



U.S. CENSUS BUREAU *E-Stats*

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E-commerce 2005

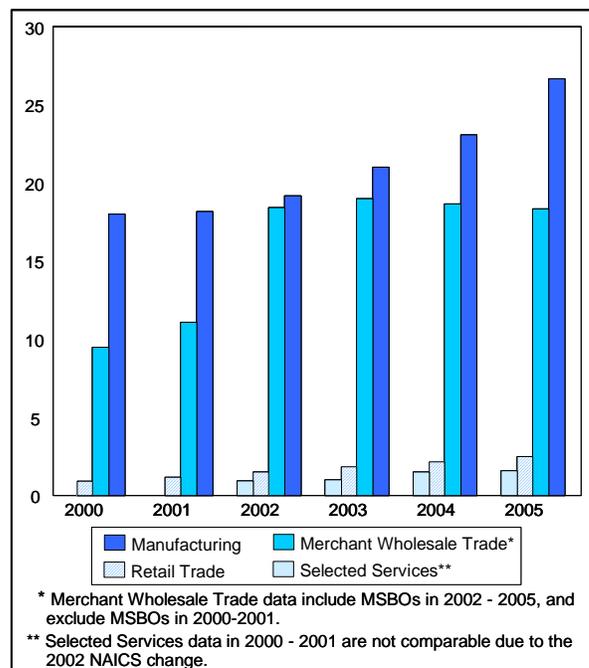
- In 2005, e-commerce grew faster than total economic activity in three of the four major economic sectors covered by the *E-Stats* report. However, change over time in the e-commerce share of each sector's overall shipments, sales, or revenues continue to be gradual.
- In 2005, as in prior years, Manufacturers and Merchant Wholesalers relied far more heavily on e-commerce than Retailers or Selected Service businesses. Manufacturers also increased their use of e-commerce at a faster pace.
- In 2005, as in prior years, business-to-business (B-to-B) activity—by definition here, transactions by Manufacturers and Merchant Wholesalers—accounted for most e-commerce (92 percent).
- Evidence from Merchant Wholesalers indicates that B-to-B e-commerce relies overwhelmingly on proprietary Electronic Data Interchange (EDI) systems.
- Merchant Wholesalers, including Manufacturing Sales Branches and Offices (MSBOs), ranked second, with e-commerce accounting for 18.3 percent (\$945 billion) of total sales. In contrast to other sectors, e-commerce sales of Merchant Wholesalers grew more slowly than total sales.
- Retailers' e-commerce sales increased by 22.2 percent. As a share of total retail sales, however, e-commerce sales remained modest—2.5 percent (\$93 billion), up from 2.2 percent (\$76 billion) in 2004.
- E-commerce sales for Selected Service Industries, a special group of service industries created for the E-Stats report, increased by 14.9 percent. E-commerce accounted for 1.6 percent (\$96 billion) of these industries' total revenues—up from 1.5 percent (\$83 billion) in 2004.

Sector Highlights

This edition of E-Stats estimates e-commerce activity in key sectors of the U.S. economy for 2005, revises previously released 2004 estimates, and places these estimates in historical context. Underlying data are collected in four separate surveys from approximately 137,600 manufacturing, wholesale, service, and retail businesses. The data show that in 2005:

- Manufacturers led all industry sectors, with e-commerce accounting for 26.7 percent (\$1,266 billion) of total shipments—up substantially for the fourth straight year.

E-commerce as Percent of Total Value: 2000 - 2005



U.S. Shipments, Sales, Revenues and E-commerce: 2005 and 2004

[Shipments, sales and revenues are in billions of dollars.]

Description	Value of Shipments, Sales, or Revenue				Year to Year Percent Change		% Distribution of E-commerce	
	2005		2004		Total	E-commerce	2005	2004
	Total	E-commerce	Total	E-commerce				
Total *	19,589	2,400	18,123	2,051	8.1	17.0	100.0	100.0
B-to-B*	9,912	2,211	9,109	1,892	8.8	16.9	92.1	92.2
Manufacturing	4,735	1,266	4,309	996	9.9	27.1	52.8	48.6
Merchant Wholesale	5,177	945	4,800	896	7.9	5.5	39.4	43.7
Excluding MSBOs ¹	3,585	475	3,297	435	8.8	9.2	19.8	21.2
MSBOs	1,592	471	1,503	461	5.9	2.0	19.6	22.5
B-to-C*	9,677	189	9,014	159	7.4	18.9	7.9	7.8
Retail	3,693	93	3,474	76	6.3	22.2	3.9	3.7
Selected Services	5,984	96	5,540	83	8.0	14.9	4.0	4.1

* We estimate business-to-business (B-to-B) and business-to-consumer (B-to-C) e-commerce by making several simplifying assumptions: manufacturing and wholesale e-commerce is entirely B-to-B, and retail and service e-commerce is entirely B-to-C. We also ignore definitional differences among shipments, sales, and revenues. The resulting B-to-B and B-to-C estimates, while not directly measured, show that almost all the dollar volume of e-commerce activity involves transactions between businesses. See the "Note to reader" for cautions relating to the interpretation of the "Total" shown here.

¹Manufacturers' Sales Branches and Offices

Sector data for 2005 and 2004 are the focus of the following section and are included in Appendix Tables 1-6. Appendix Table 7 summarizes total and e-commerce business activity in the four major sectors from 2000 to 2005.

Sector Analyses

• Manufacturing

E-commerce accounted for \$1,266 billion of manufacturing shipments in 2005, up from \$996 billion in 2004, an annual increase of 27.1 percent (Appendix Table 1).

E-shipments were 26.7 percent of all manufacturing shipments in 2005 up from 23.1 percent in 2004. From 2000 to 2005 manufacturing e-shipments increased at an average annual growth rate of 11.4 percent, compared with 2.5 percent for total shipments (Appendix Table 7). Across the sector, e-shipments were pervasive, accounting for at least 10 percent of total shipments in all 21 manufacturing industry groups. In 2005, as in prior years, e-shipments as a share of total shipments were largest in the Transportation

Equipment group (53.9 percent) and Beverage and Tobacco (49.1 percent).

In value terms, however, manufacturing e-shipments were concentrated. Six manufacturing industry groups accounted for more than 70 percent of the sector's 2005 e-shipments: Transportation Equipment, with 29 percent of all e-shipments (\$370 billion); Chemicals with 13 percent (\$158 billion); Petroleum and Coal Products at 10 percent (\$120 billion); Food Products at 8 percent (\$95 billion); Computer and Electronic Products at 7 percent (\$86 billion); and Machinery Products at 6 percent (\$72 billion). In 2005, these six industries accounted for 63 percent of total manufacturing shipments.

From 2004 to 2005, e-shipments grew substantially in seven manufacturing industry groups: Printing and Related Products (90 percent), Petroleum and Coal Products (55 percent), Chemicals (54 percent), Paper Products (52 percent), Textile Mills (52 percent), Wood Products (52 percent), and Food Products (48 percent). Of these, three industry groups, Petroleum and Coal Products, Chemical

Manufacturing, and Food Products were among the largest e-shippers. Two other large e-shippers, Machinery Products, and Computer and Electronic Products increased their e-shipments at a vigorous pace—37 and 12 percent respectively.

Information included in this section, Appendix Tables 1 and 7, and the table on page 2 of this report was collected in the 2005 Annual Survey of Manufacturers (ASM), a survey of more than 50,000 plants in the United States.

• Merchant Wholesale Trade

U.S. merchant wholesalers including MSBOs reported total e-commerce sales of \$945 billion in 2005, up from a revised \$896 billion in 2004—an annual increase of 5.5 percent (Appendix Table 2.0).

E-sales were 18.3 percent of merchant wholesalers and MSBOs' combined total sales in 2005 (Appendix Table 2.1).

In 2005, merchant wholesale e-sales excluding MSBOs accounted for 9.2 percent (\$475 billion) of the combined sector's total sales.

Information included in this section, as well as in Appendix Tables 2.0, 2.1, 2.2, 3, and 7, and the table on page 2 of this report was collected in the 2005 Annual Wholesale Trade Survey (AWTS)—formerly known as the Annual Trade Survey (ATS), a survey of about 8,600 merchant wholesalers, including about 1,100 MSBOs. MSBOs were classified as merchant wholesalers under the 2002 North American Industry Classification System (NAICS) and were first included in the AWTS in 2003. In this report, data for merchant wholesalers excluding MSBOs, and data for MSBOs are shown separately in Appendix Tables 2.1 and 2.2 respectively; data are combined in Appendix Tables 2.0 and 7.

As in manufacturing, merchant wholesalers' reliance on e-commerce was widespread in 2005. Eleven of the 16 merchant wholesale industry groups (excluding MSBOs), for which complete data for 2005 were publishable, conducted more than 5 percent

of their business electronically. In value terms, however, again as in manufacturing, merchant wholesalers' e-sales were substantially concentrated. In the 16 industries noted above, four industry groups—Drugs and Druggists' Sundries, Motor Vehicles and Automotive Equipment, and Professional Equipment, and Grocery Products—accounted for 69 percent of total e-sales.

Unlike other wholesalers (i.e., brokers, commission agents, and electronic market places and exchanges), merchant wholesalers take title to the goods they sell. In the 2002 Economic Census, merchant wholesalers (including MSBOs) accounted for about 90 percent of the sales of the wholesale trade sector. Wholesale agents, brokers, and electronic markets made up the remaining 10 percent.

Uniquely, the AWTS includes a question intended to gauge whether B-to-B e-commerce continues to be conducted chiefly using EDI both via value added networks (VAN) and over the Internet. Appendix Table 3 shows that in 2005, EDI had an 83.5 percent share of merchant wholesalers' (excluding MSBOs) e-commerce activity.

• Retail Trade

U.S. retail e-commerce sales reached a little over \$93 billion in 2005, up from a revised \$76 billion in 2004—an annual gain of 22.2 percent. Rapid growth in e-retail has been the norm. From 2000 to 2005, retail e-sales increased at an average annual growth rate of 27.3 percent, compared with 4.3 percent for total retail sales. Nonetheless, in 2005, e-sales were only 2.5 percent of total retail sales—up from 2.2 percent in 2004 (Appendix Tables 5 and 7).

