

**Table 5A. Estimated Measures of Sampling Variability<sup>1</sup> for Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010**

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>								
			2002	2003	2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>1.0</b>	<b>0.8</b>	<b>0.7</b>	<b>0.7</b>	<b>0.8</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>1.0</b>	<b>0.7</b>	<b>0.8</b>	<b>0.7</b>	<b>1.0</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	1.6	0.8	1.4	1.5	1.8
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	3.8	1.7	2.4	2.9	3.4
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	3.8	2.3	2.1	2.7	3.2
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	2.7	1.7	1.7	2.1	2.2
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	3.8	2.6	3.0	3.2	3.3
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.0	2.6	2.6	2.4	2.2
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	2.8	1.6	2.1	2.4	2.6
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	2.7	1.8	1.8	1.8	2.3
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	1.8	2.2	1.6	2.7	2.9
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	7.0	5.0	6.5	4.7	5.2
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>1.4</b>	<b>1.2</b>	<b>1.2</b>	<b>1.4</b>	<b>1.4</b>
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	5.4	2.7	2.5	2.4	2.6
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	5.6	4.0	3.9	4.7	5.3
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	2.3	1.8	2.0	2.0	2.6
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	3.8	2.1	1.7	2.3	2.5
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	5.6	4.7	4.2	4.8	4.7
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	4.6	2.8	2.7	2.8	3.1
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	4.8	4.4	4.6	4.0	4.7
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.3	1.4	1.8	2.9	3.6
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	5.9	5.4	4.8	5.3	5.5
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	0.1	0.1	0.1	0.1	0.1
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	0.3	0.4	0.4	0.6	0.5
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	0.3	0.4	0.3	0.5	0.5
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	0.3	0.3	0.2	0.3	0.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	0.2	0.4	0.4	0.4	0.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.2
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	0.2	0.3	0.3	0.3	0.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	0.3	0.4	0.4	0.4	0.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.3	0.4	0.3	0.4	0.3
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	0.8	0.8	0.9	0.9	0.8
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>0.2</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	0.6	0.4	0.3	0.3	0.3
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	0.4	0.4	0.3	0.4	0.4
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	0.4	0.4	0.4	0.5	0.5
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	0.4	0.3	0.3	0.2	0.2
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	0.4	0.4	0.4	0.4	0.4
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	0.1	0.1	0.1	0.1	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	0.3	0.2	0.2	0.2	0.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	0.9	0.8	0.7	0.8	0.8

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

2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>								
			2002	2003	2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
42	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches</b>	NA	NA	NA	NA	1.4	0.9	0.7	0.6	0.6
423	<b>Operating expenses</b>	<b>Durable goods</b>	NA	NA	NA	NA	1.6	0.9	1.0	0.9	1.1
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	2.2	1.0	1.6	1.7	2.2
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	4.3	1.9	2.6	3.4	3.8
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	4.1	2.0	2.0	2.7	3.4
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	4.0	2.2	2.3	2.9	3.1
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	5.8	3.9	4.8	4.9	5.2
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	5.3	3.2	3.3	2.9	2.6
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	3.3	1.7	2.3	2.8	3.0
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	2.9	1.9	2.0	2.0	2.7
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	1.7	2.1	1.4	2.6	2.7
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	7.7	5.3	6.8	4.9	5.5
424	<b>Operating expenses</b>	<b>Nondurable goods</b>	NA	NA	NA	NA	1.9	1.2	1.2	1.5	1.6
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	6.8	3.6	3.5	3.6	4.0
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	11.9	8.2	7.4	9.7	9.6
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	1.5	1.9	1.9	2.1	2.4
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	4.6	3.1	2.6	3.5	3.8
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	5.6	4.7	4.2	4.8	4.7
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	4.6	3.7	3.2	3.3	4.1
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	6.9	5.9	5.7	6.4	6.7
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	2.5	1.5	1.9	3.1	3.8
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	5.1	3.2	3.2	2.8	3.7
42	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches</b>	NA	NA	NA	NA	0.1	0.1	0.1	0.1	0.1
423	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	NA	NA	NA	NA	0.2	0.1	0.2	0.2	0.2
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	0.2	0.1	0.2	0.2	0.2
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	0.4	0.5	0.6	0.8	0.7
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	0.3	0.4	0.4	0.4	0.4
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	0.4	0.4	0.3	0.4	0.4
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	0.4	0.5	0.6	0.6	0.6
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	0.5	0.4	0.4	0.5	0.3
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	0.3	0.5	0.5	0.4	0.5
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	0.3	0.4	0.4	0.5	0.4
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	0.9	0.8	1.0	0.9	0.8
424	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	NA	NA	NA	NA	0.2	0.1	0.1	0.1	0.2
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	0.8	0.6	0.5	0.5	0.6
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	0.6	0.5	0.4	0.5	0.5
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	0.4	0.4	0.5	0.5	0.5
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	0.5	0.4	0.3	0.3	0.3
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	0.3	0.3	0.3	0.3	0.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	0.6	0.6	0.6	0.6	0.6
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	0.1	0.1	0.1	0.2	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	0.3	0.3	0.2	0.2	0.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	0.5	0.5	0.5	0.5	0.6

