICS CODE	Data Item	Estimated Measures of Sampling Variability ¹										
		2014	2013 ^r	2012 ^r	2011 ^r	2010 ^r	2009	2008	2007	2006	2005	2004
4251	Total sales	7.9	8.1	7.9	9.7	9.6	6.6	7.9	4.8	4.4	4.6	4.2
4251	Sales on own account	11.2	S	S	S	S	17.6	15.4	21.8	18.5	18.9	18.9
4251	Sales made on the account of others	8.1	S	8.0	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	S	7.2	8.2	8.2	6.1	7.0	4.9	5.2	4.6	4.4
4251	As a percent of sales on the account of others	S	S	0.1	0.2	0.2	0.1	0.2	0.1	0.1	0.1	0.1
4251	Operating Expenses											
4251	Amount	7.5	7.3	7.0	8.0	7.8	9.4	8.8	6.6	6.9	5.5	5.7
4251	As a percent of total sales	0.1	0.1	0.1	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.

Footnotes:

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 2014 Summary of Changes at http://www.census.gov/wholesale/pdf/awts/historic/notices/2014_Summary_of_Changes.pdf.

Appendix A

Annual Wholesale Trade Survey – Sampling Frame

The sampling frame used for the Annual Wholesale Trade Survey has two types of sampling units: Employer Identification Numbers and large, multiple- establishment firms. Both sampling units represent clusters of one or more establishments owned or controlled by the same firm. The information used to create these sampling units was extracted from data collected as part of the 2007 Economic Census and from establishment records contained on the Census Bureau's Business Register as updated to December 2010. The next few paragraphs give details about the Business Register; the distinction between firms, Employer Identification Numbers, and establishments; and the construction of the sampling units. Though important, they are not essential to understanding the basic sample design and readers may continue to the Stratification, Sampling Rates, and Allocation section.

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

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

For multiunit firms however, a different structure connects the firm with its establishments via the Employer Identification Number. Essentially a multiunit firm is associated with a cluster of one or more Employer Identification Numbers and Employer Identification Numbers are associated with one or more establishments. A multiunit firm consists of at least two establishments. Each firm is associated with at least one Employer Identification Number and only one firm can use a given Employer Identification Number. However, one multiunit firm may have several Employer Identification Numbers. Similarly, there is a one-to- many relationship between Employer Identification Numbers and

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

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

To create the sampling frame, we extract the records for all employer establishments located in the United States and classified in the Wholesale Trade sector as defined by the 2007 North American Industry Classification System. For these establishments we extract sales, payroll, employment, name and address information, wholesale type of operation code (TOC), as well as primary identifiers and, for establishments owned by multiunit firms, associated Employer Identification Numbers. We use the Type of Operation Code to distinguish between different types of wholesale establishments. To create the sampling units for multiunit firms, we aggregate the economic data of the establishments owned by these firms to an Employer Identification Number level by tabulating the establishment data for all wholesale establishments associated with the same Employer Identification Number. Similarly, we aggregate the data to a multiunit firm level by tabulating the establishment data for all wholesale establishments associated with the same alpha number. In some cases, a multiunit firm has establishments active in more than one wholesale type of operation (merchant wholesalers excluding Manufacturer's Sales Branches and Offices, Manufacturer's Sales Branches and Offices, or agents and brokers). In these situations, separate Employer Identification Number level and firm level sampling units are created for each type of operation. No aggregation is necessary to put single-unit establishment information on an Employer Identification Number basis or a firm basis. Thus, the sampling units created for single-unit firms simultaneously represent establishment, Employer Identification Number, and firm information. In summary, the sampling frame is a complex amalgam of establishments, Employer Identification Numbers, and firms.

Appendix B

Annual Wholesale Trade Survey - 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 2014 AWTS are:

2014 AWTS Unit Response Rates

Total U.S. Wholesalers	82.4
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	84.5
Manufacturers' Sales Branches and Offices	70.9
Electronic Markets, Agents, Brokers, and Commission Merchants	79.6

The Total Quantity Response Rate (TQRR) is defined as the percentage of the estimated (weighted) total of a given data item reported by the active tabulation units in the statistical period or from sources determined to be equivalent-quality-to-reported data. The TQRR is an item-level indicator of the “quality” of each estimate. In contrast to the URR, these weighted response rates are computed for individual data items, so that a survey may produce several TQRRs per statistical period and release. The TQRR is a weighted measure that takes the size of the tabulation unit into account as well as the associated sampling parameters. To compute the TQRR for a particular estimate, it is necessary to determine the source of the final tabulated value of the associated data item for each tabulation unit. This value could be directly obtained from respondent data, indirectly obtained from other equivalent quality data sources, or imputed. The TQRRs for select data items for the 2014 AWTS are as follows:

2014 AWTS Total Quantity Response Rates

	Sales	Inventories	Purchases	Operating Expenses	Foreign Inventories	E-Commerce
Total U.S. Merchant Wholesalers	92.7	89.8	82.1	82.2	82.6	78.7
U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	92.9	91.8	82.1	84.2	80.9	71.5
Manufacturers' Sales Branches and Offices	92.1	82.7	N/A	76.0	89.1	88.3
	Commissions	Sales on Own Account	Sales Made on Account of Others	Operating Expenses		
Electronic Markets, Agents, Brokers, and Commission Merchants	47.6	52.4	49.4	60.0		

An estimate with a coefficient of variation (CV) greater than 30 percent, with a total quantity response rate (TQRR) less than 50 percent, or with other concerns about data quality 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>.