Over 90 percent of retail e-sales were concentrated in two industry groups—Nonstore Retailers, and Motor Vehicles and Parts Dealers—which accounted respectively for 73 percent (\$68 billion) and 18 percent (\$17 billion) of the sector's total e-sales.

Nearly all Nonstore Retail e-sales occurred in the Electronic Shopping and Mail-Order Houses industry group. This group includes: catalog and mail order operations, many of which sell through multiple channels; “pure plays” (i.e., retail businesses selling solely over the Internet); and e-commerce units of traditional brick-and-mortar retailers (i.e., “brick and clicks”), in which the unit operates as a separate entity and does not sell motor vehicles online.

Appendix Table 6 provides detailed information on the kinds of merchandise sold by businesses classified in the Electronic Shopping and Mail-Order Houses industry. In 2005, the leading merchandise category for e-sales within this industry was Other Merchandise with \$10 billion, followed by Computer Hardware with e-sales of \$9 billion, and Clothing and Clothing Accessories (including footwear) with e-sales of \$8 billion.

Merchandise categories with the highest percentage of online sales included Electronics and Appliances with 67 percent of sales online. However, online sales were a third or more of total sales in 13 of the 14 reported merchandise lines. For the Electronic Shopping and Mail-Order Houses industry as a whole, e-sales accounted for 41 percent of total sales in 2005, compared with 36 percent in 2004.

More recent data on e-sales for retail trade are available as part of the ongoing quarterly retail e-commerce series. Data for the 1st quarter of 2007 were released on May 16, 2007.

In the first quarter of 2007, unadjusted U.S. retail e-sales were \$30.6 billion—3.3 percent of total retail sales (\$935.4 billion) for the quarter. The preliminary estimate of total 2006 retail e-sales was \$114.6 billion—2.9 percent of total 2006 retail sales. The most recent data are available at <http://www.census.gov/estats>.

- **Selected Service Industries**

E-commerce revenues in selected service industries were \$96 billion in 2005, an increase of 14.9 percent over revised 2004

e-revenues of \$83 billion. In 2005, as shown in Appendix Table 4, e-revenues accounted for 1.6 percent of total revenues in these industries—up from 1.5 percent in 2004. From 2002 to 2005, e-commerce revenues in the sector increased at an average annual growth rate of 26.5 percent, compared with 6.9 percent for the total revenue of the selected services industries (Appendix Table 7).

Appendix Table 4 shows that two groups accounted for 23 percent (\$22 billion) of total selected service e-revenues: Publishing industries, and Travel Arrangement and Reservation Services.

The e-revenues share of total revenue was largest (33 percent) in the Travel Arrangement and Reservation Services industry group and the Internet Service Providers and Web Search Portals industry group (7 percent).

The selected service industry total provided in Appendix Table 4 is not an official NAICS grouping, but rather the sum of the bolded groups shown in the table. Some of these groups are not complete. Incomplete industry coverage within a group is denoted by the absence of a NAICS code for a Appendix Table 4 bolded row and the use of “Selected” in the group description. Appendix Table 4 covers about two-thirds of the NAICS service-related industries included in the 2002 Economic Census.

Information in this section and in Appendix Table 4 and the table on page 2 of this report was collected in the 2005 Service Annual Survey, a survey of about 58,000 firms. The NAICS codes shown in Appendix Table 4 correspond to the 2002 NAICS.

Explanatory Notes

General

The e-commerce estimates in this release are based on data collected from four surveys conducted by the U.S. Census Bureau: the 2005 Annual Survey of Manufactures (ASM), the 2005 Annual Wholesale Trade Survey (AWTS), the 2005 Service Annual Survey (SAS), and the 2005

Annual Retail Trade Survey (ARTS). It should be noted that the AWTS was called the Annual Trade Survey (ATS) in prior editions of *E-Stats*. All of these surveys were conducted independently. Measures of total economic activity and e-commerce are presented in this report to provide a broad perspective of e-commerce activity across the four sectors. Brief descriptions of the survey methods are given below.

Industry classifications used in this report are based on the 2002 NAICS. Information about NAICS and additional detail about coverage, sample design, and estimation methodology for the annual surveys may be found online at www.census.gov/estats. In addition, all current and prior reports, historical data tables, and past research papers are available at this same website.

Different measures of economic activity are used the four surveys:

ASM. “Value of Shipments” is the measure used in the ASM. It is the market value of all commodities shipped from a plant. Value of shipments includes shipments to outside customers as well as to affiliated plants.

AWTS and ARTS. “Sales” is the measure used in the AWTS and the ARTS. Sales are the dollar value of transactions between the reporting firm and its customers. Sales include transactions to foreign affiliates, but exclude transactions among domestic affiliates.

SAS. “Revenue” is the measure used in the SAS. Revenues are the dollar value of transactions and contracts between the reporting firm and its customers. These values include services performed for foreign affiliates, but exclude transactions among domestic affiliates. Revenue includes the total value of service contracts, the market value of compensation received in lieu of cash, amounts received for work subcontracted to others and other industry-specific items.

Survey Methods

Annual Survey of Manufactures

The 2005 estimates of manufacturing shipments and e-shipsments were derived from the 2005 ASM. The manufacturing universe is comprised of approximately 345,000 plants. In the ASM, data are collected annually from a probability sample of more than 50,000 manufacturing plants with five or more employees. Data for plants with less than five employees are estimated using information obtained from administrative sources.

The ASM is a survey of manufacturing plants and represents activities at individual plants rather than the entire company. E-commerce questions were included on the ASM questionnaires along with questions about such things as employment, payroll, value of shipments, cost of materials consumed, and capital expenditures. Information for nonresponding plants was imputed using information from responding plants with similar characteristics. Shipments estimates for the NAICS subsectors were calculated by summing both the reported and the imputed plant data. For each plant the data were weighted by the reciprocal of the probability of the plant’s inclusion in the ASM sample. These estimates were then linked to the 2002 Economic Census results to reduce sampling and non-sampling errors.

Annual Wholesale Trade Survey, Service Annual Survey, Annual Retail Trade Survey

The AWTS measures the economic activity of merchant wholesale firms with paid employees including manufacturers’ sales branches and offices. Merchant wholesale firms are those that take title to the goods they sell. Data are collected annually from about 8,600 merchant wholesale firms, including 1,100 MSBOs. These data represent approximately 310,000 merchant wholesale firms with paid employees of which 3,000 are MSBOs. Data for MSBOs were first collected with the 2003 AWTS for years 2002 and 2003.

The SAS measures activity of employer firms classified in nine service-related sectors: Transportation and Warehousing; Information; Finance and Insurance; Real Estate and Rental and Leasing; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Health Care and Social Assistance; Arts, Entertainment and Recreation; and Other Services. Data are tabulated annually from about 58,000 firms representing the universe of approximately three million establishments with paid employees.

The ARTS measures the economic activity of all retailers with and without paid employees. Data are collected annually from approximately 21,000 firms with paid employees. Sales for firms without paid employees are estimated using administrative records. The retail trade universe contains approximately 2.5 million firms.

For these three surveys, stratified random samples of firms were drawn from a sampling frame constructed using information from the 2002 Economic Census and updated with information from the Census Bureau's Business Register. The samples were subsequently updated to represent employer firms in business during 2004.

All wholesale, service, and retail firms surveyed were asked to report total and e-sales/e-revenue for 2005. Wholesalers were also asked to report e-sales made through EDI networks. Retailers in the Electronic Shopping and Mail-Order Houses industry were also asked to report total sales and e-sales for 2005 for specific merchandise lines. E-commerce data for nonresponding employer firms and all retail nonemployers were imputed from responding firms within the same kind of business and sales size category.

Estimates of total sales/revenues and e-sales/e-revenues were calculated by summing data (both reported and imputed) weighted by the reciprocal of the probability of the firm's inclusion in the appropriate

sample. The estimates in this report have been adjusted using the results of the 2002 Economic Census to reduce sampling error and to allow comparability with the census results. The corresponding estimates of e-sales/e-revenues have been modified accordingly to preserve their ratio to total sales as measured in the annual surveys.

Reliability of Estimates

The estimates in this release are based on sample surveys and are subject to sampling and nonsampling errors. Sampling error occurs because only a subset of the entire population is measured. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate and may also occur in censuses.

Appendix Tables 1A through 6A show standard errors for estimates of percentages and coefficients of variation for estimates of total dollar value. The standard error measures the extent to which estimates derived from all possible samples of the same size drawn using the same design differs from the average of these estimates. The coefficient of variation (expressed as a percentage) is the standard error of the estimate divided by the estimate. Note that standard errors and coefficients of variation are estimates derived from the sample and are also subject to sampling error. Sampling variability measures for summary Appendix Table 7 are presented in respective sector Appendix Tables 1A, 2.0A, 2.1A, 4A, and 5A.

The coefficients of variation and standard errors presented in the tables may be used to compute confidence intervals about the sample estimates. The particular sample used for each survey included in this report is one of a large number of samples of the same size that could have been selected using the same design. In about 9 out of 10 (90 percent) of these possible samples, the estimates would differ from the results of a complete enumeration by less than 1.645 times the percentage shown.

To compute a 90-percent confidence interval for an estimated total, multiply the estimate

by its coefficient of variation and then by 1.645. This amount is then added to and subtracted from the estimate to give the upper and lower bounds of the interval. As an example, suppose the estimated total value of shipments is \$51,770 million and the estimated coefficient of variation for this estimate is 1.3 percent (0.013). Multiplying \$51,770 million by 0.013 and then by 1.645 gives \$1,107 million. Subtracting \$1,107 from and adding \$1,107 to \$51,770 million gives a 90-percent confidence interval of \$50,663 million to \$52,877 million. Confidence statements for estimated percentages are computed in a similar manner.

One source of nonsampling error is the inability to obtain information about all cases in the samples.

