

Table 4A. Estimated Measures of Sampling Variability<sup>1</sup> for Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices: 1998 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	1998	1999	2000	2001	2002	2003	2004 <sup>†</sup>	2005 <sup>†</sup>	2006 <sup>†</sup>	2007 <sup>†</sup>	2008 <sup>†</sup>	2009 <sup>†</sup>	2010	
			0.6	0.8	0.9	1.0	0.4	0.6	0.7	0.8	1.0	0.2	0.4	0.5	0.7	0.8
42	Purchases	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	0.6	0.8	0.9	1.0	0.4	0.6	0.7	0.8	1.0	0.2	0.4	0.5	0.7	0.8
423	Purchases	Durable goods	1.0	1.1	1.3	1.5	0.6	1.0	1.1	1.0	1.0	0.2	0.5	0.7	0.8	
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplie	3.0	3.0	3.1	3.6	0.7	0.9	1.2	1.7	1.8	0.3	0.9	1.4	1.8	
4232	Purchases	Furniture and Home Furnishings	2.3	2.1	2.1	3.2	0.7	1.6	3.2	3.6	4.2	0.8	2.2	3.1	4.4	
4233	Purchases	Lumber & Other Construction Material:	2.3	2.4	3.7	8.6	2.3	3.4	3.1	3.1	3.5	0.7	1.5	1.7	1.7	
4234	Purchases	Professional and Commercial Equipment and Supplie	2.5	2.7	3.5	4.2	2.5	2.5	2.5	2.8	3.3	0.7	0.9	1.5	1.8	
42343	Purchases	Computer and Computer Peripheral Equipment and Softwar	3.6	4.4	5.8	6.8	1.5	2.1	3.0	3.3	3.5	0.6	1.4	2.3	2.9	
4235	Purchases	Metals and Minerals, ex. Petroleum	2.2	2.9	3.5	3.7	1.0	1.8	2.4	2.7	3.0	0.9	2.4	1.7	2.3	
4236	Purchases	Electrical Goods	2.3	2.4	2.4	3.7	0.5	1.9	3.3	3.3	3.7	0.4	0.9	1.5	1.6	
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplie	1.3	1.2	2.0	2.4	1.0	1.2	1.8	2.4	2.7	0.8	1.3	2.1	3.5	
4238	Purchases	Machinery, Equipment, and Supplie:	2.2	2.4	3.0	3.5	1.2	1.3	1.9	2.2	1.9	1.0	2.2	2.2	1.8	
4239	Purchases	Miscellaneous Durable Goods	2.5	2.6	3.3	4.5	1.7	3.2	3.8	3.3	2.8	1.4	1.9	3.2	3.2	
424	Purchases	Nondurable goods	0.7	1.0	1.2	1.0	0.4	0.7	1.2	1.3	1.5	0.3	0.7	0.7	1.1	
4241	Purchases	Paper and Paper Products	1.6	2.2	2.7	2.5	0.7	2.0	3.6	3.8	4.5	0.8	1.2	2.0	2.5	
4242	Purchases	Drugs and Druggists' Sundries	2.1	2.0	2.3	2.6	0.6	1.7	3.6	2.2	2.3	0.9	2.0	1.6	1.7	
4243	Purchases	Apparel, Piece Goods, and Notion	2.5	2.8	3.5	4.5	1.2	1.6	2.4	2.4	2.2	0.8	1.8	2.5	2.8	
4244	Purchases	Groceries and Related Product:	1.1	1.6	1.5	2.0	0.7	1.1	2.1	3.0	3.1	0.8	1.7	2.3	2.4	
4245	Purchases	Farm Product Raw Material:	3.3	3.6	3.8	4.4	2.1	2.7	3.9	4.0	4.0	0.5	1.4	1.5	2.0	
4246	Purchases	Chemicals and Allied Product:	2.1	2.8	3.4	4.1	1.4	2.1	2.9	2.6	3.7	1.0	1.8	2.2	2.4	
4247	Purchases	Petroleum and Petroleum Product:	4.3	4.5	4.5	4.0	0.4	1.4	2.6	2.9	4.2	0.3	1.2	2.4	3.1	
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverage	1.2	1.5	1.7	2.5	0.5	1.3	1.8	2.1	2.1	0.4	1.6	2.9	3.5	
