

**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:**

[Purchases and gross margins estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	1998 <sup>1</sup>	1999 <sup>1</sup>	2000 <sup>1</sup>	2001 <sup>1</sup>	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007 <sup>1</sup>	2008 <sup>1</sup>	2009 <sup>1</sup>	2010
<b>42</b>	<b>Purchases</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>1,942,912</b>	<b>2,083,401</b>	<b>2,270,344</b>	<b>2,234,646</b>	<b>2,281,909</b>	<b>2,410,994</b>	<b>2,714,735</b>	<b>2,954,854</b>	<b>3,188,964</b>	<b>3,416,205</b>	<b>3,649,493</b>	<b>3,010,782</b>	<b>3,406,178</b>
<b>423</b>	<b>Purchases</b>	<b>Durable goods</b>	<b>1,011,882</b>	<b>1,091,843</b>	<b>1,153,953</b>	<b>1,091,649</b>	<b>1,089,707</b>	<b>1,128,518</b>	<b>1,315,194</b>	<b>1,415,330</b>	<b>1,545,290</b>	<b>1,615,465</b>	<b>1,619,165</b>	<b>1,279,277</b>	<b>1,460,259</b>
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplie	145,700	169,802	176,251	186,328	200,549	213,005	234,795	251,537	278,630	284,538	255,300	203,007	242,201
4232	Purchases	Furniture and Home Furnishings:	31,026	33,627	37,431	36,578	39,900	38,336	41,987	44,795	48,953	46,675	45,148	35,656	37,265
4233	Purchases	Lumber & Other Construction Material:	65,528	72,748	81,070	71,943	76,096	84,286	102,800	110,696	111,276	97,017	89,038	68,401	70,758
4234	Purchases	Professional and Commercial Equipment and Supplie	200,876	221,439	221,601	205,241	207,113	210,278	233,958	245,736	255,555	275,551	275,500	257,960	281,073
42343	Purchases	Computer and Computer Peripheral Equipment and Softwa	132,911	149,779	148,613	128,152	124,590	120,900	132,508	137,605	137,398	146,293	146,444	137,073	155,936
4235	Purchases	Metals and Minerals, ex. Petroleum	72,164	69,907	75,594	67,910	65,765	66,046	96,788	111,036	130,898	138,679	147,878	83,352	103,907
4236	Purchases	Electrical Goods	157,064	174,782	203,330	179,822	173,472	181,894	208,940	225,677	248,639	272,153	276,136	238,788	269,159
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplie	49,491	51,312	53,643	49,037	50,081	52,588	61,253	68,670	78,737	80,557	78,213	64,158	69,010
4238	Purchases	Machinery, Equipment, and Supplie:	179,982	183,291	189,799	182,366	166,758	168,318	191,692	210,649	230,780	239,723	258,798	195,346	217,014
4239	Purchases	Miscellaneous Durable Goods	110,051	114,935	125,234	112,424	112,983	113,777	140,981	146,534	161,822	178,572	193,145	132,609	169,872
<b>424</b>	<b>Purchases</b>	<b>Nondurable goods</b>	<b>931,030</b>	<b>991,558</b>	<b>1,116,391</b>	<b>1,142,997</b>	<b>1,192,202</b>	<b>1,282,476</b>	<b>1,399,541</b>	<b>1,539,524</b>	<b>1,643,674</b>	<b>1,800,740</b>	<b>2,030,328</b>	<b>1,731,505</b>	<b>1,945,919</b>
4241	Purchases	Paper and Paper Products	54,108	57,624	61,933	61,363	58,703	60,525	66,723	70,063	72,193	72,780	72,160	64,678	66,596
4242	Purchases	Drugs and Druggists' Sundries	110,654	134,517	159,458	190,354	223,297	252,717	273,881	292,582	308,738	318,804	332,675	343,385	356,166
4243	Purchases	Apparel, Piece Goods, and Notion:	61,681	63,219	68,265	69,025	74,444	75,865	79,508	84,992	93,660	98,969	96,137	86,161	94,730
4244	Purchases	Groceries and Related Products:	288,827	299,054	315,329	315,611	321,956	328,488	339,506	355,909	366,889	399,450	411,532	399,853	414,122