Percentage of 2005 Total and E-commerce Sales Obtained from Reported Data

Survey	Total Sales	E-commerce Sales
ASM	85	90
AWTS	87	86
ARTS	95	82
SAS	91	74

Other sources of nonsampling error include response errors, unclear definitions, differences in the interpretation of questions, mistakes in recording or coding the data obtained, and other errors of collection, response, coverage, and estimation of missing data. Although no direct measures of these sources of nonsampling error have been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

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E-Stats Reports

All *E-Stats* reports are available at www.census.gov/estats.

Future Reports

- Quarterly retail e-commerce data will be released August 16 and November 19, 2007.
- *E-Stats* for 2006 will be released in Spring 2008.

Prior Reports, Historical Data Tables, and Research Papers

All prior reports, historical data tables, and past research papers, are available at www.census.gov/estats.

Note to reader

E-commerce data are collected in four separate Census Bureau surveys. These surveys use different measures of economic activity—value shipments for manufacturing, sales for wholesale and retail trade, and revenues for service industries. Consequently, measures of total economic and e-commerce activity in this report should be interpreted with caution. Also, for the first time in *E-Stats*, one of the source surveys is cited as the Annual Wholesale Trade Survey instead of the Annual Trade Survey.

The Census Bureau's e-commerce measures include the value of goods and services sold online whether over open networks such as the Internet, or proprietary networks running systems such as Electronic Data Interchange (EDI).

This report covers 2002 North American Industry Classification System (NAICS) industries that accounted for approximately 74 percent of the U.S. economic activity measured in the 2002 Economic Census. The report does not cover agriculture, mining, utilities, construction, agents, brokers, and electronic markets in wholesale trade, and approximately (one third) of service-related industries.

This edition of *E-Stats* revises 2004 data released in May 2006. See **Explanatory Notes** for information on report coverage, method, data reliability, and prior revisions. All reported changes between 2004 and 2005 reflect revised data for 2004.

The Census Bureau thanks all the businesses that participated in the surveys underlying this *E-Stats* report. Their cooperation and continued participation is vital to the future success of the programs that provide the business community and policymakers with relevant and accurate economic statistics.

APPENDIX

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Table 1. U.S. Manufacturing Shipments¹ - Total and E-commerce Value: 2005 and 2004

[Estimates are based on data from the 2005 Annual Survey of Manufactures. Value of Shipments estimates are shown in millions of dollars, consequently industry group estimates may not be additive. Estimated measures of sampling variability for these estimates are provided in Table 1A.]

NAICS Code	Description	Value of Shipments				Y/Y Percent Change		E-commerce as Percent of Total Shipments		Percent Distribution of E-commerce Shipments	
		2005		2004		Total Shipments	E-commerce Shipments	2005	2004	2005	2004
		Total	E-commerce	Revised Total	E-commerce						
	Total Manufacturing	4,735,387	1,265,987	4,308,971	996,174	9.9	27.1	26.7	23.1	100.0	100.0
311	Food manufacturing	534,878	94,553	512,340	64,121	4.4	47.5	17.7	12.5	7.5	6.4
312	Beverage and tobacco product manufacturing	123,636	60,653	113,737	52,783	8.7	14.9	49.1	46.4	4.8	5.3
313	Textile mills	41,149	6,709	40,898	4,416	0.6	51.9	16.3	10.8	0.5	0.4
314	Textile product mills	36,706	9,875	33,636	8,472	9.1	16.6	26.9	25.2	0.8	0.9
315	Apparel manufacturing	31,650	8,628	32,873	8,694	-3.7	-0.8	27.3	26.4	0.7	0.9
316	Leather and allied product manufacturing	6,013	716	5,812	611	3.5	17.2	11.9	10.5	0.06	0.06
321	Wood product manufacturing	112,018	12,153	104,135	7,974	7.6	52.4	10.8	7.7	1.0	0.8
322	Paper manufacturing	162,848	29,885	155,381	19,631	4.8	52.2	18.4	12.6	2.4	2.0
323	Printing and related support activities	97,095	15,690	93,595	8,259	3.7	90.0	16.2	8.8	1.2	0.8
324	Petroleum and coal products manufacturing	476,075	120,334	330,439	77,527	44.1	55.2	25.3	23.5	9.5	7.8
325	Chemical manufacturing	604,501	158,327	540,883	102,967	11.8	53.8	26.2	19.0	12.5	10.3
326	Plastics and rubber products manufacturing	200,489	42,288	184,711	33,220	8.5	27.3	21.1	18.0	3.3	3.3
327	Nonmetallic mineral product manufacturing	114,321	15,892	102,880	10,850	11.1	46.5	13.9	10.5	1.3	1.1
331	Primary metal manufacturing	201,835	43,346	181,602	33,410	11.1	29.7	21.5	18.4	3.4	3.4
332	Fabricated metal product manufacturing	288,068	48,921	261,101	33,992	10.3	43.9	17.0	13.0	3.9	3.4
333	Machinery manufacturing	302,204	71,711	272,123	52,292	11.1	37.1	23.7	19.2	5.7	5.2
334	Computer and electronic product manufacturing	373,932	85,572	365,545	76,197	2.3	12.3	22.9	20.8	6.8	7.6
335	Electrical equipment, appliance, and components	112,008	29,327	105,084	25,177	6.6	16.5	26.2	24.0	2.3	2.5
336	Transportation equipment manufacturing	687,288	370,309	662,001	346,473	3.8	6.9	53.9	52.3	29.3	34.8
337	Furniture and related product manufacturing	84,291	16,013	78,279	11,264	7.7	42.2	19.0	14.4	1.3	1.1
339	Miscellaneous manufacturing	144,382	25,084	131,916	17,844	9.4	40.6	17.4	13.5	2.0	1.8

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/mestats.html.

¹Estimates include data only for businesses with paid employees and are subject to revision.

Source: U.S. Census Bureau, 2005 Annual Survey of Manufactures

Table 2.0. U.S. Merchant Wholesale Trade Sales¹, Including Manufacturers' Sales Branches and Offices - Total and E-commerce: 2005 and 2004

[Estimates are based on data from the 2005 Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.

Estimated measures of sampling variability for these estimates are provided in Table 2.0A.]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		2005		2004		Total Sales	E-commerce Sales	2005	2004	2005
		Total	E-commerce	Total	Revised E-commerce					
42	Total Merchant Wholesale Trade Including MSBOs²	5,177,338	945,359	4,799,679	896,196	7.9	5.5	18.3	18.7	100.0
423	Durable goods	2,641,776	479,799	2,488,629	471,740	6.2	1.7	18.2	19.0	50.8
4231	Motor vehicles and automotive equipment	655,498	288,221	646,961	293,637	1.3	-1.8	44.0	45.4	30.5
4232	Furniture and home furnishings	79,714	9,835	76,290	9,588	4.5	2.6	12.3	12.6	1.0
4233	Lumber and other construction material	168,419	6,091	153,323	5,326	9.8	14.4	3.6	3.5	0.6
4234	Professional and commercial equipment and supplies	482,177	66,076	454,888	61,720	6.0	7.1	13.7	13.6	7.0
42343	Computer equipment and supplies	273,478	37,305	257,018	35,172	6.4	6.1	13.6	13.7	3.9
4235	Metals and minerals, excluding petroleum	188,488	5,268	167,376	4,404	12.6	19.6	2.8	2.6	0.6
4236	Electrical goods	375,252	42,138	357,976	41,667	4.8	1.1	11.2	11.6	4.5
4237	Hardware, plumbing and heating equipment	101,655	12,878	93,167	11,925	9.1	8.0	12.7	12.8	1.4
4238	Machinery, equipment and supplies	385,085	31,794	343,641	27,034	12.1	17.6	8.3	7.9	3.4
4239	Miscellaneous durable goods	205,488	17,498	195,007	16,439	5.4	6.4	8.5	8.4	1.9
424	Nondurable goods	2,535,562	465,560	2,311,050	424,456	9.7	9.7	18.4	18.4	49.2
4241	Paper and paper products	133,752	18,526	127,191	15,953	5.2	16.1	13.9	12.5	2.0
4242	Drugs, drug proprietaries and druggists' sundries	506,114	247,073	464,161	226,231	9.0	9.2	48.8	48.7	26.1
4243	Apparel, piece goods, and notions	125,629	23,498	120,731	21,083	4.1	11.5	18.7	17.5	2.5
4244	Groceries and related products	580,481	78,074	552,146	67,276	5.1	16.1	13.4	12.2	8.3
4245	Farm-products raw materials	115,288	4,217	122,997	4,363	-6.3	-3.3	3.7	3.5	0.4
4246	Chemicals and allied products	149,067	(D)	132,922	(D)	12.1	(D)	(D)	(D)	(D)
4247	Petroleum and petroleum products	562,712	32,832	449,830	33,481	25.1	-1.9	5.8	7.4	3.5
4248	Beer, wine, and distilled beverages	102,047	(D)	95,213	(D)	7.2	(D)	(D)	(D)	(D)
4249	Miscellaneous nondurable goods	260,472	41,903	245,859	39,669	5.9	5.6	16.1	16.1	4.4

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in higher level totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/atsreliability.html.

¹ Estimates include data only for businesses with paid employees and are subject to revision.

² Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2005 Annual Wholesale Trade Survey

Table 2.1. U.S. Merchant Wholesale Trade Sales¹, Excluding Manufacturers' Sales Branches and Offices - Total and E-commerce: 2005 and 2004

[Estimates are based on data from the 2005 Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.