4249	Purchases	Miscellaneous Nondurable Goods	3.3	5.0	4.8	5.7	2.7	3.3	4.2	4.1	3.7	1.3	2.2	2.7	2.9	
42	Gross margins	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	x	1.2	1.2	1.5	0.8	1.0	x	1.3	1.3	0.9	1.0	1.2	1.0	
423	Gross margins	Durable goods	x	1.2	1.4	2.0	1.0	1.4	x	1.6	1.6	1.0	1.0	1.3	1.3	
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplie	x	2.4	2.5	2.0	2.2	3.8	x	2.6	2.4	1.8	2.2	3.0	2.2	
4232	Gross margins	Furniture and Home Furnishings	x	4.1	3.6	4.6	2.2	2.8	x	4.2	4.4	2.5	3.4	4.9	5.5	
4233	Gross margins	Lumber & Other Construction Material:	x	3.8	4.0	3.7	4.2	4.3	x	4.5	5.0	2.6	3.5	4.0	4.4	
4234	Gross margins	Professional and Commercial Equipment and Supplie	x	3.6	4.6	5.3	3.6	3.9	x	3.7	4.1	2.8	2.5	2.7	2.9	
42343	Gross margins	Computer and Computer Peripheral Equipment and Softwar	x	6.3	8.4	10.1	6.2	7.9	x	4.2	5.4	4.3	4.5	4.8	4.7	
4235	Gross margins	Metals and Minerals, ex. Petroleum	x	5.5	4.4	5.3	3.4	4.4	x	4.1	4.5	6.0	3.3	6.5	2.9	
4236	Gross margins	Electrical Goods	x	3.3	3.4	4.3	2.4	4.2	x	3.2	3.8	2.3	1.8	2.9	2.6	
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplie	x	2.7	2.3	3.5	2.3	3.0	x	3.2	3.4	1.9	2.5	2.5	4.0	
4238	Gross margins	Machinery, Equipment, and Supplie:	x	3.0	3.5	3.7	2.2	2.3	x	3.5	2.4	2.6	2.6	5.5	4.1	
4239	Gross margins	Miscellaneous Durable Goods	x	4.2	3.9	4.6	3.8	5.3	x	5.0	7.4	5.0	5.1	5.3	5.0	
424	Gross margins	Nondurable goods	x	2.0	2.1	2.3	1.5	1.7	x	1.7	1.7	1.6	1.9	2.0	2.0	
4241	Gross margins	Paper and Paper Products	x	2.1	2.5	2.7	2.5	3.7	x	6.5	7.3	3.4	3.9	4.0	4.6	
4242	Gross margins	Drugs and Druggists' Sundries	x	7.4	7.6	4.6	4.9	4.8	x	8.6	9.3	9.3	9.8	9.5	8.9	
4243	Gross margins	Apparel, Piece Goods, and Notion	x	3.9	4.6	4.8	2.5	4.3	x	3.1	2.6	2.4	2.5	2.8	2.8	
4244	Gross margins	Groceries and Related Products	x	3.8	4.3	5.9	4.0	4.2	x	4.4	3.8	4.2	4.8	5.1	4.7	
4245	Gross margins	Farm Product Raw Materials	x	5.2	8.0	8.4	9.8	13.3	x	12.5	5.0	6.5	6.5	3.8	5.2	
4246	Gross margins	Chemicals and Allied Products	x	5.9	5.2	7.0	4.1	4.7	x	4.2	6.5	3.6	3.0	3.4	3.9	
4247	Gross margins	Petroleum and Petroleum Products	x	6.8	6.2	7.0	4.5	4.5	x	4.4	5.7	4.6	3.9	5.3	6.1	
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	x	2.1	3.1	3.4	1.5	1.6	x	2.6	3.1	1.5	3.2	3.9	4.7	
4249	Gross margins	Miscellaneous Nondurable Goods	x	5.1	4.5	4.4	3.8	6.0	x	5.4	5.5	5.1	4.1	4.7	5.8	
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	x	0.2	0.2	0.2	0.2	0.2	x	0.2	0.1	0.2	0.2	0.2	0.2	
423	Gross margins as a percent of sales	Durable goods	x	0.2	0.2	0.2	0.3	0.3	x	0.3	0.2	0.2	0.2	0.2	0.3	
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplie	x	0.6	0.4	0.5	0.5	0.7	x	0.3	0.4	0.3	0.3	0.4	0.2	
