

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010

[Operating expenses 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	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010
42	Operating expenses	U.S. Merchant Wholesalers	NA	NA	NA	NA	675,266	731,170	745,587	672,230	694,909
423	Operating expenses	Durable goods	NA	NA	NA	NA	397,141	430,342	435,282	380,480	398,562
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	52,491	56,838	55,333	48,953	53,465
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	18,902	20,393	18,448	15,287	15,068
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	27,897	29,408	28,383	23,465	22,318
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	81,577	85,668	89,634	83,858	87,955
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	32,313	34,708	36,412	34,715	37,779
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	20,679	22,416	22,554	17,997	17,997
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	62,715	72,292	71,880	66,021	69,298
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	28,239	29,760	28,569	23,573	23,464
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	70,502	75,615	82,204	71,361	75,076
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	34,139	37,952	38,277	30,365	33,921
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	278,125	300,828	310,305	291,750	296,347
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	21,845	21,975	21,700	20,882	20,969
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	49,731	50,454	51,791	49,453	48,075
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	30,466	32,756	31,661	29,169	29,665
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	73,766	81,561	84,909	81,975	84,597
4245	Operating expenses	Farm Product Raw Materials	NA	NA	NA	NA	8,103	9,512	11,701	10,435	11,405
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	21,627	24,990	26,256	22,452	24,741
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	15,774	18,374	19,498	18,497	17,163
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	19,474	21,245	22,239	21,759	21,781
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	37,339	39,961	40,550	37,128	37,951
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers	NA	NA	NA	NA	12.1	12.4	12.1	13.0	12.0
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	14.0	14.8	15.4	16.5	15.2
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	7.7	8.5	9.8	10.7	9.5
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	20.6	22.1	21.5	21.7	20.9
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	15.3	17.2	18.0	18.7	17.8
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.9	17.6	17.9	17.7	17.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.5	13.7	13.6	13.7	13.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	9.4	9.9	9.4	12.3	10.2
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.0	16.0	15.8	16.6	15.5
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	21.8	22.5	22.3	22.4	21.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	16.8	17.6	18.1	20.0	18.9
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.7	16.1	15.5	17.4	15.5
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	10.1	10.1	9.4	10.2	9.4
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	15.4	15.7	15.4	16.4	15.9
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	9.1	9.0	8.8	8.5	8.0
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	22.0	22.1	21.9	22.5	21.4
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	12.0	12.2	12.3	12.1	12.0
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	7.2	6.5	6.0	6.3	6.2
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	12.8	13.7	13.1	14.2	13.3
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.3	2.4	2.1	3.0	2.1
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	17.9	18.4	18.4	18.2	17.9
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.7	15.0	13.9	13.7	13.5

Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2010

[Operating expenses 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	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010
42	Operating expenses	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	514,957	565,195	573,006	511,014	530,096
423	Operating expenses	Durable goods	NA	NA	NA	NA	318,727	350,489	352,315	303,129	316,678
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	39,112	43,224	41,460	36,703	39,612
4232	Operating expenses	Furniture and Home Furnishings	NA	NA	NA	NA	16,017	17,609	15,962	12,886	12,660
4233	Operating expenses	Lumber & Other Construction Materials	NA	NA	NA	NA	23,428	24,305	23,328	19,135	18,524
4234	Operating expenses	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	56,400	61,336	62,233	58,382	60,755
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	19,338	22,450	22,950	22,007	23,966
4235	Operating expenses	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	18,711	19,900	19,933	15,311	15,612
4236	Operating expenses	Electrical Goods	NA	NA	NA	NA	48,630	57,199	57,376	52,608	54,671
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	25,160	26,646	25,381	21,168	21,273
4238	Operating expenses	Machinery, Equipment, and Supplies	NA	NA	NA	NA	59,027	63,891	69,926	57,985	61,000
4239	Operating expenses	Miscellaneous Durable Goods	NA	NA	NA	NA	32,242	36,379	36,716	28,951	32,571
424	Operating expenses	Nondurable goods	NA	NA	NA	NA	196,230	214,706	220,691	207,885	213,418
4241	Operating expenses	Paper and Paper Products	NA	NA	NA	NA	15,509	16,118	15,457	14,751	14,747
4242	Operating expenses	Drugs and Druggists' Sundries	NA	NA	NA	NA	20,551	21,863	23,205	22,436	22,584
4243	Operating expenses	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	28,813	31,314	30,272	28,166	28,618
4244	Operating expenses	Groceries and Related Products	NA	NA	NA	NA	52,340	57,174	57,878	56,825	58,561
4245	Operating Expenses	Farm Product Raw Materials	NA	NA	NA	NA	8,103	9,512	11,701	10,435	11,405
4246	Operating expenses	Chemicals and Allied Products	NA	NA	NA	NA	14,990	17,179	18,366	15,484	16,701
4247	Operating expenses	Petroleum and Petroleum Products	NA	NA	NA	NA	9,899	11,307	12,895	11,544	11,825
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18,099	19,548	20,565	20,167	20,399
4249	Operating expenses	Miscellaneous Nondurable Goods	NA	NA	NA	NA	27,926	30,691	30,352	28,077	28,578
42	Operating expenses as a percent of sales	U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices	NA	NA	NA	NA	13.2	13.5	12.9	13.8	12.8
423	Operating expenses as a percent of sales	Durable goods	NA	NA	NA	NA	16.1	16.9	17.0	18.2	16.9
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	11.6	12.7	13.5	14.6	13.4
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	NA	NA	NA	NA	23.2	25.5	24.9	25.3	24.1
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	NA	NA	NA	NA	16.5	19.2	20.0	21.2	20.1
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	17.0	17.3	17.4	17.4	16.8
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.0	13.1	13.1	13.3	12.8
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	11.8	12.0	11.2	14.8	12.5
4236	Operating expenses as a percent of sales	Electrical Goods	NA	NA	NA	NA	15.2	16.4	16.2	17.0	15.8
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	23.1	23.7	23.4	23.6	22.4
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	NA	NA	NA	NA	18.9	19.4	20.0	21.4	20.6
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	NA	NA	NA	NA	15.6	16.0	15.3	17.2	15.3
424	Operating expenses as a percent of sales	Nondurable goods	NA	NA	NA	NA	10.2	10.2	9.4	10.2	9.5
4241	Operating expenses as a percent of sales	Paper and Paper Products	NA	NA	NA	NA	17.2	17.7	17.1	18.1	17.7
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	NA	NA	NA	NA	6.0	6.2	6.3	6.0	5.8
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	NA	NA	NA	NA	22.4	22.4	22.2	22.8	21.6
4244	Operating expenses as a percent of sales	Groceries and Related Products	NA	NA	NA	NA	12.0	12.0	11.8	11.8	11.7
4245	Operating expenses as a percent of sales	Farm Product Raw Materials	NA	NA	NA	NA	7.2	6.5	6.0	6.3	6.2
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	NA	NA	NA	NA	15.8	16.8	15.9	17.4	16.3
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	NA	NA	NA	NA	2.3	2.3	2.1	2.9	2.2
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18.4	18.8	18.8	18.6	18.3
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.6	15.2	13.8	13.8	13.5

