

Estimated Annual Gross Margin of U.S. Retail Firms by Kind of Business: 1993 Through 2007

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS Code	Kind of business	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
	Retail gross margin, total	542,461	592,154	622,267	655,619	683,331	718,213	783,617	822,822	812,111	868,049	921,470	991,338	1,032,638	1,084,680	1,106,142
	Total (excl. motor vehicle and parts dealers)	445,094	477,845	500,365	529,297	555,184	590,195	635,604	678,253	690,007	718,744	770,057	835,274	880,724	924,184	939,843
	GAFO ¹	193,478	205,890	212,529	221,276	233,567	253,015	275,418	291,501	286,990	301,027	324,300	352,896	368,842	385,386	385,375
441	Motor vehicle and parts dealers	97,367	114,309	121,902	126,322	128,147	128,018	148,013	144,569	122,104	149,305	151,413	156,064	151,914	160,496	166,299
4411	Automobile dealers	75,074	89,677	95,869	97,669	98,054	96,970	113,228	109,390	87,555	113,405	112,872	110,683	105,038	111,867	116,781
4413	Automotive parts, access., and tire stores	16,955	19,006	19,369	21,254	21,967	22,220	24,755	23,529	23,374	25,120	26,261	28,993	30,625	32,650	32,110
442	Furniture and home furnishings stores	23,470	25,969	26,655	28,698	30,948	33,547	37,369	41,084	40,925	43,531	45,473	50,668	52,616	54,682	53,743
443	Electronics and appliance stores	14,053	16,278	17,038	16,878	17,510	19,012	20,698	22,363	20,693	22,702	24,026	26,483	27,670	28,662	31,333
444	Building mat. and garden equip. and supplies dealers	39,919	45,083	46,117	49,198	51,448	56,706	61,321	68,442	72,590	75,918	83,411	97,443	107,391	112,719	109,608
4441	Building mat. and supplies dealers	33,841	38,373	38,923	41,860	43,665	48,130	52,623	59,358	63,506	67,124	74,096	87,488	97,935	102,080	98,448
445	Food and beverage stores	93,636	96,916	101,568	104,765	106,859	111,544	119,430	120,948	132,583	134,157	138,849	145,338	149,133	155,455	162,037
4451	Grocery stores	83,571	86,032	90,361	92,916	94,921	98,499	106,342	107,170	118,250	119,642	123,456	128,604	131,966	137,388	142,962
4453	Beer, wine, and liquor stores	5,270	5,931	6,062	6,531	6,437	7,295	7,267	7,753	7,851	7,888	8,347	9,110	9,409	10,009	10,556
446	Health and personal care stores	28,440	29,509	30,392	33,507	37,443	40,553	42,728	46,555	49,556	53,691	58,197	62,007	64,675	68,028	70,246
44611	Pharmacies and drug stores	21,152	21,432	21,552	23,570	26,347	28,877	30,942	33,223	36,369	39,590	42,961	43,167	44,983	47,623	48,167
447	Gasoline stations	33,795	36,789	41,297	43,758	44,262	42,458	45,278	47,922	47,319	44,491	49,858	55,860	61,723	62,671	65,063
448	Clothing and clothing access. stores	51,282	53,805	53,074	56,210	58,260	63,331	69,019	72,669	70,556	75,865	81,434	88,546	93,498	101,233	101,037
4481	Clothing stores	34,296	35,960	34,948	37,376	39,928	43,729	47,318	50,640	49,520	52,641	57,716	62,833	67,265	72,567	73,605
44811	Men's clothing stores	4,217	4,470	3,910	4,186	4,435	4,514	4,298	4,392	3,864	4,483	4,880	5,026	5,219	5,190	5,190
44812	Women's clothing stores	11,960	11,296	10,668	11,032	10,937	11,486	12,220	13,690	13,678	14,072	15,845	17,155	17,983	19,247	18,923
44814	Family clothing stores	13,656	15,119	14,793	16,129	18,035	20,719	22,808	24,175	23,165	25,724	27,362	29,997	33,027	35,191	34,683
4482	Shoe stores	8,166	8,674	8,738	8,985	8,919	9,333	9,731	9,547	9,592	10,491	10,921	11,575	12,814	13,399	13,123
451	Sporting goods, hobby, book, and music stores	19,953	22,580	22,750	22,844	24,706	25,720	27,834	29,363	29,660	29,284	30,085	32,252	32,035	33,395	35,156
452	General merchandise stores	74,286	75,817	80,349	83,657	88,130	95,491	104,211	108,921	109,807	113,068	126,779	138,345	147,267	150,815	147,833
4521	Department stores	55,366	54,721	57,010	57,950	60,565	68,699	72,656	73,345	70,236	66,193	66,417	72,754	70,889	70,597	67,323
452111	Department stores (except discount dept. stores)	32,542	32,638	32,478	34,255	34,258	33,922	36,117	36,066	32,733	32,463	31,613	33,065	33,998	32,610	31,479
452112	Discount dept. stores	22,824	22,083	24,532	23,695	26,307	34,777	36,539	37,279	37,503	33,730	34,804	39,689	36,891	37,987	35,844
4529	Other general merchandise stores	18,920	21,096	23,339	25,707	27,565	26,792	31,555	35,576	39,571	46,875	60,362	65,591	76,378	80,218	80,510
45291	Warehouse clubs and superstores	7,959	11,345	12,442	15,129	17,296	16,365	20,377	24,021	27,351	35,115	45,910	50,876	61,784	64,536	64,700
45299	All other gen. merchandise stores	10,961	9,751	10,897	10,578	10,269	10,427	11,178	11,555	12,220	11,760	14,452	14,715	14,594	15,682	15,810
453	Miscellaneous store retailers	27,873	30,813	33,824	36,321	39,602	42,871	43,822	45,690	42,996	45,306	45,610	46,695	46,307	50,127	51,650
454	Nonstore retailers	38,387	44,286	47,301	53,461	56,016	58,962	63,894	74,296	73,322	80,731	86,335	91,637	98,409	106,397	112,137
4541	Electronic shopping and mail-order houses	18,213	21,020	23,064	26,911	29,982	32,848	36,885	44,233	43,513	48,504	52,920	58,196	64,423	72,473	76,678

¹GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. 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 www.census.gov/svsd/www/artstbl.html.