Annual Benchmark Report for Wholesale Trade: January 1992 Through December 2003

A Detailed Summary for Wholesale Sales, Inventories, and Purchases

Issued March 2004

BW/03-A

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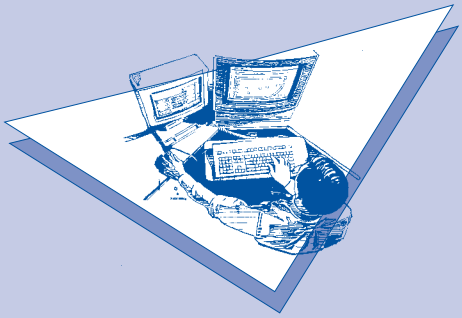

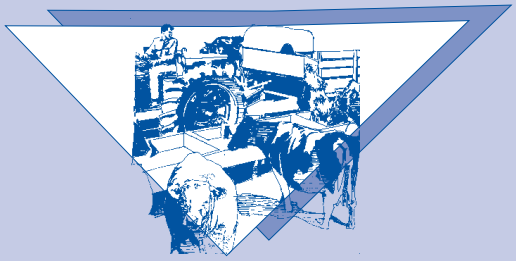

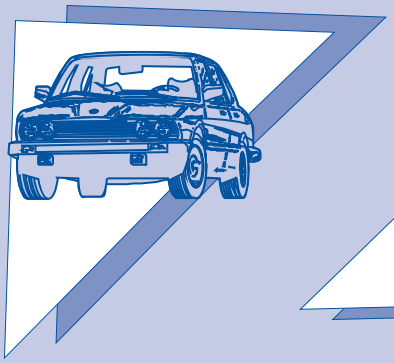

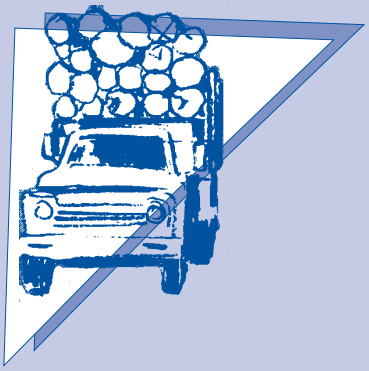

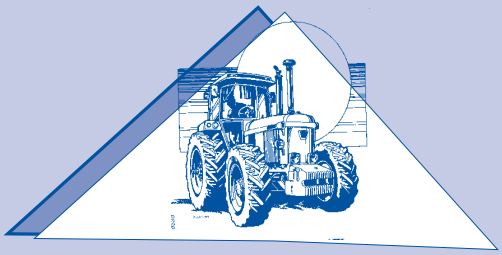

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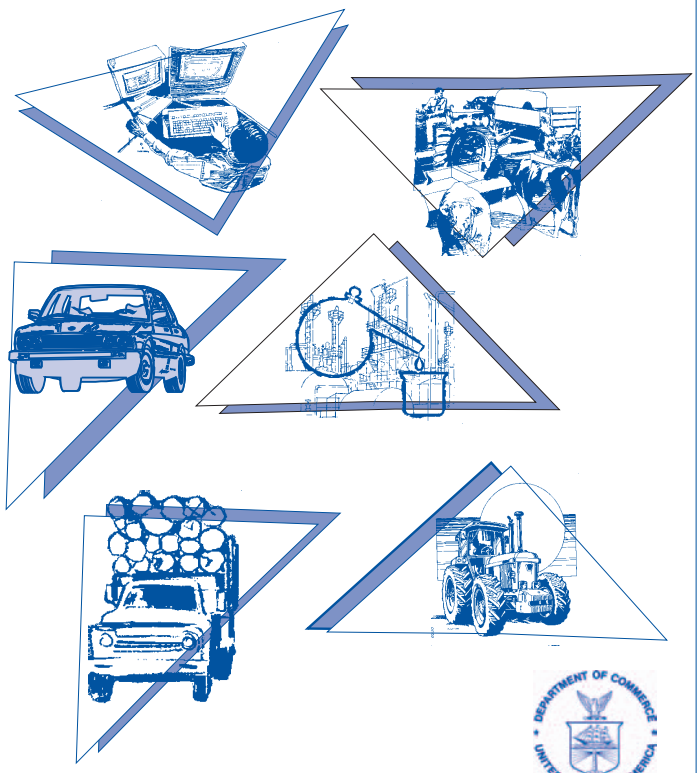

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Annual Benchmark Report for Wholesale Trade:
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INTRODUCTION

The U.S. Census Bureau produces the *Annual Benchmark Report for Wholesale Trade* to provide national estimates by kind of business of monthly and annual sales and end-of-month non-LIFO (last-in, first-out) inventories for merchant wholesale establishments. Estimates of annual purchases and gross margin are also provided.

We develop the estimates in this report using data from the Annual Wholesale Trade Survey (AWTS), Monthly Wholesale Trade Survey (MWTS), and administrative records. For each survey, questionnaires are mailed to a probability sample of firms located in the United States and having paid employees. The samples are updated regularly and periodically reselected. These samples include firms of all sizes. Additional information on AWTS and MWTS can be found on the Census Bureau website at:

http://www.census.gov/econ/www/retmenu.html#WHOL

COVERAGE

The estimates in this publication are summarized by kind-of-business classification based on the *1997 North American Industry Classification System* (NAICS). NAICS groups establishments into industries based on the activities in which they are primarily engaged. This system was developed by the joint efforts of statistical agencies in Canada, Mexico, and the United States. The common industry definitions allow for statistics to be compared by business activity across North America.

Wholesale trade, as defined by NAICS Sector 42, includes establishments organized to sell or arrange the purchase or sale of 1) goods to other wholesalers or retailers, 2) capital or durable nonconsumer goods, and 3) raw and intermediate materials and supplies used in production.

MWTS and AWTS cover merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, drop shippers, and import/export merchants. Manufacturers' sales branches of ferrous metals service centers with inventories, which are classified as Metal Service Centers and Offices (NAICS 421510), are also included.

New samples were introduced with the 1999 Annual Wholesale Trade Survey (AWTS) and with the March 2001 Monthly Wholesale Trade Survey (MWTS). The new samples were designed to produce NAICS-based estimates and replace the samples designed to produce SIC-based estimates. Detailed information about NAICS and a comparison of the SIC and NAICS systems can be found on the Census Bureau website at:

www.census.gov/epcd/www/naics.html

A summary of changes from the prior benchmark report and the procedures for producing the revised estimates are described below.

SUMMARY OF CHANGES

Unadjusted estimates of monthly sales were revised for January 1999 through December 2003. The revised, unadjusted sales estimates reflect results from the 1999, 2000, 2001 and 2002 annual surveys. Unadjusted estimates of end-of-month inventories were also revised for January 1992 through December 2003. The revised, unadjusted end-of-month inventory estimates reflect revised end-of-year inventory estimates for the years 1992 through 2002. We derived revised annual purchases estimates for 1998 through 2001. Gross margin estimates were revised for 1993 through 2001. New purchases and gross margin estimates were derived for the year 2002.

New seasonal and trading-day adjustment factors were computed and used to adjust sales for January 1996 through December 2003. Adjusted estimates were derived beginning January 1996 instead of January 1999 because the revised 1999 unadjusted estimates can affect the computation of seasonal factors as far back as 1996. New seasonal adjustment factors were computed and used to adjust inventories for January 1992 through December 2003. Factors for both sales and inventories were developed by using unadjusted estimates as input to the seasonal adjustment program.

The revision procedures were applied to sales and inventory estimates at detailed industry levels. All other sales and inventory series were obtained by summing appropriate detail level estimates, thereby assuring additivity.

REVISIONS TO PREVIOUSLY PUBLISHED ESTIMATES

Annual Estimates

Sales, end-of-year inventories, and purchases for 2002 were estimated from the 2002 AWTS. For 2001, 2000, 1999 and 1998; revisions were applied to the previously published estimates of sales, end-of-year inventories, and purchases. There were no revisions to the previously published 1998 annual sales estimates.[1] However, the 1998 inventory estimates were revised by using inventory-to-sales ratios estimated from 1998 data collected from the 1999 NAICS-based sample. The revised 1998 inventory estimates were derived by multiplying each revised 1998 inventory-to-sales ratio from the 1999 AWTS by the published 1998 annual sales estimates. Revised 1992 through 1997 end-of-year inventory estimates were derived by multiplying each previously published inventory estimates by the ratio of the revised-to-previously published 1998 inventory estimates. For purchases, the revised 1998 purchase estimates were derived by

[1]The annual sales estimates for 1998 and prior years were developed by restating the SIC-based estimates to NAICS-based estimates.

multiplying each revised 1998 purchases-to-sales ratio from the 1999 AWTS by the published 1998 annual sales estimates. Because the revisions to the 1998 purchase-to-sales ratios were small, we did not revise purchase estimates prior to 1998.

Estimates of Monthly Sales

For December 1998 through December 2003, merchant wholesale sales estimates were input to the benchmarking program. The December 1998 through February 2001 estimates were developed by restating the SIC-based estimates on a NAICS basis. Estimates from March 2001 through December 2003 were derived from the NAICS-based sample. For selected kinds of business, corrections were applied to estimates. The estimates were revised in a manner that –

- constrained the sum of the 12 monthly sales estimates for a particular year to equal the corresponding annual sales estimates (benchmarks) derived for the years 1999 through 2002

- minimized the differences between the month-to-month changes of the input and revised estimates

- used the previously published December 1998 estimate to link the revised estimates to the previously published estimates.

A mathematical result of the benchmarking methodology is that all input estimates following the end of the last benchmark year (2002) are derived by multiplying these estimates by the ratio of the benchmarked-to-input estimate for the last month of the last benchmark year. Therefore, for a specified sales series, a ratio of the December 2002 benchmarked estimate to the December 2002 input estimate was computed. Estimates for periods following December 2002 were multiplied by these constant ratios (called carry-forward factors) to derive published sales estimates. The carry-forward factors remain constant until the next benchmarking operation.

Estimates of End-of-Month Inventories

For January 1992 through December 2003, merchant wholesale end-of-month inventory estimates were input to the benchmarking program. The January 1992 through February 2001 estimates were developed by restating the SIC-based estimates on a NAICS basis. Estimates from March 2001 through December 2003 were derived from the NAICS-based sample. For selected kinds of business, corrections were applied to estimates. The estimates were revised in a manner that –

- constrained the December inventory estimates for 1992 through 2002 (derived from the monthly survey) to the December inventory estimates derived from the annual survey

- minimized the differences between the month-to-month changes of the input and revised estimates.

Estimates subsequent to December 2002 were derived by multiplying the input estimates by the ratio of the December 2002 published estimate to the input estimate for December 2002. This ratio is the carry-forward factor for inventory and remains constant for all series until the next benchmarking operation.

The table shown below compares the annual unadjusted sales and inventory estimates for 2003 prior to and after the revision. Revisions shown are for the sum of the monthly estimates for 2003.

Revision of Annual Sales and Inventories: 2003

(Unadjusted)

NAICS code	Kind of business	Sales (millions of dollars)			End-of-year inventories (millions of dollars)		
		Revised	Previously published	Percent difference	Revised	Previously published	Percent difference
42	**Merchant wholesale, total**	**2,885,034**	**2,893,527**	**-0.3**	**298,234**	**297,236**	**0.3**
421	**Durable goods, total**	**1,369,285**	**1,373,750**	**-0.3**	**173,806**	**173,512**	**0.2**
4211	Motor vehicle and motor vehicle parts and supplies	221,965	218,314	1.7	26,044	25,935	0.4
4212	Furniture and home furnishings	45,043	44,520	1.2	5,675	5,506	3.1
4213	Lumber and other construction materials	87,528	90,608	-3.4	7,883	7,586	3.9
4214	Professional and commercial equipment and supplies	252,922	250,973	0.8	23,752	23,747	0.0
42143	Computer, computer peripheral equipment, and software	110,258	112,817	-2.3	7,134	7,412	-3.8
4215	Metals and minerals, excluding petroleum	89,672	88,895	0.9	14,201	14,089	0.8
4216	Electrical goods	209,415	214,857	-2.5	21,566	22,357	-3.5
4217	Hardware, plumbing and heating equipment, and supplies	66,444	66,356	0.1	10,139	10,193	-0.5
4218	Machinery, equipment, and supplies	230,388	231,520	-0.5	43,353	43,056	0.7
4219	Miscellaneous durable goods	165,908	167,707	-1.1	21,193	21,043	0.7
422	**Nondurable goods, total**	**1,515,749**	**1,519,777**	**-0.3**	**124,428**	**123,724**	**0.6**
4221	Paper and paper products	77,053	73,627	4.7	6,710	6,565	2.2
4222	Drugs and druggists' sundries	260,853	261,777	-0.4	31,616	31,053	1.8
4223	Apparel, piece goods, and notions	86,030	84,680	1.6	11,807	11,676	1.1
4224	Groceries and related products	417,893	427,510	-2.2	22,989	23,440	-1.9
4225	Farm products raw materials	125,245	128,456	-2.5	14,867	13,981	6.3
4226	Chemicals and allied products	62,890	64,150	-2.0	6,109	6,099	0.2
4227	Petroleum and petroleum products	226,903	229,802	-1.3	5,676	5,636	0.7
4228	Beer, wine, and distilled alcoholic beverages	84,389	86,708	-2.7	7,050	7,079	-0.4
4229	Miscellaneous nondurable goods	174,493	163,067	7.0	17,604	18,195	-3.2

Reasons for Revisions

There are several reasons for revisions. The main contributors to the revision from the previously published estimates are:

- **Timing.** Respondents have more time to prepare their annual reports than their monthly reports. The annual responses are requested at a time when many firms have already compiled unaudited book figures for their own use. This includes adjustments for returns, allowances, and other customer transactions. The timing of the annual survey is such that we are also able to obtain independent verification of the reported data from

such sources as a company's annual report. On the other hand, respondents to the monthly survey have just a few weeks to provide reports of their sales and end-of-month inventories. Sometimes these reports are based on incomplete or unaudited records, including estimates by the respondents to represent their understanding of their business.

- **Sampling.** The annual sample is larger than the samples used to develop the estimates for any given month. As described in more detail in Appendix A of this report, the sample used to produce the sales estimates each month consists of certainty companies and noncertainty Employer Identification Number (EINs).

- **Response.** The annual estimates are based on more reported data than are the monthly estimates. The response to the Annual Wholesale Trade Survey is required by law. This requirement results in a dollar volume response rate for sales above 89 percent and for inventories above 87 percent. The response to our monthly survey is not mandatory. The corresponding response rates for the monthly survey are usually around 70 percent for sales and 68 percent for inventories. The sales and inventories for nonresponding firms are accounted for by an imputation process. This process assumes that nonresponding firms have trends similar to the responding firms in their respective kind-of-business.

  To reduce respondent burden some of the data from the Annual Wholesale Trade Survey were obtained from data collected for single unit establishments on the 2002 Census of Wholesale Trade.

DEFINITION OF TERMS

Dollar Values

All dollar values presented are expressed in current dollars (not adjusted to a constant dollar series). Consequently, when comparing estimates to prior years, users also should consider price level changes.

Confidentiality

Title 13 of the United States Code authorizes the Census Bureau to conduct censuses and surveys. Section 9 of the same Title requires that any information collected from the public under the authority of Title 13 be maintained as confidential. Section 214 of Title 13 and Sections 3559 and 3571 of Title 18 of the United States Code provide for the imposition of penalties of up to five years in prison and up to $250,000 in fines for wrongful disclosure of confidential census information. In accordance with Title 13, no estimates are published that would disclose the operations of an individual firm.

The Census Bureau's internal Disclosure Review Board sets the confidentiality rules for all data releases. A checklist approach is used to ensure that all potential risks to the confidentiality of the data are considered and addressed.

Disclosure Limitation

A disclosure of data occurs when an individual can use published statistical information to identify either an individual or firm that has provided information under a pledge of confidentiality. Disclosure limitation is the process used to protect the confidentiality of the survey data provided by an individual or firm. Using disclosure limitation procedures, the Census Bureau modifies or removes the characteristics that put confidential information at risk for disclosure. Although it may appear that a table shows information about a specific individual or business, the Census Bureau has taken steps to disguise or suppress the original data while making sure the results are still useful. The techniques used by the Census Bureau to protect confidentiality in tabulations vary, depending on the type of data.

Unpublished Estimates

Additional statistics, such as dollar volume estimates for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional estimates have not been included in this publication because of high sampling variability, poor response, or other factors that may make them potentially misleading. Upon written request, for a nominal fee the Census Bureau will release these estimates for individual use, though not for publication. It should be noted that some unpublished estimates can be derived directly from this report by subtracting published estimates from their respective totals. However, the estimates obtained by such subtraction would be subject to the poor response rates or high sampling variability described previously for unpublished kinds of business.

Individuals who use estimates in this report to create new estimates should cite the Census Bureau as the source of only the original estimates.

ADDITIONAL INFORMATION

E-Commerce Data

Data for e-commerce sales and electronic data interchange (EDI) can be found on the Census Bureau website at: http://www.census.gov/estats. Data for survey year 2002 will be released April 2004.

Survey Questionnaires

The Annual Wholesale Trade Survey questionnaires can be found on the Census Bureau website at: http://www.census.gov/svsd/www/atsforms.html.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	2003											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[p]
	ADJUSTED[1]												
	Sales, total	**235,662**	**236,716**	**239,542**	**234,998**	**234,073**	**237,209**	**239,113**	**240,029**	**241,527**	**246,430**	**247,737**	**250,236**
421	**Durable goods**	**111,331**	**109,787**	**112,095**	**111,922**	**111,706**	**113,230**	**113,964**	**113,581**	**115,505**	**117,342**	**118,235**	**119,902**
4211	Motor vehicle & motor vehicle parts & supplies	18,313	17,592	18,381	18,163	18,110	18,482	18,441	18,315	18,509	18,695	19,127	19,771
4212	Furniture & home furnishings	3,642	3,676	3,662	3,647	3,710	3,742	3,850	3,815	3,830	3,810	3,834	3,859
4213	Lumber & other construction materials	6,781	6,598	6,727	6,749	6,786	7,062	7,337	7,502	7,864	7,947	8,128	7,945
4214	Professional & commercial equip. & supplies	20,960	20,906	21,091	21,099	20,825	20,836	21,001	20,590	20,963	21,169	21,422	21,792
42143	Computer & computer peripheral equip. & software	9,148	9,128	9,132	9,342	9,020	9,039	9,062	8,681	9,053	9,266	9,460	9,675
4215	Metals & minerals, ex. petroleum	7,218	7,104	7,315	7,341	7,450	7,346	7,522	7,447	7,568	7,680	7,793	7,893
4216	Electrical goods	16,738	16,820	17,097	17,150	16,894	17,482	17,519	17,421	17,686	18,307	18,227	18,014
4217	Hardware, & plumbing & heating equip. & supplies	5,501	5,370	5,492	5,466	5,478	5,522	5,554	5,554	5,633	5,621	5,663	5,667
4218	Machinery, equipment, & supplies	18,565	18,202	18,544	18,684	18,868	19,165	19,461	19,799	19,649	19,672	19,422	20,223
4219	Miscellaneous durable goods	13,613	13,519	13,786	13,623	13,585	13,593	13,279	13,138	13,803	14,441	14,619	14,738
422	**Nondurable goods**	**124,331**	**126,929**	**127,447**	**123,076**	**122,367**	**123,979**	**125,149**	**126,448**	**126,022**	**129,088**	**129,502**	**130,334**
4221	Paper & paper products	6,455	6,405	6,548	6,384	6,377	6,418	6,371	6,209	6,439	6,561	6,322	6,520
4222	Drugs & druggists' sundries	20,076	20,480	20,886	21,098	21,559	21,652	22,230	22,444	22,117	22,634	22,607	22,854
4223	Apparel, piece goods, & notions	7,250	7,073	7,055	6,987	7,042	7,056	7,074	7,074	7,255	7,229	7,317	7,651
4224	Groceries & related products	34,239	34,619	34,588	34,917	34,977	34,945	35,127	35,128	35,118	35,009	34,824	34,410
4225	Farm product raw materials	10,377	10,028	9,499	9,742	9,617	10,221	9,549	9,780	9,965	11,746	12,085	11,766
4226	Chemicals & allied products	5,236	5,170	5,361	5,242	5,133	5,200	5,271	5,166	5,250	5,259	5,291	5,319
4227	Petroleum & petroleum products	19,331	21,581	22,105	17,152	16,584	17,396	18,021	18,816	18,478	18,696	19,193	19,698
4228	Beer, wine, & distilled alcoholic beverages	6,770	6,840	6,902	6,874	6,936	6,922	7,176	7,168	7,010	7,265	7,170	7,193
4229	Miscellaneous nondurable goods	14,597	14,733	14,503	14,680	14,142	14,169	14,330	14,663	14,390	14,689	14,693	14,923
	Inventories, total	**288,367**	**289,611**	**290,876**	**290,655**	**289,756**	**289,727**	**290,210**	**289,961**	**291,248**	**292,549**	**293,534**	**294,980**
421	**Durable goods**	**173,234**	**174,700**	**175,088**	**175,090**	**174,278**	**174,040**	**173,386**	**172,905**	**173,153**	**174,216**	**174,682**	**176,286**
4211	Motor vehicle & motor vehicle parts & supplies	24,889	25,150	25,401	25,538	25,284	25,636	25,229	24,952	24,593	25,396	25,298	26,096
4212	Furniture & home furnishings	5,383	5,460	5,536	5,604	5,634	5,638	5,566	5,638	5,621	5,669	5,733	5,797
4213	Lumber & other construction materials	7,454	7,648	7,522	7,563	7,538	7,581	7,555	7,629	7,658	7,796	8,037	8,177
4214	Professional & commercial equip. & supplies	23,765	23,932	24,086	23,540	23,906	23,927	24,122	24,249	24,230	24,285	24,394	24,065
42143	Computer & computer peripheral equip. & software	7,344	7,400	7,437	7,220	7,359	7,352	7,362	7,289	7,182	7,284	7,293	7,294
4215	Metals & minerals, ex. petroleum	13,373	13,513	13,569	13,610	13,480	13,445	13,303	13,241	13,343	13,368	13,605	13,909
4216	Electrical goods	22,566	22,451	22,453	22,568	22,238	22,127	21,938	21,848	22,041	21,832	21,375	21,872
4217	Hardware, & plumbing & heating equip. & supplies	10,236	10,564	10,635	10,478	10,408	10,340	10,374	10,219	10,239	10,304	10,323	10,325
4218	Machinery, equipment, & supplies	45,801	46,047	45,890	45,871	45,671	45,356	45,089	45,055	44,841	44,717	44,862	44,419
4219	Miscellaneous durable goods	19,767	19,935	19,996	20,318	20,119	19,990	20,210	20,074	20,587	20,849	21,055	21,626
422	**Nondurable goods**	**115,133**	**114,911**	**115,788**	**115,565**	**115,478**	**115,687**	**116,824**	**117,056**	**118,095**	**118,333**	**118,852**	**118,694**
4221	Paper & paper products	6,209	6,359	6,336	6,358	6,342	6,357	6,390	6,407	6,364	6,431	6,436	6,604
4222	Drugs & druggists' sundries	29,606	30,245	30,883	31,091	31,365	30,882	31,551	31,788	31,383	31,008	31,328	30,429
4223	Apparel, piece goods, & notions	12,535	12,315	12,542	12,554	12,399	12,483	12,462	12,322	12,152	11,903	12,064	11,963
4224	Groceries & related products	22,287	22,331	22,135	21,852	21,565	21,470	21,682	21,733	22,167	21,805	21,906	22,472
4225	Farm product raw materials	9,759	9,721	9,715	9,885	10,067	10,442	10,445	10,533	10,785	12,202	11,824	11,762
4226	Chemicals & allied products	6,083	6,022	5,982	5,976	5,978	5,991	6,015	5,927	5,961	5,946	5,861	6,085
4227	Petroleum & petroleum products	4,748	4,469	4,401	4,178	4,342	4,461	4,496	4,694	4,862	4,886	4,958	5,127
4228	Beer, wine, & distilled alcoholic beverages	7,508	7,424	7,466	7,422	7,489	7,499	7,566	7,451	7,566	7,534	7,778	7,613
4229	Miscellaneous nondurable goods	16,398	16,025	16,328	16,249	15,931	16,102	16,217	16,201	16,855	16,618	16,697	16,639
	Inventories/sales ratios, total	**1.22**	**1.22**	**1.21**	**1.24**	**1.24**	**1.22**	**1.21**	**1.21**	**1.21**	**1.19**	**1.18**	**1.18**
421	**Durable goods**	**1.56**	**1.59**	**1.56**	**1.56**	**1.56**	**1.54**	**1.52**	**1.52**	**1.50**	**1.48**	**1.48**	**1.47**
4211	Motor vehicle & motor vehicle parts & supplies	1.36	1.43	1.38	1.41	1.40	1.39	1.37	1.36	1.33	1.36	1.32	1.32
4212	Furniture & home furnishings	1.48	1.49	1.51	1.54	1.52	1.51	1.45	1.48	1.47	1.49	1.50	1.50
4213	Lumber & other construction materials	1.10	1.16	1.12	1.12	1.11	1.07	1.03	1.02	0.97	0.98	0.99	1.03
4214	Professional & commercial equip. & supplies	1.13	1.14	1.14	1.12	1.15	1.15	1.15	1.18	1.16	1.15	1.14	1.10
42143	Computer & computer peripheral equip. & software	0.80	0.81	0.81	0.77	0.82	0.81	0.81	0.84	0.79	0.79	0.77	0.75
4215	Metals & minerals, ex. petroleum	1.85	1.90	1.85	1.85	1.81	1.83	1.77	1.78	1.76	1.74	1.75	1.76
4216	Electrical goods	1.35	1.33	1.31	1.32	1.32	1.27	1.25	1.25	1.25	1.19	1.17	1.21
4217	Hardware, & plumbing & heating equip. & supplies	1.86	1.97	1.94	1.92	1.90	1.87	1.87	1.84	1.82	1.83	1.82	1.82
4218	Machinery, equipment, & supplies	2.47	2.53	2.47	2.46	2.42	2.37	2.32	2.28	2.28	2.27	2.31	2.20
4219	Miscellaneous durable goods	1.45	1.47	1.45	1.49	1.48	1.47	1.52	1.53	1.49	1.44	1.44	1.47
422	**Nondurable goods**	**0.93**	**0.91**	**0.91**	**0.94**	**0.94**	**0.93**	**0.93**	**0.93**	**0.94**	**0.92**	**0.92**	**0.91**
4221	Paper & paper products	0.96	0.99	0.97	1.00	0.99	0.99	1.00	1.03	0.99	0.98	1.02	1.01
4222	Drugs & druggists' sundries	1.47	1.48	1.48	1.47	1.45	1.43	1.42	1.42	1.42	1.37	1.39	1.33
4223	Apparel, piece goods, & notions	1.73	1.74	1.78	1.80	1.76	1.77	1.76	1.74	1.67	1.65	1.65	1.56
4224	Groceries & related products	0.65	0.65	0.64	0.63	0.62	0.61	0.62	0.62	0.63	0.62	0.63	0.65
4225	Farm product raw materials	0.94	0.97	1.02	1.01	1.05	1.02	1.09	1.08	1.08	1.04	0.98	1.00
4226	Chemicals & allied products	1.16	1.16	1.12	1.14	1.16	1.15	1.14	1.15	1.14	1.13	1.11	1.14
4227	Petroleum & petroleum products	0.25	0.21	0.20	0.24	0.26	0.26	0.25	0.25	0.26	0.26	0.26	0.26
4228	Beer, wine, & distilled alcoholic beverages	1.11	1.09	1.08	1.08	1.08	1.08	1.05	1.04	1.08	1.04	1.08	1.06
4229	Miscellaneous nondurable goods	1.12	1.09	1.13	1.11	1.13	1.14	1.13	1.10	1.17	1.13	1.14	1.11