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2002 NAICS CODE	Data Item	Kind of Business	2002 ^f	2003 ^f	2004 ^f	2005 ^f	2006 ^f	2007 ^f	2008 ^f	2009 ^f	2010
42	Operating expenses	Manufacturers' Sales Branches and Offices	126,585	134,302	145,216	154,933	160,309	165,975	172,581	161,216	164,813
423	Operating expenses	Durable goods	65,714	68,040	72,897	76,128	78,414	79,853	82,967	77,351	81,884
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	11,752	13,512	S	S	13,379	13,614	13,873	12,250	13,853
4232	Operating expenses	Furniture and Home Furnishings	2,098	2,248	2,670	2,688	2,885	2,784	2,486	2,401	2,408
4233	Operating expenses	Lumber & Other Construction Materials	1,966	2,315	2,796	3,468	4,469	5,103	5,055	4,330	3,794
4234	Operating expenses	Professional and Commercial Equipment and Supplies	24,006	22,743	23,515	24,388	25,177	24,332	27,401	25,476	27,200
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	15,118	13,345	12,107	12,789	12,975	12,258	13,462	12,708	S
4235	Operating expenses	Metals and Minerals, ex. Petroleum	1,333	1,399	1,723	1,953	1,968	2,516	2,621	2,286	2,385
4236	Operating expenses	Electrical Goods	13,329	11,871	13,311	13,395	S	S	S	13,413	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	2,109	2,120	2,324	2,803	3,079	3,114	3,188	2,405	2,191
4238	Operating expenses	Machinery, Equipment, and Supplies	8,031	9,706	10,538	11,747	11,475	11,724	12,278	13,376	14,076
4239	Operating expenses	Miscellaneous Durable Goods	1,090	2,126	2,490	2,049	1,897	1,573	1,561	1,414	1,350
424	Operating expenses	Nondurable goods	60,871	66,262	72,319	78,805	81,895	86,122	89,614	83,865	82,929
4241	Operating expenses	Paper and Paper Products	5,526	5,615	S	S	6,336	5,857	6,243	6,131	6,222
4242	Operating expenses	Drugs and Druggists' Sundries	19,078	21,734	24,564	26,971	29,180	28,591	28,586	27,017	25,491
4243	Operating expenses	Apparel, Piece Goods, and Notions	1,770	1,608	1,683	1,867	1,653	1,442	1,389	1,003	S
4244	Operating expenses	Groceries and Related Products	15,848	17,719	19,477	20,718	21,426	24,387	27,031	25,150	26,036
4246	Operating expenses	Chemicals and Allied Products	5,858	5,902	6,448	6,638	6,637	7,811	7,890	6,968	8,040
4247	Operating expenses	Petroleum and Petroleum Products	3,643	4,221	4,506	5,949	5,875	7,067	6,603	6,953	5,338
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	967	960	1,101	1,382	1,375	1,697	1,674	1,592	S
4249	Operating expenses	Miscellaneous Nondurable Goods	8,181	8,503	8,892	9,298	9,413	9,270	10,198	9,051	9,373
42	Operating expenses as a percent of sales	Manufacturers' Sales Branches and Offices	9.5	9.6	9.5	9.4	9.5	9.7	10.1	11.1	10.0
423	Operating expenses as a percent of sales	Durable goods	8.8	9.0	8.9	9.0	9.1	9.7	10.9	12.1	11.0
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	3.4	3.9	S	S	3.9	4.1	5.4	5.9	5.2
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	11.7	12.2	12.9	11.9	12.8	11.9	11.5	12.4	12.3
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	9.6	9.6	9.5	9.7	10.9	11.4	12.3	12.4	11.3
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	17.9	15.8	16.0	16.0	16.6	18.5	19.1	18.4	18.5
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	18.5	14.4	12.9	12.8	13.3	14.8	14.7	14.4	S
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	3.7	3.7	3.6	3.5	3.2	4.1	4.1	5.8	4.7
4236	Operating expenses as a percent of sales	Electrical Goods	13.4	12.8	13.2	13.1	S	S	S	15.2	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	14.9	14.7	14.6	14.6	15.1	15.5	16.4	15.3	14.6
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	11.4	13.3	12.8	11.7	10.7	11.6	11.8	15.3	13.9
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	9.7	19.9	20.8	18.7	18.2	19.1	20.8	22.9	21.2
424	Operating expenses as a percent of sales	Nondurable goods	10.6	10.4	10.1	9.9	9.8	9.7	9.3	10.2	9.2
4241	Operating expenses as a percent of sales	Paper and Paper Products	13.2	13.1	S	S	12.3	12.1	12.3	13.3	12.8
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	13.5	13.7	13.7	13.8	14.1	13.6	13.1	13.0	12.2
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	14.1	14.9	15.5	16.9	17.0	17.0	17.3	16.5	S
4244	Operating expenses as a percent of sales	Groceries and Related Products	12.6	12.5	12.7	12.8	12.1	12.7	13.5	12.6	12.6
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	10.0	9.5	9.3	9.0	8.9	9.8	9.4	10.1	9.6
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	2.8	2.7	2.4	2.6	2.4	2.5	2.1	3.2	2.0
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	11.6	11.4	11.8	11.8	13.5	14.4	14.2	14.4	S
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	13.5	14.8	15.2	14.8	14.9	14.6	14.2	13.6	13.5

Notes:

NA - Estimate 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.

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>.

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 5A 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.