Estimated measures of sampling variability for these estimates are provided in Table 2.1A.]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		2005		2004		Total Sales	E-commerce Sales	2005	2004	2005
		Total	E-commerce	Total	Revised E-commerce					
42	Total Merchant Wholesale Trade Excluding MSBOs²	3,585,038	474,801	3,296,520	434,948	8.8	9.2	13.2	13.2	100.0
423	Durable goods	1,778,412	199,539	1,654,621	187,344	7.5	6.5	11.2	11.3	42.0
4231	Motor vehicles and automotive equipment	294,376	77,174	277,765	72,259	6.0	6.8	26.2	26.0	16.3
4232	Furniture and home furnishings	60,978	5,160	58,298	5,026	4.6	2.7	8.5	8.6	1.1
4233	Lumber and other construction material	140,905	4,267	128,624	3,725	9.5	14.6	3.0	2.9	0.9
4234	Professional and commercial equipment and supplies	311,454	46,316	296,276	43,067	5.1	7.5	14.9	14.5	9.8
42343	Computer equipment and supplies	164,348	24,667	157,547	22,748	4.3	8.4	15.0	14.4	5.2
4235	Metals and minerals, excluding petroleum	136,831	1,582	121,160	(S)	12.9	(S)	1.2	(S)	(S)
4236	Electrical goods	266,112	30,101	253,761	29,885	4.9	0.7	11.3	11.8	6.3
4237	Hardware, plumbing and heating equipment	84,550	9,041	77,524	8,550	9.1	5.7	10.7	11.0	1.9
4238	Machinery, equipment and supplies	291,514	10,415	260,190	8,836	12.0	17.9	3.6	3.4	2.2
4239	Miscellaneous durable goods	191,692	15,483	181,023	14,579	5.9	6.2	8.1	8.1	3.3
424	Nondurable goods	1,806,626	275,262	1,641,899	247,604	10.0	11.2	15.2	15.1	58.0
4241	Paper and paper products	87,829	11,481	81,584	9,436	7.7	21.7	13.1	11.6	2.4
4242	Drugs, drug proprietaries and druggists' sundries	330,917	169,123	296,556	152,142	11.6	11.2	51.1	51.3	35.6
4243	Apparel, piece goods, and notions	112,719	22,328	108,432	19,772	4.0	12.9	19.8	18.2	4.7
4244	Groceries and related products	429,290	35,866	409,743	31,026	4.8	15.6	8.4	7.6	7.6
4245	Farm-products raw materials	115,288	4,217	122,997	4,363	-6.3	-3.3	3.7	3.5	0.9
4246	Chemicals and allied products	87,295	(D)	76,369	(D)	14.3	(D)	(D)	(D)	(D)
4247	Petroleum and petroleum products	353,387	(D)	274,942	(D)	28.5	(D)	(D)	(D)	(D)
4248	Beer, wine, and distilled beverages	91,316	4,223	85,607	3,201	6.7	31.9	4.6	3.7	0.9
4249	Miscellaneous nondurable goods	198,585	16,331	185,669	15,378	7.0	6.2	8.2	8.3	3.4

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. 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.

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in higher level totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/atsreliability.html.

¹ Estimates include data only for businesses with paid employees and are subject to revision.

² Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2005 Annual Wholesale Trade Survey

Table 2.2. U.S. Manufacturers' Sales Branches and Offices¹ - Total and E-commerce Sales: 2005 and 2004

[Estimates are based on data from the 2005 Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.

Estimated measures of sampling variability for these estimates are provided in Table 2.2A.]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		2005		2004		Total Sales	E-commerce Sales	2005	2004	2005
		Total	E-commerce	Total	Revised E-commerce					
42	Total Manufacturers' Sales Branches and Offices	1,592,300	470,558	1,503,159	461,248	5.9	2.0	29.6	30.7	100.0
423	Durable goods	863,364	280,260	834,008	284,396	3.5	-1.5	32.5	34.1	59.6
4231	Motor vehicles and automotive equipment	361,122	211,047	369,196	221,378	-2.2	-4.7	58.4	60.0	44.9
4232	Furniture and home furnishings	18,736	4,675	17,992	4,562	4.1	2.5	25.0	25.4	1.0
4233	Lumber and other construction material	27,514	1,824	24,699	1,601	11.4	13.9	6.6	6.5	0.4
4234	Professional and commercial equipment and supplies	170,723	19,760	158,612	18,653	7.6	5.9	11.6	11.8	4.2
42343	Computer equipment and supplies	109,130	12,638	99,471	12,424	9.7	1.7	11.6	12.5	2.7
4235	Metals and minerals, excluding petroleum	51,657	3,686	46,216	2,987	11.8	23.4	7.1	6.5	0.8
4236	Electrical goods	109,140	12,037	104,215	11,782	4.7	2.2	11.0	11.3	2.6
4237	Hardware, plumbing and heating equipment	17,105	(S)	15,643	(S)	9.3	(S)	(S)	(S)	(S)
4238	Machinery, equipment and supplies	93,571	21,379	83,451	18,198	12.1	17.5	22.8	21.8	4.5
4239	Miscellaneous durable goods	13,796	2,015	13,984	1,860	-1.3	8.3	14.6	13.3	0.4
424	Nondurable goods	728,936	190,298	669,151	176,852	8.9	7.6	26.1	26.4	40.4
4241	Paper and paper products	45,923	7,045	45,607	6,517	0.7	8.1	15.3	14.3	1.5
4242	Drugs, drug proprietaries and druggists' sundries	175,197	77,950	167,605	74,089	4.5	5.2	44.5	44.2	16.6
4243	Apparel, piece goods, and notions	12,910	1,170	12,299	1,311	5.0	-10.8	9.1	10.7	0.2
4244	Groceries and related products	151,191	42,208	142,403	36,250	6.2	16.4	27.9	25.5	9.0
4246	Chemicals and allied products	61,772	11,586	56,553	10,052	9.2	15.3	18.8	17.8	2.5
4247	Petroleum and petroleum products	209,325	(D)	174,888	(D)	19.7	(D)	(D)	(D)	(D)
4248	Beer, wine, and distilled beverages	10,731	(D)	9,606	(D)	11.7	(D)	(D)	(D)	(D)
4249	Miscellaneous nondurable goods	61,887	25,572	60,190	24,291	2.8	5.3	41.3	40.4	5.4

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. 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.

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/atsreliability.html.

¹ Estimates include data only for businesses with paid employees and are subject to revision.

Source: U.S. Census Bureau, 2005 Annual Wholesale Trade Survey

Table 3. U.S. Merchant Wholesale Trade Sales¹, Excluding Manufacturers' Sales Branches and Offices - Total and EDI: 2005 and 2004

[Estimates are based on data from the 2005 Annual Wholesale Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.

Estimated measures of sampling variability for these estimates are provided in Table 3A.]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		EDI as Percent of Total Sales		Percent Distribution of EDI Sales	EDI as Percent of E-commerce Sales	
		2005		2004		Total Sales	EDI Sales	2005	2004	2005	2005	2004
		Total	EDI	Total	Revised EDI							
42	Total Merchant Wholesale Trade Excluding MSBOs²	3,585,038	396,527	3,296,520	369,297	8.8	7.4	11.1	11.2	100.0	83.5	84.9
423	Durable goods	1,778,412	166,694	1,654,621	159,383	7.5	4.6	9.4	9.6	42.0	83.5	85.1
4231	Motor vehicles and automotive equipment	294,376	74,692	277,765	70,451	6.0	6.0	25.4	25.4	18.8	96.8	97.5
4232	Furniture and home furnishings	60,978	4,403	58,298	4,470	4.6	-1.5	7.2	7.7	1.1	85.3	88.9
4233	Lumber and other construction material	140,905	3,747	128,624	3,492	9.5	7.3	2.7	2.7	0.9	87.8	93.7
4234	Professional and commercial equipment and supplies	311,454	32,623	296,276	31,255	5.1	4.4	10.5	10.5	8.2	70.4	72.6
42343	Computer equipment and supplies	164,348	16,097	157,547	15,206	4.3	5.9	9.8	9.7	4.1	65.3	66.8
4235	Metals and minerals, excluding petroleum	136,831	(S)	121,160	(S)	12.9	(S)	(S)	(S)	(S)	(S)	(S)
4236	Electrical goods	266,112	22,666	253,761	22,712	4.9	-0.2	8.5	9.0	5.7	75.3	76.0
4237	Hardware, plumbing and heating equipment	84,550	8,031	77,524	7,658	9.1	4.9	9.5	9.9	2.0	88.8	89.6
4238	Machinery, equipment and supplies	291,514	6,230	260,190	5,757	12.0	8.2	2.1	2.2	1.6	59.8	65.2
4239	Miscellaneous durable goods	191,692	13,597	181,023	12,955	5.9	5.0	7.1	7.2	3.4	87.8	88.9
424	Nondurable goods	1,806,626	229,833	1,641,899	209,914	10.0	9.5	12.7	12.8	58.0	83.5	84.8
4241	Paper and paper products	87,829	5,051	81,584	4,277	7.7	18.1	5.8	5.2	1.3	44.0	45.3
4242	Drugs, drug proprietaries and druggists' sundries	330,917	152,751	296,556	137,539	11.6	11.1	46.2	46.4	38.5	90.3	90.4
4243	Apparel, piece goods, and notions	112,719	18,997	108,432	16,615	4.0	14.3	16.9	15.3	4.8	85.1	84.0
4244	Groceries and related products	429,290	24,501	409,743	22,436	4.8	9.2	5.7	5.5	6.2	68.3	72.3
4245	Farm-products raw materials	115,288	3,692	122,997	4,017	-6.3	-8.1	3.2	3.3	0.9	87.6	92.1
4246	Chemicals and allied products	87,295	(D)	76,369	(D)	14.3	(D)	(D)	(D)	(D)	(D)	(D)
4247	Petroleum and petroleum products	353,387	(D)	274,942	(D)	28.5	(D)	(D)	(D)	(D)	(D)	(D)
4248	Beer, wine, and distilled beverages	91,316	2,140	85,607	1,800	6.7	18.9	2.3	2.1	0.5	50.7	56.2
4249	Miscellaneous nondurable goods	198,585	12,055	185,669	11,774	7.0	2.4	6.1	6.3	3.0	73.8	76.6

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. 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.

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in higher level totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/atsreliability.htm.

¹ Estimates include data only for businesses with paid employees and are subject to revision.

² Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2005 Annual Wholesale Trade Survey

Table 4. U.S. Selected Services Revenue¹ - Total and E-commerce: 2005 and 2004

[Except where indicated, estimates are based on data from the 2005 Service Annual Survey. Revenue estimates are shown in millions of dollars, consequently industry group estimates may not be additive. Estimated measures of sampling variability for these estimates are provided in Table 4A.]

NAICS Code	Description	Value of Revenue				Y/Y Percent Change		E-commerce as Percent of Total Revenue		Percent Distribution of E-commerce Revenue
		2005		2004		Total Revenue	E-commerce Revenue	2005	2004	2005
		Total	E-commerce	Revised Total	Revised E-commerce					
	Total for Selected Service Industries	5,983,689	95,691	5,539,555	83,280	8.0	14.9	1.6	1.5	100.0
	Selected Transportation and Warehousing²	292,330	6,000	265,942	4,908	9.9	22.2	2.1	1.8	6.3
484	Truck transportation	206,466	5,240	185,945	4,249	11.0	23.3	2.5	2.3	5.5
492	Couriers and messengers	66,445	(S)	62,246	(S)	6.7	(S)	(S)	(S)	(S)
493	Warehousing and storage	19,419	704	17,751	616	9.4	14.3	3.6	3.5	0.7
	51 Information	1,005,252	26,578	955,083	22,774	5.3	16.7	2.6	2.4	27.8
511	Publishing industries	268,838	12,066	256,301	9,456	4.9	27.6	4.5	3.7	12.6
517	Telecommunications	449,344	(S)	429,430	(S)	4.6	(S)	(S)	(S)	(S)
51811	Internet service providers and web search portals	25,966	1,898	25,161	2,212	3.2	-14.2	7.3	8.8	2.0
	Selected Finance³	411,331	6,087	349,166	6,043	17.8	0.7	1.5	1.7	6.4
5231	Securities and commodity contracts intermediation and brokerage	298,016	5,814	250,080	5,817	19.2	-0.1	2.0	2.3	6.1
	532 Rental and Leasing Services	109,959	5,423	102,863	(S)	6.9	(S)	4.9	(S)	5.7
	Selected Professional, Scientific, and Technical Services⁴	1,083,569	21,864	989,577	20,167	9.5	8.4	2.0	2.0	22.8
5415	Computer systems design and related services	189,042	(S)	173,525	(S)	8.9	(S)	(S)	(S)	(S)
	56 Administrative and Support and Waste Management and Remediation Services	530,083	14,365	484,242	12,794	9.5	12.3	2.7	2.6	15.0
5615	Travel arrangement and reservation services	30,334	9,864	28,200	8,473	7.6	16.4	32.5	30.0	10.3
	62 Health Care and Social Assistance Services	1,477,951	1,545	1,379,523	943	7.1	63.8	0.1	0.1	1.6
	71 Arts, Entertainment, and Recreation Services	165,540	1,906	158,557	(S)	4.4	(S)	1.2	(S)	2.0
	72 Accommodation and Food Services⁵	547,799	7,469	516,580	5,835	6.0	28.0	1.4	1.1	7.8
	Selected Other Services⁶	359,875	4,454	338,022	3,644	6.5	22.2	1.2	1.1	4.7
811	Repair and maintenance	136,088	959	127,939	1,026	6.4	-6.5	0.7	0.8	1.0
813	Religious, grantmaking, civic, professional, and similar organizations	143,228	2,203	133,913	1,786	7.0	23.3	1.5	1.3	2.3

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. 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.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/cv.html.

¹ Estimates are subject to revision and include data only for businesses with paid employees except for Accommodation and Food Services, which also includes businesses without paid employees.

² Excludes NAICS 481 (air transportation), 482 (rail transportation), 483 (water transportation), 485 (transit and ground passenger transportation), 486 (pipeline transportation), 487 (scenic and sightseeing transportation), 488 (support activities for transportation), and 491 (postal service).

³ Excludes NAICS 521 (monetary authorities-central bank), 522 (credit intermediation and related activities), 5232 (securities and commodity exchanges), 52391 (miscellaneous intermediation), 52399 (all other financial investment activities), 524 (insurance carriers and related activities), and 525 (funds, trusts, and other financial vehicles).

⁴ Excludes NAICS 54112 (offices of notaries).

⁵ Estimates are based on data from the 2005 Annual Retail Trade Survey.

⁶ Excludes NAICS 81311 (religious organizations), 81393 (labor and similar organizations), 81394 (political organizations), and 814 (private households).

Source: U.S. Census Bureau, 2005 Service Annual Survey

Table 5. U.S. Retail Trade Sales¹ - Total and E-commerce: 2005 and 2004

[Estimates are based on data from the 2005 Annual Retail Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive. Estimated measures of sampling variability for these estimates are provided in Table 5A.]

NAICS Code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		2005		2004		Total Sales	E-commerce Sales	2005	2004	2005
		Total	E-commerce	Revised Total	Revised E-commerce					
	Total Retail Trade	3,693,430	93,280	3,474,340	76,344	6.3	22.2	2.5	2.2	100.0
441	Motor vehicles and parts dealers	888,307	16,729	864,541	13,442	2.7	24.5	1.9	1.6	17.9
442	Furniture and home furnishings stores	112,403	544	105,303	458	6.7	18.8	0.5	0.4	0.6
443	Electronics and appliance stores	102,176	1,303	94,811	1,053	7.8	23.7	1.3	1.1	1.4
444	Building materials and garden equipment and supplies stores	327,410	(S)	298,782	(S)	9.6	(S)	(S)	(S)	(S)
445	Food and beverage stores	516,851	530	494,966	431	4.4	23.0	0.1	0.1	0.6
446	Health and personal care stores	208,711	(S)	198,933	(S)	4.9	(S)	(S)	(S)	(S)
447	Gasoline stations	373,344	(S)	320,435	(S)	16.5	(S)	(S)	(S)	(S)
448	Clothing and clothing accessories stores	201,896	1,786	190,079	1,463	6.2	22.1	0.9	0.8	1.9
451	Sporting goods, hobby, book, and music stores	82,456	1,116	80,061	942	3.0	18.5	1.4	1.2	1.2
452	General merchandise stores	524,950	(S)	497,174	(S)	5.6	(S)	(S)	(S)	(S)
453	Miscellaneous store retailers	110,593	1,771	105,253	1,437	5.1	23.2	1.6	1.4	1.9
454	Nonstore retailers	244,333	68,054	224,002	56,010	9.1	21.5	27.9	25.0	73.0
45411	Electronic shopping and mail-order houses	161,598	65,387	147,199	53,420	9.8	22.4	40.5	36.3	70.1

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. 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.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/mrts/www/nrely.html.

¹ Estimates include data for businesses with or without paid employees and are subject to revision.

Source: U.S. Census Bureau, 2005 Annual Retail Trade Survey

Table 6. U.S. Electronic Shopping and Mail-Order Houses (NAICS 45411) - Total and E-commerce Sales by Merchandise Line¹: 2005 and 2004

[Estimates are based on data from the 2005 Annual Retail Trade Survey. Sales estimates are shown in millions of dollars, consequently merchandise line estimates may not be additive. Estimated measures of sampling variability for these estimates are provided in Table 6A.]

Merchandise Lines	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales	Percent Distribution	
	2005		2004					Total Sales	E-commerce Sales
	Total	E-commerce	Revised Total	Revised E-commerce	Total Sales	E-commerce Sales	2005	2005	2005
Total Electronic Shopping and Mail-Order Houses (NAICS 45411)	161,598	65,387	147,199	53,420	9.8	22.4	40.5	100.0	100.0
Books and magazines	5,966	3,225	5,699	2,816	4.7	14.5	54.1	3.7	4.9
Clothing and clothing accessories (includes footwear)	15,893	7,921	13,984	6,101	13.7	29.8	49.8	9.8	12.1
Computer hardware	19,895	9,079	19,422	7,765	2.4	16.9	45.6	12.3	13.9
Computer software	3,680	1,850	3,224	1,563	14.1	18.4	50.3	2.3	2.8
Drugs, health aids, and beauty aids	43,150	6,450	40,067	5,993	7.7	7.6	14.9	26.7	9.9
Electronics and appliances	8,996	5,997	7,464	4,583	20.5	30.9	66.7	5.6	9.2
Food, beer, and wine	3,062	1,369	2,354	829	30.1	65.1	44.7	1.9	2.1
Furniture and home furnishings	9,707	5,075	8,279	3,890	17.2	30.5	52.3	6.0	7.8
Music and videos	3,645	2,164	4,154	2,055	-12.3	5.3	59.4	2.3	3.3
Office equipment and supplies	7,068	4,288	6,533	3,658	8.2	17.2	60.7	4.4	6.6
Sporting goods	3,290	1,568	2,618	1,013	25.7	54.8	47.7	2.0	2.4
Toys, hobby goods, and games	3,609	1,809	3,338	1,440	8.1	25.6	50.1	2.2	2.8
Other merchandise ²	25,345	9,930	22,127	7,340	14.5	35.3	39.2	15.7	15.2
Nonmerchandise receipts ³	8,292	4,662	7,936	4,374	4.5	6.6	56.2	5.1	7.1

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/mrts/www/nrely.html.

¹ Estimates include data for businesses with or without paid employees, are grouped according to merchandise categories used in the Annual Retail Trade Survey, and are subject to revision.

² Includes other merchandise such as collectibles, souvenirs, auto parts and accessories, hardware, lawn and garden equipment and supplies, and jewelry.

³ Includes nonmerchandise receipts such as auction commissions, customer training, customer support, advertising, and shipping and handling.

Source: U.S. Census Bureau, 2005 Annual Retail Trade Survey

Table 7. Summary of U.S. Shipments, Sales, Revenues, and E-commerce: 2000-2005

[Estimates are based on data from the 2005 Annual Survey of Manufactures, 2005 Annual Wholesale Trade Survey, 2005 Service Annual Survey, and 2005 Annual Retail Trade Survey. Shipments, sales, and revenues are shown in millions of dollars.]