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	2003												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[p]	
	UNADJUSTED[2]													
	Sales, total	**227,770**	**216,868**	**242,813**	**237,965**	**236,074**	**240,136**	**243,623**	**237,647**	**247,100**	**263,351**	**234,591**	**257,096**	**2,885,034**
421	**Durable goods**	**104,147**	**98,777**	**114,461**	**113,014**	**112,123**	**116,810**	**116,760**	**112,729**	**120,840**	**126,553**	**111,670**	**121,401**	**1,369,285**
4211	Motor vehicle & motor vehicle parts & supplies	16,885	15,798	19,098	19,235	18,291	18,852	18,810	18,168	18,065	19,686	18,515	20,562	221,965
4212	Furniture & home furnishings	3,358	3,297	3,680	3,618	3,695	3,802	3,900	3,903	4,067	4,195	3,765	3,763	45,043
4213	Lumber & other construction materials	6,171	5,694	6,606	7,005	7,119	7,507	8,100	7,960	8,399	8,964	7,226	6,777	87,528
4214	Professional & commercial equip. & supplies	19,556	18,523	21,850	20,403	20,221	21,919	21,400	19,869	23,059	22,270	19,815	24,037	252,922
42143	Computer & computer peripheral equip. & software	8,544	7,987	9,497	8,856	8,524	9,681	9,162	8,455	10,230	9,748	8,419	11,155	110,258
4215	Metals & minerals, ex. petroleum	7,139	6,585	7,271	7,576	7,614	7,559	7,951	7,641	7,795	8,218	7,006	7,317	89,672
4216	Electrical goods	15,834	15,306	17,388	16,807	16,455	17,639	17,817	17,282	18,853	20,247	17,935	17,852	209,415
4217	Hardware, & plumbing & heating equip. & supplies	5,193	4,833	5,459	5,625	5,714	5,859	5,798	5,621	5,836	6,110	5,216	5,180	66,444
4218	Machinery, equipment, & supplies	17,433	16,182	18,896	19,394	19,755	20,162	19,811	19,423	20,494	20,675	17,091	21,072	230,388
4219	Miscellaneous durable goods	12,578	12,559	14,213	13,351	13,259	13,511	13,173	12,862	14,272	16,188	15,101	14,841	165,908
422	**Nondurable goods**	**123,623**	**118,091**	**128,352**	**124,951**	**123,951**	**123,326**	**126,863**	**124,918**	**126,260**	**136,798**	**122,921**	**135,695**	**1,515,749**
4221	Paper & paper products	6,513	5,880	6,535	6,352	6,249	6,482	6,454	6,277	6,690	7,073	5,924	6,624	77,053
4222	Drugs & druggists' sundries	20,899	19,005	20,844	21,372	21,171	21,349	22,252	21,210	22,758	24,173	21,183	24,637	260,853
4223	Apparel, piece goods, & notions	6,938	7,158	7,676	6,749	6,422	6,689	7,378	7,541	7,908	8,191	6,907	6,473	86,030
4224	Groceries & related products	32,767	31,261	35,072	34,812	36,481	35,190	36,673	35,128	35,083	36,444	33,849	35,133	417,893
4225	Farm product raw materials	11,633	9,757	9,376	9,576	8,973	9,219	8,661	8,626	9,686	13,296	12,617	13,825	125,245
4226	Chemicals & allied products	5,267	4,870	5,415	5,384	5,359	5,356	5,455	5,161	5,287	5,559	4,735	5,042	62,890
4227	Petroleum & petroleum products	20,162	20,394	21,641	17,890	17,115	17,448	17,931	19,230	17,887	19,724	17,389	20,092	226,903
4228	Beer, wine, & distilled alcoholic beverages	5,416	5,711	6,536	6,874	7,290	7,282	7,729	7,419	6,772	7,781	6,976	8,603	84,389
4229	Miscellaneous nondurable goods	14,028	14,055	15,257	15,942	14,891	14,311	14,330	14,326	14,189	14,557	13,341	15,266	174,493
	Inventories, total	**292,511**	**291,297**	**292,191**	**291,448**	**286,462**	**286,825**	**288,497**	**285,243**	**288,043**	**295,215**	**296,364**	**298,234**	**X**
421	**Durable goods**	**172,248**	**175,034**	**175,404**	**177,221**	**175,222**	**174,867**	**175,467**	**172,796**	**172,355**	**173,437**	**173,114**	**173,806**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	25,138	25,980	25,985	26,125	25,284	25,405	24,876	23,555	23,978	25,523	25,551	26,044	X
4212	Furniture & home furnishings	5,275	5,362	5,398	5,486	5,634	5,706	5,750	5,818	5,773	5,737	5,670	5,675	X
4213	Lumber & other construction materials	7,402	7,694	7,785	7,820	7,734	7,748	7,600	7,583	7,566	7,508	7,764	7,883	X
4214	Professional & commercial equip. & supplies	23,765	23,764	23,652	23,775	23,571	23,736	24,580	24,443	24,303	24,601	24,565	23,752	X
42143	Computer & computer peripheral equip. & software	7,285	7,274	7,214	7,400	7,337	7,323	7,642	7,376	7,132	7,357	7,315	7,134	X
4215	Metals & minerals, ex. petroleum	13,400	13,554	13,583	13,664	13,426	13,418	13,409	13,228	13,290	13,154	13,428	14,201	X
4216	Electrical goods	22,543	22,226	22,004	22,455	22,238	22,171	22,245	22,198	22,350	21,963	21,354	21,566	X
4217	Hardware, & plumbing & heating equip. & supplies	10,072	10,596	10,763	10,698	10,575	10,495	10,509	10,291	10,188	10,077	10,044	10,139	X
4218	Machinery, equipment, & supplies	44,748	45,863	46,578	46,880	46,721	46,218	46,126	45,325	44,258	43,733	43,830	43,353	X
4219	Miscellaneous durable goods	19,905	19,995	19,656	20,318	20,039	19,970	20,372	20,355	20,649	21,141	20,908	21,193	X
422	**Nondurable goods**	**120,263**	**116,263**	**116,787**	**114,227**	**111,240**	**111,958**	**113,030**	**112,447**	**115,688**	**121,778**	**123,250**	**124,428**	**X**
4221	Paper & paper products	6,215	6,359	6,292	6,447	6,462	6,351	6,352	6,298	6,243	6,386	6,462	6,710	X
4222	Drugs & druggists' sundries	31,146	29,882	31,315	31,122	30,173	30,511	31,235	30,358	31,101	31,473	31,485	31,616	X
4223	Apparel, piece goods, & notions	12,848	12,216	11,953	11,926	12,077	12,808	13,060	12,987	12,589	11,903	11,557	11,807	X
4224	Groceries & related products	22,532	22,041	22,024	21,459	21,112	21,212	21,335	21,646	22,234	22,372	22,454	22,989	X
4225	Farm product raw materials	12,091	11,150	10,376	9,450	8,416	8,103	7,761	7,826	8,628	14,179	15,076	14,867	X
4226	Chemicals & allied products	6,071	6,040	6,012	5,988	6,056	6,033	6,087	5,891	5,889	5,839	5,802	6,109	X
4227	Petroleum & petroleum products	4,957	4,545	4,419	4,053	4,116	4,274	4,348	4,605	4,915	4,783	5,013	5,676	X
4228	Beer, wine, & distilled alcoholic beverages	7,185	7,172	7,399	7,533	7,534	7,611	7,657	7,332	7,740	8,009	8,120	7,050	X
4229	Miscellaneous nondurable goods	17,218	16,858	16,997	16,249	15,294	15,055	15,195	15,504	16,349	16,834	17,281	17,604	X
	Inventories/sales ratios, total	**1.28**	**1.34**	**1.20**	**1.22**	**1.21**	**1.19**	**1.18**	**1.20**	**1.17**	**1.12**	**1.26**	**1.16**	**X**
421	**Durable goods**	**1.65**	**1.77**	**1.53**	**1.57**	**1.56**	**1.50**	**1.50**	**1.53**	**1.43**	**1.37**	**1.55**	**1.43**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.49	1.64	1.36	1.36	1.38	1.35	1.32	1.30	1.33	1.30	1.38	1.27	X
4212	Furniture & home furnishings	1.57	1.63	1.47	1.52	1.52	1.50	1.47	1.49	1.42	1.37	1.51	1.51	X
4213	Lumber & other construction materials	1.20	1.35	1.18	1.12	1.09	1.03	0.94	0.95	0.90	0.84	1.07	1.16	X
4214	Professional & commercial equip. & supplies	1.22	1.28	1.08	1.17	1.17	1.08	1.15	1.23	1.05	1.10	1.24	0.99	X
42143	Computer & computer peripheral equip. & software	0.85	0.91	0.76	0.84	0.86	0.76	0.83	0.87	0.70	0.75	0.87	0.64	X
4215	Metals & minerals, ex. petroleum	1.88	2.06	1.87	1.80	1.76	1.78	1.69	1.73	1.70	1.60	1.92	1.94	X
4216	Electrical goods	1.42	1.45	1.27	1.34	1.35	1.26	1.25	1.28	1.19	1.08	1.19	1.21	X
4217	Hardware, & plumbing & heating equip. & supplies	1.94	2.19	1.97	1.90	1.85	1.79	1.81	1.83	1.75	1.65	1.93	1.96	X
4218	Machinery, equipment, & supplies	2.57	2.83	2.46	2.42	2.37	2.29	2.33	2.33	2.16	2.12	2.56	2.06	X
4219	Miscellaneous durable goods	1.58	1.59	1.38	1.52	1.51	1.48	1.55	1.58	1.45	1.31	1.38	1.43	X
422	**Nondurable goods**	**0.97**	**0.98**	**0.91**	**0.91**	**0.90**	**0.91**	**0.89**	**0.90**	**0.92**	**0.89**	**1.00**	**0.92**	**X**
4221	Paper & paper products	0.95	1.08	0.96	1.01	1.03	0.98	0.98	1.00	0.93	0.90	1.09	1.01	X
4222	Drugs & druggists' sundries	1.49	1.57	1.50	1.46	1.43	1.43	1.40	1.43	1.37	1.30	1.49	1.28	X
4223	Apparel, piece goods, & notions	1.85	1.71	1.56	1.77	1.88	1.91	1.77	1.72	1.59	1.45	1.67	1.82	X
4224	Groceries & related products	0.69	0.71	0.63	0.62	0.58	0.60	0.58	0.62	0.63	0.61	0.66	0.65	X
4225	Farm product raw materials	1.04	1.14	1.11	0.99	0.94	0.88	0.90	0.91	0.89	1.07	1.19	1.08	X
4226	Chemicals & allied products	1.15	1.24	1.11	1.11	1.13	1.13	1.12	1.14	1.11	1.05	1.23	1.21	X
4227	Petroleum & petroleum products	0.25	0.22	0.20	0.23	0.24	0.24	0.24	0.24	0.27	0.24	0.29	0.28	X
4228	Beer, wine, & distilled alcoholic beverages	1.33	1.26	1.13	1.10	1.03	1.05	0.99	0.99	1.14	1.03	1.16	0.82	X
4229	Miscellaneous nondurable goods	1.23	1.20	1.11	1.02	1.03	1.05	1.06	1.08	1.15	1.16	1.30	1.15	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	2002											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**221,219**	**223,009**	**223,315**	**226,696**	**227,493**	**228,840**	**229,345**	**232,391**	**231,790**	**231,287**	**233,819**	**232,033**
421	**Durable goods**	**109,142**	**110,754**	**109,419**	**111,397**	**112,015**	**112,555**	**112,164**	**113,081**	**111,974**	**110,555**	**111,036**	**109,456**
4211	Motor vehicle & motor vehicle parts & supplies	17,281	17,707	17,488	17,805	17,700	17,868	17,987	18,814	18,266	17,790	18,362	18,270
4212	Furniture & home furnishings	3,716	3,616	3,661	3,655	3,653	3,809	3,662	3,614	3,602	3,555	3,638	3,418
4213	Lumber & other construction materials	6,501	6,838	6,682	6,819	6,590	6,477	6,224	6,407	6,426	6,385	6,262	6,307
4214	Professional & commercial equip. & supplies	20,239	20,325	20,253	19,932	20,691	21,205	20,841	21,248	21,446	20,972	21,396	20,855
42143	Computer & computer peripheral equip. & software	9,301	9,236	9,165	8,891	9,450	9,833	9,666	9,855	9,877	9,538	9,330	9,353
4215	Metals & minerals, ex. petroleum	7,170	7,165	7,118	7,645	7,589	7,860	7,826	7,704	7,610	7,745	7,260	6,876
4216	Electrical goods	17,055	17,169	16,893	17,376	17,621	17,187	17,164	17,021	16,820	16,645	16,764	16,634
4217	Hardware, & plumbing & heating equip. & supplies	5,585	5,725	5,613	5,636	5,504	5,471	5,463	5,607	5,428	5,396	5,355	5,271
4218	Machinery, equipment, & supplies	18,284	18,569	18,515	18,878	19,098	18,948	18,765	18,317	18,741	18,453	18,121	18,336
4219	Miscellaneous durable goods	13,311	13,640	13,196	13,651	13,569	13,730	14,232	14,349	13,635	13,614	13,878	13,489
422	**Nondurable goods**	**112,077**	**112,255**	**113,896**	**115,299**	**115,478**	**116,285**	**117,181**	**119,310**	**119,816**	**120,732**	**122,783**	**122,577**
4221	Paper & paper products	6,243	6,298	6,255	6,291	6,332	6,423	6,489	6,463	6,469	6,487	6,494	6,442
4222	Drugs & druggists' sundries	18,519	18,816	19,116	19,277	19,160	19,583	19,092	19,294	19,783	19,608	20,531	20,176
4223	Apparel, piece goods, & notions	7,142	7,550	7,640	7,647	7,784	7,678	7,776	7,825	7,557	7,409	7,656	7,248
4224	Groceries & related products	33,190	33,533	33,502	32,740	33,024	33,378	33,500	33,882	33,840	34,016	34,197	34,229
4225	Farm product raw materials	8,643	8,509	8,397	8,807	8,582	8,793	9,226	9,353	9,449	9,830	10,257	10,764
4226	Chemicals & allied products	4,968	5,000	4,807	5,060	5,132	5,016	5,004	5,129	5,200	5,092	5,068	4,944
4227	Petroleum & petroleum products	12,896	12,067	13,684	14,922	14,539	14,615	14,843	15,671	16,118	17,301	17,219	17,455
4228	Beer, wine, & distilled alcoholic beverages	6,419	6,556	6,618	6,617	6,589	6,657	6,581	6,662	6,672	6,539	6,640	7,084
4229	Miscellaneous nondurable goods	14,057	13,926	13,877	13,938	14,336	14,142	14,670	15,031	14,728	14,450	14,721	14,235
	Inventories, total	**286,992**	**284,403**	**284,480**	**282,634**	**283,003**	**284,474**	**286,818**	**287,743**	**288,358**	**286,628**	**286,810**	**288,990**
421	**Durable goods**	**174,876**	**172,755**	**172,065**	**171,129**	**170,763**	**171,157**	**172,362**	**173,518**	**173,641**	**172,992**	**173,437**	**173,906**
4211	Motor vehicle & motor vehicle parts & supplies	23,629	23,256	23,194	22,735	23,425	23,713	24,084	23,882	24,598	24,842	25,493	25,107
4212	Furniture & home furnishings	5,323	5,324	5,192	5,215	5,192	5,197	5,274	5,301	5,331	5,302	5,308	5,384
4213	Lumber & other construction materials	7,076	7,025	7,053	7,128	7,149	7,144	7,173	7,233	7,296	7,341	7,339	7,364
4214	Professional & commercial equip. & supplies	23,502	23,097	23,456	23,900	23,635	23,911	23,801	24,349	23,876	23,375	23,421	23,605
42143	Computer & computer peripheral equip. & software	7,580	7,571	7,807	8,099	7,878	8,000	7,809	8,030	7,767	7,361	7,207	7,242
4215	Metals & minerals, ex. petroleum	13,007	12,951	12,848	12,792	12,883	12,969	13,250	13,472	13,802	13,638	13,694	13,639
4216	Electrical goods	23,603	23,310	23,031	22,793	22,861	22,494	22,753	23,226	22,961	23,002	22,808	22,759
4217	Hardware, & plumbing & heating equip. & supplies	10,386	10,194	10,172	10,011	10,168	10,131	10,185	10,174	10,239	10,152	10,142	10,241
4218	Machinery, equipment, & supplies	48,598	47,984	47,540	46,877	46,214	46,186	46,567	46,329	46,004	45,628	45,641	46,128
4219	Miscellaneous durable goods	19,752	19,614	19,579	19,678	19,236	19,412	19,275	19,552	19,534	19,712	19,591	19,679
422	**Nondurable goods**	**112,116**	**111,648**	**112,415**	**111,505**	**112,240**	**113,317**	**114,456**	**114,225**	**114,717**	**113,636**	**113,373**	**115,084**
4221	Paper & paper products	6,376	6,275	6,220	6,165	6,236	6,347	6,238	6,239	6,288	6,226	6,306	6,292
4222	Drugs & druggists' sundries	28,522	28,271	28,373	27,851	27,690	28,054	27,601	27,492	28,130	28,797	28,710	29,812
4223	Apparel, piece goods, & notions	12,862	12,618	12,434	12,027	12,049	12,237	12,379	12,646	12,984	12,642	12,517	12,579
4224	Groceries & related products	20,859	20,819	21,162	21,241	21,673	22,132	22,296	22,480	21,856	22,266	21,991	21,922
4225	Farm product raw materials	10,352	10,650	10,914	10,733	10,745	10,960	11,909	11,526	11,377	9,674	9,804	9,862
4226	Chemicals & allied products	5,749	5,749	5,747	5,725	5,791	5,780	5,669	5,886	5,943	5,962	6,025	5,991
4227	Petroleum & petroleum products	4,368	4,434	4,538	4,594	4,538	4,417	4,470	4,388	4,514	4,313	4,305	4,671
4228	Beer, wine, & distilled alcoholic beverages	6,866	6,818	6,988	7,096	7,075	7,001	7,049	6,950	7,116	7,243	7,341	7,435
4229	Miscellaneous nondurable goods	16,162	16,014	16,039	16,073	16,443	16,389	16,845	16,618	16,509	16,513	16,374	16,520
	Inventories/sales ratios, total	**1.30**	**1.28**	**1.27**	**1.25**	**1.24**	**1.24**	**1.25**	**1.24**	**1.24**	**1.24**	**1.23**	**1.25**
421	**Durable goods**	**1.60**	**1.56**	**1.57**	**1.54**	**1.52**	**1.52**	**1.54**	**1.53**	**1.55**	**1.56**	**1.56**	**1.59**
4211	Motor vehicle & motor vehicle parts & supplies	1.37	1.31	1.33	1.28	1.32	1.33	1.34	1.27	1.35	1.40	1.39	1.37
4212	Furniture & home furnishings	1.43	1.47	1.42	1.43	1.42	1.36	1.44	1.47	1.48	1.49	1.46	1.58
4213	Lumber & other construction materials	1.09	1.03	1.06	1.05	1.08	1.10	1.15	1.13	1.14	1.15	1.17	1.17
4214	Professional & commercial equip. & supplies	1.16	1.14	1.16	1.20	1.14	1.13	1.14	1.15	1.11	1.11	1.09	1.13
42143	Computer & computer peripheral equip. & software	0.81	0.82	0.85	0.91	0.83	0.81	0.81	0.81	0.79	0.77	0.77	0.77
4215	Metals & minerals, ex. petroleum	1.81	1.81	1.81	1.67	1.70	1.65	1.69	1.75	1.81	1.76	1.89	1.98
4216	Electrical goods	1.38	1.36	1.36	1.31	1.30	1.31	1.33	1.36	1.37	1.38	1.36	1.37
4217	Hardware, & plumbing & heating equip. & supplies	1.86	1.78	1.81	1.78	1.85	1.85	1.86	1.81	1.89	1.88	1.89	1.94
4218	Machinery, equipment, & supplies	2.66	2.58	2.57	2.48	2.42	2.44	2.48	2.53	2.45	2.47	2.52	2.52
4219	Miscellaneous durable goods	1.48	1.44	1.48	1.44	1.42	1.41	1.35	1.36	1.43	1.45	1.41	1.46
422	**Nondurable goods**	**1.00**	**0.99**	**0.99**	**0.97**	**0.97**	**0.97**	**0.98**	**0.96**	**0.96**	**0.94**	**0.92**	**0.94**
4221	Paper & paper products	1.02	1.00	0.99	0.98	0.98	0.99	0.96	0.97	0.97	0.96	0.97	0.98
4222	Drugs & druggists' sundries	1.54	1.50	1.48	1.44	1.45	1.43	1.45	1.42	1.42	1.47	1.40	1.48
4223	Apparel, piece goods, & notions	1.80	1.67	1.63	1.57	1.55	1.59	1.59	1.62	1.72	1.71	1.63	1.74
4224	Groceries & related products	0.63	0.62	0.63	0.65	0.66	0.66	0.67	0.66	0.65	0.65	0.64	0.64
4225	Farm product raw materials	1.20	1.25	1.30	1.22	1.25	1.25	1.29	1.23	1.20	0.98	0.96	0.92
4226	Chemicals & allied products	1.16	1.15	1.20	1.13	1.13	1.15	1.13	1.15	1.14	1.17	1.19	1.21
4227	Petroleum & petroleum products	0.34	0.37	0.33	0.31	0.31	0.30	0.30	0.28	0.28	0.25	0.25	0.27
4228	Beer, wine, & distilled alcoholic beverages	1.07	1.04	1.06	1.07	1.07	1.05	1.07	1.04	1.07	1.11	1.11	1.05
4229	Miscellaneous nondurable goods	1.15	1.15	1.16	1.15	1.15	1.16	1.15	1.11	1.12	1.14	1.11	1.16

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	2002												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**213,472**	**203,864**	**226,091**	**229,700**	**235,918**	**225,812**	**233,778**	**237,194**	**229,709**	**247,599**	**227,911**	**231,237**	**2,742,285**
421	**Durable goods**	**102,406**	**99,727**	**111,618**	**112,672**	**115,587**	**112,838**	**114,594**	**115,959**	**113,256**	**119,636**	**107,934**	**107,839**	**1,334,066**
4211	Motor vehicle & motor vehicle parts & supplies	15,933	15,919	18,362	18,731	18,337	17,886	18,275	19,059	17,280	18,840	18,289	18,526	215,437
4212	Furniture & home furnishings	3,437	3,247	3,676	3,699	3,711	3,718	3,684	3,842	3,692	3,942	3,685	3,278	43,611
4213	Lumber & other construction materials	5,870	5,881	6,562	7,024	7,229	6,717	6,859	7,067	6,587	7,138	5,767	5,178	77,879
4214	Professional & commercial equip. & supplies	19,045	18,008	20,780	19,175	20,753	21,693	21,133	21,312	22,926	22,335	20,069	22,190	249,419
42143	Computer & computer peripheral equip. & software	8,762	8,091	9,422	8,304	9,252	10,285	9,772	9,954	10,875	10,129	8,453	10,242	113,541
4215	Metals & minerals, ex. petroleum	7,148	6,671	7,203	7,783	8,022	7,891	8,162	8,097	7,542	8,310	6,766	6,216	89,811
4216	Electrical goods	16,151	15,641	17,315	17,063	17,603	16,878	17,387	17,395	17,375	18,409	16,948	16,185	204,350
4217	Hardware, & plumbing & heating equip. & supplies	5,278	5,147	5,568	5,873	5,884	5,619	5,736	5,843	5,406	5,892	5,098	4,744	66,088
4218	Machinery, equipment, & supplies	17,205	16,582	18,811	19,973	20,588	18,967	19,197	18,665	18,704	19,413	16,671	18,519	223,295
4219	Miscellaneous durable goods	12,339	12,631	13,341	13,351	13,460	13,469	14,161	14,679	13,744	15,357	14,641	13,003	164,176
422	**Nondurable goods**	**111,066**	**104,137**	**114,473**	**117,028**	**120,331**	**112,974**	**119,184**	**121,235**	**116,453**	**127,963**	**119,977**	**123,398**	**1,408,219**
4221	Paper & paper products	6,287	5,775	6,236	6,253	6,452	6,250	6,625	6,728	6,508	6,967	6,299	6,339	76,719
4222	Drugs & druggists' sundries	19,408	17,480	19,135	19,528	19,505	18,584	19,111	18,889	19,466	21,020	20,018	21,044	233,188
4223	Apparel, piece goods, & notions	6,892	7,648	8,381	7,303	7,286	7,225	8,087	8,608	7,874	8,498	7,449	5,820	91,071
4224	Groceries & related products	31,862	30,247	33,301	32,936	34,906	32,911	35,108	34,932	33,096	35,513	33,855	34,024	402,691
4225	Farm product raw materials	9,801	8,271	8,380	8,701	8,282	7,764	8,479	8,474	8,608	11,304	11,129	12,109	111,302
4226	Chemicals & allied products	4,993	4,720	4,869	5,181	5,496	5,026	5,184	5,314	5,039	5,382	4,713	4,529	60,446
4227	Petroleum & petroleum products	13,025	11,403	13,643	15,355	15,673	14,162	15,021	16,047	15,489	17,716	16,289	17,315	181,138
4228	Beer, wine, & distilled alcoholic beverages	5,135	5,461	6,360	6,551	7,248	6,797	7,002	7,122	6,205	6,997	6,799	8,083	79,760
4229	Miscellaneous nondurable goods	13,663	13,132	14,168	15,220	15,483	14,255	14,567	15,121	14,168	14,566	13,426	14,135	171,904
	Inventories, total	**291,040**	**286,144**	**285,704**	**283,416**	**279,877**	**281,585**	**284,770**	**282,987**	**284,989**	**289,025**	**289,121**	**291,358**	**X**
421	**Durable goods**	**173,737**	**172,903**	**172,276**	**173,106**	**171,695**	**172,107**	**174,581**	**173,514**	**172,842**	**172,305**	**172,025**	**171,335**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	23,842	24,000	23,727	23,258	23,425	23,476	23,771	22,640	24,032	24,917	25,773	25,007	X
4212	Furniture & home furnishings	5,217	5,218	5,062	5,090	5,182	5,259	5,459	5,471	5,480	5,376	5,250	5,271	X
4213	Lumber & other construction materials	6,998	7,039	7,286	7,363	7,349	7,323	7,245	7,204	7,223	7,077	7,082	7,077	X
4214	Professional & commercial equip. & supplies	23,526	22,982	23,034	24,163	23,304	23,720	24,229	24,446	23,900	23,726	23,608	23,322	X
42143	Computer & computer peripheral equip. & software	7,557	7,457	7,549	8,293	7,831	7,928	8,082	8,086	7,713	7,449	7,279	7,119	X
4215	Metals & minerals, ex. petroleum	13,020	12,977	12,848	12,818	12,844	12,956	13,382	13,472	13,761	13,447	13,516	13,884	X
4216	Electrical goods	23,603	23,124	22,593	22,656	22,815	22,539	23,072	23,574	23,259	23,140	22,808	22,440	X
4217	Hardware, & plumbing & heating equip. & supplies	10,220	10,214	10,274	10,211	10,321	10,293	10,317	10,255	10,188	9,939	9,878	10,067	X
4218	Machinery, equipment, & supplies	47,480	47,696	48,206	47,908	47,277	47,110	47,638	46,607	45,406	44,715	44,637	45,021	X
4219	Miscellaneous durable goods	19,831	19,653	19,246	19,639	19,178	19,431	19,468	19,845	19,593	19,968	19,473	19,246	X
422	**Nondurable goods**	**117,303**	**113,241**	**113,428**	**110,310**	**108,182**	**109,478**	**110,189**	**109,473**	**112,147**	**116,720**	**117,096**	**120,023**	**X**
4221	Paper & paper products	6,382	6,244	6,183	6,245	6,361	6,334	6,201	6,133	6,181	6,201	6,344	6,374	X
4222	Drugs & druggists' sundries	30,091	27,960	28,713	27,879	26,610	27,717	27,325	26,227	27,849	29,258	28,882	30,975	X
4223	Apparel, piece goods, & notions	13,209	12,530	11,862	11,450	11,772	12,518	12,936	13,278	13,412	12,655	11,991	12,428	X
4224	Groceries & related products	20,984	20,507	21,035	20,880	21,261	21,889	21,917	22,345	21,922	22,867	22,585	22,404	X
4225	Farm product raw materials	12,837	12,216	11,667	10,325	9,026	8,494	8,813	8,575	9,147	11,280	12,412	12,367	X
4226	Chemicals & allied products	5,732	5,772	5,776	5,736	5,860	5,815	5,748	5,851	5,872	5,861	5,965	6,021	X
4227	Petroleum & petroleum products	4,490	4,483	4,543	4,479	4,325	4,267	4,358	4,327	4,546	4,244	4,361	5,115	X
4228	Beer, wine, & distilled alcoholic beverages	6,543	6,586	6,904	7,195	7,132	7,120	7,141	6,867	7,287	7,692	7,642	6,877	X
4229	Miscellaneous nondurable goods	17,035	16,943	16,745	16,121	15,835	15,324	15,750	15,870	15,931	16,662	16,914	17,462	X
	Inventories/sales ratios, total	**1.36**	**1.40**	**1.26**	**1.23**	**1.19**	**1.25**	**1.22**	**1.19**	**1.24**	**1.17**	**1.27**	**1.26**	**X**
421	**Durable goods**	**1.70**	**1.73**	**1.54**	**1.54**	**1.49**	**1.53**	**1.52**	**1.50**	**1.53**	**1.44**	**1.59**	**1.59**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.50	1.51	1.29	1.24	1.28	1.31	1.30	1.19	1.39	1.32	1.41	1.35	X
4212	Furniture & home furnishings	1.52	1.61	1.38	1.38	1.40	1.41	1.48	1.42	1.48	1.36	1.42	1.61	X
4213	Lumber & other construction materials	1.19	1.20	1.11	1.05	1.02	1.09	1.06	1.02	1.10	0.99	1.23	1.37	X
4214	Professional & commercial equip. & supplies	1.24	1.28	1.11	1.26	1.12	1.09	1.15	1.15	1.04	1.06	1.18	1.05	X
42143	Computer & computer peripheral equip. & software	0.86	0.92	0.80	1.00	0.85	0.77	0.83	0.81	0.71	0.74	0.86	0.70	X
4215	Metals & minerals, ex. petroleum	1.82	1.95	1.78	1.65	1.60	1.64	1.64	1.66	1.82	1.62	2.00	2.23	X
4216	Electrical goods	1.46	1.48	1.30	1.33	1.30	1.34	1.33	1.36	1.34	1.26	1.35	1.39	X
4217	Hardware, & plumbing & heating equip. & supplies	1.94	1.98	1.85	1.74	1.75	1.83	1.80	1.76	1.88	1.69	1.94	2.12	X
4218	Machinery, equipment, & supplies	2.76	2.88	2.56	2.40	2.30	2.48	2.48	2.50	2.43	2.30	2.68	2.43	X
4219	Miscellaneous durable goods	1.61	1.56	1.44	1.47	1.42	1.44	1.37	1.35	1.43	1.30	1.33	1.48	X
422	**Nondurable goods**	**1.06**	**1.09**	**0.99**	**0.94**	**0.90**	**0.97**	**0.92**	**0.90**	**0.96**	**0.91**	**0.98**	**0.97**	**X**
4221	Paper & paper products	1.02	1.08	0.99	1.00	0.99	1.01	0.94	0.91	0.95	0.89	1.01	1.01	X
4222	Drugs & druggists' sundries	1.55	1.60	1.50	1.43	1.36	1.49	1.43	1.39	1.43	1.39	1.44	1.47	X
4223	Apparel, piece goods, & notions	1.92	1.64	1.42	1.57	1.62	1.73	1.60	1.54	1.70	1.49	1.61	2.14	X
4224	Groceries & related products	0.66	0.68	0.63	0.63	0.61	0.67	0.62	0.64	0.66	0.64	0.67	0.66	X
4225	Farm product raw materials	1.31	1.48	1.39	1.19	1.09	1.09	1.04	1.01	1.06	1.00	1.12	1.02	X
4226	Chemicals & allied products	1.15	1.22	1.19	1.11	1.07	1.16	1.11	1.10	1.17	1.09	1.27	1.33	X
4227	Petroleum & petroleum products	0.34	0.39	0.33	0.29	0.28	0.30	0.29	0.27	0.29	0.24	0.27	0.30	X
4228	Beer, wine, & distilled alcoholic beverages	1.27	1.21	1.09	1.10	0.98	1.05	1.02	0.96	1.17	1.10	1.12	0.85	X
4229	Miscellaneous nondurable goods	1.25	1.29	1.18	1.06	1.02	1.07	1.08	1.05	1.12	1.14	1.26	1.24	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	2001											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**231,919**	**231,106**	**227,998**	**226,514**	**227,599**	**223,126**	**224,580**	**224,778**	**224,550**	**219,797**	**220,125**	**219,506**
421	**Durable goods**	**116,387**	**116,372**	**115,216**	**113,586**	**113,789**	**111,587**	**112,006**	**112,300**	**110,072**	**108,047**	**108,726**	**108,190**
4211	Motor vehicle & motor vehicle parts & supplies	16,960	16,770	17,038	17,172	17,424	17,142	17,329	17,462	16,662	17,360	17,278	17,011
4212	Furniture & home furnishings	3,892	3,884	3,875	3,805	3,701	3,712	3,671	3,719	3,631	3,702	3,663	3,604
4213	Lumber & other construction materials	5,870	5,974	5,943	6,088	6,310	6,134	6,180	6,213	6,081	6,141	6,226	6,380
4214	Professional & commercial equip. & supplies	21,642	21,733	21,432	21,500	21,663	21,334	21,287	20,662	20,336	19,552	20,038	20,208
42143	Computer & computer peripheral equip. & software	11,440	11,186	10,892	10,527	10,724	10,563	10,271	9,816	9,956	9,332	9,419	9,425
4215	Metals & minerals, ex. petroleum	7,997	8,104	7,824	7,951	8,011	7,841	7,750	7,877	7,653	7,426	7,337	6,910
4216	Electrical goods	19,969	19,232	19,017	18,204	17,713	16,804	17,092	17,036	16,904	17,072	17,326	16,876
4217	Hardware, & plumbing & heating equip. & supplies	5,503	5,559	5,429	5,109	5,437	5,208	5,273	5,377	5,353	5,473	5,522	5,535
4218	Machinery, equipment, & supplies	20,598	21,304	21,003	20,376	20,239	19,918	19,937	20,350	20,238	18,658	19,025	18,926
4219	Miscellaneous durable goods	13,956	13,812	13,655	13,381	13,291	13,494	13,487	13,604	13,214	12,663	12,311	12,740
422	**Nondurable goods**	**115,532**	**114,734**	**112,782**	**112,928**	**113,810**	**111,539**	**112,574**	**112,478**	**114,478**	**111,750**	**111,399**	**111,316**
4221	Paper & paper products	6,731	6,710	6,615	6,629	6,568	6,446	6,374	6,362	6,069	6,127	6,260	6,264
4222	Drugs & druggists' sundries	15,798	15,640	15,486	15,621	15,949	16,376	16,557	16,897	17,692	18,301	18,010	18,335
4223	Apparel, piece goods, & notions	7,287	7,324	6,959	7,239	7,619	7,205	7,175	7,254	7,291	7,439	7,568	7,420
4224	Groceries & related products	32,312	32,299	32,483	32,761	32,426	32,388	32,475	32,307	32,335	32,245	32,661	32,709
4225	Farm product raw materials	9,323	9,781	9,871	9,276	9,138	8,414	9,057	9,198	8,801	8,578	8,394	8,256
4226	Chemicals & allied products	5,016	5,122	5,128	4,964	4,985	4,952	5,040	4,903	4,881	4,871	4,901	4,845
4227	Petroleum & petroleum products	17,721	16,620	15,581	15,844	16,344	15,045	14,471	14,224	15,903	13,281	13,002	12,748
4228	Beer, wine, & distilled alcoholic beverages	6,416	6,316	5,953	6,236	6,201	6,245	6,313	6,187	6,152	6,159	6,388	6,649
4229	Miscellaneous nondurable goods	14,928	14,922	14,706	14,358	14,580	14,468	15,112	15,146	15,354	14,749	14,215	14,090
	Inventories, total	**301,262**	**301,029**	**300,988**	**301,755**	**303,033**	**300,740**	**298,082**	**297,651**	**296,387**	**293,852**	**290,403**	**287,913**
421	**Durable goods**	**194,225**	**193,161**	**192,230**	**191,391**	**190,872**	**187,488**	**185,748**	**184,241**	**182,676**	**182,082**	**178,351**	**176,014**
4211	Motor vehicle & motor vehicle parts & supplies	25,745	25,768	25,540	25,407	25,056	24,740	24,815	24,829	24,892	25,195	24,501	23,791
4212	Furniture & home furnishings	5,953	5,880	5,901	5,808	5,755	5,608	5,560	5,472	5,539	5,488	5,477	5,369
4213	Lumber & other construction materials	6,963	6,950	6,929	6,815	6,834	6,777	6,909	7,062	7,110	7,275	7,132	7,087
4214	Professional & commercial equip. & supplies	26,997	26,921	26,392	26,602	26,159	25,803	25,641	25,378	24,568	24,280	23,528	23,707
42143	Computer & computer peripheral equip. & software	10,461	10,275	9,949	9,972	9,666	9,140	9,148	8,806	8,367	8,283	7,913	7,767
4215	Metals & minerals, ex. petroleum	14,548	14,373	14,193	14,038	14,041	13,969	13,884	13,904	13,634	13,578	13,294	13,189
4216	Electrical goods	29,417	29,134	29,135	29,330	28,664	28,017	26,971	26,410	26,010	25,710	24,826	24,034
4217	Hardware, & plumbing & heating equip. & supplies	10,743	10,667	10,630	10,505	10,401	10,458	10,419	10,603	10,575	10,507	10,428	10,359
4218	Machinery, equipment, & supplies	51,666	51,676	51,781	51,312	52,138	51,628	51,120	50,445	50,307	50,097	49,130	48,638
4219	Miscellaneous durable goods	22,193	21,792	21,729	21,574	21,824	20,488	20,429	20,138	20,041	19,952	20,035	19,840
422	**Nondurable goods**	**107,037**	**107,868**	**108,758**	**110,364**	**112,161**	**113,252**	**112,334**	**113,410**	**113,711**	**111,770**	**112,052**	**111,899**
4221	Paper & paper products	6,938	7,079	6,974	6,955	6,955	6,843	6,729	6,665	6,649	6,613	6,526	6,439
4222	Drugs & druggists' sundries	22,241	22,005	22,951	23,646	24,767	25,399	25,166	26,209	27,475	27,129	27,991	28,625
4223	Apparel, piece goods, & notions	12,807	13,185	13,335	13,578	13,854	13,920	13,633	13,601	13,573	13,546	13,094	12,691
4224	Groceries & related products	21,468	21,419	21,373	21,419	21,193	21,285	20,830	21,059	20,887	20,416	20,717	20,843
4225	Farm product raw materials	10,191	10,375	10,192	10,283	10,665	10,681	10,965	11,032	10,827	9,900	10,082	10,176
4226	Chemicals & allied products	5,678	5,599	5,787	5,990	5,892	5,911	5,879	5,844	5,903	5,932	5,847	5,808
4227	Petroleum & petroleum products	4,211	4,273	4,231	4,218	4,295	4,289	4,343	4,256	4,126	4,261	4,222	4,189
4228	Beer, wine, & distilled alcoholic beverages	6,856	6,824	6,736	6,760	6,720	6,874	6,761	6,794	6,803	6,767	6,649	6,732
4229	Miscellaneous nondurable goods	16,647	17,109	17,179	17,515	17,820	18,050	18,028	17,950	17,468	17,206	16,924	16,396
	Inventories/sales ratios, total	**1.30**	**1.30**	**1.32**	**1.33**	**1.33**	**1.35**	**1.33**	**1.32**	**1.32**	**1.34**	**1.32**	**1.31**
421	**Durable goods**	**1.67**	**1.66**	**1.67**	**1.68**	**1.68**	**1.68**	**1.66**	**1.64**	**1.66**	**1.69**	**1.64**	**1.63**
4211	Motor vehicle & motor vehicle parts & supplies	1.52	1.54	1.50	1.48	1.44	1.44	1.43	1.42	1.49	1.45	1.42	1.40
4212	Furniture & home furnishings	1.53	1.51	1.52	1.53	1.55	1.51	1.51	1.47	1.53	1.48	1.50	1.49
4213	Lumber & other construction materials	1.19	1.16	1.17	1.12	1.08	1.10	1.12	1.14	1.17	1.18	1.15	1.11
4214	Professional & commercial equip. & supplies	1.25	1.24	1.23	1.24	1.21	1.21	1.20	1.23	1.21	1.24	1.17	1.17
42143	Computer & computer peripheral equip. & software	0.91	0.92	0.91	0.95	0.90	0.87	0.89	0.90	0.84	0.89	0.84	0.82
4215	Metals & minerals, ex. petroleum	1.82	1.77	1.81	1.77	1.75	1.78	1.79	1.77	1.78	1.83	1.81	1.91
4216	Electrical goods	1.47	1.51	1.53	1.61	1.62	1.67	1.58	1.55	1.54	1.51	1.43	1.42
4217	Hardware, & plumbing & heating equip. & supplies	1.95	1.92	1.96	2.06	1.91	2.01	1.98	1.97	1.98	1.92	1.89	1.87
4218	Machinery, equipment, & supplies	2.51	2.43	2.47	2.52	2.58	2.59	2.56	2.48	2.49	2.69	2.58	2.57
4219	Miscellaneous durable goods	1.59	1.58	1.59	1.61	1.64	1.52	1.51	1.48	1.52	1.58	1.63	1.56
422	**Nondurable goods**	**0.93**	**0.94**	**0.96**	**0.98**	**0.99**	**1.02**	**1.00**	**1.01**	**0.99**	**1.00**	**1.01**	**1.01**
4221	Paper & paper products	1.03	1.05	1.05	1.05	1.06	1.06	1.06	1.05	1.10	1.08	1.04	1.03
4222	Drugs & druggists' sundries	1.41	1.41	1.48	1.51	1.55	1.55	1.52	1.55	1.55	1.48	1.55	1.56
4223	Apparel, piece goods, & notions	1.76	1.80	1.92	1.88	1.82	1.93	1.90	1.87	1.86	1.82	1.73	1.71
4224	Groceries & related products	0.66	0.66	0.66	0.65	0.65	0.66	0.64	0.65	0.65	0.63	0.63	0.64
4225	Farm product raw materials	1.09	1.06	1.03	1.11	1.17	1.27	1.21	1.20	1.23	1.15	1.20	1.23
4226	Chemicals & allied products	1.13	1.09	1.13	1.21	1.18	1.19	1.17	1.19	1.21	1.22	1.19	1.20
4227	Petroleum & petroleum products	0.24	0.26	0.27	0.27	0.26	0.29	0.30	0.30	0.26	0.32	0.32	0.33
4228	Beer, wine, & distilled alcoholic beverages	1.07	1.08	1.13	1.08	1.08	1.10	1.07	1.10	1.11	1.10	1.04	1.01
4229	Miscellaneous nondurable goods	1.12	1.15	1.17	1.22	1.22	1.25	1.19	1.19	1.14	1.17	1.19	1.16