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	x	0.6	0.5	0.7	0.7	0.8	x	0.6	0.7	0.8	0.8	0.9	1.0	
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	x	0.5	0.5	0.9	0.8	0.8	x	0.5	0.6	0.6	0.7	0.6	0.7	
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	x	0.4	0.6	0.7	0.9	0.9	x	0.6	0.5	0.6	0.5	0.5	0.5	
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	x	0.5	0.6	0.9	1.2	1.3	x	0.5	0.4	0.6	0.7	0.7	0.8	
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	x	1.0	0.8	0.9	0.7	0.9	x	0.5	0.6	0.9	0.6	0.6	0.5	
4236	Gross margins as a percent of sales	Electrical Goods	x	0.5	0.6	0.5	0.5	0.7	x	0.4	0.4	0.5	0.4	0.4		
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	x	0.5	0.5	0.6	0.6	0.8	x	0.6	0.6	0.6	0.7	0.7	0.6	
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	x	0.5	0.5	0.5	0.6	0.5	x	1.0	0.6	0.7	0.8	1.2	0.9	
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	x	0.5	0.6	0.7	1.1	1.3	x	0.9	1.1	1.1	0.9	1.1	1.0	
424	Gross margins as a percent of sales	Nondurable goods	x	0.2	0.2	0.3	0.2	0.2	x	0.2	0.2	0.2	0.2	0.3	0.3	
4241	Gross margins as a percent of sales	Paper and Paper Products	x	0.4	0.4	0.5	0.6	0.8	x	0.9	0.9	0.7	0.7	0.6	0.7	
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	x	0.9	0.7	0.4	0.6	0.5	x	0.6	0.7	0.9	0.9	0.8	0.7	
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	x	0.6	0.7	0.6	0.8	1.1	x	0.7	0.6	0.7	0.6	0.7	0.6	
4244	Gross margins as a percent of sales	Groceries and Related Products	x	0.5	0.6	0.7	0.6	0.6	x	0.8	0.7	0.7	0.8	0.8	0.8	
4245	Gross margins as a percent of sales	Farm Product Raw Materials	x	0.3	0.5	0.6	0.7	1.1	x	1.0	0.4	0.8	0.5	0.4	0.4	
4246	Gross margins as a percent of sales	Chemicals and Allied Products	x	1.0	0.8	1.1	1.1	1.2	x	0.8	1.0	0.9	0.7	0.8	0.9	
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	x	0.3	0.3	0.4	0.4	0.3	x	0.2	0.2	0.3	0.2	0.3	0.2	
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	x	0.4	0.4	0.4	0.4	0.3	x	0.3	0.6	0.4	0.5	0.4	0.4	
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Good	x	0.6	0.7	0.8	0.7	1.0	x	1.0	0.9	1.1	0.9	1.0	1.2	

Notes:

x - Denotes an estimated measure of sampling variability that is not available due to the lack of prior year inventories from the same sample.

NA - Estimated measure of sampling variability is unavailable.

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).

Footnotes:

<sup>1</sup> Estimates of sampling variability for purchases and gross margins are measured using coefficients of variation. Estimates of sampling variability for gross margins as a percent of sales are measured using standard errors.

<sup>†</sup> Revised data