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2002 NAICS CODE	Data Item	Kind of Business	Estimated Measures of Sampling Variability <sup>1</sup>								
			2002	2003	2004 <sup>r</sup>	2005 <sup>r</sup>	2006 <sup>r</sup>	2007 <sup>r</sup>	2008 <sup>r</sup>	2009 <sup>r</sup>	2010
42	<b>Operating expenses</b>	<b>Manufacturers' Sales Branches and Offices</b>	3.1	2.7	1.2	1.3	1.4	1.5	1.5	1.4	1.6
423	<b>Operating expenses</b>	<b>Durable goods</b>	4.2	3.6	1.0	0.9	1.3	1.3	1.2	1.2	1.4
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	2.0	1.6	S	S	1.6	1.0	1.6	1.6	1.6
4232	Operating expenses	Furniture and Home Furnishings	7.4	7.8	6.7	2.9	3.8	1.8	2.8	2.8	2.7
4233	Operating expenses	Lumber & Other Construction Materials	3.7	4.0	6.7	6.5	5.9	6.7	7.6	8.4	8.1
4234	Operating expenses	Professional and Commercial Equipment and Supplies	2.4	2.8	2.0	2.1	1.9	1.1	0.9	0.8	1.0
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	5.6	7.5	3.2	3.2	2.6	1.3	1.1	1.0	S
4235	Operating expenses	Metals and Minerals, ex. Petroleum	11.1	11.0	3.5	3.2	5.0	4.0	4.2	3.8	3.9
4236	Operating expenses	Electrical Goods	12.7	10.4	3.6	3.5	S	S	S	2.5	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	3.4	3.4	2.0	2.1	2.8	2.4	2.7	3.8	4.3
4238	Operating expenses	Machinery, Equipment, and Supplies	5.2	15.2	5.3	5.0	4.6	7.0	6.9	6.1	6.8
4239	Operating expenses	Miscellaneous Durable Goods	S	S	4.9	5.6	5.8	5.2	6.8	7.0	7.1
424	<b>Operating expenses</b>	<b>Nondurable goods</b>	2.2	1.9	2.7	2.8	2.9	2.2	2.3	2.1	2.3
4241	Operating expenses	Paper and Paper Products	4.3	4.3	S	S	3.5	2.2	2.1	2.0	2.2
4242	Operating expenses	Drugs and Druggists' Sundries	3.6	3.7	2.4	2.7	2.6	2.2	3.0	1.4	2.1
4243	Operating expenses	Apparel, Piece Goods, and Notions	7.2	8.7	22.4	22.6	23.9	22.3	25.2	28.7	S
4244	Operating expenses	Groceries and Related Products	5.8	4.8	5.8	5.5	5.9	2.8	3.0	3.2	3.1
4246	Operating expenses	Chemicals and Allied Products	3.1	2.6	8.7	9.4	8.7	2.4	4.2	3.8	4.1
4247	Operating expenses	Petroleum and Petroleum Products	4.8	4.0	7.2	6.6	2.7	2.9	3.2	2.7	3.3
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	0.4	0.3	0.3	0.4	0.4	0.4	S
4249	Operating expenses	Miscellaneous Nondurable Goods	4.4	4.8	17.7	16.8	17.2	19.1	16.6	17.7	20.2
42	<b>Operating expenses as a percent of sales</b>	<b>Manufacturers' Sales Branches and Offices</b>	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1
423	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	0.3	0.3	0.1	0.1	0.1	0.1	0.1	0.1	0.1
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	Z	Z	S	S	Z	Z	Z	Z	Z
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	0.7	0.8	0.9	0.1	0.2	0.2	0.1	0.1	0.1
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	0.4	0.4	0.4	0.4	0.5	0.6	0.7	0.7	0.7
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	0.4	0.4	0.2	0.2	0.2	0.2	0.2	0.1	0.1
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	0.6	0.7	0.2	0.2	0.1	0.2	0.2	0.1	S
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	0.5	0.4	0.1	0.1	0.1	0.2	0.2	0.2	0.1
4236	Operating expenses as a percent of sales	Electrical Goods	1.9	1.7	0.3	0.3	S	S	S	0.3	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	0.6	0.5	0.3	0.3	0.3	0.4	0.4	0.6	0.5
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	0.4	1.1	0.5	0.5	0.5	0.5	0.4	0.5	0.6
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	S	S	0.8	0.9	0.8	0.9	1.0	1.0	0.9
424	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	0.2	0.1	0.3	0.3	0.3	0.2	0.2	0.2	0.2
4241	Operating expenses as a percent of sales	Paper and Paper Products	0.3	0.3	S	S	0.4	0.3	0.3	0.3	0.3
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.3
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	0.7	0.8	0.8	0.8	0.8	0.9	0.9	0.8	S
4244	Operating expenses as a percent of sales	Groceries and Related Products	0.6	0.5	0.4	0.4	0.3	0.4	0.5	0.4	0.4
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	0.2	0.2	0.3	0.3	0.2	0.2	0.3	0.3	0.3
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	Z	Z	Z	Z	Z	Z	Z	Z	S
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	0.3	0.4	2.7	2.6	2.6	2.5	2.3	2.4	2.3

Notes:

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

Z - Estimate is less than 0.05%.

S - Corresponding estimate in Table 5 does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see <http://www.census.gov/quality/standards/standardf1.html>.

Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnote:

<sup>1</sup>Estimates of sampling variability for operating expenses are measured using coefficients of variation. Estimates of sampling variability for operating expenses as a percent of sales are measured using standard errors.

<sup>r</sup>Revised data.