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	2001												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**223,799**	**211,304**	**238,094**	**222,414**	**237,128**	**227,133**	**221,827**	**235,302**	**216,665**	**235,697**	**219,934**	**212,177**	**2,701,474**
421	**Durable goods**	**109,047**	**104,961**	**121,426**	**111,024**	**117,927**	**115,198**	**111,116**	**118,410**	**108,216**	**116,833**	**108,550**	**103,184**	**1,345,892**
4211	Motor vehicle & motor vehicle parts & supplies	15,535	15,110	18,231	17,481	18,138	17,673	17,242	18,108	15,529	18,350	17,554	16,654	205,605
4212	Furniture & home furnishings	3,581	3,484	4,038	3,721	3,779	3,731	3,631	4,028	3,584	4,091	3,875	3,319	44,862
4213	Lumber & other construction materials	5,248	5,114	6,044	6,058	6,941	6,643	6,557	7,132	6,002	6,810	5,933	5,123	73,605
4214	Professional & commercial equip. & supplies	20,300	19,299	22,761	20,167	21,858	22,145	20,797	21,550	21,149	20,823	19,277	20,936	251,062
42143	Computer & computer peripheral equip. & software	10,811	9,844	11,622	9,643	10,563	11,165	9,901	10,317	10,693	9,967	8,684	10,132	123,342
4215	Metals & minerals, ex. petroleum	7,933	7,593	8,168	7,792	8,484	8,115	7,781	8,539	7,408	7,894	7,066	6,019	92,792
4216	Electrical goods	18,791	17,520	20,025	17,276	17,748	17,039	16,972	17,905	17,039	18,779	17,967	15,863	212,924
4217	Hardware, & plumbing & heating equip. & supplies	5,189	4,975	5,510	5,094	5,850	5,562	5,484	5,727	5,139	5,987	5,439	4,782	64,738
4218	Machinery, equipment, & supplies	19,589	19,131	22,284	20,763	21,838	20,715	19,758	21,286	19,165	19,777	18,340	18,245	240,891
4219	Miscellaneous durable goods	12,881	12,735	14,365	12,672	13,291	13,575	12,894	14,135	13,201	14,322	13,099	12,243	159,413
422	**Nondurable goods**	**114,752**	**106,343**	**116,668**	**111,390**	**119,201**	**111,935**	**110,711**	**116,892**	**108,449**	**118,864**	**111,384**	**108,993**	**1,355,582**
4221	Paper & paper products	6,805	6,140	6,767	6,384	6,706	6,459	6,285	6,890	5,905	6,629	6,254	5,938	77,162
4222	Drugs & druggists' sundries	16,620	14,545	16,059	15,152	16,316	16,130	16,011	17,150	16,754	19,600	18,244	18,280	200,861
4223	Apparel, piece goods, & notions	7,010	7,448	7,905	6,653	7,154	7,032	7,139	8,204	7,517	8,540	7,409	5,765	87,776
4224	Groceries & related products	31,246	29,134	33,393	32,302	34,372	32,518	32,995	33,664	30,945	33,825	32,857	32,480	389,731
4225	Farm product raw materials	10,610	9,458	10,138	8,636	9,092	7,808	8,061	8,545	7,789	9,959	9,225	8,760	108,081
4226	Chemicals & allied products	5,031	4,845	5,369	4,880	5,339	5,150	5,030	5,231	4,593	5,153	4,690	4,322	59,633
4227	Petroleum & petroleum products	18,058	15,689	15,488	15,987	17,080	15,241	14,312	15,149	14,869	13,852	12,612	12,264	180,601
4228	Beer, wine, & distilled alcoholic beverages	5,101	5,236	5,917	5,918	6,827	6,695	6,401	6,868	5,598	6,572	6,816	7,207	75,156
4229	Miscellaneous nondurable goods	14,271	13,848	15,632	15,478	16,315	14,902	14,477	15,191	14,479	14,734	13,277	13,977	176,581
	Inventories, total	**304,912**	**303,003**	**301,927**	**302,685**	**300,230**	**297,891**	**296,477**	**293,114**	**292,961**	**296,316**	**292,745**	**289,933**	**X**
421	**Durable goods**	**193,034**	**193,285**	**192,196**	**193,321**	**191,925**	**188,494**	**188,217**	**184,382**	**181,916**	**181,396**	**176,952**	**173,333**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	25,977	26,618	26,102	25,991	25,106	24,468	24,492	23,637	24,369	25,245	24,746	23,672	X
4212	Furniture & home furnishings	5,840	5,757	5,742	5,651	5,726	5,675	5,766	5,658	5,700	5,581	5,417	5,251	X
4213	Lumber & other construction materials	6,859	6,936	7,137	7,040	7,032	6,960	7,020	7,055	7,053	7,020	6,875	6,789	X
4214	Professional & commercial equip. & supplies	27,078	26,840	25,970	26,921	25,819	25,545	26,026	25,378	24,519	24,644	23,787	23,470	X
42143	Computer & computer peripheral equip. & software	10,482	10,131	9,621	10,211	9,569	9,012	9,395	8,824	8,300	8,382	8,055	7,689	X
4215	Metals & minerals, ex. petroleum	14,577	14,402	14,179	14,052	14,013	13,969	14,037	13,932	13,593	13,401	13,134	13,387	X
4216	Electrical goods	29,417	28,959	28,611	29,095	28,607	28,073	27,403	26,806	26,296	25,813	24,851	23,698	X
4217	Hardware, & plumbing & heating equip. & supplies	10,571	10,667	10,715	10,715	10,557	10,646	10,544	10,688	10,522	10,286	10,178	10,183	X
4218	Machinery, equipment, & supplies	50,478	51,314	52,402	52,390	53,285	52,609	52,296	50,748	49,703	49,195	48,049	47,519	X
4219	Miscellaneous durable goods	22,237	21,792	21,338	21,466	21,780	20,549	20,633	20,480	20,161	20,211	19,915	19,364	X
422	**Nondurable goods**	**111,878**	**109,718**	**109,731**	**109,364**	**108,305**	**109,397**	**108,260**	**108,732**	**111,045**	**114,920**	**115,793**	**116,600**	**X**
4221	Paper & paper products	6,931	7,008	6,953	7,059	7,080	6,822	6,689	6,565	6,556	6,613	6,572	6,503	X
4222	Drugs & druggists' sundries	23,509	21,851	23,158	23,693	23,752	25,069	24,940	25,030	27,173	27,617	28,131	29,684	X
4223	Apparel, piece goods, & notions	13,217	13,119	12,735	12,967	13,563	14,198	14,192	14,227	13,967	13,560	12,570	12,577	X
4224	Groceries & related products	21,511	21,076	21,223	21,076	20,875	21,051	20,497	20,891	20,929	21,049	21,359	21,239	X
4225	Farm product raw materials	12,667	11,931	10,936	9,933	8,948	8,246	8,059	8,175	8,737	11,613	12,724	12,679	X
4226	Chemicals & allied products	5,667	5,621	5,822	6,002	5,963	5,941	5,967	5,815	5,826	5,825	5,789	5,837	X
4227	Petroleum & petroleum products	4,270	4,282	4,214	4,138	4,136	4,177	4,265	4,213	4,143	4,227	4,294	4,520	X
4228	Beer, wine, & distilled alcoholic beverages	6,493	6,592	6,635	6,841	6,774	6,998	6,849	6,746	6,980	7,193	6,922	6,214	X
4229	Miscellaneous nondurable goods	17,613	18,238	18,055	17,655	17,214	16,895	16,802	17,070	16,734	17,223	17,432	17,347	X
	Inventories/sales ratios, total	**1.36**	**1.43**	**1.27**	**1.36**	**1.27**	**1.31**	**1.34**	**1.25**	**1.35**	**1.26**	**1.33**	**1.37**	**X**
421	**Durable goods**	**1.77**	**1.84**	**1.58**	**1.74**	**1.63**	**1.64**	**1.69**	**1.56**	**1.68**	**1.55**	**1.63**	**1.68**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.67	1.76	1.43	1.49	1.38	1.38	1.42	1.31	1.57	1.38	1.41	1.42	X
4212	Furniture & home furnishings	1.63	1.65	1.42	1.52	1.52	1.52	1.59	1.40	1.59	1.36	1.40	1.58	X
4213	Lumber & other construction materials	1.31	1.36	1.18	1.16	1.01	1.05	1.07	0.99	1.18	1.03	1.16	1.33	X
4214	Professional & commercial equip. & supplies	1.33	1.39	1.14	1.33	1.18	1.15	1.25	1.18	1.16	1.18	1.23	1.12	X
42143	Computer & computer peripheral equip. & software	0.97	1.03	0.83	1.06	0.91	0.81	0.95	0.86	0.78	0.84	0.93	0.76	X
4215	Metals & minerals, ex. petroleum	1.84	1.90	1.74	1.80	1.65	1.72	1.80	1.63	1.83	1.70	1.86	2.22	X
4216	Electrical goods	1.57	1.65	1.43	1.68	1.61	1.65	1.61	1.50	1.54	1.37	1.38	1.49	X
4217	Hardware, & plumbing & heating equip. & supplies	2.04	2.14	1.94	2.10	1.80	1.91	1.92	1.87	2.05	1.72	1.87	2.13	X
4218	Machinery, equipment, & supplies	2.58	2.68	2.35	2.52	2.44	2.54	2.65	2.38	2.59	2.49	2.62	2.60	X
4219	Miscellaneous durable goods	1.73	1.71	1.49	1.69	1.64	1.51	1.60	1.45	1.53	1.41	1.52	1.58	X
422	**Nondurable goods**	**0.97**	**1.03**	**0.94**	**0.98**	**0.91**	**0.98**	**0.98**	**0.93**	**1.02**	**0.97**	**1.04**	**1.07**	**X**
4221	Paper & paper products	1.02	1.14	1.03	1.11	1.06	1.06	1.06	0.95	1.11	1.00	1.05	1.10	X
4222	Drugs & druggists' sundries	1.41	1.50	1.44	1.56	1.46	1.55	1.56	1.46	1.62	1.41	1.54	1.62	X
4223	Apparel, piece goods, & notions	1.89	1.76	1.61	1.95	1.90	2.02	1.99	1.73	1.86	1.59	1.70	2.18	X
4224	Groceries & related products	0.69	0.72	0.64	0.65	0.61	0.65	0.62	0.62	0.68	0.62	0.65	0.65	X
4225	Farm product raw materials	1.19	1.26	1.08	1.15	0.98	1.06	1.00	0.96	1.12	1.17	1.38	1.45	X
4226	Chemicals & allied products	1.13	1.16	1.08	1.23	1.12	1.15	1.19	1.11	1.27	1.13	1.23	1.35	X
4227	Petroleum & petroleum products	0.24	0.27	0.27	0.26	0.24	0.27	0.30	0.28	0.28	0.31	0.34	0.37	X
4228	Beer, wine, & distilled alcoholic beverages	1.27	1.26	1.12	1.16	0.99	1.05	1.07	0.98	1.25	1.09	1.02	0.86	X
4229	Miscellaneous nondurable goods	1.23	1.32	1.16	1.14	1.06	1.13	1.16	1.12	1.16	1.17	1.31	1.24	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	2000											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**224,266**	**223,581**	**226,181**	**227,475**	**227,656**	**230,653**	**229,532**	**229,118**	**231,415**	**232,197**	**230,377**	**233,327**
421	**Durable goods**	**119,266**	**117,832**	**118,159**	**119,031**	**119,087**	**119,162**	**118,602**	**118,965**	**119,109**	**119,141**	**117,526**	**116,742**
4211	Motor vehicle & motor vehicle parts & supplies	16,747	16,704	16,547	16,792	16,529	16,632	16,431	16,653	16,597	16,631	16,686	16,662
4212	Furniture & home furnishings	3,791	3,826	3,818	3,901	3,942	3,926	3,910	3,925	3,992	3,938	3,920	3,863
4213	Lumber & other construction materials	6,240	6,060	6,074	5,980	5,975	5,940	5,761	5,747	5,775	5,843	5,776	5,948
4214	Professional & commercial equip. & supplies	23,138	22,918	23,066	22,851	22,528	22,239	22,199	22,631	22,645	22,677	21,986	21,181
42143	Computer & computer peripheral equip. & software	13,457	13,172	13,404	13,143	12,806	12,274	12,221	12,528	12,276	12,472	12,051	11,085
4215	Metals & minerals, ex. petroleum	9,005	8,625	8,774	8,662	8,547	8,578	8,541	8,471	8,425	8,373	8,385	8,358
4216	Electrical goods	19,721	19,236	19,250	19,711	20,002	20,419	20,456	20,671	20,657	20,226	19,896	20,173
4217	Hardware, & plumbing & heating equip. & supplies	5,469	5,507	5,582	5,605	5,703	5,674	5,598	5,612	5,629	5,645	5,577	5,612
4218	Machinery, equipment, & supplies	21,053	20,797	20,691	21,081	20,838	21,294	21,316	21,147	21,141	21,225	21,208	20,647
4219	Miscellaneous durable goods	14,102	14,159	14,357	14,448	15,023	14,460	14,390	14,108	14,248	14,583	14,092	14,298
422	**Nondurable goods**	**105,000**	**105,749**	**108,022**	**108,444**	**108,569**	**111,491**	**110,930**	**110,153**	**112,306**	**113,056**	**112,851**	**116,585**
4221	Paper & paper products	6,627	6,583	6,728	6,672	6,698	6,678	6,762	6,778	6,782	6,779	6,756	6,785
4222	Drugs & druggists' sundries	12,822	12,964	13,445	13,574	13,845	14,079	14,286	14,444	14,393	14,774	14,936	15,167
4223	Apparel, piece goods, & notions	7,080	7,247	7,328	7,426	7,452	7,525	7,365	7,299	7,271	7,409	7,323	7,510
4224	Groceries & related products	31,270	31,580	31,487	31,850	31,959	32,171	32,016	31,928	31,940	32,040	32,131	33,452
4225	Farm product raw materials	8,297	8,338	8,771	9,069	9,046	9,184	9,289	9,010	8,859	9,058	8,883	9,525
4226	Chemicals & allied products	4,770	4,574	4,839	4,912	4,840	4,967	4,929	5,009	5,032	5,080	5,009	5,170
4227	Petroleum & petroleum products	13,680	14,586	14,758	14,449	14,268	15,821	16,082	15,587	17,124	17,054	17,056	17,752
4228	Beer, wine, & distilled alcoholic beverages	5,827	5,727	5,826	5,828	5,877	6,012	5,858	6,034	6,133	6,164	6,149	6,114
4229	Miscellaneous nondurable goods	14,627	14,150	14,840	14,664	14,584	15,054	14,343	14,064	14,772	14,698	14,608	15,110
	Inventories, total	**287,126**	**288,530**	**290,687**	**293,054**	**294,918**	**296,952**	**297,781**	**298,914**	**299,055**	**300,589**	**302,276**	**301,618**
421	**Durable goods**	**185,771**	**186,779**	**187,970**	**189,606**	**191,124**	**193,033**	**193,367**	**194,155**	**193,556**	**194,099**	**194,736**	**193,835**
4211	Motor vehicle & motor vehicle parts & supplies	25,299	25,365	25,743	26,028	26,253	26,440	26,166	26,169	25,613	25,645	25,756	25,951
4212	Furniture & home furnishings	5,371	5,416	5,487	5,577	5,656	5,771	5,863	5,948	5,765	5,868	5,933	5,871
4213	Lumber & other construction materials	6,964	7,029	7,079	7,108	7,131	7,180	7,130	7,018	6,991	6,994	7,000	7,085
4214	Professional & commercial equip. & supplies	28,205	27,708	27,351	27,285	27,366	27,216	27,199	27,155	27,707	27,946	27,836	27,310
42143	Computer & computer peripheral equip. & software	12,277	12,225	11,214	11,043	10,712	10,671	10,655	10,582	11,118	11,669	11,102	10,595
4215	Metals & minerals, ex. petroleum	14,397	14,681	15,006	15,417	15,344	15,473	15,539	15,529	15,446	15,257	15,048	14,633
4216	Electrical goods	25,727	25,907	26,075	26,029	26,393	27,014	27,583	27,855	28,058	28,716	29,085	29,165
4217	Hardware, & plumbing & heating equip. & supplies	9,845	10,052	10,077	10,304	10,412	10,588	10,610	10,714	10,638	10,734	10,759	10,824
4218	Machinery, equipment, & supplies	49,711	49,864	50,218	50,635	51,018	51,363	50,967	51,599	51,652	51,276	51,587	51,113
4219	Miscellaneous durable goods	20,252	20,757	20,934	21,223	21,551	21,988	22,310	22,168	21,686	21,663	21,732	21,883
422	**Nondurable goods**	**101,355**	**101,751**	**102,717**	**103,448**	**103,794**	**103,919**	**104,414**	**104,759**	**105,499**	**106,490**	**107,540**	**107,783**
4221	Paper & paper products	6,402	6,415	6,590	6,647	6,705	6,764	6,834	6,919	6,927	7,059	7,060	7,058
4222	Drugs & druggists' sundries	18,846	18,993	19,324	19,446	19,330	19,964	20,468	20,530	21,010	21,416	21,685	22,561
4223	Apparel, piece goods, & notions	12,959	12,921	12,896	13,078	13,212	12,851	12,960	12,807	12,934	12,832	12,829	12,745
4224	Groceries & related products	21,061	21,165	21,096	21,236	21,102	20,904	21,074	21,086	21,477	21,807	22,270	21,703
4225	Farm product raw materials	9,597	9,537	10,010	10,267	10,426	10,115	9,827	9,753	9,798	9,699	9,998	10,199
4226	Chemicals & allied products	5,850	5,889	5,978	5,982	5,919	5,967	5,930	5,974	5,841	5,800	5,763	5,744
4227	Petroleum & petroleum products	4,057	4,151	4,218	4,179	4,126	4,355	4,267	4,457	4,315	4,384	4,662	4,438
4228	Beer, wine, & distilled alcoholic beverages	6,553	6,611	6,580	6,653	6,722	6,592	6,634	6,711	6,714	6,786	6,830	6,908
4229	Miscellaneous nondurable goods	16,030	16,069	16,025	15,960	16,252	16,407	16,420	16,522	16,483	16,707	16,443	16,427
	Inventories/sales ratios, total	**1.28**	**1.29**	**1.29**	**1.29**	**1.30**	**1.29**	**1.30**	**1.30**	**1.29**	**1.29**	**1.31**	**1.29**
421	**Durable goods**	**1.56**	**1.59**	**1.59**	**1.59**	**1.60**	**1.62**	**1.63**	**1.63**	**1.63**	**1.63**	**1.66**	**1.66**
4211	Motor vehicle & motor vehicle parts & supplies	1.51	1.52	1.56	1.55	1.59	1.59	1.59	1.57	1.54	1.54	1.54	1.56
4212	Furniture & home furnishings	1.42	1.42	1.44	1.43	1.43	1.47	1.50	1.52	1.44	1.49	1.51	1.52
4213	Lumber & other construction materials	1.12	1.16	1.17	1.19	1.19	1.21	1.24	1.22	1.21	1.20	1.21	1.19
4214	Professional & commercial equip. & supplies	1.22	1.21	1.19	1.19	1.21	1.22	1.23	1.20	1.22	1.23	1.27	1.29
42143	Computer & computer peripheral equip. & software	0.91	0.93	0.84	0.84	0.84	0.87	0.87	0.84	0.91	0.94	0.92	0.96
4215	Metals & minerals, ex. petroleum	1.60	1.70	1.71	1.78	1.80	1.80	1.82	1.83	1.83	1.82	1.79	1.75
4216	Electrical goods	1.30	1.35	1.35	1.32	1.32	1.32	1.35	1.35	1.36	1.42	1.46	1.45
4217	Hardware, & plumbing & heating equip. & supplies	1.80	1.83	1.81	1.84	1.83	1.87	1.90	1.91	1.89	1.90	1.93	1.93
4218	Machinery, equipment, & supplies	2.36	2.40	2.43	2.40	2.45	2.41	2.39	2.44	2.44	2.42	2.43	2.48
4219	Miscellaneous durable goods	1.44	1.47	1.46	1.47	1.43	1.52	1.55	1.57	1.52	1.49	1.54	1.53
422	**Nondurable goods**	**0.97**	**0.96**	**0.95**	**0.95**	**0.96**	**0.93**	**0.94**	**0.95**	**0.94**	**0.94**	**0.95**	**0.92**
4221	Paper & paper products	0.97	0.97	0.98	1.00	1.00	1.01	1.01	1.02	1.02	1.04	1.04	1.04
4222	Drugs & druggists' sundries	1.47	1.47	1.44	1.43	1.40	1.42	1.43	1.42	1.46	1.45	1.45	1.49
4223	Apparel, piece goods, & notions	1.83	1.78	1.76	1.76	1.77	1.71	1.76	1.75	1.78	1.73	1.75	1.70
4224	Groceries & related products	0.67	0.67	0.67	0.67	0.66	0.65	0.66	0.66	0.67	0.68	0.69	0.65
4225	Farm product raw materials	1.16	1.14	1.14	1.13	1.15	1.10	1.06	1.08	1.11	1.07	1.13	1.07
4226	Chemicals & allied products	1.23	1.29	1.24	1.22	1.22	1.20	1.20	1.19	1.16	1.14	1.15	1.11
4227	Petroleum & petroleum products	0.30	0.28	0.29	0.29	0.29	0.28	0.27	0.29	0.25	0.26	0.27	0.25
4228	Beer, wine, & distilled alcoholic beverages	1.12	1.15	1.13	1.14	1.14	1.10	1.13	1.11	1.09	1.10	1.11	1.13
4229	Miscellaneous nondurable goods	1.10	1.14	1.08	1.09	1.11	1.09	1.14	1.17	1.12	1.14	1.13	1.09