Item	Value of -					
	Manufacturing Shipments ¹	Merchant Wholesale Trade Sales ¹		Retail Trade Sales ³	Selected Services Revenues ⁴	
		Excluding MSBOs ²	Including MSBOs ²			
2005	Total	4,735,387	3,585,038	5,177,338	3,693,430	5,983,689
	E-commerce	1,265,987	474,801	945,359	93,280	95,691
	Percent of Total	26.7	13.2	18.3	2.5	1.6
2004	Total	4,308,971	3,296,520	4,799,679	3,474,340	5,539,555
	E-commerce	996,174	434,948	896,196	76,344	83,280
	Percent of Total	23.1	13.2	18.7	2.2	1.5
2003	Total	4,015,081	2,962,284	4,345,336	3,265,477	5,114,011
	E-commerce	842,666	397,113	828,442	60,015	57,297
	Percent of Total	21.0	13.4	19.0	1.8	1.1
2002	Total	3,920,632	2,835,528	4,151,597	3,134,322	4,900,995
	E-commerce	751,985	345,539	765,452	46,819	47,998
	Percent of Total	19.2	12.2	18.4	1.5	1.0
2001	Total	3,970,500	2,785,152	NA	3,067,725	NA
	E-commerce	724,228	309,315	NA	35,296	NA
	Percent of Total	18.2	11.1	NA	1.2	NA
2000	Total	4,208,582	2,814,554	NA	2,988,756	NA
	E-commerce	755,807	267,838	NA	27,968	NA
	Percent of Total	18.0	9.5	NA	0.9	NA

NA Not applicable.

Note: Estimates are not adjusted for price changes and are subject to revision. For information on confidentiality protection, sampling error, sample design, and definitions, visit www.census.gov/eos/www/sm.html.

¹Estimates include data only for businesses with paid employees.

²Manufacturers' Sales Branches and Offices.

³Estimates include data for businesses with or without paid employees.

⁴Estimates include data for businesses with paid employees except for Accommodation and Food Services, which also includes businesses without paid employees. Estimates for 2000 and 2001 are not comparable due to the change in the 2002 NAICS. Estimates for 2002 and 2003 exclude landscaping services, landscape architectural services, and pet care services.

Source: U.S. Census Bureau, 2005 Annual Survey of Manufactures, 2005 Annual Wholesale Trade Survey, 2005 Service Annual Survey, and 2005 Annual Retail Trade Survey

Table 1A. Measures of Sampling Variability - U.S. Manufacturing Shipments - Total and E-commerce Value: 2005 and 2004

[Estimates are based on data from the 2005 Annual Survey of Manufactures, are shown as percents, and are associated with the estimates in Table 1.]

NAICS Code	Description	Coefficient of Variation for Value of Shipments				Standard Error for Estimate of:		
		2005		2004		E-commerce as Percent of Total Shipments		Percent Distribution of E-commerce Shipments
		Total	E-commerce	Revised Total	E-commerce	2005	2004	2005
	Total Manufacturing	0.1	0.3	0.1	0.2	0.1	0.1	NA
311	Food manufacturing	0.3	0.8	0.3	0.8	0.1	0.1	0.1
312	Beverage and tobacco product manufacturing	0.4	0.6	0.4	0.4	0.4	0.4	(Z)
313	Textile mills	0.8	1.8	0.7	2.3	0.3	0.3	(Z)
314	Textile product mills	0.9	1.4	0.9	1.5	0.5	0.5	(Z)
315	Apparel manufacturing	1.0	2.1	0.8	1.7	0.6	0.5	(Z)
316	Leather and allied product manufacturing	1.5	2.7	1.2	3.1	0.5	0.3	(Z)
321	Wood product manufacturing	0.6	2.1	0.6	2.5	0.2	0.2	(Z)
322	Paper manufacturing	0.5	0.9	0.4	1.1	0.2	0.1	(Z)
323	Printing and related support activities	0.7	2.6	0.6	3.1	0.4	0.3	(Z)
324	Petroleum and coal products manufacturing	0.5	1.2	0.5	1.3	0.2	0.2	0.1
325	Chemical manufacturing	0.3	0.6	0.2	0.7	0.2	0.1	0.1
326	Plastics and rubber products manufacturing	0.8	3.2	0.7	3.8	0.6	0.6	0.1
327	Nonmetallic mineral product manufacturing	0.5	2.4	0.6	2.9	0.3	0.3	(Z)
331	Primary metal manufacturing	0.7	1.7	0.8	1.5	0.3	0.2	0.1
332	Fabricated metal product manufacturing	0.4	1.1	0.4	1.1	0.2	0.2	(Z)
333	Machinery manufacturing	0.5	0.9	0.4	0.8	0.2	0.2	0.1
334	Computer and electronic product manufacturing	.0.5	0.7	1.1	0.7	0.2	0.3	0.1
335	Electrical equipment, appliance, and components	0.4	0.8	0.3	0.7	0.2	0.2	(Z)
336	Transportation equipment manufacturing	0.3	0.5	0.2	0.3	0.2	0.2	0.1
337	Furniture and related product manufacturing	0.6	2.8	0.5	1.0	0.6	0.2	(Z)
339	Miscellaneous manufacturing	0.5	1.3	0.5	1.3	0.3	0.2	(Z)

NA Not applicable.

(Z) Estimate is less than 0.05%.

Note: Standard errors for year to year change in total shipments and e-commerce shipments were not calculated. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/mestats.html.

Source: U.S. Census Bureau, 2005 Annual Survey of Manufactures

Table 2.0A. Measures of Sampling Variability - U.S. Merchant Wholesale Trade Sales, Including Manufacturers' Sales Branches and Offices - Total and E-commerce: 2005 and 2004

[Estimates are based on data from the 2005 Annual Wholesale Trade Survey, are shown as percents, and are associated with the estimates in Table 2.0.]

NAICS Code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
		2005		2004		Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		Total	E-commerce	Total	Revised E-commerce	Total Sales	E-commerce Sales	2005	2004	2005
42	Total Merchant Wholesale Trade Including MSBOs¹	0.7	1.2	0.7	1.3	0.2	0.2	0.2	0.3	NA
423	Durable goods	0.6	1.7	0.7	1.7	0.3	0.2	0.4	0.4	0.6
4231	Motor vehicles and automotive equipment	0.6	1.5	0.5	1.6	0.4	0.1	0.7	0.8	0.5
4232	Furniture and home furnishings	2.6	5.9	2.6	6.2	1.1	1.1	0.8	0.8	0.1
4233	Lumber and other construction material	2.7	7.1	2.7	7.8	0.7	1.0	0.3	0.3	(Z)
4234	Professional and commercial equipment and supplies	1.8	4.3	1.7	4.0	0.4	0.6	0.5	0.5	0.3
42343	Computer equipment and supplies	2.4	7.3	2.3	6.6	0.6	0.9	0.8	0.8	0.3
4235	Metals and minerals, excluding petroleum	2.1	6.3	1.8	7.4	0.9	2.0	0.2	0.2	(Z)
4236	Electrical goods	2.3	6.8	2.3	6.9	0.5	1.0	0.8	0.9	0.2
4237	Hardware, plumbing and heating equipment	1.8	3.3	1.3	3.4	1.1	0.3	0.5	0.5	(Z)
4238	Machinery, equipment and supplies	1.8	5.8	1.9	5.8	1.0	1.0	0.5	0.5	0.2
4239	Miscellaneous durable goods	3.2	9.9	3.1	10.2	1.2	3.5	0.8	0.7	0.2
424	Nondurable goods	1.2	1.5	1.1	1.6	0.4	0.3	0.3	0.2	0.6
4241	Paper and paper products	2.6	4.6	2.3	4.2	0.8	0.9	0.5	0.5	0.1
4242	Drugs, drug proprietaries and druggists' sundries	3.8	2.1	3.7	2.2	0.5	0.2	1.3	1.3	0.5
4243	Apparel, piece goods, and notions	1.9	7.7	1.7	7.9	1.0	2.6	1.4	1.4	0.2
4244	Groceries and related products	2.3	3.6	2.0	3.9	1.2	1.0	0.5	0.4	0.3
4245	Farm-products raw materials	4.0	6.3	3.5	5.5	1.3	1.2	0.2	0.2	(Z)
4246	Chemicals and allied products	2.9	(D)	2.8	(D)	0.9	(D)	(D)	(D)	(D)
4247	Petroleum and petroleum products	1.8	2.1	1.7	2.2	0.9	0.2	0.1	0.2	0.1
4248	Beer, wine, and distilled beverages	3.1	(D)	2.9	(D)	0.9	(D)	(D)	(D)	(D)
4249	Miscellaneous nondurable goods	3.0	6.0	3.1	6.0	1.2	0.6	0.9	0.8	0.2

NA Not applicable.

(D) Corresponding estimate in Table 2.0 is withheld to avoid disclosing data on individual companies; these data are included in higher level totals.

(Z) Estimate is less than 0.05%.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/atsreliability.html.

¹ Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2005 Annual Wholesale Trade Survey

Table 2.1A. Measures of Sampling Variability - U.S. Merchant Wholesale Trade Sales, Excluding Manufacturers' Sales Branches and Offices - Total and E-commerce: 2005 and 2004

[Estimates are based on data from the 2005 Annual Wholesale Trade Survey, are shown as percents, and are associated with the estimates in Table 2.1.]