4245	Purchases	Farm Product Raw Materials	101,678	92,406	95,354	91,951	95,171	102,629	106,304	97,442	100,678	133,088	180,205	151,555	167,094
4246	Purchases	Chemicals and Allied Products:	42,413	43,542	47,787	48,986	51,809	54,707	62,436	71,637	73,849	79,591	90,426	66,511	78,816
4247	Purchases	Petroleum and Petroleum Products:	106,977	126,790	179,941	177,510	180,619	218,078	262,943	347,394	400,360	457,245	589,911	375,461	516,011
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverage	46,654	50,724	53,654	56,046	59,511	62,975	64,369	68,222	73,254	77,845	81,317	80,709	81,689
4249	Purchases	Miscellaneous Nondurable Goods	118,038	123,682	134,680	132,151	126,892	126,492	143,971	151,283	153,053	161,968	175,965	164,192	170,695
<b>42</b>	<b>Gross margins</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>497,883</b>	<b>533,590</b>	<b>563,567</b>	<b>539,393</b>	<b>557,775</b>	<b>567,871</b>	<b>632,635</b>	<b>686,546</b>	<b>746,275</b>	<b>784,873</b>	<b>798,521</b>	<b>637,061</b>	<b>766,687</b>
<b>423</b>	<b>Gross margins</b>	<b>Durable goods</b>	<b>305,286</b>	<b>326,297</b>	<b>343,536</b>	<b>314,562</b>	<b>331,443</b>	<b>337,217</b>	<b>392,366</b>	<b>418,500</b>	<b>460,548</b>	<b>465,540</b>	<b>471,415</b>	<b>340,044</b>	<b>434,866</b>
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplie	39,182	45,918	47,972	47,359	53,836	48,986	51,220	56,117	59,788	58,296	57,010	37,235	55,573
4232	Gross margins	Furniture and Home Furnishings	12,378	13,736	15,973	15,494	16,943	17,606	18,245	18,852	20,751	20,522	18,601	13,545	15,816
4233	Gross margins	Lumber & Other Construction Material:	13,877	16,520	16,309	17,735	19,396	22,335	27,434	29,302	30,636	28,748	26,830	19,604	21,898
4234	Gross margins	Professional and Commercial Equipment and Supplie	55,835	61,550	60,108	58,803	65,624	64,977	69,490	72,057	77,776	79,431	82,606	74,389	82,255
42343	Gross margins	Computer and Computer Peripheral Equipment and Softwa	24,478	26,560	24,814	22,918	25,724	23,870	25,635	25,546	24,453	24,825	29,024	28,454	32,908
4235	Gross margins	Metals and Minerals, ex. Petroleum	16,959	16,643	18,874	15,629	16,224	15,368	29,267	26,076	32,732	25,819	33,549	9,864	23,875
4236	Gross margins	Electrical Goods	45,997	52,509	60,575	47,385	48,290	50,688	61,268	74,886	79,529	80,377	85,057	81,133	96,057
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplie	16,858	17,508	19,449	19,498	20,453	22,462	24,701	28,136	32,217	32,484	29,405	23,111	26,753
4238	Gross margins	Machinery, Equipment, and Supplie:	69,715	66,697	67,590	62,831	58,342	60,313	72,762	83,046	86,266	92,228	95,343	64,968	83,156
4239	Gross margins	Miscellaneous Durable Goods	34,485	35,216	36,686	29,830	32,335	34,482	40,165	43,646	45,496	48,483	47,694	32,271	44,407
<b>424</b>	<b>Gross margins</b>	<b>Nondurable goods</b>	<b>192,597</b>	<b>207,293</b>	<b>220,031</b>	<b>224,831</b>	<b>226,332</b>	<b>230,654</b>	<b>240,269</b>	<b>268,046</b>	<b>285,727</b>	<b>319,333</b>	<b>327,106</b>	<b>297,017</b>	<b>331,821</b>
4241	Gross margins	Paper and Paper Products	14,942	15,627	16,605	14,111	13,595	13,598	16,057	17,734	18,354	18,658	18,629	15,741	17,364
4242	Gross margins	Drugs and Druggists' Sundries	17,147	20,415	21,144	27,098	23,782	19,397	18,736	28,116	31,775	33,233	36,707	33,616	37,137