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	2000												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**203,286**	**213,401**	**242,609**	**217,241**	**237,597**	**241,166**	**220,456**	**240,327**	**230,520**	**241,843**	**230,239**	**224,872**	**2,743,557**
421	**Durable goods**	**105,186**	**111,437**	**127,955**	**112,901**	**123,054**	**126,565**	**113,934**	**125,913**	**120,863**	**125,359**	**117,067**	**111,228**	**1,421,462**
4211	Motor vehicle & motor vehicle parts & supplies	14,486	15,852	18,152	16,742	17,190	17,514	15,807	17,302	15,966	17,213	16,769	16,529	199,522
4212	Furniture & home furnishings	3,294	3,600	4,055	3,683	4,009	4,111	3,711	4,263	4,068	4,296	4,073	3,562	46,725
4213	Lumber & other construction materials	5,154	5,375	6,366	5,753	6,561	6,694	5,951	6,598	5,885	6,188	5,545	4,830	70,900
4214	Professional & commercial equip. & supplies	20,593	21,245	25,326	20,954	22,573	23,729	21,178	23,876	23,890	23,425	21,436	21,689	269,914
42143	Computer & computer peripheral equip. & software	12,084	12,105	14,865	11,881	12,601	13,145	11,671	13,292	13,283	12,746	11,497	11,628	150,798
4215	Metals & minerals, ex. petroleum	8,330	8,582	9,529	8,333	8,957	9,118	8,131	9,174	8,408	8,624	8,092	7,439	102,717
4216	Electrical goods	17,473	18,409	20,771	18,134	20,002	21,358	19,617	21,870	21,566	21,804	20,254	19,104	240,362
4217	Hardware, & plumbing & heating equip. & supplies	4,829	5,166	5,727	5,353	6,136	6,310	5,632	6,010	5,601	6,074	5,404	4,866	67,108
4218	Machinery, equipment, & supplies	18,674	19,757	22,739	20,512	22,588	23,040	20,208	22,035	20,718	21,883	20,275	19,697	252,126
4219	Miscellaneous durable goods	12,353	13,451	15,290	13,437	15,038	14,691	13,699	14,785	14,761	15,852	15,219	13,512	172,088
422	**Nondurable goods**	**98,100**	**101,964**	**114,654**	**104,340**	**114,543**	**114,601**	**106,522**	**114,414**	**109,657**	**116,484**	**113,172**	**113,644**	**1,322,095**
4221	Paper & paper products	6,229	6,287	7,185	6,205	6,886	6,872	6,417	7,327	6,843	7,159	6,729	6,412	80,551
4222	Drugs & druggists' sundries	12,501	12,718	14,427	12,705	14,163	14,304	13,215	14,747	14,163	15,276	15,070	15,182	168,471
4223	Apparel, piece goods, & notions	6,351	7,783	8,559	6,780	6,908	7,442	7,188	8,336	7,780	8,150	7,177	5,813	88,267
4224	Groceries & related products	29,331	29,433	32,809	30,672	34,068	32,847	32,368	33,269	31,078	32,681	32,677	32,649	383,882
4225	Farm product raw materials	8,546	8,596	9,245	8,198	9,218	8,706	7,840	8,514	8,257	10,136	9,638	10,125	107,019
4226	Chemicals & allied products	4,474	4,533	5,192	4,691	5,184	5,320	4,776	5,350	4,901	5,197	4,804	4,622	59,044
4227	Petroleum & petroleum products	13,133	14,221	15,201	13,987	15,096	16,296	15,439	16,101	16,799	17,344	16,510	17,574	187,701
4228	Beer, wine, & distilled alcoholic beverages	4,254	4,965	6,024	5,368	6,453	6,691	5,653	6,650	5,906	6,343	6,543	6,701	71,551
4229	Miscellaneous nondurable goods	13,281	13,428	16,012	15,734	16,567	16,123	13,626	14,120	13,930	14,198	14,024	14,566	175,609
	Inventories, total	**290,684**	**290,675**	**291,643**	**294,154**	**292,639**	**294,269**	**296,551**	**294,881**	**295,723**	**303,198**	**304,668**	**302,922**	**X**
421	**Durable goods**	**184,712**	**187,027**	**187,923**	**191,431**	**192,277**	**194,016**	**195,873**	**194,395**	**192,815**	**193,518**	**193,297**	**190,874**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	25,577	26,253	26,335	26,575	26,332	26,096	25,826	25,096	25,126	25,645	25,962	25,691	X
4212	Furniture & home furnishings	5,274	5,291	5,339	5,421	5,622	5,846	6,068	6,156	5,949	5,979	5,868	5,736	X
4213	Lumber & other construction materials	6,825	6,994	7,270	7,335	7,345	7,395	7,280	7,039	6,956	6,749	6,741	6,759	X
4214	Professional & commercial equip. & supplies	28,318	27,653	26,995	27,612	27,065	26,944	27,525	27,019	27,541	28,365	28,198	27,092	X
42143	Computer & computer peripheral equip. & software	12,375	12,042	10,866	11,286	10,594	10,500	10,879	10,519	10,996	11,844	11,368	10,584	X
4215	Metals & minerals, ex. petroleum	14,455	14,725	15,006	15,432	15,329	15,504	15,725	15,560	15,384	15,043	14,837	14,823	X
4216	Electrical goods	25,727	25,829	25,606	25,795	26,314	27,122	28,079	28,301	28,339	28,745	29,085	28,757	X
4217	Hardware, & plumbing & heating equip. & supplies	9,687	10,052	10,137	10,510	10,579	10,789	10,727	10,800	10,585	10,519	10,522	10,640	X
4218	Machinery, equipment, & supplies	48,617	49,515	50,720	51,698	52,140	52,288	52,088	51,857	51,032	50,507	50,504	50,040	X
4219	Miscellaneous durable goods	20,232	20,715	20,515	21,053	21,551	22,032	22,555	22,567	21,903	21,966	21,580	21,336	X
422	**Nondurable goods**	**105,972**	**103,648**	**103,720**	**102,723**	**100,362**	**100,253**	**100,678**	**100,486**	**102,908**	**109,680**	**111,371**	**112,048**	**X**
4221	Paper & paper products	6,402	6,325	6,610	6,767	6,779	6,730	6,807	6,836	6,844	7,066	7,102	7,122	X
4222	Drugs & druggists' sundries	19,996	18,936	19,459	19,504	18,537	19,665	20,284	19,688	20,737	21,844	21,793	23,283	X
4223	Apparel, piece goods, & notions	13,426	12,895	12,354	12,529	12,961	13,069	13,440	13,294	13,231	12,832	12,354	12,681	X
4224	Groceries & related products	21,019	20,784	20,927	20,917	20,870	20,716	20,758	20,854	21,498	22,570	23,072	22,050	X
4225	Farm product raw materials	12,006	11,044	10,761	9,949	8,706	7,758	7,193	7,149	7,897	11,484	12,598	12,637	X
4226	Chemicals & allied products	5,844	5,924	6,020	5,994	5,984	5,991	6,019	5,944	5,759	5,690	5,711	5,778	X
4227	Petroleum & petroleum products	4,073	4,118	4,163	4,112	4,019	4,259	4,212	4,426	4,328	4,410	4,760	4,722	X
4228	Beer, wine, & distilled alcoholic beverages	6,166	6,380	6,455	6,720	6,742	6,724	6,727	6,698	6,922	7,227	7,110	6,362	X
4229	Miscellaneous nondurable goods	17,040	17,242	16,971	16,231	15,764	15,341	15,238	15,597	15,692	16,557	16,871	17,413	X
	Inventories/sales ratios, total	**1.43**	**1.36**	**1.20**	**1.35**	**1.23**	**1.22**	**1.35**	**1.23**	**1.28**	**1.25**	**1.32**	**1.35**	**X**
421	**Durable goods**	**1.76**	**1.68**	**1.47**	**1.70**	**1.56**	**1.53**	**1.72**	**1.54**	**1.60**	**1.54**	**1.65**	**1.72**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.77	1.66	1.45	1.59	1.53	1.49	1.63	1.45	1.57	1.49	1.55	1.55	X
4212	Furniture & home furnishings	1.60	1.47	1.32	1.47	1.40	1.42	1.64	1.44	1.46	1.39	1.44	1.61	X
4213	Lumber & other construction materials	1.32	1.30	1.14	1.27	1.12	1.10	1.22	1.07	1.18	1.09	1.22	1.40	X
4214	Professional & commercial equip. & supplies	1.38	1.30	1.07	1.32	1.20	1.14	1.30	1.13	1.15	1.21	1.32	1.25	X
42143	Computer & computer peripheral equip. & software	1.02	0.99	0.73	0.95	0.84	0.80	0.93	0.79	0.83	0.93	0.99	0.91	X
4215	Metals & minerals, ex. petroleum	1.74	1.72	1.57	1.85	1.71	1.70	1.93	1.70	1.83	1.74	1.83	1.99	X
4216	Electrical goods	1.47	1.40	1.23	1.42	1.32	1.27	1.43	1.29	1.31	1.32	1.44	1.51	X
4217	Hardware, & plumbing & heating equip. & supplies	2.01	1.95	1.77	1.96	1.72	1.71	1.90	1.80	1.89	1.73	1.95	2.19	X
4218	Machinery, equipment, & supplies	2.60	2.51	2.23	2.52	2.31	2.27	2.58	2.35	2.46	2.31	2.49	2.54	X
4219	Miscellaneous durable goods	1.64	1.54	1.34	1.57	1.43	1.50	1.65	1.53	1.48	1.39	1.42	1.58	X
422	**Nondurable goods**	**1.08**	**1.02**	**0.90**	**0.98**	**0.88**	**0.87**	**0.95**	**0.88**	**0.94**	**0.94**	**0.98**	**0.99**	**X**
4221	Paper & paper products	1.03	1.01	0.92	1.09	0.98	0.98	1.06	0.93	1.00	0.99	1.06	1.11	X
4222	Drugs & druggists' sundries	1.60	1.49	1.35	1.54	1.31	1.37	1.53	1.34	1.46	1.43	1.45	1.53	X
4223	Apparel, piece goods, & notions	2.11	1.66	1.44	1.85	1.88	1.76	1.87	1.59	1.70	1.57	1.72	2.18	X
4224	Groceries & related products	0.72	0.71	0.64	0.68	0.61	0.63	0.64	0.63	0.69	0.69	0.71	0.68	X
4225	Farm product raw materials	1.40	1.28	1.16	1.21	0.94	0.89	0.92	0.84	0.96	1.13	1.31	1.25	X
4226	Chemicals & allied products	1.31	1.31	1.16	1.28	1.15	1.13	1.26	1.11	1.18	1.09	1.19	1.25	X
4227	Petroleum & petroleum products	0.31	0.29	0.27	0.29	0.27	0.26	0.27	0.27	0.26	0.25	0.29	0.27	X
4228	Beer, wine, & distilled alcoholic beverages	1.45	1.28	1.07	1.25	1.04	1.00	1.19	1.01	1.17	1.14	1.09	0.95	X
4229	Miscellaneous nondurable goods	1.28	1.28	1.06	1.03	0.95	0.95	1.12	1.10	1.13	1.17	1.20	1.20	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1999											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**200,092**	**202,494**	**204,619**	**205,573**	**210,072**	**211,370**	**212,417**	**214,001**	**215,417**	**218,591**	**220,626**	**222,130**
421	**Durable goods**	**106,797**	**109,337**	**109,622**	**109,628**	**111,596**	**112,282**	**113,416**	**113,506**	**113,954**	**116,195**	**116,817**	**118,341**
4211	Motor vehicle & motor vehicle parts & supplies	14,704	16,194	15,707	15,852	16,113	16,354	16,585	16,344	16,649	17,069	16,809	16,937
4212	Furniture & home furnishings	3,392	3,469	3,440	3,449	3,530	3,507	3,683	3,599	3,605	3,712	3,641	3,729
4213	Lumber & other construction materials	5,467	5,624	5,710	5,769	5,940	6,048	6,101	5,986	6,039	6,108	6,291	6,147
4214	Professional & commercial equip. & supplies	21,693	21,953	22,246	22,305	22,695	22,771	23,129	23,165	22,865	23,472	23,601	23,610
42143	Computer & computer peripheral equip. & software	12,663	12,977	13,085	13,077	13,318	12,955	13,666	13,753	13,276	14,012	13,722	13,771
4215	Metals & minerals, ex. petroleum	8,064	7,960	7,917	7,763	7,773	7,636	7,756	7,601	7,624	8,048	8,257	8,433
4216	Electrical goods	15,799	16,332	16,536	16,540	16,887	17,163	17,388	17,533	17,822	18,251	18,504	19,171
4217	Hardware, & plumbing & heating equip. & supplies	5,215	5,198	5,255	5,228	5,298	5,303	5,333	5,339	5,312	5,298	5,326	5,396
4218	Machinery, equipment, & supplies	20,006	20,001	20,402	20,132	20,473	20,579	20,574	20,632	20,383	20,592	20,547	20,688
4219	Miscellaneous durable goods	12,457	12,606	12,409	12,590	12,887	12,921	12,867	13,307	13,655	13,645	13,841	14,230
422	**Nondurable goods**	**93,295**	**93,157**	**94,997**	**95,945**	**98,476**	**99,088**	**99,001**	**100,495**	**101,463**	**102,396**	**103,809**	**103,789**
4221	Paper & paper products	5,943	6,026	5,744	6,034	6,200	6,287	6,334	6,352	6,456	6,581	6,551	6,314
4222	Drugs & druggists' sundries	11,353	11,464	11,627	11,963	12,119	12,187	12,290	12,446	12,383	12,420	12,851	13,196
4223	Apparel, piece goods, & notions	6,963	6,876	7,363	7,097	7,201	7,095	6,993	7,066	7,162	7,007	7,092	7,103
4224	Groceries & related products	29,072	29,096	29,428	29,477	30,049	29,772	29,811	30,398	30,872	31,192	31,315	31,534
4225	Farm product raw materials	8,313	8,550	8,444	8,061	8,900	8,888	8,513	8,292	8,693	8,625	8,471	8,156
4226	Chemicals & allied products	4,562	4,293	4,518	4,448	4,544	4,774	4,625	4,661	4,611	4,691	4,772	4,767
4227	Petroleum & petroleum products	9,201	8,813	9,967	10,586	11,017	11,048	11,691	12,247	12,273	12,193	12,816	12,871
4228	Beer, wine, & distilled alcoholic beverages	5,427	5,422	5,385	5,465	5,537	5,550	5,544	5,621	5,829	5,834	5,838	5,757
4229	Miscellaneous nondurable goods	12,461	12,617	12,521	12,814	12,909	13,487	13,200	13,412	13,184	13,853	14,103	14,091
	Inventories, total	**268,119**	**270,166**	**270,995**	**271,144**	**271,643**	**271,926**	**274,763**	**275,806**	**277,416**	**280,028**	**283,445**	**284,396**
421	**Durable goods**	**174,489**	**175,290**	**175,822**	**174,792**	**176,120**	**176,888**	**178,200**	**178,230**	**179,598**	**181,165**	**183,816**	**184,639**
4211	Motor vehicle & motor vehicle parts & supplies	22,629	22,743	23,083	23,061	23,532	23,645	24,051	24,268	24,529	24,548	25,054	25,085
4212	Furniture & home furnishings	5,018	5,068	5,065	4,991	5,018	5,116	5,153	5,127	5,154	5,328	5,205	5,343
4213	Lumber & other construction materials	6,167	6,168	6,280	6,391	6,514	6,538	6,695	6,710	6,782	6,855	6,780	6,834
4214	Professional & commercial equip. & supplies	26,083	26,710	26,528	25,532	26,135	26,400	26,301	26,244	26,422	26,966	27,555	27,699
42143	Computer & computer peripheral equip. & software	11,894	12,550	11,836	10,964	11,735	11,824	11,719	11,709	11,547	12,003	12,218	12,351
4215	Metals & minerals, ex. petroleum	14,260	13,836	13,448	13,452	13,568	13,580	13,426	13,324	13,443	13,628	13,901	14,112
4216	Electrical goods	22,822	23,099	22,903	22,693	23,058	23,239	23,900	23,952	24,227	24,608	25,193	25,799
4217	Hardware, & plumbing & heating equip. & supplies	9,647	9,567	9,640	9,587	9,619	9,629	9,726	9,559	9,662	9,728	9,887	9,829
4218	Machinery, equipment, & supplies	48,903	49,208	49,569	50,042	49,636	49,862	50,204	50,114	50,114	50,077	50,368	49,997
4219	Miscellaneous durable goods	18,960	18,891	19,306	19,043	19,040	18,879	18,744	18,932	19,265	19,427	19,873	19,941
422	**Nondurable goods**	**93,630**	**94,876**	**95,173**	**96,352**	**95,523**	**95,038**	**96,563**	**97,576**	**97,818**	**98,863**	**99,629**	**99,757**
4221	Paper & paper products	5,885	5,941	5,994	6,034	6,042	6,105	6,180	6,235	6,265	6,267	6,346	6,161
4222	Drugs & druggists' sundries	15,618	15,882	16,045	16,776	17,126	17,390	17,752	17,962	17,860	18,427	18,354	18,399
4223	Apparel, piece goods, & notions	13,053	13,678	13,181	12,903	12,745	12,458	12,467	12,427	12,246	12,339	12,534	12,693
4224	Groceries & related products	19,272	19,640	19,869	20,412	20,234	19,777	20,431	20,552	20,662	20,880	21,277	21,182
4225	Farm product raw materials	9,250	9,164	9,268	9,572	9,400	9,234	9,232	9,791	9,803	9,749	9,392	9,201
4226	Chemicals & allied products	5,751	5,756	5,655	5,656	5,618	5,582	5,671	5,601	5,640	5,676	5,705	5,870
4227	Petroleum & petroleum products	3,674	3,728	3,762	3,831	3,814	3,946	4,043	3,980	4,111	4,056	4,096	3,875
4228	Beer, wine, & distilled alcoholic beverages	6,160	6,356	6,681	6,434	6,624	6,452	6,569	6,550	6,418	6,414	6,385	6,461
4229	Miscellaneous nondurable goods	14,967	14,731	14,718	14,734	13,920	14,094	14,218	14,478	14,813	15,055	15,540	15,915
	Inventories/sales ratios, total	**1.34**	**1.33**	**1.32**	**1.32**	**1.29**	**1.29**	**1.29**	**1.29**	**1.29**	**1.28**	**1.28**	**1.28**
421	**Durable goods**	**1.63**	**1.60**	**1.60**	**1.59**	**1.58**	**1.58**	**1.57**	**1.57**	**1.58**	**1.56**	**1.57**	**1.56**
4211	Motor vehicle & motor vehicle parts & supplies	1.54	1.40	1.47	1.45	1.46	1.45	1.45	1.48	1.47	1.44	1.49	1.48
4212	Furniture & home furnishings	1.48	1.46	1.47	1.45	1.42	1.46	1.40	1.42	1.43	1.44	1.43	1.43
4213	Lumber & other construction materials	1.13	1.10	1.10	1.11	1.10	1.08	1.10	1.12	1.12	1.12	1.08	1.11
4214	Professional & commercial equip. & supplies	1.20	1.22	1.19	1.14	1.15	1.16	1.14	1.13	1.16	1.15	1.17	1.17
42143	Computer & computer peripheral equip. & software	0.94	0.97	0.90	0.84	0.88	0.91	0.86	0.85	0.87	0.86	0.89	0.90
4215	Metals & minerals, ex. petroleum	1.77	1.74	1.70	1.73	1.75	1.78	1.73	1.75	1.76	1.69	1.68	1.67
4216	Electrical goods	1.44	1.41	1.39	1.37	1.37	1.35	1.37	1.37	1.36	1.35	1.36	1.35
4217	Hardware, & plumbing & heating equip. & supplies	1.85	1.84	1.83	1.83	1.82	1.82	1.82	1.79	1.82	1.84	1.86	1.82
4218	Machinery, equipment, & supplies	2.44	2.46	2.43	2.49	2.42	2.42	2.44	2.43	2.46	2.43	2.45	2.42
4219	Miscellaneous durable goods	1.52	1.50	1.56	1.51	1.48	1.46	1.46	1.42	1.41	1.42	1.44	1.40
422	**Nondurable goods**	**1.00**	**1.02**	**1.00**	**1.00**	**0.97**	**0.96**	**0.98**	**0.97**	**0.96**	**0.97**	**0.96**	**0.96**
4221	Paper & paper products	0.99	0.99	1.04	1.00	0.97	0.97	0.98	0.98	0.97	0.95	0.97	0.98
4222	Drugs & druggists' sundries	1.38	1.39	1.38	1.40	1.41	1.43	1.44	1.44	1.44	1.48	1.43	1.39
4223	Apparel, piece goods, & notions	1.87	1.99	1.79	1.82	1.77	1.76	1.78	1.76	1.71	1.76	1.77	1.79
4224	Groceries & related products	0.66	0.68	0.68	0.69	0.67	0.66	0.69	0.68	0.67	0.67	0.68	0.67
4225	Farm product raw materials	1.11	1.07	1.10	1.19	1.06	1.04	1.08	1.18	1.13	1.13	1.11	1.13
4226	Chemicals & allied products	1.26	1.34	1.25	1.27	1.24	1.17	1.23	1.20	1.22	1.21	1.20	1.23
4227	Petroleum & petroleum products	0.40	0.42	0.38	0.36	0.35	0.36	0.35	0.32	0.33	0.33	0.32	0.30
4228	Beer, wine, & distilled alcoholic beverages	1.14	1.17	1.24	1.18	1.20	1.16	1.18	1.17	1.10	1.10	1.09	1.12
4229	Miscellaneous nondurable goods	1.20	1.17	1.18	1.15	1.08	1.05	1.08	1.08	1.12	1.09	1.10	1.13

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1999												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**180,736**	**184,616**	**220,538**	**207,606**	**207,032**	**221,548**	**209,876**	**217,659**	**221,156**	**221,422**	**220,633**	**226,744**	**2,539,566**
421	**Durable goods**	**94,122**	**98,735**	**119,076**	**110,441**	**108,606**	**119,178**	**112,285**	**116,512**	**119,288**	**118,612**	**116,250**	**119,944**	**1,353,049**
4211	Motor vehicle & motor vehicle parts & supplies	12,895	14,656	17,262	16,613	15,887	17,286	16,519	16,507	16,283	17,308	16,910	17,598	195,724
4212	Furniture & home furnishings	2,931	3,098	3,640	3,511	3,406	3,602	3,617	3,819	3,782	3,875	3,849	3,662	42,792
4213	Lumber & other construction materials	4,510	4,752	5,893	5,948	6,065	6,828	6,571	6,597	6,413	6,291	5,976	5,440	71,284
4214	Professional & commercial equip. & supplies	19,242	19,604	24,537	21,480	21,379	24,456	22,528	23,536	25,220	23,542	22,563	25,759	273,846
42143	Computer & computer peripheral equip. & software	11,283	11,601	14,695	12,292	12,346	14,134	13,215	13,932	14,936	13,970	12,844	15,244	160,492
4215	Metals & minerals, ex. petroleum	7,604	7,538	8,598	7,988	7,571	8,170	7,601	7,867	7,799	8,072	7,985	8,020	94,813
4216	Electrical goods	14,045	14,862	17,793	16,143	15,975	17,815	17,266	18,199	19,105	19,145	18,874	19,133	208,355
4217	Hardware, & plumbing & heating equip. & supplies	4,584	4,590	5,371	5,306	5,340	5,876	5,594	5,633	5,413	5,489	5,305	4,943	63,444
4218	Machinery, equipment, & supplies	17,685	18,201	22,667	21,340	20,637	21,978	20,121	20,941	20,485	20,263	20,033	21,102	245,453
4219	Miscellaneous durable goods	10,626	11,434	13,315	12,112	12,346	13,167	12,468	13,413	14,788	14,627	14,755	14,287	157,338
422	**Nondurable goods**	**86,614**	**85,881**	**101,462**	**97,165**	**98,426**	**102,370**	**97,591**	**101,147**	**101,868**	**102,810**	**104,383**	**106,800**	**1,186,517**
4221	Paper & paper products	5,586	5,508	6,204	6,004	5,921	6,494	6,138	6,682	6,747	6,772	6,551	6,301	74,908
4222	Drugs & druggists' sundries	11,171	10,673	12,499	12,107	11,428	12,370	11,860	12,272	12,581	12,333	13,082	14,173	146,549
4223	Apparel, piece goods, & notions	6,295	7,034	8,630	6,806	6,128	7,201	7,154	7,681	7,892	7,589	6,844	5,789	85,043
4224	Groceries & related products	26,804	26,245	30,929	29,271	31,011	30,338	30,526	30,915	30,841	31,098	31,691	32,259	361,928
4225	Farm product raw materials	8,587	8,217	9,153	7,763	8,366	8,639	7,474	7,637	8,232	9,177	9,479	9,176	101,900
4226	Chemicals & allied products	4,279	4,061	4,825	4,541	4,576	5,122	4,644	4,805	4,597	4,677	4,605	4,538	55,270
4227	Petroleum & petroleum products	9,063	8,284	10,087	10,893	10,940	11,236	11,516	12,431	12,138	12,376	12,624	13,489	135,077
4228	Beer, wine, & distilled alcoholic beverages	4,038	4,441	5,487	5,492	5,598	6,188	5,633	5,902	5,841	5,863	6,194	6,787	67,464
4229	Miscellaneous nondurable goods	10,791	11,418	13,648	14,288	14,458	14,782	12,646	12,822	12,999	12,925	13,313	14,288	158,378
	Inventories, total	**271,719**	**272,281**	**271,882**	**272,387**	**269,805**	**269,369**	**273,629**	**271,625**	**273,805**	**282,655**	**285,699**	**285,215**	**X**
421	**Durable goods**	**173,572**	**175,414**	**175,790**	**176,457**	**177,396**	**177,688**	**180,478**	**178,436**	**178,737**	**180,647**	**182,446**	**181,802**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	22,901	23,585	23,568	23,522	23,650	23,314	23,762	23,419	24,087	24,523	25,204	24,659	X
4212	Furniture & home furnishings	4,928	4,946	4,938	4,846	4,983	5,188	5,323	5,312	5,324	5,429	5,153	5,220	X
4213	Lumber & other construction materials	6,025	6,137	6,437	6,589	6,703	6,747	6,856	6,750	6,762	6,615	6,522	6,520	X
4214	Professional & commercial equip. & supplies	26,239	26,603	26,289	25,838	25,900	26,110	26,538	26,034	26,184	27,370	27,941	27,533	X
42143	Computer & computer peripheral equip. & software	12,061	12,349	11,528	11,161	11,594	11,623	11,895	11,580	11,408	12,183	12,560	12,425	X
4215	Metals & minerals, ex. petroleum	14,346	13,891	13,488	13,479	13,582	13,607	13,587	13,337	13,362	13,424	13,679	14,281	X
4216	Electrical goods	22,822	23,053	22,514	22,489	22,989	23,402	24,402	24,383	24,397	24,510	25,143	25,438	X
4217	Hardware, & plumbing & heating equip. & supplies	9,483	9,557	9,698	9,779	9,802	9,812	9,814	9,626	9,604	9,543	9,679	9,662	X
4218	Machinery, equipment, & supplies	47,925	48,864	50,015	51,043	50,728	50,610	51,208	50,264	49,463	49,476	49,411	49,047	X
4219	Miscellaneous durable goods	18,903	18,778	18,843	18,872	19,059	18,898	18,988	19,311	19,554	19,757	19,714	19,442	X
422	**Nondurable goods**	**98,147**	**96,867**	**96,092**	**95,930**	**92,409**	**91,681**	**93,151**	**93,189**	**95,068**	**102,008**	**103,253**	**103,413**	**X**
4221	Paper & paper products	5,914	5,870	6,036	6,149	6,060	6,074	6,180	6,166	6,209	6,261	6,352	6,210	X
4222	Drugs & druggists' sundries	16,618	15,914	16,125	16,860	16,372	17,060	17,610	17,297	17,610	18,796	18,427	18,896	X
4223	Apparel, piece goods, & notions	13,588	13,692	12,641	12,400	12,503	12,657	12,891	12,800	12,479	12,302	12,108	12,693	X
4224	Groceries & related products	19,214	19,247	19,670	20,106	20,052	19,579	20,165	20,244	20,662	21,736	22,086	21,436	X
4225	Farm product raw materials	11,673	10,704	10,000	9,323	7,811	7,073	6,721	7,040	7,813	11,591	11,871	11,391	X
4226	Chemicals & allied products	5,751	5,796	5,706	5,679	5,674	5,593	5,733	5,584	5,544	5,562	5,665	5,905	X
4227	Petroleum & petroleum products	3,674	3,672	3,683	3,781	3,753	3,851	3,990	3,964	4,119	4,137	4,202	4,084	X
4228	Beer, wine, & distilled alcoholic beverages	5,760	6,121	6,527	6,485	6,584	6,588	6,681	6,557	6,649	6,869	6,691	5,944	X
4229	Miscellaneous nondurable goods	15,955	15,851	15,704	15,147	13,600	13,206	13,180	13,537	13,983	14,754	15,851	16,854	X
	Inventories/sales ratios, total	**1.50**	**1.47**	**1.23**	**1.31**	**1.30**	**1.22**	**1.30**	**1.25**	**1.24**	**1.28**	**1.29**	**1.26**	**X**
421	**Durable goods**	**1.84**	**1.78**	**1.48**	**1.60**	**1.63**	**1.49**	**1.61**	**1.53**	**1.50**	**1.52**	**1.57**	**1.52**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.78	1.61	1.37	1.42	1.49	1.35	1.44	1.42	1.48	1.42	1.49	1.40	X
4212	Furniture & home furnishings	1.68	1.60	1.36	1.38	1.46	1.44	1.47	1.39	1.41	1.40	1.34	1.43	X
4213	Lumber & other construction materials	1.34	1.29	1.09	1.11	1.11	0.99	1.04	1.02	1.05	1.05	1.09	1.20	X
4214	Professional & commercial equip. & supplies	1.36	1.36	1.07	1.20	1.21	1.07	1.18	1.11	1.04	1.16	1.24	1.07	X
42143	Computer & computer peripheral equip. & software	1.07	1.06	0.78	0.91	0.94	0.82	0.90	0.83	0.76	0.87	0.98	0.82	X
4215	Metals & minerals, ex. petroleum	1.89	1.84	1.57	1.69	1.79	1.67	1.79	1.70	1.71	1.66	1.71	1.78	X
4216	Electrical goods	1.62	1.55	1.27	1.39	1.44	1.31	1.41	1.34	1.28	1.28	1.33	1.33	X
4217	Hardware, & plumbing & heating equip. & supplies	2.07	2.08	1.81	1.84	1.84	1.67	1.75	1.71	1.77	1.74	1.82	1.95	X
4218	Machinery, equipment, & supplies	2.71	2.68	2.21	2.39	2.46	2.30	2.55	2.40	2.41	2.44	2.47	2.32	X
4219	Miscellaneous durable goods	1.78	1.64	1.42	1.56	1.54	1.44	1.52	1.44	1.32	1.35	1.34	1.36	X
422	**Nondurable goods**	**1.13**	**1.13**	**0.95**	**0.99**	**0.94**	**0.90**	**0.95**	**0.92**	**0.93**	**0.99**	**0.99**	**0.97**	**X**
4221	Paper & paper products	1.06	1.07	0.97	1.02	1.02	0.94	1.01	0.92	0.92	0.92	0.97	0.99	X
4222	Drugs & druggists' sundries	1.49	1.49	1.29	1.39	1.43	1.38	1.48	1.41	1.40	1.52	1.41	1.33	X
4223	Apparel, piece goods, & notions	2.16	1.95	1.46	1.82	2.04	1.76	1.80	1.67	1.58	1.62	1.77	2.19	X
4224	Groceries & related products	0.72	0.73	0.64	0.69	0.65	0.65	0.66	0.65	0.67	0.70	0.70	0.66	X
4225	Farm product raw materials	1.36	1.30	1.09	1.20	0.93	0.82	0.90	0.92	0.95	1.26	1.25	1.24	X
4226	Chemicals & allied products	1.34	1.43	1.18	1.25	1.24	1.09	1.23	1.16	1.21	1.19	1.23	1.30	X
4227	Petroleum & petroleum products	0.41	0.44	0.37	0.35	0.34	0.34	0.35	0.32	0.34	0.33	0.33	0.30	X
4228	Beer, wine, & distilled alcoholic beverages	1.43	1.38	1.19	1.18	1.18	1.06	1.19	1.11	1.14	1.17	1.08	0.88	X
4229	Miscellaneous nondurable goods	1.48	1.39	1.15	1.06	0.94	0.89	1.04	1.06	1.08	1.14	1.19	1.18	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1998											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**197,373**	**197,332**	**198,588**	**198,442**	**198,398**	**197,191**	**198,259**	**197,049**	**197,780**	**199,016**	**199,066**	**200,492**
421	**Durable goods**	**104,898**	**105,085**	**106,248**	**106,175**	**105,522**	**105,693**	**105,776**	**105,424**	**104,835**	**105,179**	**105,023**	**105,548**
4211	Motor vehicle & motor vehicle parts & supplies	13,949	13,850	14,510	14,428	14,390	14,255	14,469	14,634	14,775	14,410	14,714	14,756
4212	Furniture & home furnishings	3,452	3,303	3,368	3,356	3,314	3,386	3,341	3,390	3,360	3,309	3,452	3,394
4213	Lumber & other construction materials	5,144	5,138	5,106	5,147	5,205	5,203	5,364	5,425	5,398	5,474	5,535	5,559
4214	Professional & commercial equip. & supplies	20,901	21,102	21,139	21,223	20,828	21,312	21,299	21,366	21,052	21,372	20,776	21,233
42143	Computer & computer peripheral equip. & software	12,457	12,594	12,870	12,993	12,736	13,261	12,900	12,518	12,127	12,212	11,978	11,952
4215	Metals & minerals, ex. petroleum	8,273	8,236	8,466	8,182	8,153	8,131	8,081	8,116	8,000	7,907	7,821	7,712
4216	Electrical goods	15,248	15,382	15,486	15,607	15,680	15,514	15,556	15,562	15,500	15,994	15,604	15,543
4217	Hardware, & plumbing & heating equip. & supplies	5,033	5,018	4,849	4,942	5,024	5,071	5,123	5,029	5,016	5,002	5,138	5,206
4218	Machinery, equipment, & supplies	20,214	20,360	20,159	20,469	20,558	20,346	19,988	20,026	20,201	19,743	20,096	20,145
4219	Miscellaneous durable goods	12,684	12,696	13,165	12,821	12,370	12,475	12,555	11,876	11,533	11,968	11,887	12,000
422	**Nondurable goods**	**92,475**	**92,247**	**92,340**	**92,267**	**92,876**	**91,498**	**92,483**	**91,625**	**92,945**	**93,837**	**94,043**	**94,944**
4221	Paper & paper products	5,659	5,677	5,788	5,811	5,853	5,884	5,822	5,834	5,885	5,882	5,852	5,969
4222	Drugs & druggists' sundries	9,893	10,083	10,345	9,980	10,040	10,019	10,315	10,382	10,540	10,758	10,863	11,208
4223	Apparel, piece goods, & notions	7,411	7,428	7,341	7,112	6,922	6,856	6,923	6,969	6,609	7,078	6,814	6,827
4224	Groceries & related products	27,743	28,564	28,193	28,404	28,636	28,700	29,026	28,731	29,083	29,142	29,008	29,106
4225	Farm product raw materials	10,078	9,244	9,056	8,899	8,897	8,521	8,697	8,748	8,716	8,867	8,877	9,227
4226	Chemicals & allied products	4,733	4,680	4,548	4,559	4,613	4,528	4,505	4,570	4,553	4,635	4,622	4,547
4227	Petroleum & petroleum products	10,169	9,876	9,886	9,802	9,924	9,925	9,786	9,214	9,503	9,697	9,543	9,288
4228	Beer, wine, & distilled alcoholic beverages	4,915	4,929	5,048	5,095	5,080	4,944	5,124	5,083	5,461	5,348	5,256	5,387
4229	Miscellaneous nondurable goods	11,874	11,766	12,135	12,605	12,911	12,121	12,285	12,094	12,595	12,430	13,208	13,385
	Inventories, total	**255,293**	**257,917**	**259,462**	**259,025**	**260,842**	**260,365**	**260,670**	**263,308**	**264,903**	**265,423**	**266,777**	**267,689**
421	**Durable goods**	**165,155**	**166,955**	**168,538**	**168,516**	**169,353**	**168,487**	**168,619**	**170,844**	**171,741**	**172,663**	**172,686**	**174,107**
4211	Motor vehicle & motor vehicle parts & supplies	22,449	22,763	23,314	22,337	21,919	21,545	21,262	21,713	21,839	22,310	21,937	22,696
4212	Furniture & home furnishings	4,905	4,886	4,828	4,949	4,988	4,991	5,030	5,047	5,062	5,140	5,049	5,046
4213	Lumber & other construction materials	6,368	6,336	6,263	6,358	6,269	6,243	6,269	6,440	6,149	6,171	6,172	6,109
4214	Professional & commercial equip. & supplies	28,103	28,162	28,710	28,752	28,710	27,757	27,651	27,654	27,198	26,713	26,796	26,306
42143	Computer & computer peripheral equip. & software	13,431	13,389	14,176	13,942	13,912	13,314	12,862	13,017	12,463	12,142	12,153	12,190
4215	Metals & minerals, ex. petroleum	13,538	13,589	13,664	13,641	13,755	13,670	13,614	14,003	14,037	14,066	14,193	14,114
4216	Electrical goods	21,042	21,308	21,758	22,072	22,287	22,386	22,286	22,451	22,637	22,487	22,573	22,824
4217	Hardware, & plumbing & heating equip. & supplies	8,893	9,165	9,159	9,272	9,306	9,420	9,379	9,475	9,437	9,466	9,495	9,551
4218	Machinery, equipment, & supplies	42,329	42,989	43,276	43,474	44,287	44,620	45,275	45,712	46,520	47,251	47,504	48,536
4219	Miscellaneous durable goods	17,528	17,757	17,566	17,661	17,832	17,855	17,853	18,349	18,862	19,059	18,967	18,925
422	**Nondurable goods**	**90,138**	**90,962**	**90,924**	**90,509**	**91,489**	**91,878**	**92,051**	**92,464**	**93,162**	**92,760**	**94,091**	**93,582**
4221	Paper & paper products	5,654	5,999	6,055	6,049	6,035	6,012	5,989	5,983	5,931	5,782	5,919	5,946
4222	Drugs & druggists' sundries	13,686	14,151	14,357	14,519	14,873	14,541	14,619	14,715	14,696	14,850	15,190	15,347
4223	Apparel, piece goods, & notions	13,536	13,262	13,321	13,388	13,342	13,454	13,388	13,572	13,442	13,525	13,586	13,552
4224	Groceries & related products	19,222	19,449	18,946	19,419	19,630	19,488	19,542	19,572	19,449	19,265	19,354	19,163
4225	Farm product raw materials	9,086	8,893	8,658	7,992	7,943	8,535	8,580	8,729	9,289	9,395	9,562	9,436
4226	Chemicals & allied products	5,453	5,312	5,292	5,451	5,590	5,379	5,552	5,515	5,624	5,585	5,666	5,648
4227	Petroleum & petroleum products	4,094	3,899	3,915	3,971	4,100	3,977	3,904	3,837	4,040	3,836	3,677	3,548
4228	Beer, wine, & distilled alcoholic beverages	5,622	5,757	6,081	5,740	5,762	5,984	5,917	6,082	6,139	6,195	6,356	6,060
4229	Miscellaneous nondurable goods	13,785	14,240	14,299	13,980	14,214	14,508	14,560	14,459	14,552	14,327	14,781	14,882
	Inventories/sales ratios, total	**1.29**	**1.31**	**1.31**	**1.31**	**1.31**	**1.32**	**1.31**	**1.34**	**1.34**	**1.33**	**1.34**	**1.34**
421	**Durable goods**	**1.57**	**1.59**	**1.59**	**1.59**	**1.60**	**1.59**	**1.59**	**1.62**	**1.64**	**1.64**	**1.64**	**1.65**
4211	Motor vehicle & motor vehicle parts & supplies	1.61	1.64	1.61	1.55	1.52	1.51	1.47	1.48	1.48	1.55	1.49	1.54
4212	Furniture & home furnishings	1.42	1.48	1.43	1.47	1.51	1.47	1.51	1.49	1.51	1.55	1.46	1.49
4213	Lumber & other construction materials	1.24	1.23	1.23	1.24	1.20	1.20	1.17	1.19	1.14	1.13	1.12	1.10
4214	Professional & commercial equip. & supplies	1.34	1.33	1.36	1.35	1.38	1.30	1.30	1.29	1.29	1.25	1.29	1.24
42143	Computer & computer peripheral equip. & software	1.08	1.06	1.10	1.07	1.09	1.00	1.00	1.04	1.03	0.99	1.01	1.02
4215	Metals & minerals, ex. petroleum	1.64	1.65	1.61	1.67	1.69	1.68	1.68	1.73	1.75	1.78	1.81	1.83
4216	Electrical goods	1.38	1.39	1.41	1.41	1.42	1.44	1.43	1.44	1.46	1.41	1.45	1.47
4217	Hardware, & plumbing & heating equip. & supplies	1.77	1.83	1.89	1.88	1.85	1.86	1.83	1.88	1.88	1.89	1.85	1.83
4218	Machinery, equipment, & supplies	2.09	2.11	2.15	2.12	2.15	2.19	2.27	2.28	2.30	2.39	2.36	2.41
4219	Miscellaneous durable goods	1.38	1.40	1.33	1.38	1.44	1.43	1.42	1.55	1.64	1.59	1.60	1.58
422	**Nondurable goods**	**0.97**	**0.99**	**0.98**	**0.98**	**0.99**	**1.00**	**1.00**	**1.01**	**1.00**	**0.99**	**1.00**	**0.99**
4221	Paper & paper products	1.00	1.06	1.05	1.04	1.03	1.02	1.03	1.03	1.01	0.98	1.01	1.00
4222	Drugs & druggists' sundries	1.38	1.40	1.39	1.45	1.48	1.45	1.42	1.42	1.39	1.38	1.40	1.37
4223	Apparel, piece goods, & notions	1.83	1.79	1.81	1.88	1.93	1.96	1.93	1.95	2.03	1.91	1.99	1.99
4224	Groceries & related products	0.69	0.68	0.67	0.68	0.69	0.68	0.67	0.68	0.67	0.66	0.67	0.66
4225	Farm product raw materials	0.90	0.96	0.96	0.90	0.89	1.00	0.99	1.00	1.07	1.06	1.08	1.02
4226	Chemicals & allied products	1.15	1.14	1.16	1.20	1.21	1.19	1.23	1.21	1.24	1.20	1.23	1.24
4227	Petroleum & petroleum products	0.40	0.39	0.40	0.41	0.41	0.40	0.40	0.42	0.43	0.40	0.39	0.38
4228	Beer, wine, & distilled alcoholic beverages	1.14	1.17	1.20	1.13	1.13	1.21	1.15	1.20	1.12	1.16	1.21	1.12
4229	Miscellaneous nondurable goods	1.16	1.21	1.18	1.11	1.10	1.20	1.19	1.20	1.16	1.15	1.12	1.11