NAICS Code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
		2005		2004		Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		Total	E-commerce	Total	Revised E-commerce	Total Sales	E-commerce Sales	2005	2004	2005
42	Total Merchant Wholesale Trade Excluding MSBOs¹	0.7	1.8	0.7	1.9	0.3	0.3	0.2	0.3	NA
423	Durable goods	0.9	2.9	0.9	2.9	0.4	0.4	0.3	0.4	0.8
4231	Motor vehicles and automotive equipment	1.3	1.9	1.2	1.9	0.8	0.1	0.5	0.5	0.4
4232	Furniture and home furnishings	3.3	9.8	3.0	10.6	1.2	2.0	0.9	0.9	0.1
4233	Lumber and other construction material	3.2	10.0	3.2	11.0	0.9	1.6	0.3	0.4	0.1
4234	Professional and commercial equipment and supplies	2.6	5.9	2.3	5.4	0.6	0.8	0.7	0.7	0.5
42343	Computer equipment and supplies	3.0	11.1	2.6	10.2	1.0	1.2	1.4	1.3	0.5
4235	Metals and minerals, excluding petroleum	2.8	18.6	2.4	(S)	1.3	(S)	0.2	(S)	(S)
4236	Electrical goods	3.2	9.4	3.1	9.4	0.8	0.6	1.1	1.1	0.5
4237	Hardware, plumbing and heating equipment	2.2	4.0	1.6	4.2	1.2	0.4	0.5	0.5	0.1
4238	Machinery, equipment and supplies	1.6	8.1	1.6	7.4	1.1	2.5	0.3	0.3	0.2
4239	Miscellaneous durable goods	3.3	11.2	3.1	11.6	1.3	3.3	0.9	0.9	0.3
424	Nondurable goods	1.2	2.1	0.9	2.1	0.5	0.5	0.3	0.3	0.8
4241	Paper and paper products	3.9	6.4	3.6	5.8	1.0	1.3	0.7	0.6	0.2
4242	Drugs, drug proprietaries and druggists' sundries	2.3	2.5	1.9	2.6	1.0	0.3	1.1	0.9	0.5
4243	Apparel, piece goods, and notions	2.1	7.9	2.0	8.2	1.1	2.9	1.5	1.5	0.4
4244	Groceries and related products	2.0	6.8	1.7	7.2	1.4	2.3	0.6	0.5	0.5
4245	Farm-products raw materials	4.0	6.3	3.5	5.5	1.3	1.2	0.2	0.2	0.1
4246	Chemicals and allied products	2.4	(D)	2.5	(D)	1.1	(D)	(D)	(D)	(D)
4247	Petroleum and petroleum products	3.0	(D)	2.6	(D)	1.4	(D)	(D)	(D)	(D)
4248	Beer, wine, and distilled beverages	3.2	5.2	3.0	5.2	1.0	0.5	0.3	0.2	(Z)
4249	Miscellaneous nondurable goods	4.0	12.6	4.1	12.7	1.6	1.7	0.9	0.8	0.4

NA Not applicable.

(S) Corresponding estimate in Table 2.1 does not meet publication standards because of high sampling variability or poor response quality.

(D) Corresponding estimate in Table 2.1 is withheld to avoid disclosing data on individual companies; these data are included in higher level totals.

(Z) Estimate is less than 0.05%.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/atsreliability.html.

¹ Manufacturers' Sales Branches and Offices.

Table 2.2A. Measures of Sampling Variability - U.S. Manufacturers' Sales Branches and Offices - Total and E-commerce Sales: 2005 and 2004

[Estimates are based on data from the 2005 Annual Wholesale Trade Survey, are shown as percents, and are associated with the estimates in Table 2.2.]

NAICS Code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
		2005		2004		Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		Total	E-commerce	Total	Revised E-commerce	Total	E-commerce	2005	2004	2005
42	Total Merchant Wholesale Trade	1.3	1.7	1.4	1.7	0.2	0.1	0.6	0.6	NA
423	Durable goods	0.7	1.9	0.6	1.9	0.4	0.2	0.5	0.7	0.7
4231	Motor vehicles and automotive equipment	0.9	2.0	0.6	2.0	0.6	(Z)	0.9	1.2	0.6
4232	Furniture and home furnishings	1.3	3.5	2.7	3.5	1.2	0.1	0.8	0.8	(Z)
4233	Lumber and other construction material	0.9	3.5	0.7	3.5	0.5	(Z)	0.2	0.2	(Z)
4234	Professional and commercial equipment and supplies	1.8	2.5	1.7	2.4	0.1	0.2	0.2	0.2	0.1
42343	Computer equipment and supplies	2.2	2.1	2.2	2.1	0.2	(Z)	0.1	0.1	0.1
4235	Metals and minerals, excluding petroleum	1.6	5.1	1.3	5.4	0.7	1.1	0.3	0.3	(Z)
4236	Electrical goods	2.6	7.9	2.0	9.5	1.1	2.0	1.1	1.2	0.2
4237	Hardware, plumbing and heating equipment	2.0	(S)	0.7	(S)	2.0	(S)	(S)	(S)	(S)
4238	Machinery, equipment and supplies	3.8	6.4	3.5	6.6	2.0	0.5	1.3	1.2	0.3
4239	Miscellaneous durable goods	11.0	18.0	10.1	14.3	1.0	7.1	2.6	1.8	0.1
424	Nondurable goods	3.2	2.5	3.1	2.5	0.3	0.2	0.8	0.8	0.7
4241	Paper and paper products	0.8	4.5	0.9	4.6	0.6	0.6	0.7	0.6	0.1
4242	Drugs, drug proprietaries and druggists' sundries	9.8	4.9	9.4	4.9	0.7	0.1	2.7	2.8	0.6
4243	Apparel, piece goods, and notions	6.3	15.5	6.0	13.3	1.5	3.0	1.4	1.3	(Z)
4244	Groceries and related products	4.1	4.3	3.6	4.4	1.4	0.5	1.0	1.1	0.4
4246	Chemicals and allied products	6.6	8.4	6.5	8.0	1.8	0.6	0.7	0.8	0.2
4247	Petroleum and petroleum products	4.4	(D)	4.8	(D)	0.4	(D)	(D)	(D)	(D)
4248	Beer, wine, and distilled beverages	16.8	(D)	16.4	(D)	0.2	(D)	(D)	(D)	(D)
4249	Miscellaneous nondurable goods	0.9	4.5	0.5	4.5	0.8	0.2	1.9	1.7	0.2

NA Not applicable.

(S) Corresponding estimate in Table 2.2 does not meet publication standards because of high sampling variability or poor response quality.

(D) Corresponding estimate in Table 2.2 is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

(Z) Estimate is less than 0.05%.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/atsreliability.html.

Source: U.S. Census Bureau, 2005 Annual Wholesale Trade Survey

Table 3A. Measures of Sampling Variability - U.S. Merchant Wholesale Trade Sales, Excluding Manufacturers' Sales Branches and Offices - Total and EDI: 2005 and 2004

[Estimates are based on data from the 2005 Annual Wholesale Trade Survey, are shown as percents, and are associated with the estimates in Table 3.]

NAICS Code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:						
		2005		2004		Y/Y Percent Change		EDI as Percent of Total Sales		Percent Distribution of EDI Sales	EDI as Percent of E-commerce Sales	
		Total	EDI	Revised Total	Revised EDI	Total Sales	EDI Sales	2005	2004	2005	2005	2004
42	Total Merchant Wholesale Trade Excluding MSBOs¹	0.7	1.8	0.7	1.8	0.3	0.3	0.2	0.2	NA	0.6	0.6
423	Durable goods	0.9	2.7	0.9	2.5	0.4	0.3	0.3	0.3	0.8	0.8	0.8
4231	Motor vehicles and automotive equipment	1.3	1.9	1.2	1.9	0.8	0.2	0.5	0.4	0.5	0.4	0.3
4232	Furniture and home furnishings	3.3	11.2	3.0	11.9	1.2	2.6	0.8	0.9	0.1	1.8	1.5
4233	Lumber and other construction material	3.2	11.1	3.2	11.7	0.9	4.3	0.3	0.3	0.1	4.3	2.9
4234	Professional and commercial equipment and supplies	2.6	7.3	2.3	6.3	0.6	1.1	0.6	0.6	0.6	1.5	1.3
42343	Computer equipment and supplies	3.0	14.4	2.6	12.7	1.0	1.6	1.2	1.1	0.5	2.4	2.2
4235	Metals and minerals, excluding petroleum	2.8	(S)	2.4	(S)	1.3	(S)	(S)	(S)	(S)	(S)	(S)
4236	Electrical goods	3.2	7.7	3.1	7.8	0.8	1.0	0.8	0.8	0.4	3.0	2.9
4237	Hardware, plumbing and heating equipment	2.2	2.7	1.6	2.7	1.2	0.4	0.2	0.2	0.1	2.1	2.2
4238	Machinery, equipment and supplies	1.6	9.9	1.6	10.0	1.1	1.6	0.2	0.2	0.2	2.5	2.2
4239	Miscellaneous durable goods	3.3	12.2	3.1	12.0	1.3	3.9	0.9	0.8	0.3	3.1	2.5
424	Nondurable goods	1.2	2.3	0.9	2.1	0.5	0.5	0.3	0.3	0.8	0.8	0.8
4241	Paper and paper products	3.9	16.0	3.6	14.4	1.0	1.8	0.8	0.7	0.2	3.7	3.6
4242	Drugs, drug proprietaries and druggists' sundries	2.3	2.6	1.9	2.6	1.0	0.3	1.0	0.9	0.6	0.3	0.2
4243	Apparel, piece goods, and notions	2.1	9.0	2.0	8.2	1.1	3.0	1.4	1.2	0.4	1.9	1.6
4244	Groceries and related products	2.0	9.2	1.7	8.4	1.4	3.1	0.5	0.4	0.6	3.6	3.6
4245	Farm-products raw materials	4.0	5.3	3.5	5.2	1.3	0.5	0.2	0.1	(Z)	2.4	1.9
4246	Chemicals and allied products	2.4	(D)	2.5	(D)	1.1	(D)	(D)	(D)	(D)	(D)	(D)
4247	Petroleum and petroleum products	3.0	(D)	2.6	(D)	1.4	(D)	(D)	(D)	(D)	(D)	(D)
4248	Beer, wine, and distilled beverages	3.2	5.2	3.0	5.2	1.0	0.6	0.1	0.1	(Z)	0.8	0.8
4249	Miscellaneous nondurable goods	4.0	12.6	4.1	11.9	1.6	1.9	0.6	0.6	0.4	2.3	2.2

NA Not applicable.

(S) Corresponding estimate in Table 3 does not meet publication standards because of high sampling variability or poor response quality.

(D) Corresponding estimate in Table 3 is withheld to avoid disclosing data of individual companies; these data are included in higher levels totals.