4243	Gross margins	Apparel, Piece Goods, and Notion:	25,569	26,832	28,752	30,370	31,852	30,981	35,109	37,769	35,220	41,077	41,624	34,401	40,626
4244	Gross margins	Groceries and Related Products	52,825	58,374	59,533	60,337	65,057	73,391	63,871	68,195	71,075	79,207	80,322	78,810	88,155
4245	Gross margins	Farm Product Raw Materials	7,998	7,703	8,166	8,780	8,527	11,412	5,410	9,759	14,572	19,028	13,267	15,442	23,618
4246	Gross margins	Chemicals and Allied Products	14,237	14,467	14,440	15,308	16,564	16,300	17,119	20,107	21,012	23,764	25,941	20,693	24,621
4247	Gross margins	Petroleum and Petroleum Products	11,491	13,515	16,700	14,087	12,857	12,081	24,149	25,353	29,445	34,258	35,287	33,409	27,458
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,957	18,030	18,662	20,263	20,136	23,054	24,664	25,868	27,166	29,163	27,288	29,963
4249	Gross margins	Miscellaneous Nondurable Goods	32,965	33,403	36,661	36,078	33,835	33,358	36,764	36,350	38,406	42,942	46,166	37,617	42,879
<b>42</b>	<b>Gross margins as a percent of sales</b>	<b>U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices</b>	<b>20.5</b>	<b>20.5</b>	<b>20.0</b>	<b>19.4</b>	<b>19.7</b>	<b>19.1</b>	<b>19.1</b>	<b>19.0</b>	<b>19.1</b>	<b>18.8</b>	<b>18.0</b>	<b>17.2</b>	<b>18.6</b>
<b>423</b>	<b>Gross margins as a percent of sales</b>	<b>Durable goods</b>	<b>23.4</b>	<b>23.2</b>	<b>23.1</b>	<b>22.1</b>	<b>23.3</b>	<b>23.1</b>	<b>23.3</b>	<b>23.1</b>	<b>23.2</b>	<b>22.4</b>	<b>22.7</b>	<b>20.4</b>	<b>23.2</b>
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	21.3	21.6	21.6	20.2	21.4	18.8	18.0	18.5	17.8	17.1	18.5	14.8	18.9
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	28.8	29.3	30.3	29.6	31.7	31.7	30.5	29.9	30.0	29.7	29.0	26.6	30.1
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	17.4	18.7	18.7	19.8	20.4	21.2	21.5	21.1	21.6	22.7	23.0	21.7	23.8
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	21.7	21.8	21.3	22.0	24.1	23.6	23.0	22.7	23.5	22.4	23.1	22.2	22.8
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	15.5	15.1	14.2	14.9	17.1	16.5	16.3	15.7	15.2	14.5	16.5	17.2	17.5
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	19.2	19.2	21.0	18.4	19.8	18.9	24.2	20.7	15.6	18.9	9.5	19.1	
4236	Gross margins as a percent of sales	Electrical Goods	22.9	23.4	23.0	20.4	21.7	21.8	22.3	21.5	23.4	22.8	22.7	21.0	23.4
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	25.7	25.6	27.0	28.2	29.0	30.2	29.4	29.6	29.5	29.0	27.1	25.8	28.2
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplies	28.6	26.9	26.4	25.4	25.6	26.2	28.1	28.9	27.7	28.0	27.3	24.0	28.0
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	24.0	23.5	22.9	20.7	22.2	23.5	22.4	23.2	22.0	21.3	19.9	19.2	20.9
<b>424</b>	<b>Gross margins as a percent of sales</b>	<b>Nondurable goods</b>	<b>17.2</b>	<b>17.4</b>	<b>16.6</b>	<b>16.5</b>	<b>16.0</b>	<b>15.3</b>	<b>14.7</b>	<b>14.9</b>	<b>14.9</b>	<b>15.2</b>	<b>13.9</b>	<b>14.6</b>	<b>14.7</b>
4241	Gross margins as a percent of sales	Paper and Paper Products	21.6	21.4	21.4	18.5	18.7	18.4	19.6	20.3	20.3	20.4	20.6	19.4	20.8
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	13.7	13.5	12.0	12.9	9.7	7.1	6.4	8.7	9.3	9.4	9.9	8.9	9.5