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1998												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**184,392**	**180,071**	**207,369**	**200,773**	**195,061**	**206,548**	**200,794**	**195,033**	**203,169**	**208,499**	**192,656**	**205,459**	**2,379,824**
421	**Durable goods**	**95,655**	**94,923**	**112,128**	**106,783**	**102,518**	**112,124**	**107,292**	**104,858**	**109,844**	**111,156**	**100,934**	**107,540**	**1,265,755**
4211	Motor vehicle & motor vehicle parts & supplies	12,484	12,548	15,656	14,962	14,419	15,011	14,773	14,254	14,583	14,900	14,258	15,391	173,239
4212	Furniture & home furnishings	3,079	2,940	3,513	3,363	3,208	3,532	3,341	3,437	3,525	3,587	3,524	3,374	40,423
4213	Lumber & other construction materials	4,398	4,321	5,024	5,312	5,309	5,822	5,981	5,826	5,727	5,885	5,114	4,942	63,661
4214	Professional & commercial equip. & supplies	19,375	18,907	22,534	20,799	19,370	22,633	21,363	21,216	23,010	22,205	19,301	23,356	254,069
42143	Computer & computer peripheral equip. & software	11,573	11,347	13,822	12,642	11,590	14,189	12,874	12,505	13,425	12,566	11,008	13,243	150,784
4215	Metals & minerals, ex. petroleum	8,033	7,808	8,949	8,452	8,088	8,554	8,121	7,994	8,264	8,144	7,305	7,396	97,108
4216	Electrical goods	13,906	13,998	16,307	15,030	14,927	16,135	15,836	15,609	16,802	17,290	15,354	15,527	186,721
4217	Hardware, & plumbing & heating equip. & supplies	4,525	4,386	4,825	4,898	5,024	5,715	5,538	5,094	5,207	5,377	4,953	4,810	60,352
4218	Machinery, equipment, & supplies	18,617	18,589	21,852	21,492	20,558	22,035	20,148	19,445	20,201	20,256	18,810	20,528	242,531
4219	Miscellaneous durable goods	11,238	11,426	13,468	12,475	11,615	12,687	12,191	11,983	12,525	13,512	12,315	12,216	147,651
422	**Nondurable goods**	**88,737**	**85,148**	**95,241**	**93,990**	**92,543**	**94,424**	**93,502**	**90,175**	**93,325**	**97,343**	**91,722**	**97,919**	**1,114,069**
4221	Paper & paper products	5,450	5,206	6,077	5,823	5,560	6,049	5,845	5,939	6,203	6,235	5,647	5,903	69,937
4222	Drugs & druggists' sundries	10,130	9,377	10,697	10,070	9,498	10,109	10,346	9,790	10,793	11,113	10,581	12,060	124,564
4223	Apparel, piece goods, & notions	6,922	7,591	8,148	6,877	5,835	6,856	7,345	7,401	7,422	7,941	6,262	5,591	84,191
4224	Groceries & related products	26,550	25,736	28,757	28,432	28,951	29,475	30,042	29,104	28,676	30,075	28,718	29,921	344,437
4225	Farm product raw materials	10,743	8,911	9,464	8,507	8,443	8,282	7,862	7,672	8,594	9,656	9,294	10,565	107,993
4226	Chemicals & allied products	4,591	4,423	4,680	4,668	4,673	4,863	4,636	4,570	4,535	4,788	4,322	4,324	55,073
4227	Petroleum & petroleum products	10,067	9,293	9,738	9,959	10,073	9,895	10,031	9,085	9,465	9,852	9,409	9,530	116,397
4228	Beer, wine, & distilled alcoholic beverages	3,799	4,022	4,902	5,095	5,243	5,453	5,442	5,113	5,521	5,589	5,351	6,292	61,822
4229	Miscellaneous nondurable goods	10,485	10,589	12,778	14,559	14,267	13,442	11,953	11,501	12,116	12,094	12,138	13,733	149,655
	Inventories, total	**259,197**	**260,188**	**260,299**	**260,402**	**259,250**	**257,705**	**259,756**	**259,379**	**261,260**	**267,848**	**268,941**	**268,462**	**X**
421	**Durable goods**	**164,507**	**167,125**	**168,467**	**170,000**	**170,549**	**169,049**	**170,815**	**171,142**	**170,885**	**172,199**	**171,361**	**171,480**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	22,741	23,651	23,757	22,739	22,072	21,243	21,049	21,040	21,446	22,243	22,047	22,151	X
4212	Furniture & home furnishings	4,812	4,764	4,727	4,810	4,958	5,071	5,176	5,234	5,234	5,227	5,004	4,930	X
4213	Lumber & other construction materials	6,215	6,323	6,420	6,536	6,445	6,443	6,413	6,479	6,137	5,949	5,944	5,840	X
4214	Professional & commercial equip. & supplies	28,328	28,021	28,566	29,040	28,480	27,452	27,900	27,405	26,872	27,060	27,171	26,227	X
42143	Computer & computer peripheral equip. & software	13,686	13,148	13,907	14,123	13,731	13,114	13,042	12,835	12,264	12,336	12,493	12,324	X
4215	Metals & minerals, ex. petroleum	13,646	13,630	13,746	13,696	13,783	13,711	13,764	14,003	13,925	13,813	13,909	14,283	X
4216	Electrical goods	21,042	21,287	21,366	21,895	22,242	22,610	22,821	22,922	22,773	22,307	22,460	22,459	X
4217	Hardware, & plumbing & heating equip. & supplies	8,733	9,156	9,214	9,457	9,511	9,571	9,445	9,522	9,390	9,315	9,315	9,379	X
4218	Machinery, equipment, & supplies	41,567	42,731	43,579	44,343	45,173	45,111	46,090	45,803	45,869	46,826	46,696	47,759	X
4219	Miscellaneous durable goods	17,423	17,562	17,092	17,484	17,885	17,837	18,157	18,734	19,239	19,459	18,815	18,452	X
422	**Nondurable goods**	**94,690**	**93,063**	**91,832**	**90,402**	**88,701**	**88,656**	**88,941**	**88,237**	**90,375**	**95,649**	**97,580**	**96,982**	**X**
4221	Paper & paper products	5,739	5,945	6,097	6,158	6,011	5,994	6,001	5,911	5,889	5,770	5,889	5,994	X
4222	Drugs & druggists' sundries	14,603	14,250	14,386	14,592	14,189	14,192	14,502	14,244	14,490	15,147	15,236	15,669	X
4223	Apparel, piece goods, & notions	14,105	13,315	12,815	12,906	13,062	13,656	13,816	13,898	13,644	13,417	13,151	13,606	X
4224	Groceries & related products	19,184	19,002	18,738	19,147	19,453	19,293	19,366	19,200	19,488	20,151	20,109	19,355	X
4225	Farm product raw materials	11,585	10,521	9,385	7,840	6,577	6,521	6,255	6,163	7,273	11,143	12,106	11,682	X
4226	Chemicals & allied products	5,453	5,370	5,356	5,478	5,646	5,390	5,591	5,509	5,517	5,462	5,626	5,682	X
4227	Petroleum & petroleum products	4,086	3,825	3,809	3,931	4,067	3,866	3,849	3,829	4,056	3,947	3,776	3,718	X
4228	Beer, wine, & distilled alcoholic beverages	5,240	5,527	5,917	5,769	5,681	6,092	6,035	6,094	6,397	6,672	6,699	5,575	X
4229	Miscellaneous nondurable goods	14,695	15,308	15,329	14,581	14,015	13,652	13,526	13,389	13,621	13,940	14,988	15,701	X
	Inventories/sales ratios, total	**1.41**	**1.44**	**1.26**	**1.30**	**1.33**	**1.25**	**1.29**	**1.33**	**1.29**	**1.28**	**1.40**	**1.31**	**X**
421	**Durable goods**	**1.72**	**1.76**	**1.50**	**1.59**	**1.66**	**1.51**	**1.59**	**1.63**	**1.56**	**1.55**	**1.70**	**1.59**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.82	1.88	1.52	1.52	1.53	1.42	1.42	1.48	1.47	1.49	1.55	1.44	X
4212	Furniture & home furnishings	1.56	1.62	1.35	1.43	1.55	1.44	1.55	1.52	1.48	1.46	1.42	1.46	X
4213	Lumber & other construction materials	1.41	1.46	1.28	1.23	1.21	1.11	1.07	1.11	1.07	1.01	1.16	1.18	X
4214	Professional & commercial equip. & supplies	1.46	1.48	1.27	1.40	1.47	1.21	1.31	1.29	1.17	1.22	1.41	1.12	X
42143	Computer & computer peripheral equip. & software	1.18	1.16	1.01	1.12	1.18	0.92	1.01	1.03	0.91	0.98	1.13	0.93	X
4215	Metals & minerals, ex. petroleum	1.70	1.75	1.54	1.62	1.70	1.60	1.69	1.75	1.69	1.70	1.90	1.93	X
4216	Electrical goods	1.51	1.52	1.31	1.46	1.49	1.40	1.44	1.47	1.36	1.29	1.46	1.45	X
4217	Hardware, & plumbing & heating equip. & supplies	1.93	2.09	1.91	1.93	1.89	1.67	1.71	1.87	1.80	1.73	1.88	1.95	X
4218	Machinery, equipment, & supplies	2.23	2.30	1.99	2.06	2.20	2.05	2.29	2.36	2.27	2.31	2.48	2.33	X
4219	Miscellaneous durable goods	1.55	1.54	1.27	1.40	1.54	1.41	1.49	1.56	1.54	1.44	1.53	1.51	X
422	**Nondurable goods**	**1.07**	**1.09**	**0.96**	**0.96**	**0.96**	**0.94**	**0.95**	**0.98**	**0.97**	**0.98**	**1.06**	**0.99**	**X**
4221	Paper & paper products	1.05	1.14	1.00	1.06	1.08	0.99	1.03	1.00	0.95	0.93	1.04	1.02	X
4222	Drugs & druggists' sundries	1.44	1.52	1.34	1.45	1.49	1.40	1.40	1.45	1.34	1.36	1.44	1.30	X
4223	Apparel, piece goods, & notions	2.04	1.75	1.57	1.88	2.24	1.99	1.88	1.88	1.84	1.69	2.10	2.43	X
4224	Groceries & related products	0.72	0.74	0.65	0.67	0.67	0.65	0.64	0.66	0.68	0.67	0.70	0.65	X
4225	Farm product raw materials	1.08	1.18	0.99	0.92	0.78	0.79	0.80	0.80	0.85	1.15	1.30	1.11	X
4226	Chemicals & allied products	1.19	1.21	1.14	1.17	1.21	1.11	1.21	1.21	1.22	1.14	1.30	1.31	X
4227	Petroleum & petroleum products	0.41	0.41	0.39	0.39	0.40	0.39	0.38	0.42	0.43	0.40	0.40	0.39	X
4228	Beer, wine, & distilled alcoholic beverages	1.38	1.37	1.21	1.13	1.08	1.12	1.11	1.19	1.16	1.19	1.25	0.89	X
4229	Miscellaneous nondurable goods	1.40	1.45	1.20	1.00	0.98	1.02	1.13	1.16	1.12	1.15	1.23	1.14	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1997											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**190,891**	**195,484**	**194,038**	**192,815**	**194,107**	**194,091**	**194,118**	**194,000**	**196,804**	**195,953**	**196,059**	**195,203**
421	**Durable goods**	**98,053**	**101,558**	**100,160**	**101,222**	**101,186**	**102,061**	**102,778**	**101,831**	**104,316**	**103,475**	**104,012**	**103,041**
4211	Motor vehicle & motor vehicle parts & supplies	13,836	14,052	14,119	13,789	14,212	14,353	14,034	13,226	14,197	14,118	13,885	12,832
4212	Furniture & home furnishings	3,208	3,378	3,177	3,214	3,121	3,124	3,166	3,120	3,427	3,409	3,319	3,394
4213	Lumber & other construction materials	4,897	5,193	5,104	5,229	5,054	5,154	5,145	5,173	5,157	5,036	5,008	5,144
4214	Professional & commercial equip. & supplies	18,566	19,493	19,060	19,431	19,577	19,848	19,521	19,570	20,200	20,104	20,686	20,725
42143	Computer & computer peripheral equip. & software	10,953	11,434	11,126	11,566	11,576	11,896	11,693	11,978	12,364	12,042	12,576	12,447
4215	Metals & minerals, ex. petroleum	8,032	8,282	8,084	8,347	8,250	8,529	8,379	8,427	8,597	8,533	8,519	8,541
4216	Electrical goods	14,556	14,821	15,016	14,997	15,121	15,258	15,581	15,664	15,501	15,202	15,233	15,417
4217	Hardware, & plumbing & heating equip. & supplies	4,637	4,664	4,672	4,852	4,708	4,705	4,859	4,772	4,810	4,910	4,884	4,892
4218	Machinery, equipment, & supplies	17,521	18,584	18,001	18,265	18,357	18,601	19,060	18,737	18,970	19,269	19,248	19,297
4219	Miscellaneous durable goods	12,800	13,091	12,927	13,098	12,786	12,489	13,033	13,142	13,457	12,894	13,230	12,799
422	**Nondurable goods**	**92,838**	**93,926**	**93,878**	**91,593**	**92,921**	**92,030**	**91,340**	**92,169**	**92,488**	**92,478**	**92,047**	**92,162**
4221	Paper & paper products	5,473	5,688	5,481	5,583	5,363	5,351	5,406	5,563	5,616	5,610	5,731	5,569
4222	Drugs & druggists' sundries	8,354	8,464	8,683	8,668	8,812	8,946	9,110	9,175	9,189	9,187	9,322	9,385
4223	Apparel, piece goods, & notions	6,969	7,110	6,851	7,086	6,946	6,887	7,284	7,094	7,122	6,930	7,018	7,157
4224	Groceries & related products	27,387	27,595	28,100	27,557	27,830	27,781	27,392	27,522	27,160	27,011	27,434	27,450
4225	Farm product raw materials	10,483	10,789	10,171	10,416	10,437	10,184	9,750	9,916	10,509	11,673	10,322	10,159
4226	Chemicals & allied products	4,467	4,533	4,623	4,665	4,603	4,750	4,820	4,739	4,798	4,698	4,665	4,666
4227	Petroleum & petroleum products	13,227	12,683	12,551	10,996	11,581	11,373	11,198	11,713	11,213	10,811	11,181	10,949
4228	Beer, wine, & distilled alcoholic beverages	4,657	4,705	4,836	4,589	4,874	4,771	4,926	4,897	4,980	4,901	4,890	5,160
4229	Miscellaneous nondurable goods	11,821	12,359	12,582	12,033	12,475	11,987	11,454	11,550	11,901	11,657	11,484	11,667
	Inventories, total	**239,666**	**239,748**	**241,203**	**241,626**	**242,733**	**247,240**	**246,427**	**247,435**	**249,583**	**250,620**	**252,632**	**254,763**
421	**Durable goods**	**153,617**	**153,822**	**155,326**	**155,963**	**157,174**	**160,865**	**159,403**	**159,815**	**161,736**	**161,478**	**162,150**	**164,148**
4211	Motor vehicle & motor vehicle parts & supplies	21,948	21,483	21,849	21,447	21,913	22,790	22,653	22,789	22,908	22,451	22,200	22,222
4212	Furniture & home furnishings	4,721	4,611	4,524	4,745	4,803	4,693	4,631	4,741	4,795	4,751	4,825	4,842
4213	Lumber & other construction materials	5,809	5,946	5,993	6,140	6,225	6,339	6,360	6,449	6,425	6,329	6,405	6,332
4214	Professional & commercial equip. & supplies	24,244	24,435	24,441	25,114	25,498	26,406	26,549	26,083	27,046	27,387	27,338	27,505
42143	Computer & computer peripheral equip. & software	11,087	11,267	11,263	11,573	11,981	12,776	12,851	12,513	13,337	13,463	13,044	13,273
4215	Metals & minerals, ex. petroleum	12,726	13,056	13,135	13,266	13,285	13,440	13,411	13,421	13,374	13,302	13,289	13,390
4216	Electrical goods	21,101	21,093	21,482	21,213	21,214	21,548	21,444	21,559	21,481	21,258	20,982	21,163
4217	Hardware, & plumbing & heating equip. & supplies	8,564	8,563	8,432	8,623	8,637	8,623	8,526	8,578	8,701	8,673	8,720	8,721
4218	Machinery, equipment, & supplies	38,268	38,331	38,774	39,239	39,850	40,625	39,344	39,418	40,103	40,764	41,428	42,399
4219	Miscellaneous durable goods	16,236	16,304	16,696	16,176	15,749	16,401	16,485	16,777	16,903	16,563	16,963	17,574
422	**Nondurable goods**	**86,049**	**85,926**	**85,877**	**85,663**	**85,559**	**86,375**	**87,024**	**87,620**	**87,847**	**89,142**	**90,482**	**90,615**
4221	Paper & paper products	5,345	5,381	5,370	5,400	5,490	5,354	5,638	5,835	5,764	5,747	5,805	5,889
4222	Drugs & druggists' sundries	12,025	11,829	12,080	11,839	12,037	12,312	12,461	12,948	13,083	12,780	13,260	13,416
4223	Apparel, piece goods, & notions	12,202	12,357	12,505	12,573	12,698	12,941	12,995	12,983	12,950	13,556	13,549	13,498
4224	Groceries & related products	18,242	18,125	18,135	17,928	18,133	18,272	18,229	18,155	18,168	18,779	18,939	18,993
4225	Farm product raw materials	8,958	9,219	9,122	9,302	9,087	9,133	9,516	9,078	8,808	9,658	10,229	9,394
4226	Chemicals & allied products	5,227	5,238	5,285	5,216	5,080	5,415	5,441	5,441	5,431	5,451	5,512	5,417
4227	Petroleum & petroleum products	4,641	4,576	4,401	4,295	4,295	4,105	4,077	4,032	4,133	4,154	4,125	4,161
4228	Beer, wine, & distilled alcoholic beverages	5,303	5,168	5,029	5,204	5,040	5,282	5,212	5,255	5,402	5,304	5,371	5,716
4229	Miscellaneous nondurable goods	14,106	14,033	13,950	13,906	13,699	13,561	13,455	13,893	14,108	13,713	13,692	14,131
	Inventories/sales ratios, total	**1.26**	**1.23**	**1.24**	**1.25**	**1.25**	**1.27**	**1.27**	**1.28**	**1.27**	**1.28**	**1.29**	**1.31**
421	**Durable goods**	**1.57**	**1.51**	**1.55**	**1.54**	**1.55**	**1.58**	**1.55**	**1.57**	**1.55**	**1.56**	**1.56**	**1.59**
4211	Motor vehicle & motor vehicle parts & supplies	1.59	1.53	1.55	1.56	1.54	1.59	1.61	1.72	1.61	1.59	1.60	1.73
4212	Furniture & home furnishings	1.47	1.37	1.42	1.48	1.54	1.50	1.46	1.52	1.40	1.39	1.45	1.43
4213	Lumber & other construction materials	1.19	1.15	1.17	1.17	1.23	1.23	1.24	1.25	1.25	1.26	1.28	1.23
4214	Professional & commercial equip. & supplies	1.31	1.25	1.28	1.29	1.30	1.33	1.36	1.33	1.34	1.36	1.32	1.33
42143	Computer & computer peripheral equip. & software	1.01	0.99	1.01	1.00	1.03	1.07	1.10	1.04	1.08	1.12	1.04	1.07
4215	Metals & minerals, ex. petroleum	1.58	1.58	1.62	1.59	1.61	1.58	1.60	1.59	1.56	1.56	1.56	1.57
4216	Electrical goods	1.45	1.42	1.43	1.41	1.40	1.41	1.38	1.38	1.39	1.40	1.38	1.37
4217	Hardware, & plumbing & heating equip. & supplies	1.85	1.84	1.80	1.78	1.83	1.83	1.75	1.80	1.81	1.77	1.79	1.78
4218	Machinery, equipment, & supplies	2.18	2.06	2.15	2.15	2.17	2.18	2.06	2.10	2.11	2.12	2.15	2.20
4219	Miscellaneous durable goods	1.27	1.25	1.29	1.23	1.23	1.31	1.26	1.28	1.26	1.28	1.28	1.37
422	**Nondurable goods**	**0.93**	**0.91**	**0.91**	**0.94**	**0.92**	**0.94**	**0.95**	**0.95**	**0.95**	**0.96**	**0.98**	**0.98**
4221	Paper & paper products	0.98	0.95	0.98	0.97	1.02	1.00	1.04	1.05	1.03	1.02	1.01	1.06
4222	Drugs & druggists' sundries	1.44	1.40	1.39	1.37	1.37	1.38	1.37	1.41	1.42	1.39	1.42	1.43
4223	Apparel, piece goods, & notions	1.75	1.74	1.83	1.77	1.83	1.88	1.78	1.83	1.82	1.96	1.93	1.89
4224	Groceries & related products	0.67	0.66	0.65	0.65	0.65	0.66	0.67	0.66	0.67	0.70	0.69	0.69
4225	Farm product raw materials	0.85	0.85	0.90	0.89	0.87	0.90	0.98	0.92	0.84	0.83	0.99	0.92
4226	Chemicals & allied products	1.17	1.16	1.14	1.12	1.10	1.14	1.13	1.15	1.13	1.16	1.18	1.16
4227	Petroleum & petroleum products	0.35	0.36	0.35	0.39	0.37	0.36	0.36	0.34	0.37	0.38	0.37	0.38
4228	Beer, wine, & distilled alcoholic beverages	1.14	1.10	1.04	1.13	1.03	1.11	1.06	1.07	1.08	1.08	1.10	1.11
4229	Miscellaneous nondurable goods	1.19	1.14	1.11	1.16	1.10	1.13	1.17	1.20	1.19	1.18	1.19	1.21