(Z) Estimate is less than 0.05%.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/atsreliability.html.

¹ Manufacturers' Sales Branches and Offices.

Source: U.S. Census Bureau, 2005 Annual Wholesale Trade Survey

Table 4A. Measures of Sampling Variability - U.S. Selected Services Revenue - Total and E-commerce: 2005 and 2004

[Except where indicated, estimates are based on data from the 2005 Service Annual Survey. Estimates are shown as percents and are associated with the estimates in Table 4.]

NAICS Code	Description	Coefficient of Variation for Value of Revenue				Standard Error for Estimate of:				
		2005		2004		Y/Y Percent Change		E-commerce as Percent of Total Revenue		Percent Distribution of E-commerce Revenue
		Total	E-commerce	Revised Total	Revised E-commerce	Total Revenue	E-commerce Revenue	2005	2004	2005
	Total for Selected Service Industries	0.3	1.8	0.3	1.6	0.2	0.7	(Z)	(Z)	N/A
	Selected Transportation and Warehousing¹	1.1	5.7	1.0	6.2	0.5	1.2	0.1	0.1	0.4
484	Truck transportation	1.2	6.6	1.1	7.2	0.7	1.3	0.2	0.2	0.4
492	Couriers and messengers	1.4	(S)	1.5	(S)	0.9	(S)	(S)	(S)	(S)
493	Warehousing and storage	5.2	8.4	5.2	8.5	0.9	0.1	0.2	0.1	0.1
51	Information	0.4	3.3	0.3	3.6	0.2	1.8	0.1	0.1	0.7
511	Publishing industries	1.1	3.1	0.8	4.0	0.5	1.4	0.2	0.2	0.5
517	Telecommunications	0.5	(S)	0.6	(S)	0.3	(S)	(S)	(S)	(S)
51811	Internet service providers and web search portals	2.0	16.4	1.9	19.7	1.5	4.3	1.2	1.7	0.3
	Selected Finance²	1.5	7.3	1.3	6.8	0.8	1.0	0.1	0.1	0.5
5231	Securities and commodity contracts intermediation and brokerage	1.0	7.6	1.2	7.0	0.7	1.1	0.1	0.1	0.5
532	Rental and Leasing Services	1.3	1.4	1.3	(S)	0.5	(S)	0.1	(S)	0.1
	Selected Professional, Scientific, and Technical Services³	1.2	3.5	1.3	3.2	0.6	2.1	0.1	0.1	0.8
5415	Computer systems design and related services	2.2	(S)	1.9	(S)	1.0	(S)	(S)	(S)	(S)
56	Administrative and Support and Waste Management and Remediation Services	2.1	11.1	1.7	10.9	0.7	2.0	0.3	0.3	1.3
5615	Travel arrangement and reservation services	2.4	4.3	2.3	6.2	1.1	(S)	1.3	1.6	0.5
62	Health Care and Social Assistance Services	0.5	12.9	0.4	17.1	0.2	17.0	(Z)	(Z)	0.2
71	Arts, Entertainment, and Recreation Services	1.2	3.4	1.0	(S)	0.6	(S)	(Z)	(Z)	0.1
72	Accommodation and Food Services⁴	1.3	3.6	1.1	3.6	0.5	0.8	(Z)	(Z)	0.3
	Selected Other Services⁵	1.4	4.1	1.2	4.9	0.5	2.8	0.1	0.1	0.2
811	Repair and maintenance	2.7	11.1	2.5	7.3	0.7	4.6	0.1	0.1	0.1
813	Religious, grantmaking, civic, professional, and similar organizations	1.4	7.9	1.3	8.5	0.9	2.1	0.1	0.1	0.2

NA Not applicable.

(S) Corresponding estimate in Table 4 does not meet publication standards because of high sampling variability or poor response quality.

(Z) Estimate is less than 0.05%.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/svsd/www/cv.html.

¹ Excludes NAICS 481 (air transportation), 482 (rail transportation), 483 (water transportation), 485 (transit and ground passenger transportation), 486 (pipeline transportation), 487 (scenic and sightseeing transportation), 488 (support activities for transportation), and 491 (postal service).

² Excludes NAICS 521 (monetary authorities-central bank), 522 (credit intermediation and related activities), 5232 (securities and commodity exchanges), 52391 (miscellaneous intermediation), 52399 (all other financial investment activities), 524 (insurance carriers and related activities), and 525 (funds, trusts, and other financial vehicles).

³ Excludes NAICS 54112 (offices of notaries).

⁴ Estimates are based on data from the 2005 Annual Retail Trade Survey.

⁵ Excludes NAICS 81311 (religious organizations), 81393 (labor and similar organizations), 81394 (political organizations), and 814 (private households).

Source: U.S. Census Bureau, 2005 Service Annual Survey

Table 5A. Measures of Sampling Variability - U.S. Retail Trade Sales - Total and E-commerce: 2005 and 2004

[Estimates are based on data from the 2005 Annual Retail Trade Survey, are shown as percents, and are associated with the estimates in Table 5.]

NAICS Code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
		2005		2004		Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		Total	E-commerce	Revised Total	Revised E-commerce			2005	2004	2005
		Total	E-commerce	Revised Total	Revised E-commerce	Total Sales	E-commerce Sales	2005	2004	2005
	Total Retail Trade	0.5	1.7	0.4	1.4	0.2	0.7	(Z)	(Z)	NA
441	Motor vehicles and parts dealers	0.9	2.0	0.9	1.7	0.4	1.1	(Z)	(Z)	0.4
442	Furniture and home furnishings stores	0.7	16.7	0.8	18.2	0.4	4.7	0.1	0.1	0.1
443	Electronics and appliance stores	1.1	13.4	0.9	12.3	0.6	4.5	0.2	0.1	0.2
444	Building materials and garden equipment and supplies stores	0.9	(S)	0.8	(S)	0.4	(S)	(S)	(S)	(S)
445	Food and beverage stores	0.6	16.3	0.5	13.5	0.3	7.8	(Z)	(Z)	0.1
446	Health and personal care stores	1.0	(S)	0.9	(S)	0.5	(S)	(S)	(S)	(S)
447	Gasoline stations	3.4	(S)	3.1	(S)	1.0	(S)	(S)	(S)	(S)
448	Clothing and clothing accessories stores	1.0	16.4	0.9	17.3	0.5	3.9	0.1	0.1	0.3
451	Sporting goods, hobby, book, and music stores	1.1	14.1	0.7	13.1	0.7	4.9	0.2	0.2	0.2
452	General merchandise stores	0.2	(S)	0.2	(S)	(Z)	(S)	(S)	(S)	(S)
453	Miscellaneous store retailers	1.3	14.3	1.2	13.8	0.9	4.2	0.2	0.2	0.3
454	Nonstore retailers	1.0	1.8	1.0	1.7	0.3	0.6	0.4	0.4	0.6
45411	Electronic shopping and mail-order houses	1.1	1.7	1.1	1.7	0.3	0.6	0.5	0.5	0.7

NA Not applicable.

(S) Corresponding estimate in Table 5 does not meet publication standards because of high sampling variability or poor response quality.

(Z) Estimate is less than 0.05%.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/mrts/www/nrely.html.

Source: U.S. Census Bureau, 2005 Annual Retail Trade Survey

Table 6A. Measures of Sampling Variability - U.S. Electronic Shopping and Mail-Order Houses (NAICS 45411) - Total and E-commerce Sales by Merchandise Line: 2005 and 2004

[Estimates are based on data from the 2005 Annual Retail Trade Survey, are shown as percents, and are associated with the estimates in Table 6.]

Merchandise Lines	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:					
	2005		2004		Y/Y Percent Change		E-commerce as Percent of Total Sales	Percent Distribution		
	Total	E-commerce	Revised Total	Revised E-commerce	Total Sales	E-commerce Sales		Total Sales	E-commerce Sales	
							2005	2005	2005	
Total Electronic Shopping and Mail-Order Houses (NAICS 45411)	1.1	1.7	1.1	1.7	0.3	0.6	0.5	NA	NA	
Books and magazines	4.0	3.1	3.8	3.3	1.1	1.2	1.3	0.1	0.1	
Clothing and clothing accessories (includes footwear)	1.8	2.2	1.8	2.2	0.7	1.0	0.6	0.1	0.2	
Computer hardware	2.1	3.3	1.8	2.5	0.8	1.2	0.7	0.2	0.3	
Computer software	4.1	5.6	3.4	4.6	1.6	3.4	1.8	0.1	0.1	
Drugs, health aids, and beauty aids	1.5	4.3	1.7	4.9	0.7	2.8	0.5	0.3	0.4	
Electronics and appliances	3.5	4.0	2.3	3.6	2.2	1.4	0.6	0.2	0.3	
Food, beer, and wine	10.1	4.7	12.0	5.9	2.9	2.6	2.8	0.2	0.1	
Furniture and home furnishings	2.4	2.9	1.9	2.4	1.0	2.6	1.1	0.1	0.2	
Music and videos	3.8	5.3	3.5	5.4	0.8	0.9	2.0	0.1	0.2	
Office equipment and supplies	3.2	4.9	3.6	5.5	1.0	1.4	1.2	0.1	0.3	
Sporting goods	8.1	9.4	9.0	11.0	2.3	5.4	2.3	0.2	0.2	
Toys, hobby goods, and games	3.9	5.1	3.6	5.1	1.4	2.2	1.2	0.1	0.1	
Other merchandise ¹	3.4	3.6	3.8	3.7	1.8	3.2	1.4	0.5	0.6	
Nonmerchandise receipts ²	3.4	5.5	2.1	3.0	1.7	2.3	1.5	0.2	0.4	

NA Not applicable.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/mrts/www/nrely.html.

¹ Includes other merchandise such as collectibles, souvenirs, auto parts and accessories, hardware, lawn and garden equipment and supplies, and jewelry.

² Includes nonmerchandise receipts such as auction commissions, customer training, customer support, advertising, and shipping and handling.

Source: U.S. Census Bureau, 2005 Annual Retail Trade Survey