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1997												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**183,724**	**178,387**	**196,672**	**195,113**	**196,698**	**196,145**	**196,895**	**191,839**	**202,506**	**211,516**	**184,931**	**200,069**	**2,334,495**
421	**Durable goods**	**92,009**	**91,651**	**102,323**	**101,736**	**101,431**	**104,325**	**104,308**	**101,341**	**109,713**	**112,768**	**97,311**	**104,861**	**1,223,777**
4211	Motor vehicle & motor vehicle parts & supplies	12,688	12,759	14,811	14,465	14,581	14,626	14,385	13,028	13,885	14,909	13,205	13,332	166,674
4212	Furniture & home furnishings	2,903	2,993	3,183	3,214	3,149	3,136	3,172	3,148	3,670	3,774	3,269	3,387	38,998
4213	Lumber & other construction materials	4,353	4,352	4,869	5,355	5,352	5,541	5,685	5,582	5,456	5,666	4,507	4,583	61,301
4214	Professional & commercial equip. & supplies	17,990	17,524	19,822	18,887	18,735	20,404	19,716	19,257	21,877	21,572	18,721	22,673	237,178
42143	Computer & computer peripheral equip. & software	10,690	10,348	11,816	11,219	10,800	12,372	11,751	11,714	13,390	12,813	11,381	13,766	142,060
4215	Metals & minerals, ex. petroleum	8,080	7,835	8,213	8,764	8,431	8,640	8,396	8,419	8,760	9,122	7,778	8,114	100,552
4216	Electrical goods	13,610	13,472	15,181	14,502	14,803	15,334	15,861	15,852	16,943	16,920	14,563	15,294	182,335
4217	Hardware, & plumbing & heating equip. & supplies	4,229	4,053	4,415	4,818	4,802	5,096	5,291	4,858	5,132	5,430	4,576	4,554	57,254
4218	Machinery, equipment, & supplies	16,662	16,986	18,721	19,196	19,073	19,271	19,212	18,081	19,255	20,444	17,131	19,818	223,850
4219	Miscellaneous durable goods	11,494	11,677	13,108	12,535	12,505	12,277	12,590	13,116	14,735	14,931	13,561	13,106	155,635
422	**Nondurable goods**	**91,715**	**86,736**	**94,349**	**93,377**	**95,267**	**91,820**	**92,587**	**90,498**	**92,793**	**98,748**	**87,620**	**95,208**	**1,110,718**
4221	Paper & paper products	5,484	5,244	5,558	5,650	5,191	5,314	5,455	5,685	5,908	6,165	5,336	5,502	66,492
4222	Drugs & druggists' sundries	8,905	7,855	8,527	8,850	8,618	8,597	9,192	8,680	9,428	9,894	8,763	10,070	107,379
4223	Apparel, piece goods, & notions	6,669	7,224	7,372	6,873	5,953	6,618	7,838	7,619	7,920	8,046	6,393	5,833	84,358
4224	Groceries & related products	26,702	24,891	28,521	27,171	29,027	27,920	28,378	27,302	27,024	28,280	26,584	28,411	330,211
4225	Farm product raw materials	11,594	10,401	10,140	10,343	10,197	9,267	9,038	8,835	10,320	12,969	10,425	11,723	125,252
4226	Chemicals & allied products	4,449	4,275	4,618	4,810	4,870	4,916	4,926	4,748	4,774	4,975	4,264	4,423	56,048
4227	Petroleum & petroleum products	13,716	11,947	12,036	11,315	11,743	11,089	11,086	11,865	11,000	11,525	10,700	11,486	139,508
4228	Beer, wine, & distilled alcoholic beverages	3,758	3,825	4,454	4,635	5,210	5,057	5,231	5,034	4,970	5,342	4,831	5,965	58,312
4229	Miscellaneous nondurable goods	10,438	11,074	13,123	13,730	14,458	13,042	11,443	10,730	11,449	11,552	10,324	11,795	143,158
	Inventories, total	**243,781**	**242,239**	**241,967**	**243,078**	**241,111**	**244,249**	**245,336**	**243,262**	**245,872**	**252,974**	**254,916**	**255,572**	**X**
421	**Durable goods**	**153,173**	**153,954**	**155,082**	**157,298**	**158,340**	**161,146**	**161,492**	**160,078**	**160,877**	**161,097**	**160,960**	**161,736**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	22,255	22,364	22,155	21,854	22,110	22,471	22,472	22,105	22,473	22,406	22,333	21,578	X
4212	Furniture & home furnishings	4,627	4,505	4,447	4,622	4,784	4,763	4,747	4,916	4,958	4,808	4,786	4,735	X
4213	Lumber & other construction materials	5,687	5,958	6,161	6,294	6,387	6,535	6,481	6,475	6,406	6,095	6,181	6,085	X
4214	Professional & commercial equip. & supplies	24,486	24,240	24,392	25,340	25,294	26,089	26,841	25,874	26,667	27,688	27,666	27,505	X
42143	Computer & computer peripheral equip. & software	11,342	11,030	11,128	11,689	11,837	12,584	13,044	12,338	13,084	13,665	13,357	13,432	X
4215	Metals & minerals, ex. petroleum	12,853	13,056	13,240	13,346	13,312	13,494	13,559	13,408	13,254	13,049	12,983	13,551	X
4216	Electrical goods	21,080	21,072	21,052	21,065	21,214	21,807	22,002	22,076	21,610	21,003	20,814	20,803	X
4217	Hardware, & plumbing & heating equip. & supplies	8,401	8,554	8,483	8,778	8,844	8,726	8,569	8,621	8,675	8,552	8,563	8,581	X
4218	Machinery, equipment, & supplies	37,694	38,178	39,007	39,985	40,567	40,909	39,973	39,457	39,542	40,519	40,807	41,763	X
4219	Miscellaneous durable goods	16,090	16,027	16,145	16,014	15,828	16,352	16,848	17,146	17,292	16,977	16,827	17,135	X
422	**Nondurable goods**	**90,608**	**88,285**	**86,885**	**85,780**	**82,771**	**83,103**	**83,844**	**83,184**	**84,995**	**91,877**	**93,956**	**93,836**	**X**
4221	Paper & paper products	5,479	5,365	5,397	5,497	5,430	5,349	5,649	5,742	5,724	5,741	5,741	5,942	X
4222	Drugs & druggists' sundries	12,879	11,983	12,068	11,886	11,459	11,955	12,361	12,560	12,900	13,048	13,313	13,671	X
4223	Apparel, piece goods, & notions	12,727	12,431	12,067	12,108	12,368	13,135	13,398	13,282	13,144	13,393	13,129	13,592	X
4224	Groceries & related products	18,242	17,654	17,899	17,677	17,934	18,071	18,101	17,756	18,259	19,737	19,640	19,164	X
4225	Farm product raw materials	11,538	11,081	9,980	9,190	7,551	6,996	6,956	6,300	6,747	11,280	12,940	11,677	X
4226	Chemicals & allied products	5,211	5,311	5,359	5,247	5,141	5,431	5,452	5,452	5,322	5,326	5,468	5,433	X
4227	Petroleum & petroleum products	4,618	4,475	4,269	4,265	4,286	3,970	4,020	4,044	4,162	4,295	4,228	4,340	X
4228	Beer, wine, & distilled alcoholic beverages	4,948	4,956	4,878	5,225	4,944	5,340	5,327	5,266	5,645	5,755	5,709	5,264	X
4229	Miscellaneous nondurable goods	14,966	15,029	14,968	14,685	13,658	12,856	12,580	12,782	13,092	13,302	13,788	14,753	X
	Inventories/sales ratios, total	**1.33**	**1.36**	**1.23**	**1.25**	**1.23**	**1.25**	**1.25**	**1.27**	**1.21**	**1.20**	**1.38**	**1.28**	**X**
421	**Durable goods**	**1.66**	**1.68**	**1.52**	**1.55**	**1.56**	**1.54**	**1.55**	**1.58**	**1.47**	**1.43**	**1.65**	**1.54**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.75	1.75	1.50	1.51	1.52	1.54	1.56	1.70	1.62	1.50	1.69	1.62	X
4212	Furniture & home furnishings	1.59	1.51	1.40	1.44	1.52	1.52	1.50	1.56	1.35	1.27	1.46	1.40	X
4213	Lumber & other construction materials	1.31	1.37	1.27	1.18	1.19	1.18	1.14	1.16	1.17	1.08	1.37	1.33	X
4214	Professional & commercial equip. & supplies	1.36	1.38	1.23	1.34	1.35	1.28	1.36	1.34	1.22	1.28	1.48	1.21	X
42143	Computer & computer peripheral equip. & software	1.06	1.07	0.94	1.04	1.10	1.02	1.11	1.05	0.98	1.07	1.17	0.98	X
4215	Metals & minerals, ex. petroleum	1.59	1.67	1.61	1.52	1.58	1.56	1.61	1.59	1.51	1.43	1.67	1.67	X
4216	Electrical goods	1.55	1.56	1.39	1.45	1.43	1.42	1.39	1.39	1.28	1.24	1.43	1.36	X
4217	Hardware, & plumbing & heating equip. & supplies	1.99	2.11	1.92	1.82	1.84	1.71	1.62	1.77	1.69	1.57	1.87	1.88	X
4218	Machinery, equipment, & supplies	2.26	2.25	2.08	2.08	2.13	2.12	2.08	2.18	2.05	1.98	2.38	2.11	X
4219	Miscellaneous durable goods	1.40	1.37	1.23	1.28	1.27	1.33	1.34	1.31	1.17	1.14	1.24	1.31	X
422	**Nondurable goods**	**0.99**	**1.02**	**0.92**	**0.92**	**0.87**	**0.91**	**0.91**	**0.92**	**0.92**	**0.93**	**1.07**	**0.99**	**X**
4221	Paper & paper products	1.00	1.02	0.97	0.97	1.05	1.01	1.04	1.01	0.97	0.93	1.08	1.08	X
4222	Drugs & druggists' sundries	1.45	1.53	1.42	1.34	1.33	1.39	1.34	1.45	1.37	1.32	1.52	1.36	X
4223	Apparel, piece goods, & notions	1.91	1.72	1.64	1.76	2.08	1.98	1.71	1.74	1.66	1.66	2.05	2.33	X
4224	Groceries & related products	0.68	0.71	0.63	0.65	0.62	0.65	0.64	0.65	0.68	0.70	0.74	0.67	X
4225	Farm product raw materials	1.00	1.07	0.98	0.89	0.74	0.75	0.77	0.71	0.65	0.87	1.24	1.00	X
4226	Chemicals & allied products	1.17	1.24	1.16	1.09	1.06	1.10	1.11	1.15	1.11	1.07	1.28	1.23	X
4227	Petroleum & petroleum products	0.34	0.37	0.35	0.38	0.36	0.36	0.36	0.34	0.38	0.37	0.40	0.38	X
4228	Beer, wine, & distilled alcoholic beverages	1.32	1.30	1.10	1.13	0.95	1.06	1.02	1.05	1.14	1.08	1.18	0.88	X
4229	Miscellaneous nondurable goods	1.43	1.36	1.14	1.07	0.94	0.99	1.10	1.19	1.14	1.15	1.34	1.25	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1996											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**180,514**	**181,534**	**183,910**	**183,751**	**184,293**	**185,330**	**186,883**	**188,271**	**188,101**	**189,382**	**190,788**	**188,783**
421	**Durable goods**	**93,730**	**94,090**	**95,784**	**94,953**	**95,391**	**95,829**	**95,282**	**95,843**	**97,002**	**97,324**	**99,417**	**97,673**
4211	Motor vehicle & motor vehicle parts & supplies	14,083	13,979	14,005	13,940	13,484	13,685	13,749	13,530	13,500	13,692	13,689	13,808
4212	Furniture & home furnishings	2,814	2,908	2,880	2,925	3,061	3,113	3,055	3,006	3,120	3,080	3,206	3,190
4213	Lumber & other construction materials	4,586	4,640	4,814	4,743	4,835	5,001	4,928	5,026	5,104	5,040	5,160	4,956
4214	Professional & commercial equip. & supplies	17,257	17,730	18,176	18,000	18,573	18,311	18,385	18,627	18,429	18,125	19,563	18,363
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	7,820	7,827	7,538	7,840	7,975	7,772	7,740	7,919	7,749	7,827	8,082	8,050
4216	Electrical goods	14,635	14,349	14,643	14,259	13,834	14,299	14,168	14,068	14,369	14,426	14,352	13,556
4217	Hardware, & plumbing & heating equip. & supplies	4,347	4,304	4,409	4,334	4,380	4,516	4,445	4,512	4,748	4,718	4,706	4,651
4218	Machinery, equipment, & supplies	16,706	16,644	17,153	17,157	16,781	16,858	16,641	16,813	17,052	17,639	18,203	18,002
4219	Miscellaneous durable goods	11,482	11,709	12,166	11,755	12,468	12,274	12,171	12,342	12,931	12,777	12,456	13,097
422	**Nondurable goods**	**86,784**	**87,444**	**88,126**	**88,798**	**88,902**	**89,501**	**91,601**	**92,428**	**91,099**	**92,058**	**91,371**	**91,110**
4221	Paper & paper products	5,297	5,406	5,426	5,371	5,432	5,395	5,420	5,444	5,345	5,358	5,316	5,374
4222	Drugs & druggists' sundries	7,415	7,391	7,414	7,551	7,662	7,735	7,797	7,882	8,231	8,276	8,210	8,291
4223	Apparel, piece goods, & notions	5,130	5,394	5,842	5,901	5,998	6,281	6,314	6,168	6,570	6,508	6,163	6,745
4224	Groceries & related products	26,545	26,428	26,206	25,976	26,060	25,703	26,803	26,957	26,185	27,002	26,804	26,049
4225	Farm product raw materials	11,002	11,150	11,571	11,284	11,066	11,705	12,113	12,386	11,583	10,917	11,054	10,946
4226	Chemicals & allied products	4,293	4,262	4,399	4,485	4,515	4,499	4,482	4,498	4,500	4,521	4,451	4,447
4227	Petroleum & petroleum products	11,078	11,365	11,573	11,848	11,763	11,528	11,640	11,677	11,999	12,751	12,750	13,015
4228	Beer, wine, & distilled alcoholic beverages	4,635	4,714	4,578	4,610	4,685	4,691	4,657	4,735	4,575	4,636	4,677	4,600
4229	Miscellaneous nondurable goods	11,389	11,334	11,117	11,772	11,721	11,964	12,375	12,681	12,111	12,089	11,946	11,643
	Inventories, total	**235,669**	**235,366**	**235,388**	**238,825**	**238,519**	**237,791**	**238,312**	**238,116**	**236,210**	**236,901**	**237,128**	**237,186**
421	**Durable goods**	**150,444**	**150,156**	**150,022**	**151,034**	**150,496**	**150,267**	**151,064**	**151,835**	**152,164**	**152,019**	**152,576**	**152,637**
4211	Motor vehicle & motor vehicle parts & supplies	21,920	22,170	21,267	22,205	22,027	22,105	22,349	22,169	21,524	21,945	22,224	21,515
4212	Furniture & home furnishings	4,593	4,695	4,738	4,631	4,686	4,723	4,727	4,728	4,747	4,682	4,732	4,708
4213	Lumber & other construction materials	5,526	5,526	5,529	5,517	5,537	5,631	5,619	5,748	5,933	5,805	5,795	5,847
4214	Professional & commercial equip. & supplies	23,558	23,332	23,702	23,492	23,438	23,492	23,283	23,961	24,325	23,427	24,007	24,379
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	11,962	11,843	11,861	11,788	11,797	11,637	11,829	11,962	11,903	12,189	12,358	12,556
4216	Electrical goods	21,887	21,738	21,693	21,984	22,060	21,229	21,186	20,963	20,684	20,853	21,035	20,834
4217	Hardware, & plumbing & heating equip. & supplies	8,007	8,024	8,124	8,069	8,116	8,112	8,288	8,289	8,257	8,422	8,422	8,543
4218	Machinery, equipment, & supplies	36,650	36,745	36,968	36,883	36,725	37,059	37,373	37,565	38,418	37,903	37,744	37,954
4219	Miscellaneous durable goods	16,341	16,083	16,140	16,465	16,110	16,279	16,410	16,450	16,373	16,793	16,259	16,301
422	**Nondurable goods**	**85,225**	**85,210**	**85,366**	**87,791**	**88,023**	**87,524**	**87,248**	**86,281**	**84,046**	**84,882**	**84,552**	**84,549**
4221	Paper & paper products	5,293	5,205	5,212	5,215	5,222	5,275	5,196	5,199	5,400	5,260	5,137	5,255
4222	Drugs & druggists' sundries	10,460	10,614	10,589	10,838	10,663	10,758	11,028	11,047	10,642	11,331	11,550	11,790
4223	Apparel, piece goods, & notions	11,527	11,736	11,476	11,867	11,880	11,811	11,755	11,532	11,609	11,432	11,120	11,935
4224	Groceries & related products	18,450	18,369	18,649	18,736	18,609	18,640	18,934	19,013	18,762	18,537	18,211	18,180
4225	Farm product raw materials	11,249	11,124	11,246	11,971	12,465	12,143	11,054	10,427	8,905	9,029	8,965	8,834
4226	Chemicals & allied products	4,831	4,948	4,986	5,065	4,901	4,887	4,858	5,027	4,991	5,136	5,388	5,180
4227	Petroleum & petroleum products	4,353	4,376	4,431	4,428	4,255	4,186	4,244	4,443	4,364	4,545	4,593	4,720
4228	Beer, wine, & distilled alcoholic beverages	4,912	4,941	5,126	5,167	5,157	5,225	5,339	5,192	5,253	5,420	5,423	5,286
4229	Miscellaneous nondurable goods	14,150	13,897	13,651	14,504	14,871	14,599	14,840	14,401	14,120	14,192	14,165	13,369
	Inventories/sales ratios, total	**1.31**	**1.30**	**1.28**	**1.30**	**1.29**	**1.28**	**1.28**	**1.26**	**1.26**	**1.25**	**1.24**	**1.26**
421	**Durable goods**	**1.61**	**1.60**	**1.57**	**1.59**	**1.58**	**1.57**	**1.59**	**1.58**	**1.57**	**1.56**	**1.53**	**1.56**
4211	Motor vehicle & motor vehicle parts & supplies	1.56	1.59	1.52	1.59	1.63	1.62	1.63	1.64	1.59	1.60	1.62	1.56
4212	Furniture & home furnishings	1.63	1.61	1.65	1.58	1.53	1.52	1.55	1.57	1.52	1.52	1.48	1.48
4213	Lumber & other construction materials	1.20	1.19	1.15	1.16	1.15	1.13	1.14	1.14	1.16	1.15	1.12	1.18
4214	Professional & commercial equip. & supplies	1.37	1.32	1.30	1.31	1.26	1.28	1.27	1.29	1.32	1.29	1.23	1.33
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	1.53	1.51	1.57	1.50	1.48	1.50	1.53	1.51	1.54	1.56	1.53	1.56
4216	Electrical goods	1.50	1.51	1.48	1.54	1.59	1.48	1.50	1.49	1.44	1.45	1.47	1.54
4217	Hardware, & plumbing & heating equip. & supplies	1.84	1.86	1.84	1.86	1.85	1.80	1.86	1.84	1.74	1.79	1.79	1.84
4218	Machinery, equipment, & supplies	2.19	2.21	2.16	2.15	2.19	2.20	2.25	2.23	2.25	2.15	2.07	2.11
4219	Miscellaneous durable goods	1.42	1.37	1.33	1.40	1.29	1.33	1.35	1.33	1.27	1.31	1.31	1.24
422	**Nondurable goods**	**0.98**	**0.97**	**0.97**	**0.99**	**0.99**	**0.98**	**0.95**	**0.93**	**0.92**	**0.92**	**0.93**	**0.93**
4221	Paper & paper products	1.00	0.96	0.96	0.97	0.96	0.98	0.96	0.95	1.01	0.98	0.97	0.98
4222	Drugs & druggists' sundries	1.41	1.44	1.43	1.44	1.39	1.39	1.41	1.40	1.29	1.37	1.41	1.42
4223	Apparel, piece goods, & notions	2.25	2.18	1.96	2.01	1.98	1.88	1.86	1.87	1.77	1.76	1.80	1.77
4224	Groceries & related products	0.70	0.70	0.71	0.72	0.71	0.73	0.71	0.71	0.72	0.69	0.68	0.70
4225	Farm product raw materials	1.02	1.00	0.97	1.06	1.13	1.04	0.91	0.84	0.77	0.83	0.81	0.81
4226	Chemicals & allied products	1.13	1.16	1.13	1.13	1.09	1.09	1.08	1.12	1.11	1.14	1.21	1.16
4227	Petroleum & petroleum products	0.39	0.39	0.38	0.37	0.36	0.36	0.36	0.38	0.36	0.36	0.36	0.36
4228	Beer, wine, & distilled alcoholic beverages	1.06	1.05	1.12	1.12	1.10	1.11	1.15	1.10	1.15	1.17	1.16	1.15
4229	Miscellaneous nondurable goods	1.24	1.23	1.23	1.23	1.27	1.22	1.20	1.14	1.17	1.17	1.19	1.15

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1996												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**174,993**	**172,716**	**185,519**	**186,192**	**191,663**	**181,631**	**189,335**	**192,262**	**187,089**	**205,354**	**185,427**	**187,603**	**2,239,784**
421	**Durable goods**	**88,582**	**88,747**	**97,501**	**95,573**	**98,129**	**94,806**	**96,365**	**98,836**	**98,746**	**106,955**	**95,919**	**96,458**	**1,156,617**
4211	Motor vehicle & motor vehicle parts & supplies	12,900	13,196	14,915	14,525	14,239	13,671	14,065	13,584	12,744	14,513	13,374	13,987	165,713
4212	Furniture & home furnishings	2,538	2,707	2,889	2,983	3,156	2,992	3,037	3,150	3,232	3,450	3,251	3,152	36,537
4213	Lumber & other construction materials	4,059	4,074	4,607	4,824	5,323	5,161	5,381	5,644	5,227	5,680	4,835	4,277	59,092
4214	Professional & commercial equip. & supplies	17,050	16,773	18,630	17,406	18,239	18,219	18,477	18,962	19,406	19,648	18,057	19,373	220,240
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	7,843	7,670	7,794	8,138	8,493	7,725	7,647	8,117	7,617	8,422	7,581	7,406	94,453
4216	Electrical goods	13,713	13,617	14,819	13,831	13,876	13,913	14,338	14,659	15,246	16,172	14,194	13,149	171,527
4217	Hardware, & plumbing & heating equip. & supplies	3,969	3,899	4,144	4,351	4,529	4,697	4,841	4,765	4,919	5,284	4,598	4,279	54,275
4218	Machinery, equipment, & supplies	16,038	15,945	17,719	18,324	17,956	16,571	16,907	16,947	16,609	18,786	16,838	17,948	206,588
4219	Miscellaneous durable goods	10,472	10,866	11,984	11,191	12,318	11,857	11,672	13,008	13,746	15,000	13,191	12,887	148,192
422	**Nondurable goods**	**86,411**	**83,969**	**88,018**	**90,619**	**93,534**	**86,825**	**92,970**	**93,426**	**88,343**	**98,399**	**89,508**	**91,145**	**1,083,167**
4221	Paper & paper products	5,361	5,184	5,480	5,419	5,454	5,185	5,550	5,705	5,398	5,878	5,087	5,143	64,844
4222	Drugs & druggists' sundries	7,979	7,169	7,266	7,717	7,754	7,147	7,859	7,724	8,083	9,021	8,046	8,556	94,321
4223	Apparel, piece goods, & notions	4,915	5,647	6,268	5,571	5,224	5,992	6,756	6,902	7,043	7,679	5,861	5,254	73,112
4224	Groceries & related products	26,173	24,948	26,023	25,872	27,493	25,266	27,848	27,577	25,583	28,325	26,456	26,257	317,821
4225	Farm product raw materials	12,586	11,139	11,710	11,273	11,132	10,324	11,410	11,469	10,587	12,249	11,518	12,128	137,525
4226	Chemicals & allied products	4,263	4,198	4,425	4,642	4,935	4,530	4,554	4,664	4,320	4,756	4,237	4,065	53,589
4227	Petroleum & petroleum products	11,344	10,990	11,411	12,109	12,481	10,767	11,628	11,934	11,555	13,197	12,737	13,340	143,493
4228	Beer, wine, & distilled alcoholic beverages	3,699	3,983	4,262	4,619	5,219	4,836	4,941	5,062	4,365	5,012	4,850	5,097	55,945
4229	Miscellaneous nondurable goods	10,091	10,711	11,173	13,397	13,842	12,778	12,424	12,389	11,409	12,282	10,716	11,305	142,517
	Inventories, total	**240,633**	**238,395**	**236,123**	**240,267**	**236,457**	**234,045**	**236,807**	**233,455**	**232,416**	**239,083**	**239,064**	**237,871**	**X**
421	**Durable goods**	**150,150**	**150,267**	**149,509**	**152,163**	**151,632**	**150,404**	**153,190**	**152,215**	**151,375**	**151,718**	**151,495**	**150,360**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	22,249	23,079	21,458	22,627	22,247	21,796	22,193	21,504	21,115	21,901	22,424	20,805	X
4212	Furniture & home furnishings	4,501	4,601	4,686	4,534	4,686	4,794	4,822	4,889	4,904	4,715	4,694	4,604	X
4213	Lumber & other construction materials	5,432	5,565	5,723	5,638	5,675	5,794	5,698	5,748	5,897	5,579	5,598	5,660	X
4214	Professional & commercial equip. & supplies	23,841	23,075	23,655	23,656	23,250	23,210	23,632	23,817	23,936	23,661	24,199	24,403	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	12,082	11,807	11,956	11,871	11,809	11,707	11,971	11,950	11,796	11,970	12,024	12,719	X
4216	Electrical goods	21,843	21,695	21,194	21,808	22,082	21,505	21,779	21,529	20,829	20,582	20,825	20,438	X
4217	Hardware, & plumbing & heating equip. & supplies	7,863	8,008	8,173	8,198	8,311	8,161	8,313	8,330	8,257	8,329	8,279	8,415	X
4218	Machinery, equipment, & supplies	36,210	36,708	37,153	37,547	37,349	37,207	37,896	37,603	37,842	37,751	37,291	37,423	X
4219	Miscellaneous durable goods	16,129	15,729	15,511	16,284	16,223	16,230	16,886	16,845	16,799	17,230	16,161	15,893	X
422	**Nondurable goods**	**90,483**	**88,128**	**86,614**	**88,104**	**84,825**	**83,641**	**83,617**	**81,240**	**81,041**	**87,365**	**87,569**	**87,511**	**X**
4221	Paper & paper products	5,473	5,205	5,238	5,314	5,128	5,280	5,201	5,090	5,335	5,265	5,070	5,302	X
4222	Drugs & druggists' sundries	11,244	10,826	10,547	10,849	10,119	10,392	10,907	10,705	10,514	11,558	11,608	12,049	X
4223	Apparel, piece goods, & notions	12,000	11,795	11,109	11,392	11,512	12,012	12,108	11,786	11,806	11,295	10,775	12,054	X
4224	Groceries & related products	18,505	17,873	18,369	18,474	18,386	18,454	18,783	18,519	18,893	19,519	18,867	18,380	X
4225	Farm product raw materials	14,624	13,594	12,427	11,923	10,446	9,326	8,158	7,184	6,652	10,293	11,242	10,998	X
4226	Chemicals & allied products	4,802	5,027	5,066	5,090	4,975	4,916	4,843	5,057	4,896	5,023	5,334	5,180	X
4227	Petroleum & petroleum products	4,309	4,275	4,276	4,393	4,255	4,044	4,202	4,487	4,412	4,704	4,699	4,899	X
4228	Beer, wine, & distilled alcoholic beverages	4,598	4,733	4,962	5,193	5,044	5,246	5,451	5,192	5,500	5,913	5,781	4,879	X
4229	Miscellaneous nondurable goods	14,928	14,800	14,620	15,476	14,960	13,971	13,964	13,220	13,033	13,795	14,193	13,770	X
	Inventories/sales ratios, total	**1.38**	**1.38**	**1.27**	**1.29**	**1.23**	**1.29**	**1.25**	**1.21**	**1.24**	**1.16**	**1.29**	**1.27**	**X**
421	**Durable goods**	**1.70**	**1.69**	**1.53**	**1.59**	**1.55**	**1.59**	**1.59**	**1.54**	**1.53**	**1.42**	**1.58**	**1.56**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.72	1.75	1.44	1.56	1.56	1.59	1.58	1.58	1.66	1.51	1.68	1.49	X
4212	Furniture & home furnishings	1.77	1.70	1.62	1.52	1.48	1.60	1.59	1.55	1.52	1.37	1.44	1.46	X
4213	Lumber & other construction materials	1.34	1.37	1.24	1.17	1.07	1.12	1.06	1.02	1.13	0.98	1.16	1.32	X
4214	Professional & commercial equip. & supplies	1.40	1.38	1.27	1.36	1.27	1.27	1.28	1.26	1.23	1.20	1.34	1.26	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	1.54	1.54	1.53	1.46	1.39	1.52	1.57	1.47	1.55	1.42	1.59	1.72	X
4216	Electrical goods	1.59	1.59	1.43	1.58	1.59	1.55	1.52	1.47	1.37	1.27	1.47	1.55	X
4217	Hardware, & plumbing & heating equip. & supplies	1.98	2.05	1.97	1.88	1.84	1.74	1.72	1.75	1.68	1.58	1.80	1.97	X
4218	Machinery, equipment, & supplies	2.26	2.30	2.10	2.05	2.08	2.25	2.24	2.22	2.28	2.01	2.21	2.09	X
4219	Miscellaneous durable goods	1.54	1.45	1.29	1.46	1.32	1.37	1.45	1.29	1.22	1.15	1.23	1.23	X
422	**Nondurable goods**	**1.05**	**1.05**	**0.98**	**0.97**	**0.91**	**0.96**	**0.90**	**0.87**	**0.92**	**0.89**	**0.98**	**0.96**	**X**
4221	Paper & paper products	1.02	1.00	0.96	0.98	0.94	1.02	0.94	0.89	0.99	0.90	1.00	1.03	X
4222	Drugs & druggists' sundries	1.41	1.51	1.45	1.41	1.31	1.45	1.39	1.39	1.30	1.28	1.44	1.41	X
4223	Apparel, piece goods, & notions	2.44	2.09	1.77	2.04	2.20	2.00	1.79	1.71	1.68	1.47	1.84	2.29	X
4224	Groceries & related products	0.71	0.72	0.71	0.71	0.67	0.73	0.67	0.67	0.74	0.69	0.71	0.70	X
4225	Farm product raw materials	1.16	1.22	1.06	1.06	0.94	0.90	0.71	0.63	0.63	0.84	0.98	0.91	X
4226	Chemicals & allied products	1.13	1.20	1.14	1.10	1.01	1.09	1.06	1.08	1.13	1.06	1.26	1.27	X
4227	Petroleum & petroleum products	0.38	0.39	0.37	0.36	0.34	0.38	0.36	0.38	0.38	0.36	0.37	0.37	X
4228	Beer, wine, & distilled alcoholic beverages	1.24	1.19	1.16	1.12	0.97	1.08	1.10	1.03	1.26	1.18	1.19	0.96	X
4229	Miscellaneous nondurable goods	1.48	1.38	1.31	1.16	1.08	1.09	1.12	1.07	1.14	1.12	1.32	1.22	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1995											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**171,989**	**173,509**	**171,765**	**174,247**	**174,973**	**176,509**	**176,413**	**177,577**	**178,342**	**179,075**	**181,040**	**183,607**
421	**Durable goods**	**90,345**	**91,109**	**90,002**	**90,820**	**91,907**	**91,999**	**91,680**	**92,756**	**93,398**	**93,569**	**94,714**	**96,685**
4211	Motor vehicle & motor vehicle parts & supplies	13,442	13,237	13,230	13,570	14,178	13,779	13,497	13,668	13,577	13,346	13,686	13,770
4212	Furniture & home furnishings	2,867	2,851	2,985	2,946	2,953	2,853	2,896	2,900	2,831	2,833	2,917	2,931
4213	Lumber & other construction materials	4,784	4,732	4,653	4,635	4,623	4,525	4,457	4,547	4,550	4,642	4,530	4,642
4214	Professional & commercial equip. & supplies	15,649	15,617	15,823	15,840	16,369	16,554	16,589	16,601	16,994	17,277	17,213	17,712
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	8,071	7,972	8,017	8,122	7,794	7,723	7,923	7,801	8,003	7,938	8,011	7,917
4216	Electrical goods	13,346	13,596	13,424	13,650	13,774	13,886	13,911	14,146	14,538	14,437	14,708	14,733
4217	Hardware, & plumbing & heating equip. & supplies	4,298	4,278	4,282	4,266	4,278	4,322	4,352	4,361	4,416	4,337	4,358	4,570
4218	Machinery, equipment, & supplies	15,362	15,722	15,483	15,348	15,673	15,508	15,958	16,288	16,118	16,194	16,641	17,518
4219	Miscellaneous durable goods	12,526	13,104	12,105	12,443	12,265	12,849	12,097	12,444	12,371	12,565	12,650	12,892
422	**Nondurable goods**	**81,644**	**82,400**	**81,763**	**83,427**	**83,066**	**84,510**	**84,733**	**84,821**	**84,944**	**85,506**	**86,326**	**86,922**
4221	Paper & paper products	5,316	5,412	5,466	5,433	5,549	5,684	5,718	5,573	5,615	5,373	5,504	5,538
4222	Drugs & druggists' sundries	6,528	6,659	6,795	6,967	6,838	6,933	6,948	7,123	7,117	7,229	7,363	7,429
4223	Apparel, piece goods, & notions	5,481	5,577	5,445	5,547	5,605	5,670	5,738	5,663	5,666	5,805	5,769	5,880
4224	Groceries & related products	25,334	24,928	25,019	25,539	25,695	25,592	25,519	25,921	26,327	26,616	26,469	26,644
4225	Farm product raw materials	9,435	9,744	9,658	9,918	9,468	10,005	9,991	10,151	10,326	10,301	10,618	10,170
4226	Chemicals & allied products	4,063	4,148	4,058	4,202	4,198	4,181	4,190	4,149	4,171	4,264	4,365	4,374
4227	Petroleum & petroleum products	10,496	10,694	10,244	10,743	10,870	10,889	10,706	10,615	10,384	10,055	10,323	10,678
4228	Beer, wine, & distilled alcoholic beverages	4,423	4,339	4,239	4,272	4,294	4,402	4,331	4,460	4,380	4,460	4,496	4,498
4229	Miscellaneous nondurable goods	10,568	10,899	10,839	10,806	10,549	11,154	11,592	11,166	10,958	11,403	11,419	11,711
	Inventories, total	**220,288**	**222,094**	**224,756**	**227,123**	**227,961**	**229,498**	**231,968**	**232,325**	**233,206**	**234,034**	**233,992**	**234,268**
421	**Durable goods**	**138,969**	**140,723**	**142,415**	**143,524**	**144,321**	**145,241**	**146,246**	**146,369**	**146,910**	**148,393**	**149,137**	**149,642**
4211	Motor vehicle & motor vehicle parts & supplies	21,715	22,158	22,089	22,580	22,915	22,536	22,435	22,341	22,179	21,900	22,001	22,019
4212	Furniture & home furnishings	4,407	4,480	4,539	4,579	4,623	4,866	4,794	4,777	4,697	4,660	4,695	4,642
4213	Lumber & other construction materials	5,571	5,706	5,633	5,570	5,521	5,388	5,264	5,303	5,440	5,389	5,484	5,539
4214	Professional & commercial equip. & supplies	20,924	21,244	21,667	21,646	21,785	22,096	22,671	22,698	22,669	23,071	23,404	23,621
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	12,720	12,603	12,764	12,790	12,710	12,591	12,648	12,566	12,403	12,321	12,184	12,060
4216	Electrical goods	18,127	18,441	18,757	18,955	19,261	19,722	19,911	20,413	20,647	20,949	21,269	21,476
4217	Hardware, & plumbing & heating equip. & supplies	7,732	7,751	8,035	7,817	7,845	7,832	7,783	7,805	7,911	8,086	8,037	7,988
4218	Machinery, equipment, & supplies	32,126	32,567	32,773	33,360	33,440	33,869	34,324	34,529	34,848	35,754	35,701	36,097
4219	Miscellaneous durable goods	15,647	15,773	16,158	16,227	16,221	16,341	16,416	15,937	16,116	16,263	16,362	16,200
422	**Nondurable goods**	**81,319**	**81,371**	**82,341**	**83,599**	**83,640**	**84,257**	**85,722**	**85,956**	**86,296**	**85,641**	**84,855**	**84,626**
4221	Paper & paper products	4,936	5,077	5,122	5,224	5,207	5,280	5,293	5,323	5,310	5,383	5,298	5,324
4222	Drugs & druggists' sundries	10,735	10,486	10,952	11,105	11,245	11,248	11,023	11,007	11,041	10,793	10,594	10,398
4223	Apparel, piece goods, & notions	12,312	12,419	12,385	12,463	12,273	12,205	12,337	12,267	12,044	11,891	11,777	11,550
4224	Groceries & related products	17,938	17,628	17,775	18,113	18,052	18,084	18,396	18,264	18,663	18,543	18,265	18,293
4225	Farm product raw materials	9,238	9,252	9,456	9,192	9,383	9,789	10,910	11,607	11,326	10,923	11,061	11,088
4226	Chemicals & allied products	4,577	4,693	4,697	4,754	4,822	4,900	4,873	4,832	5,014	4,819	4,777	4,919
4227	Petroleum & petroleum products	4,377	4,441	4,514	4,592	4,674	4,626	4,596	4,449	4,406	4,267	4,249	4,297
4228	Beer, wine, & distilled alcoholic beverages	4,828	4,839	4,812	4,760	4,888	4,788	4,931	5,035	5,031	4,947	4,950	4,919
4229	Miscellaneous nondurable goods	12,378	12,536	12,628	13,396	13,096	13,337	13,363	13,172	13,461	14,075	13,884	13,838
	Inventories/sales ratios, total	**1.28**	**1.28**	**1.31**	**1.30**	**1.30**	**1.30**	**1.31**	**1.31**	**1.31**	**1.31**	**1.29**	**1.28**
421	**Durable goods**	**1.54**	**1.54**	**1.58**	**1.58**	**1.57**	**1.58**	**1.60**	**1.58**	**1.57**	**1.59**	**1.57**	**1.55**
4211	Motor vehicle & motor vehicle parts & supplies	1.62	1.67	1.67	1.66	1.62	1.64	1.66	1.63	1.63	1.64	1.61	1.60
4212	Furniture & home furnishings	1.54	1.57	1.52	1.55	1.57	1.71	1.66	1.65	1.66	1.64	1.61	1.58
4213	Lumber & other construction materials	1.16	1.21	1.21	1.20	1.19	1.19	1.18	1.17	1.20	1.16	1.21	1.19
4214	Professional & commercial equip. & supplies	1.34	1.36	1.37	1.37	1.33	1.33	1.37	1.37	1.33	1.34	1.36	1.33
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	1.58	1.58	1.59	1.57	1.63	1.63	1.60	1.61	1.55	1.55	1.52	1.52
4216	Electrical goods	1.36	1.36	1.40	1.39	1.40	1.42	1.43	1.44	1.42	1.45	1.45	1.46
4217	Hardware, & plumbing & heating equip. & supplies	1.80	1.81	1.88	1.83	1.83	1.81	1.79	1.79	1.79	1.86	1.84	1.75
4218	Machinery, equipment, & supplies	2.09	2.07	2.12	2.17	2.13	2.18	2.15	2.12	2.16	2.21	2.15	2.06
4219	Miscellaneous durable goods	1.25	1.20	1.33	1.30	1.32	1.27	1.36	1.28	1.30	1.29	1.29	1.26
422	**Nondurable goods**	**1.00**	**0.99**	**1.01**	**1.00**	**1.01**	**1.00**	**1.01**	**1.01**	**1.02**	**1.00**	**0.98**	**0.97**
4221	Paper & paper products	0.93	0.94	0.94	0.96	0.94	0.93	0.93	0.96	0.95	1.00	0.96	0.96
4222	Drugs & druggists' sundries	1.64	1.57	1.61	1.59	1.64	1.62	1.59	1.55	1.55	1.49	1.44	1.40
4223	Apparel, piece goods, & notions	2.25	2.23	2.27	2.25	2.19	2.15	2.15	2.17	2.13	2.05	2.04	1.96
4224	Groceries & related products	0.71	0.71	0.71	0.71	0.70	0.71	0.72	0.70	0.71	0.70	0.69	0.69
4225	Farm product raw materials	0.98	0.95	0.98	0.93	0.99	0.98	1.09	1.14	1.10	1.06	1.04	1.09
4226	Chemicals & allied products	1.13	1.13	1.16	1.13	1.15	1.17	1.16	1.16	1.20	1.13	1.09	1.12
4227	Petroleum & petroleum products	0.42	0.42	0.44	0.43	0.43	0.42	0.43	0.42	0.42	0.42	0.41	0.40
4228	Beer, wine, & distilled alcoholic beverages	1.09	1.12	1.14	1.11	1.14	1.09	1.14	1.13	1.15	1.11	1.10	1.09
4229	Miscellaneous nondurable goods	1.17	1.15	1.17	1.24	1.24	1.20	1.15	1.18	1.23	1.23	1.22	1.18

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**162,088**	**157,940**	**182,972**	**166,562**	**181,967**	**182,702**	**168,809**	**187,091**	**177,824**	**189,196**	**180,895**	**176,674**	**2,114,720**
421	**Durable goods**	**83,265**	**82,087**	**96,874**	**85,996**	**94,486**	**96,321**	**87,176**	**98,553**	**95,245**	**100,168**	**94,264**	**92,362**	**1,106,797**
4211	Motor vehicle & motor vehicle parts & supplies	12,071	12,046	14,778	13,489	14,816	14,482	13,065	14,119	12,925	13,867	13,549	13,591	162,798
4212	Furniture & home furnishings	2,546	2,515	3,188	2,781	3,045	2,936	2,702	3,091	2,927	3,147	3,045	2,773	34,696
4213	Lumber & other construction materials	4,095	3,975	4,816	4,431	5,076	4,986	4,493	5,265	4,709	5,032	4,417	3,876	55,171
4214	Professional & commercial equip. & supplies	15,070	14,165	17,231	14,478	15,993	17,200	15,726	17,331	17,912	18,003	16,731	18,084	197,924
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	7,885	7,454	8,867	7,935	8,285	8,240	7,313	8,324	7,939	8,256	7,594	7,070	95,162
4216	Electrical goods	12,292	12,332	14,082	12,558	13,774	14,247	13,341	15,150	15,497	15,895	14,914	13,834	167,916
4217	Hardware, & plumbing & heating equip. & supplies	3,825	3,709	4,218	3,972	4,432	4,784	4,456	4,758	4,593	4,792	4,367	4,072	51,978
4218	Machinery, equipment, & supplies	14,333	14,307	17,093	15,041	16,849	16,469	15,096	16,988	15,667	16,890	15,859	16,660	191,252
4219	Miscellaneous durable goods	11,148	11,584	12,601	11,311	12,216	12,977	10,984	13,527	13,076	14,286	13,788	12,402	149,900
422	**Nondurable goods**	**78,823**	**75,853**	**86,098**	**80,566**	**87,481**	**86,381**	**81,633**	**88,538**	**82,579**	**89,028**	**86,631**	**84,312**	**1,007,923**
4221	Paper & paper products	5,194	4,963	5,788	5,145	5,604	5,826	5,524	6,030	5,654	5,781	5,432	5,128	66,069
4222	Drugs & druggists' sundries	6,802	6,186	7,128	6,570	6,927	6,912	6,455	7,251	6,996	7,677	7,496	7,332	83,732
4223	Apparel, piece goods, & notions	5,059	5,655	6,158	4,915	4,865	5,664	5,663	6,711	6,165	6,606	5,677	4,457	67,595
4224	Groceries & related products	24,397	22,485	25,870	24,466	27,185	26,078	25,545	26,828	25,748	27,281	26,787	26,378	309,048
4225	Farm product raw materials	10,445	9,393	10,460	9,154	9,856	9,325	8,782	9,989	9,417	11,146	11,085	10,536	119,588
4226	Chemicals & allied products	3,909	3,891	4,375	4,101	4,597	4,486	3,964	4,431	4,046	4,307	4,256	3,902	50,265
4227	Petroleum & petroleum products	10,527	10,074	10,582	10,453	11,348	10,824	10,117	10,965	10,072	10,387	10,302	10,827	126,478
4228	Beer, wine, & distilled alcoholic beverages	3,370	3,484	4,269	3,994	4,715	4,974	4,223	5,000	4,235	4,554	4,851	4,826	52,495
4229	Miscellaneous nondurable goods	9,120	9,722	11,468	11,768	12,384	12,292	11,360	11,333	10,246	11,289	10,745	10,926	132,653
	Inventories, total	**224,735**	**224,721**	**225,182**	**228,386**	**226,372**	**226,341**	**230,567**	**227,434**	**228,669**	**236,183**	**236,391**	**235,536**	**X**
421	**Durable goods**	**138,787**	**140,783**	**141,800**	**144,480**	**145,404**	**145,258**	**148,271**	**146,853**	**146,179**	**148,188**	**148,230**	**147,446**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	22,019	23,044	22,244	23,032	23,121	22,198	22,233	21,626	21,758	21,900	22,309	21,314	X
4212	Furniture & home furnishings	4,323	4,408	4,512	4,501	4,651	4,934	4,866	4,916	4,829	4,669	4,657	4,549	X
4213	Lumber & other construction materials	5,521	5,763	5,875	5,681	5,659	5,528	5,311	5,276	5,375	5,173	5,292	5,395	X
4214	Professional & commercial equip. & supplies	21,238	21,010	21,580	21,754	21,633	21,831	23,079	22,630	22,306	23,302	23,521	23,668	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	12,834	12,515	12,853	12,880	12,710	12,704	12,812	12,528	12,316	12,136	11,818	12,217	X
4216	Electrical goods	18,073	18,386	18,269	18,803	19,280	19,978	20,488	20,985	20,792	20,698	21,056	21,068	X
4217	Hardware, & plumbing & heating equip. & supplies	7,593	7,743	8,083	7,919	8,025	7,840	7,806	7,860	7,927	8,013	7,900	7,884	X
4218	Machinery, equipment, & supplies	31,805	32,567	32,937	33,894	33,942	33,937	34,702	34,633	34,325	35,611	35,380	35,556	X
4219	Miscellaneous durable goods	15,381	15,347	15,447	16,016	16,383	16,308	16,974	16,399	16,551	16,686	16,297	15,795	X
422	**Nondurable goods**	**85,948**	**83,938**	**83,382**	**83,906**	**80,968**	**81,083**	**82,296**	**80,581**	**82,490**	**87,995**	**88,161**	**88,090**	**X**
4221	Paper & paper products	5,128	5,087	5,153	5,328	5,092	5,275	5,298	5,195	5,225	5,383	5,224	5,388	X
4222	Drugs & druggists' sundries	11,572	10,769	10,886	11,083	10,615	10,821	10,891	10,611	10,909	11,009	10,668	10,689	X
4223	Apparel, piece goods, & notions	12,780	12,444	12,038	11,902	11,843	12,437	12,695	12,537	12,285	11,760	11,400	11,712	X
4224	Groceries & related products	18,028	17,170	17,473	17,878	17,817	17,903	18,212	17,716	18,794	19,507	18,923	18,604	X
4225	Farm product raw materials	12,074	11,445	10,553	9,256	8,004	7,567	8,095	7,951	8,268	12,081	13,704	13,782	X
4226	Chemicals & allied products	4,522	4,768	4,782	4,778	4,904	4,949	4,839	4,890	4,919	4,708	4,720	4,894	X
4227	Petroleum & petroleum products	4,316	4,334	4,347	4,541	4,655	4,487	4,573	4,538	4,472	4,416	4,342	4,430	X
4228	Beer, wine, & distilled alcoholic beverages	4,543	4,645	4,663	4,793	4,785	4,774	5,025	5,025	5,247	5,422	5,296	4,545	X
4229	Miscellaneous nondurable goods	12,985	13,276	13,487	14,347	13,253	12,870	12,668	12,118	12,371	13,709	13,884	14,046	X
	Inventories/sales ratios, total	**1.39**	**1.42**	**1.23**	**1.37**	**1.24**	**1.24**	**1.37**	**1.22**	**1.29**	**1.25**	**1.31**	**1.33**	**X**
421	**Durable goods**	**1.67**	**1.72**	**1.46**	**1.68**	**1.54**	**1.51**	**1.70**	**1.49**	**1.53**	**1.48**	**1.57**	**1.60**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.82	1.91	1.51	1.71	1.56	1.53	1.70	1.53	1.68	1.58	1.65	1.57	X
4212	Furniture & home furnishings	1.70	1.75	1.42	1.62	1.53	1.68	1.80	1.59	1.65	1.48	1.53	1.64	X
4213	Lumber & other construction materials	1.35	1.45	1.22	1.28	1.11	1.11	1.18	1.00	1.14	1.03	1.20	1.39	X
4214	Professional & commercial equip. & supplies	1.41	1.48	1.25	1.50	1.35	1.27	1.47	1.31	1.25	1.29	1.41	1.31	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	1.63	1.68	1.45	1.62	1.53	1.54	1.75	1.51	1.55	1.47	1.56	1.73	X
4216	Electrical goods	1.47	1.49	1.30	1.50	1.40	1.40	1.54	1.39	1.34	1.30	1.41	1.52	X
4217	Hardware, & plumbing & heating equip. & supplies	1.99	2.09	1.92	1.99	1.81	1.64	1.75	1.65	1.73	1.67	1.81	1.94	X
4218	Machinery, equipment, & supplies	2.22	2.28	1.93	2.25	2.01	2.06	2.30	2.04	2.19	2.11	2.23	2.13	X
4219	Miscellaneous durable goods	1.38	1.32	1.23	1.42	1.34	1.26	1.55	1.21	1.27	1.17	1.18	1.27	X
422	**Nondurable goods**	**1.09**	**1.11**	**0.97**	**1.04**	**0.93**	**0.94**	**1.01**	**0.91**	**1.00**	**0.99**	**1.02**	**1.04**	**X**
4221	Paper & paper products	0.99	1.02	0.89	1.04	0.91	0.91	0.96	0.86	0.92	0.93	0.96	1.05	X
4222	Drugs & druggists' sundries	1.70	1.74	1.53	1.69	1.53	1.57	1.69	1.46	1.56	1.43	1.42	1.46	X
4223	Apparel, piece goods, & notions	2.53	2.20	1.95	2.42	2.43	2.20	2.24	1.87	1.99	1.78	2.01	2.63	X
4224	Groceries & related products	0.74	0.76	0.68	0.73	0.66	0.69	0.71	0.66	0.73	0.72	0.71	0.71	X
4225	Farm product raw materials	1.16	1.22	1.01	1.01	0.81	0.81	0.92	0.80	0.88	1.08	1.24	1.31	X
4226	Chemicals & allied products	1.16	1.23	1.09	1.17	1.07	1.10	1.22	1.10	1.22	1.09	1.11	1.25	X
4227	Petroleum & petroleum products	0.41	0.43	0.41	0.43	0.41	0.41	0.45	0.41	0.44	0.43	0.42	0.41	X
4228	Beer, wine, & distilled alcoholic beverages	1.35	1.33	1.09	1.20	1.01	0.96	1.19	1.01	1.24	1.19	1.09	0.94	X
4229	Miscellaneous nondurable goods	1.42	1.37	1.18	1.22	1.07	1.05	1.12	1.07	1.21	1.21	1.29	1.29	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1994											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**153,649**	**154,307**	**157,063**	**156,658**	**157,825**	**159,359**	**160,764**	**165,445**	**164,606**	**167,360**	**167,970**	**170,352**
421	**Durable goods**	**78,490**	**79,061**	**80,383**	**80,877**	**81,763**	**82,363**	**83,348**	**86,757**	**86,091**	**87,796**	**88,151**	**89,453**
4211	Motor vehicle & motor vehicle parts & supplies	13,116	13,547	13,387	13,562	13,239	13,309	13,619	14,834	13,392	13,789	14,089	13,731
4212	Furniture & home furnishings	2,437	2,489	2,462	2,484	2,441	2,501	2,615	2,689	2,740	2,818	2,764	2,850
4213	Lumber & other construction materials	4,451	4,388	4,541	4,526	4,688	4,661	4,822	4,710	4,694	4,793	4,809	4,943
4214	Professional & commercial equip. & supplies	13,320	13,096	13,363	13,250	13,238	13,242	13,611	13,957	14,086	14,362	14,587	15,255
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	6,616	6,888	7,063	7,070	7,348	7,483	7,414	7,771	7,886	7,961	7,826	7,974
4216	Electrical goods	10,598	10,625	11,216	11,253	11,939	11,742	11,643	12,013	12,113	12,569	12,621	12,845
4217	Hardware, & plumbing & heating equip. & supplies	3,803	3,926	4,043	4,039	4,031	4,048	3,973	4,182	4,252	4,246	4,294	4,444
4218	Machinery, equipment, & supplies	13,815	13,855	13,880	13,876	14,128	14,577	14,674	15,013	15,149	15,121	15,170	15,480
4219	Miscellaneous durable goods	10,334	10,247	10,428	10,817	10,711	10,800	10,977	11,588	11,779	12,137	11,991	11,931
422	**Nondurable goods**	**75,159**	**75,246**	**76,680**	**75,781**	**76,062**	**76,996**	**77,416**	**78,688**	**78,515**	**79,564**	**79,819**	**80,899**
4221	Paper & paper products	4,412	4,371	4,435	4,489	4,528	4,566	4,597	4,694	4,715	4,793	4,760	5,202
4222	Drugs & druggists' sundries	6,149	5,857	6,047	6,675	6,298	6,301	6,522	6,498	6,496	6,750	6,546	6,492
4223	Apparel, piece goods, & notions	5,795	5,896	6,071	5,869	5,635	5,786	5,546	5,650	5,612	5,579	5,655	5,569
4224	Groceries & related products	23,311	23,560	23,753	23,563	23,766	23,918	23,950	24,347	24,599	24,653	25,291	25,292
4225	Farm product raw materials	7,838	7,683	8,003	7,993	8,477	8,359	8,316	8,344	8,180	8,648	8,463	8,860
4226	Chemicals & allied products	3,340	3,349	3,438	3,442	3,520	3,533	3,597	3,755	3,740	3,812	3,873	3,959
4227	Petroleum & petroleum products	10,555	10,526	10,599	9,524	9,903	10,383	10,685	11,191	10,613	10,623	10,617	10,552
4228	Beer, wine, & distilled alcoholic beverages	4,218	4,237	4,343	4,357	4,264	4,392	4,381	4,290	4,348	4,357	4,417	4,411
4229	Miscellaneous nondurable goods	9,541	9,767	9,991	9,869	9,671	9,758	9,822	9,919	10,212	10,349	10,197	10,562
	Inventories, total	**201,216**	**202,887**	**202,255**	**202,920**	**206,462**	**206,212**	**208,192**	**209,668**	**211,333**	**214,205**	**215,913**	**218,119**
421	**Durable goods**	**125,100**	**126,079**	**125,509**	**126,652**	**129,409**	**129,502**	**131,529**	**132,019**	**133,008**	**135,370**	**136,207**	**137,800**
4211	Motor vehicle & motor vehicle parts & supplies	20,571	20,362	19,893	20,207	20,313	20,407	20,766	20,454	20,803	21,294	21,344	21,451
4212	Furniture & home furnishings	4,247	4,236	4,222	4,279	4,245	4,183	4,212	4,261	4,319	4,361	4,318	4,369
4213	Lumber & other construction materials	5,177	5,173	5,206	5,191	5,295	5,416	5,441	5,477	5,452	5,508	5,587	5,625
4214	Professional & commercial equip. & supplies	18,408	18,485	18,536	18,927	19,615	19,291	19,633	19,497	19,711	20,396	20,403	20,752
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	10,933	11,024	11,092	11,107	11,341	11,719	11,588	11,786	11,987	12,156	12,366	12,437
4216	Electrical goods	15,477	15,848	15,749	15,976	16,354	16,440	16,895	17,009	17,294	17,279	17,170	18,007
4217	Hardware, & plumbing & heating equip. & supplies	6,763	6,891	6,951	6,997	7,180	7,269	7,413	7,558	7,662	7,624	7,645	7,801
4218	Machinery, equipment, & supplies	28,705	29,257	29,141	29,230	29,831	29,712	30,265	30,810	31,125	31,433	31,998	31,869
4219	Miscellaneous durable goods	14,819	14,803	14,719	14,738	15,235	15,065	15,316	15,167	14,655	15,319	15,376	15,489
422	**Nondurable goods**	**76,116**	**76,808**	**76,746**	**76,268**	**77,053**	**76,710**	**76,663**	**77,649**	**78,325**	**78,835**	**79,706**	**80,319**
4221	Paper & paper products	4,714	4,716	4,663	4,650	4,661	4,613	4,704	4,672	4,659	4,709	4,817	4,859
4222	Drugs & druggists' sundries	10,164	10,045	9,902	9,985	10,154	10,055	10,245	10,241	10,199	10,569	10,690	10,688
4223	Apparel, piece goods, & notions	10,938	10,959	11,050	10,666	10,787	10,661	10,972	11,398	11,475	11,590	11,803	11,935
4224	Groceries & related products	17,287	17,490	17,788	17,235	17,209	17,583	16,941	17,388	17,630	17,696	17,652	17,840
4225	Farm product raw materials	8,777	8,968	8,939	9,050	9,199	8,798	8,451	8,377	8,612	8,454	8,947	9,254
4226	Chemicals & allied products	4,091	4,064	4,028	4,067	4,137	4,095	4,163	4,212	4,296	4,348	4,386	4,463
4227	Petroleum & petroleum products	3,896	4,042	4,020	4,049	4,111	4,194	4,357	4,377	4,393	4,378	4,480	4,412
4228	Beer, wine, & distilled alcoholic beverages	4,662	4,738	4,632	4,740	4,820	4,724	4,737	4,736	4,725	4,780	4,764	4,777
4229	Miscellaneous nondurable goods	11,587	11,786	11,724	11,826	11,975	11,987	12,093	12,248	12,336	12,311	12,167	12,091
	Inventories/sales ratios, total	**1.31**	**1.31**	**1.29**	**1.30**	**1.31**	**1.29**	**1.30**	**1.27**	**1.28**	**1.28**	**1.29**	**1.28**
421	**Durable goods**	**1.59**	**1.59**	**1.56**	**1.57**	**1.58**	**1.57**	**1.58**	**1.52**	**1.54**	**1.54**	**1.55**	**1.54**
4211	Motor vehicle & motor vehicle parts & supplies	1.57	1.50	1.49	1.49	1.53	1.53	1.52	1.38	1.55	1.54	1.51	1.56
4212	Furniture & home furnishings	1.74	1.70	1.71	1.72	1.74	1.67	1.61	1.58	1.58	1.55	1.56	1.53
4213	Lumber & other construction materials	1.16	1.18	1.15	1.15	1.13	1.16	1.13	1.16	1.16	1.15	1.16	1.14
4214	Professional & commercial equip. & supplies	1.38	1.41	1.39	1.43	1.48	1.46	1.44	1.40	1.40	1.42	1.40	1.36
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	1.65	1.60	1.57	1.57	1.54	1.57	1.56	1.52	1.52	1.53	1.58	1.56
4216	Electrical goods	1.46	1.49	1.40	1.42	1.37	1.40	1.45	1.42	1.43	1.37	1.36	1.40
4217	Hardware, & plumbing & heating equip. & supplies	1.78	1.76	1.72	1.73	1.78	1.80	1.87	1.81	1.80	1.80	1.78	1.76
4218	Machinery, equipment, & supplies	2.08	2.11	2.10	2.11	2.11	2.04	2.06	2.05	2.05	2.08	2.11	2.06
4219	Miscellaneous durable goods	1.43	1.44	1.41	1.36	1.42	1.39	1.40	1.31	1.24	1.26	1.28	1.30
422	**Nondurable goods**	**1.01**	**1.02**	**1.00**	**1.01**	**1.01**	**1.00**	**0.99**	**0.99**	**1.00**	**0.99**	**1.00**	**0.99**
4221	Paper & paper products	1.07	1.08	1.05	1.04	1.03	1.01	1.02	1.00	0.99	0.98	1.01	0.93
4222	Drugs & druggists' sundries	1.65	1.72	1.64	1.50	1.61	1.60	1.57	1.58	1.57	1.57	1.63	1.65
4223	Apparel, piece goods, & notions	1.89	1.86	1.82	1.82	1.91	1.84	1.98	2.02	2.04	2.08	2.09	2.14
4224	Groceries & related products	0.74	0.74	0.75	0.73	0.72	0.74	0.71	0.71	0.72	0.72	0.70	0.71
4225	Farm product raw materials	1.12	1.17	1.12	1.13	1.09	1.05	1.02	1.00	1.05	0.98	1.06	1.04
4226	Chemicals & allied products	1.22	1.21	1.17	1.18	1.18	1.16	1.16	1.12	1.15	1.14	1.13	1.13
4227	Petroleum & petroleum products	0.37	0.38	0.38	0.43	0.42	0.40	0.41	0.39	0.41	0.41	0.42	0.42
4228	Beer, wine, & distilled alcoholic beverages	1.11	1.12	1.07	1.09	1.13	1.08	1.08	1.10	1.09	1.10	1.08	1.08
4229	Miscellaneous nondurable goods	1.21	1.21	1.17	1.20	1.24	1.23	1.23	1.23	1.21	1.19	1.19	1.14

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1994												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**140,955**	**140,153**	**167,858**	**153,899**	**159,599**	**164,922**	**153,899**	**174,153**	**168,455**	**172,577**	**168,232**	**168,896**	**1,933,598**
421	**Durable goods**	**70,285**	**71,119**	**86,785**	**78,932**	**81,834**	**85,859**	**79,508**	**91,948**	**90,135**	**91,591**	**88,132**	**88,025**	**1,004,153**
4211	Motor vehicle & motor vehicle parts & supplies	11,411	12,341	15,167	13,765	13,716	13,775	13,469	14,849	13,138	13,899	14,061	13,800	163,391
4212	Furniture & home furnishings	2,096	2,195	2,637	2,422	2,483	2,531	2,419	2,877	2,951	3,035	2,844	2,802	31,292
4213	Lumber & other construction materials	3,663	3,690	4,686	4,521	4,955	5,080	4,856	5,416	4,994	5,023	4,722	4,389	55,995
4214	Professional & commercial equip. & supplies	12,721	11,891	14,472	12,614	12,338	13,705	12,876	14,697	15,072	14,735	14,237	16,063	165,421
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	6,239	6,406	7,861	7,098	7,620	7,977	6,947	8,237	8,099	7,961	7,396	7,288	89,129
4216	Electrical goods	9,517	9,679	11,766	10,668	11,497	12,036	11,166	12,878	13,239	13,499	12,924	12,395	141,264
4217	Hardware, & plumbing & heating equip. & supplies	3,248	3,412	3,978	3,873	4,100	4,404	4,084	4,588	4,571	4,522	4,367	4,071	49,218
4218	Machinery, equipment, & supplies	12,461	12,539	15,435	14,084	14,735	15,335	13,779	15,764	15,255	15,287	14,427	15,310	174,411
4219	Miscellaneous durable goods	8,929	8,966	10,783	9,887	10,390	11,016	9,912	12,642	12,816	13,630	13,154	11,907	134,032
422	**Nondurable goods**	**70,670**	**69,034**	**81,073**	**74,967**	**77,765**	**79,063**	**74,391**	**82,205**	**78,320**	**80,986**	**80,100**	**80,871**	**929,445**
4221	Paper & paper products	4,209	3,986	4,674	4,359	4,456	4,726	4,413	5,060	4,833	5,033	4,765	4,921	55,435
4222	Drugs & druggists' sundries	6,118	5,435	6,374	6,401	6,210	6,282	6,072	6,602	6,645	6,892	6,729	6,615	76,375
4223	Apparel, piece goods, & notions	5,129	5,849	6,969	5,241	4,700	5,907	5,446	6,616	6,319	6,221	5,672	4,455	68,524
4224	Groceries & related products	22,309	21,275	24,632	23,186	24,455	24,492	23,591	25,223	24,451	25,023	25,493	25,773	289,903
4225	Farm product raw materials	8,285	7,376	8,939	7,633	8,562	7,841	7,343	8,277	7,509	8,933	8,912	9,480	99,090
4226	Chemicals & allied products	3,106	3,138	3,754	3,463	3,738	3,794	3,414	3,988	3,744	3,694	3,819	3,638	43,290
4227	Petroleum & petroleum products	10,186	9,905	10,747	9,676	10,101	10,175	10,300	11,672	10,560	10,676	10,596	10,805	125,399
4228	Beer, wine, & distilled alcoholic beverages	3,075	3,377	4,443	4,261	4,460	4,985	4,324	4,719	4,374	4,248	4,784	4,971	52,021
4229	Miscellaneous nondurable goods	8,253	8,693	10,541	10,747	11,083	10,861	9,488	10,048	9,885	10,266	9,330	10,213	119,408
	Inventories, total	**205,389**	**205,463**	**202,689**	**204,000**	**204,894**	**203,385**	**207,194**	**205,818**	**207,620**	**215,949**	**217,902**	**219,265**	**X**
421	**Durable goods**	**124,908**	**126,098**	**124,881**	**127,411**	**130,341**	**129,459**	**133,274**	**132,464**	**132,373**	**135,229**	**135,470**	**135,929**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	20,838	21,156	20,032	20,631	20,475	20,060	20,496	19,738	20,429	21,315	21,728	20,850	X
4212	Furniture & home furnishings	4,166	4,181	4,214	4,219	4,292	4,242	4,263	4,363	4,414	4,348	4,283	4,286	X
4213	Lumber & other construction materials	5,172	5,230	5,461	5,295	5,433	5,541	5,474	5,417	5,359	5,288	5,380	5,501	X
4214	Professional & commercial equip. & supplies	18,703	18,319	18,425	18,965	19,478	19,040	20,026	19,478	19,396	20,580	20,444	20,814	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	11,020	10,914	11,147	11,196	11,318	11,871	11,750	11,739	11,927	12,010	11,970	12,611	X
4216	Electrical goods	15,400	15,769	15,324	15,816	16,370	16,637	17,402	17,502	17,432	17,123	17,015	17,683	X
4217	Hardware, & plumbing & heating equip. & supplies	6,641	6,884	6,993	7,074	7,338	7,247	7,443	7,626	7,693	7,571	7,515	7,707	X
4218	Machinery, equipment, & supplies	28,475	29,286	29,258	29,698	30,219	29,771	30,537	30,933	30,658	31,307	31,774	31,391	X
4219	Miscellaneous durable goods	14,493	14,359	14,027	14,517	15,418	15,050	15,883	15,668	15,065	15,687	15,361	15,086	X
422	**Nondurable goods**	**80,481**	**79,365**	**77,808**	**76,589**	**74,553**	**73,926**	**73,920**	**73,354**	**75,247**	**80,720**	**82,432**	**83,336**	**X**
4221	Paper & paper products	4,912	4,716	4,710	4,743	4,544	4,599	4,699	4,546	4,575	4,695	4,764	4,932	X
4222	Drugs & druggists' sundries	10,977	10,376	9,833	9,935	9,545	9,663	10,091	9,821	10,087	10,780	10,786	11,051	X
4223	Apparel, piece goods, & notions	11,321	10,937	10,785	10,143	10,366	10,885	11,279	11,649	11,727	11,497	11,425	12,162	X
4224	Groceries & related products	17,391	17,070	17,450	17,045	17,002	17,407	16,704	16,779	17,753	18,581	18,340	18,250	X
4225	Farm product raw materials	11,498	11,192	10,074	9,177	7,939	6,810	6,313	5,755	6,192	9,113	10,933	11,447	X
4226	Chemicals & allied products	4,026	4,129	4,105	4,087	4,211	4,152	4,130	4,284	4,219	4,239	4,329	4,427	X
4227	Petroleum & petroleum products	3,830	3,941	3,863	3,980	4,070	4,102	4,366	4,500	4,485	4,527	4,574	4,509	X
4228	Beer, wine, & distilled alcoholic beverages	4,406	4,558	4,502	4,778	4,733	4,681	4,813	4,727	4,909	5,248	5,102	4,419	X
4229	Miscellaneous nondurable goods	12,120	12,446	12,486	12,701	12,143	11,627	11,525	11,293	11,300	12,040	12,179	12,139	X
	Inventories/sales ratios, total	**1.46**	**1.47**	**1.21**	**1.33**	**1.28**	**1.23**	**1.35**	**1.18**	**1.23**	**1.25**	**1.30**	**1.30**	**X**
421	**Durable goods**	**1.78**	**1.77**	**1.44**	**1.61**	**1.59**	**1.51**	**1.68**	**1.44**	**1.47**	**1.48**	**1.54**	**1.54**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.83	1.71	1.32	1.50	1.49	1.46	1.52	1.33	1.55	1.53	1.55	1.51	X
4212	Furniture & home furnishings	1.99	1.90	1.60	1.74	1.73	1.68	1.76	1.52	1.50	1.43	1.51	1.53	X
4213	Lumber & other construction materials	1.41	1.42	1.17	1.17	1.10	1.09	1.13	1.00	1.07	1.05	1.14	1.25	X
4214	Professional & commercial equip. & supplies	1.47	1.54	1.27	1.50	1.58	1.39	1.56	1.33	1.29	1.40	1.44	1.30	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	1.77	1.70	1.42	1.58	1.49	1.49	1.69	1.43	1.47	1.51	1.62	1.73	X
4216	Electrical goods	1.62	1.63	1.30	1.48	1.42	1.38	1.56	1.36	1.32	1.27	1.32	1.43	X
4217	Hardware, & plumbing & heating equip. & supplies	2.04	2.02	1.76	1.83	1.79	1.65	1.82	1.66	1.68	1.67	1.72	1.89	X
4218	Machinery, equipment, & supplies	2.29	2.34	1.90	2.11	2.05	1.94	2.22	1.96	2.01	2.05	2.20	2.05	X
4219	Miscellaneous durable goods	1.62	1.60	1.30	1.47	1.48	1.37	1.60	1.24	1.18	1.15	1.17	1.27	X
422	**Nondurable goods**	**1.14**	**1.15**	**0.96**	**1.02**	**0.96**	**0.94**	**0.99**	**0.89**	**0.96**	**1.00**	**1.03**	**1.03**	**X**
4221	Paper & paper products	1.17	1.18	1.01	1.09	1.02	0.97	1.06	0.90	0.95	0.93	1.00	1.00	X
4222	Drugs & druggists' sundries	1.79	1.91	1.54	1.55	1.54	1.54	1.66	1.49	1.52	1.56	1.60	1.67	X
4223	Apparel, piece goods, & notions	2.21	1.87	1.55	1.94	2.21	1.84	2.07	1.76	1.86	1.85	2.01	2.73	X
4224	Groceries & related products	0.78	0.80	0.71	0.74	0.70	0.71	0.71	0.67	0.73	0.74	0.72	0.71	X
4225	Farm product raw materials	1.39	1.52	1.13	1.20	0.93	0.87	0.86	0.70	0.82	1.02	1.23	1.21	X
4226	Chemicals & allied products	1.30	1.32	1.09	1.18	1.13	1.09	1.21	1.07	1.13	1.15	1.13	1.22	X
4227	Petroleum & petroleum products	0.38	0.40	0.36	0.41	0.40	0.40	0.42	0.39	0.42	0.42	0.43	0.42	X
4228	Beer, wine, & distilled alcoholic beverages	1.43	1.35	1.01	1.12	1.06	0.94	1.11	1.00	1.12	1.24	1.07	0.89	X
4229	Miscellaneous nondurable goods	1.47	1.43	1.18	1.18	1.10	1.07	1.21	1.12	1.14	1.17	1.31	1.19	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1993											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**150,578**	**149,325**	**146,865**	**150,091**	**152,720**	**149,890**	**151,342**	**151,798**	**152,033**	**152,549**	**152,560**	**149,960**
421	**Durable goods**	**74,556**	**74,364**	**72,502**	**74,747**	**75,837**	**75,074**	**76,968**	**76,843**	**76,708**	**77,421**	**77,073**	**76,687**
4211	Motor vehicle & motor vehicle parts & supplies	12,858	12,670	12,008	12,676	13,158	12,382	12,937	12,898	13,103	13,098	12,619	12,278
4212	Furniture & home furnishings	2,495	2,478	2,358	2,505	2,572	2,557	2,551	2,555	2,503	2,522	2,399	2,363
4213	Lumber & other construction materials	4,151	4,595	4,183	4,229	4,148	4,147	4,161	4,225	4,259	4,270	4,495	4,483
4214	Professional & commercial equip. & supplies	12,399	13,062	12,263	12,772	12,487	12,831	12,925	13,227	13,227	13,576	13,339	12,947
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	6,666	6,400	6,418	6,541	6,657	6,702	6,652	6,522	6,545	6,438	6,481	6,590
4216	Electrical goods	8,833	8,989	8,949	9,371	9,532	9,634	10,048	10,198	10,403	10,541	10,568	10,576
4217	Hardware, & plumbing & heating equip. & supplies	3,466	3,491	3,433	3,475	3,591	3,533	3,575	3,689	3,608	3,705	3,705	3,730
4218	Machinery, equipment, & supplies	13,247	13,114	13,145	13,454	13,737	13,579	13,812	13,556	13,498	13,536	13,528	13,544
4219	Miscellaneous durable goods	10,441	9,565	9,745	9,724	9,955	9,709	10,307	9,973	9,562	9,735	9,939	10,176
422	**Nondurable goods**	**76,022**	**74,961**	**74,363**	**75,344**	**76,883**	**74,816**	**74,374**	**74,955**	**75,325**	**75,128**	**75,487**	**73,273**
4221	Paper & paper products	4,046	4,111	4,080	4,113	4,142	4,166	4,151	4,142	4,224	4,264	4,395	4,347
4222	Drugs & druggists' sundries	5,731	5,745	5,663	5,649	5,667	5,682	5,592	5,692	5,780	5,875	5,946	5,929
4223	Apparel, piece goods, & notions	5,378	5,151	5,060	5,437	5,504	5,416	5,415	5,647	5,860	5,778	5,982	4,994
4224	Groceries & related products	24,373	23,494	23,491	23,920	23,945	23,956	23,801	23,503	23,523	23,309	23,431	23,159
4225	Farm product raw materials	8,399	8,372	8,204	8,322	8,800	8,028	7,952	8,006	7,859	7,883	7,836	8,380
4226	Chemicals & allied products	3,343	3,466	3,370	3,346	3,318	3,300	3,263	3,244	3,347	3,255	3,316	3,315
4227	Petroleum & petroleum products	10,707	10,919	11,019	10,926	11,225	10,509	10,321	10,569	10,733	10,872	10,498	9,313
4228	Beer, wine, & distilled alcoholic beverages	4,124	4,107	4,168	4,254	4,290	4,163	4,274	4,253	4,312	4,296	4,221	4,233
4229	Miscellaneous nondurable goods	9,921	9,596	9,308	9,377	9,992	9,596	9,605	9,899	9,687	9,596	9,862	9,603
	Inventories, total	**193,774**	**193,473**	**195,067**	**195,879**	**195,707**	**196,093**	**196,197**	**198,225**	**199,201**	**198,342**	**199,490**	**201,184**
421	**Durable goods**	**119,256**	**119,373**	**120,727**	**120,997**	**120,651**	**120,806**	**121,152**	**122,408**	**122,888**	**123,140**	**123,530**	**124,892**
4211	Motor vehicle & motor vehicle parts & supplies	20,851	20,664	21,082	20,883	20,555	19,937	20,259	20,759	20,465	20,350	20,300	21,130
4212	Furniture & home furnishings	4,097	4,104	4,164	4,148	4,169	4,180	4,106	4,115	4,123	4,177	4,184	4,200
4213	Lumber & other construction materials	5,181	5,195	5,319	5,487	5,287	5,243	5,212	5,212	5,192	5,240	5,070	5,229
4214	Professional & commercial equip. & supplies	16,638	16,699	17,063	17,079	17,145	17,239	17,353	17,525	17,671	17,662	17,798	17,923
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	10,242	10,282	10,343	10,537	10,494	10,698	10,794	10,765	10,826	10,839	10,794	11,020
4216	Electrical goods	14,382	14,391	14,854	14,624	14,814	14,926	14,905	15,129	15,363	15,588	15,456	15,303
4217	Hardware, & plumbing & heating equip. & supplies	6,506	6,459	6,492	6,461	6,349	6,386	6,383	6,407	6,451	6,576	6,718	6,688
4218	Machinery, equipment, & supplies	28,329	28,405	28,331	28,357	28,306	28,509	28,217	28,202	28,355	28,284	28,481	28,568
4219	Miscellaneous durable goods	13,030	13,174	13,079	13,421	13,532	13,688	13,923	14,294	14,442	14,424	14,729	14,831
422	**Nondurable goods**	**74,518**	**74,100**	**74,340**	**74,882**	**75,056**	**75,287**	**75,045**	**75,817**	**76,313**	**75,202**	**75,960**	**76,292**
4221	Paper & paper products	4,506	4,448	4,493	4,508	4,530	4,533	4,512	4,562	4,545	4,527	4,426	4,672
4222	Drugs & druggists' sundries	9,701	9,486	9,604	9,481	9,483	9,502	9,624	9,766	9,929	9,786	9,979	10,253
4223	Apparel, piece goods, & notions	10,377	10,235	10,275	10,150	10,772	10,974	10,744	10,838	11,493	11,147	11,062	11,161
4224	Groceries & related products	17,825	18,000	17,809	18,290	17,890	17,368	17,120	17,221	17,103	17,221	17,488	17,480
4225	Farm product raw materials	7,805	7,824	7,859	8,116	8,201	8,549	8,932	8,923	8,221	7,976	8,608	8,626
4226	Chemicals & allied products	3,787	3,795	3,867	3,840	3,956	3,975	4,028	4,072	4,166	4,197	4,112	4,113
4227	Petroleum & petroleum products	4,288	4,195	4,139	4,155	4,128	4,153	4,092	4,217	4,186	4,155	4,072	3,705
4228	Beer, wine, & distilled alcoholic beverages	4,538	4,533	4,595	4,599	4,493	4,492	4,411	4,349	4,493	4,539	4,510	4,672
4229	Miscellaneous nondurable goods	11,691	11,584	11,699	11,743	11,603	11,741	11,582	11,869	12,177	11,654	11,703	11,610
	Inventories/sales ratios, total	**1.29**	**1.30**	**1.33**	**1.31**	**1.28**	**1.31**	**1.30**	**1.31**	**1.31**	**1.30**	**1.31**	**1.34**
421	**Durable goods**	**1.60**	**1.61**	**1.67**	**1.62**	**1.59**	**1.61**	**1.57**	**1.59**	**1.60**	**1.59**	**1.60**	**1.63**
4211	Motor vehicle & motor vehicle parts & supplies	1.62	1.63	1.76	1.65	1.56	1.61	1.57	1.61	1.56	1.55	1.61	1.72
4212	Furniture & home furnishings	1.64	1.66	1.77	1.66	1.62	1.63	1.61	1.61	1.65	1.66	1.74	1.78
4213	Lumber & other construction materials	1.25	1.13	1.27	1.30	1.27	1.26	1.25	1.23	1.22	1.23	1.13	1.17
4214	Professional & commercial equip. & supplies	1.34	1.28	1.39	1.34	1.37	1.34	1.34	1.32	1.34	1.30	1.33	1.38
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	1.54	1.61	1.61	1.61	1.58	1.60	1.62	1.65	1.65	1.68	1.67	1.67
4216	Electrical goods	1.63	1.60	1.66	1.56	1.55	1.55	1.48	1.48	1.48	1.48	1.46	1.45
4217	Hardware, & plumbing & heating equip. & supplies	1.88	1.85	1.89	1.86	1.77	1.81	1.79	1.74	1.79	1.77	1.81	1.79
4218	Machinery, equipment, & supplies	2.14	2.17	2.16	2.11	2.06	2.10	2.04	2.08	2.10	2.09	2.11	2.11
4219	Miscellaneous durable goods	1.25	1.38	1.34	1.38	1.36	1.41	1.35	1.43	1.51	1.48	1.48	1.46
422	**Nondurable goods**	**0.98**	**0.99**	**1.00**	**0.99**	**0.98**	**1.01**	**1.01**	**1.01**	**1.01**	**1.00**	**1.01**	**1.04**
4221	Paper & paper products	1.11	1.08	1.10	1.10	1.09	1.09	1.09	1.10	1.08	1.06	1.01	1.07
4222	Drugs & druggists' sundries	1.69	1.65	1.70	1.68	1.67	1.67	1.72	1.72	1.72	1.67	1.68	1.73
4223	Apparel, piece goods, & notions	1.93	1.99	2.03	1.87	1.96	2.03	1.98	1.92	1.96	1.93	1.85	2.23
4224	Groceries & related products	0.73	0.77	0.76	0.76	0.75	0.72	0.72	0.73	0.73	0.74	0.75	0.75
4225	Farm product raw materials	0.93	0.93	0.96	0.98	0.93	1.06	1.12	1.11	1.05	1.01	1.10	1.03
4226	Chemicals & allied products	1.13	1.09	1.15	1.15	1.19	1.20	1.23	1.26	1.24	1.29	1.24	1.24
4227	Petroleum & petroleum products	0.40	0.38	0.38	0.38	0.37	0.40	0.40	0.40	0.39	0.38	0.39	0.40
4228	Beer, wine, & distilled alcoholic beverages	1.10	1.10	1.10	1.08	1.05	1.08	1.03	1.02	1.04	1.06	1.07	1.10
4229	Miscellaneous nondurable goods	1.18	1.21	1.26	1.25	1.16	1.22	1.21	1.20	1.26	1.21	1.19	1.21

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1993												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**138,122**	**135,456**	**156,575**	**151,526**	**150,551**	**154,825**	**149,582**	**155,649**	**155,383**	**157,105**	**153,004**	**152,212**	**1,809,990**
421	**Durable goods**	**66,832**	**66,841**	**77,943**	**75,259**	**73,520**	**78,243**	**75,849**	**79,643**	**79,741**	**80,755**	**77,389**	**77,064**	**909,079**
4211	Motor vehicle & motor vehicle parts & supplies	11,289	11,568	13,221	13,297	13,105	12,828	13,222	12,859	12,723	13,425	12,606	12,389	152,532
4212	Furniture & home furnishings	2,128	2,183	2,525	2,553	2,521	2,572	2,434	2,703	2,673	2,694	2,505	2,372	29,863
4213	Lumber & other construction materials	3,441	3,869	4,338	4,352	4,256	4,524	4,327	4,652	4,502	4,501	4,414	4,129	51,305
4214	Professional & commercial equip. & supplies	11,915	11,847	13,330	12,465	11,363	13,139	12,705	13,386	14,113	13,929	13,019	13,996	155,207
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	6,326	5,933	7,124	6,737	6,690	7,218	6,386	6,750	6,722	6,483	6,047	6,214	78,630
4216	Electrical goods	7,932	8,189	9,379	9,109	8,941	9,875	9,917	10,647	11,319	11,310	10,906	10,428	117,952
4217	Hardware, & plumbing & heating equip. & supplies	2,974	3,044	3,371	3,430	3,512	3,872	3,768	3,973	3,832	3,964	3,805	3,514	43,059
4218	Machinery, equipment, & supplies	11,869	11,829	14,657	14,127	13,764	14,380	13,494	13,922	13,511	13,604	13,055	13,612	161,824
4219	Miscellaneous durable goods	8,958	8,379	9,998	9,189	9,368	9,835	9,596	10,751	10,346	10,845	11,032	10,410	118,707
422	**Nondurable goods**	**71,290**	**68,615**	**78,632**	**76,267**	**77,031**	**76,582**	**73,733**	**76,006**	**75,642**	**76,350**	**75,615**	**75,148**	**900,911**
4221	Paper & paper products	3,908	3,741	4,309	4,101	3,960	4,341	4,051	4,287	4,313	4,516	4,399	4,286	50,212
4222	Drugs & druggists' sundries	5,725	5,343	5,929	5,649	5,299	5,710	5,385	5,624	5,867	6,045	6,136	6,285	68,997
4223	Apparel, piece goods, & notions	4,776	5,084	5,672	4,969	4,431	5,530	5,415	6,494	6,721	6,523	5,922	4,145	65,682
4224	Groceries & related products	23,057	21,215	24,407	23,896	24,520	24,267	24,182	23,597	23,688	23,356	23,642	23,877	283,704
4225	Farm product raw materials	8,802	7,987	9,270	8,106	8,606	7,667	7,252	7,694	7,254	8,088	8,095	9,218	98,039
4226	Chemicals & allied products	3,129	3,251	3,680	3,426	3,414	3,584	3,191	3,325	3,367	3,154	3,240	3,126	39,887
4227	Petroleum & petroleum products	10,439	10,231	11,394	11,297	11,113	10,404	10,156	10,738	10,497	11,133	10,529	9,797	127,728
4228	Beer, wine, & distilled alcoholic beverages	3,031	3,261	4,160	4,377	4,307	4,696	4,458	4,457	4,364	4,236	4,500	4,974	50,821
4229	Miscellaneous nondurable goods	8,423	8,502	9,811	10,446	11,381	10,383	9,643	9,790	9,571	9,299	9,152	9,440	115,841
	Inventories, total	**197,584**	**195,930**	**195,565**	**196,842**	**194,301**	**193,380**	**194,748**	**194,099**	**195,604**	**199,923**	**201,651**	**202,428**	**X**
421	**Durable goods**	**119,095**	**119,508**	**120,175**	**121,710**	**121,566**	**120,689**	**122,592**	**122,736**	**122,319**	**123,092**	**123,030**	**123,264**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	21,101	21,470	21,272	21,342	20,719	19,558	19,894	19,949	20,117	20,431	20,726	20,644	X
4212	Furniture & home furnishings	4,023	4,063	4,160	4,102	4,232	4,239	4,147	4,193	4,193	4,156	4,146	4,129	X
4213	Lumber & other construction materials	5,207	5,247	5,601	5,597	5,430	5,358	5,243	5,134	5,078	5,030	4,867	5,119	X
4214	Professional & commercial equip. & supplies	16,937	16,582	16,926	17,079	17,042	17,015	17,700	17,525	17,388	17,821	17,816	17,959	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	10,314	10,169	10,374	10,611	10,473	10,869	10,945	10,711	10,783	10,741	10,449	11,185	X
4216	Electrical goods	14,296	14,319	14,423	14,463	14,814	15,090	15,367	15,553	15,501	15,463	15,332	15,058	X
4217	Hardware, & plumbing & heating equip. & supplies	6,395	6,459	6,524	6,526	6,489	6,348	6,415	6,477	6,483	6,537	6,597	6,614	X
4218	Machinery, equipment, & supplies	28,131	28,433	28,444	28,811	28,646	28,538	28,443	28,371	27,901	28,143	28,339	28,111	X
4219	Miscellaneous durable goods	12,691	12,766	12,451	13,179	13,721	13,674	14,438	14,823	14,875	14,770	14,758	14,445	X
422	**Nondurable goods**	**78,489**	**76,422**	**75,390**	**75,132**	**72,735**	**72,691**	**72,156**	**71,363**	**73,285**	**76,831**	**78,621**	**79,164**	**X**
4221	Paper & paper products	4,695	4,439	4,560	4,589	4,412	4,519	4,494	4,430	4,477	4,504	4,386	4,756	X
4222	Drugs & druggists' sundries	10,496	9,846	9,537	9,415	8,895	9,122	9,470	9,327	9,810	9,982	10,089	10,663	X
4223	Apparel, piece goods, & notions	10,709	10,163	10,080	9,612	10,309	11,226	11,034	11,076	11,769	11,091	10,719	11,429	X
4224	Groceries & related products	17,950	17,622	17,453	18,107	17,693	17,194	16,812	16,567	17,189	18,030	18,205	17,969	X
4225	Farm product raw materials	10,217	9,819	8,920	8,262	7,143	6,634	6,681	6,130	5,870	8,447	10,416	10,627	X
4226	Chemicals & allied products	3,719	3,848	3,940	3,863	4,031	4,039	3,996	4,158	4,091	4,084	4,059	4,064	X
4227	Petroleum & petroleum products	4,207	4,082	3,965	4,059	4,066	4,095	4,129	4,356	4,291	4,300	4,162	3,757	X
4228	Beer, wine, & distilled alcoholic beverages	4,302	4,370	4,476	4,636	4,421	4,438	4,468	4,340	4,646	4,984	4,835	4,312	X
4229	Miscellaneous nondurable goods	12,194	12,233	12,459	12,589	11,765	11,424	11,072	10,979	11,142	11,409	11,750	11,587	X
	Inventories/sales ratios, total	**1.43**	**1.45**	**1.25**	**1.30**	**1.29**	**1.25**	**1.30**	**1.25**	**1.26**	**1.27**	**1.32**	**1.33**	**X**
421	**Durable goods**	**1.78**	**1.79**	**1.54**	**1.62**	**1.65**	**1.54**	**1.62**	**1.54**	**1.53**	**1.52**	**1.59**	**1.60**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.87	1.86	1.61	1.61	1.58	1.52	1.50	1.55	1.58	1.52	1.64	1.67	X
4212	Furniture & home furnishings	1.89	1.86	1.65	1.61	1.68	1.65	1.70	1.55	1.57	1.54	1.66	1.74	X
4213	Lumber & other construction materials	1.51	1.36	1.29	1.29	1.28	1.18	1.21	1.10	1.13	1.12	1.10	1.24	X
4214	Professional & commercial equip. & supplies	1.42	1.40	1.27	1.37	1.50	1.29	1.39	1.31	1.23	1.28	1.37	1.28	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	1.63	1.71	1.46	1.58	1.57	1.51	1.71	1.59	1.60	1.66	1.73	1.80	X
4216	Electrical goods	1.80	1.75	1.54	1.59	1.66	1.53	1.55	1.46	1.37	1.37	1.41	1.44	X
4217	Hardware, & plumbing & heating equip. & supplies	2.15	2.12	1.94	1.90	1.85	1.64	1.70	1.63	1.69	1.65	1.73	1.88	X
4218	Machinery, equipment, & supplies	2.37	2.40	1.94	2.04	2.08	1.98	2.11	2.04	2.07	2.07	2.17	2.07	X
4219	Miscellaneous durable goods	1.42	1.52	1.25	1.43	1.46	1.39	1.50	1.38	1.44	1.36	1.34	1.39	X
422	**Nondurable goods**	**1.10**	**1.11**	**0.96**	**0.99**	**0.94**	**0.95**	**0.98**	**0.94**	**0.97**	**1.01**	**1.04**	**1.05**	**X**
4221	Paper & paper products	1.20	1.19	1.06	1.12	1.11	1.04	1.11	1.03	1.04	1.00	1.00	1.11	X
4222	Drugs & druggists' sundries	1.83	1.84	1.61	1.67	1.68	1.60	1.76	1.66	1.67	1.65	1.64	1.70	X
4223	Apparel, piece goods, & notions	2.24	2.00	1.78	1.93	2.33	2.03	2.04	1.71	1.75	1.70	1.81	2.76	X
4224	Groceries & related products	0.78	0.83	0.72	0.76	0.72	0.71	0.70	0.70	0.73	0.77	0.77	0.75	X
4225	Farm product raw materials	1.16	1.23	0.96	1.02	0.83	0.87	0.92	0.80	0.81	1.04	1.29	1.15	X
4226	Chemicals & allied products	1.19	1.18	1.07	1.13	1.18	1.13	1.25	1.25	1.22	1.29	1.25	1.30	X
4227	Petroleum & petroleum products	0.40	0.40	0.35	0.36	0.37	0.39	0.41	0.41	0.41	0.39	0.40	0.38	X
4228	Beer, wine, & distilled alcoholic beverages	1.42	1.34	1.08	1.06	1.03	0.95	1.00	0.97	1.06	1.18	1.07	0.87	X
4229	Miscellaneous nondurable goods	1.45	1.44	1.27	1.21	1.03	1.10	1.15	1.12	1.16	1.23	1.28	1.23	X

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1992											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	ADJUSTED[1]												
	Sales, total	**140,555**	**141,037**	**142,205**	**142,469**	**141,139**	**143,070**	**146,114**	**144,479**	**146,259**	**146,181**	**146,552**	**145,554**
421	**Durable goods**	**65,818**	**67,136**	**67,852**	**68,754**	**67,528**	**69,401**	**70,242**	**69,588**	**69,957**	**70,303**	**71,747**	**71,356**
4211	Motor vehicle & motor vehicle parts & supplies	12,020	12,162	12,296	12,146	12,193	12,615	12,468	12,497	12,649	12,809	12,787	12,457
4212	Furniture & home furnishings	2,329	2,326	2,331	2,372	2,343	2,396	2,306	2,313	2,365	2,331	2,542	2,465
4213	Lumber & other construction materials	3,630	3,736	3,726	3,816	3,826	3,862	3,821	3,835	3,917	3,858	3,855	3,772
4214	Professional & commercial equip. & supplies	10,362	10,530	10,595	11,506	10,954	10,939	11,272	11,100	11,036	11,254	11,674	11,692
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	6,218	6,309	6,355	6,213	6,298	6,328	6,460	6,692	6,391	6,159	6,553	6,555
4216	Electrical goods	8,159	8,157	8,036	8,015	7,875	8,035	8,227	8,099	8,035	8,104	8,533	8,632
4217	Hardware, & plumbing & heating equip. & supplies	3,412	3,408	3,362	3,554	3,435	3,469	3,470	3,378	3,413	3,412	3,468	3,456
4218	Machinery, equipment, & supplies	11,285	11,577	12,255	12,285	11,965	12,360	12,061	12,367	12,667	12,934	12,682	12,538
4219	Miscellaneous durable goods	8,403	8,931	8,896	8,847	8,639	9,397	10,157	9,307	9,484	9,442	9,653	9,789
422	**Nondurable goods**	**74,737**	**73,901**	**74,353**	**73,715**	**73,611**	**73,669**	**75,872**	**74,891**	**76,302**	**75,878**	**74,805**	**74,198**
4221	Paper & paper products	4,046	3,979	4,015	3,998	3,970	3,918	4,151	3,935	3,908	3,977	3,983	4,078
4222	Drugs & druggists' sundries	5,491	5,473	5,515	5,444	5,518	5,653	5,616	5,562	5,512	5,661	5,585	5,735
4223	Apparel, piece goods, & notions	5,278	5,215	5,105	4,860	5,084	4,769	5,229	5,443	5,180	5,456	5,330	5,401
4224	Groceries & related products	22,849	23,062	23,047	22,925	22,511	22,342	23,035	22,690	22,942	22,752	22,763	23,010
4225	Farm product raw materials	8,633	8,600	8,810	8,558	8,659	8,487	9,030	9,024	9,894	8,916	8,793	8,583
4226	Chemicals & allied products	3,138	3,147	3,197	3,140	3,230	3,312	3,358	3,354	3,348	3,338	3,120	3,346
4227	Petroleum & petroleum products	11,111	10,835	11,040	11,093	11,287	11,899	11,977	11,595	11,718	12,121	11,449	11,087
4228	Beer, wine, & distilled alcoholic beverages	4,302	4,323	4,199	4,397	4,159	4,091	4,109	4,116	4,093	4,095	4,169	4,169
4229	Miscellaneous nondurable goods	9,889	9,267	9,425	9,300	9,193	9,198	9,367	9,172	9,707	9,562	9,613	8,789
	Inventories, total	**184,846**	**185,861**	**187,080**	**186,363**	**185,594**	**189,314**	**188,381**	**189,020**	**189,690**	**189,876**	**191,537**	**193,056**
421	**Durable goods**	**113,944**	**114,338**	**114,688**	**114,467**	**114,293**	**116,437**	**115,553**	**116,691**	**117,319**	**117,248**	**118,349**	**119,334**
4211	Motor vehicle & motor vehicle parts & supplies	19,942	20,173	20,438	20,019	19,929	19,976	19,932	20,110	20,716	20,868	21,097	21,380
4212	Furniture & home furnishings	3,992	4,036	4,001	4,208	4,075	4,050	4,045	3,980	3,975	3,976	4,051	4,130
4213	Lumber & other construction materials	4,614	4,507	4,539	4,810	4,686	4,723	4,815	4,814	4,833	4,928	4,903	4,982
4214	Professional & commercial equip. & supplies	16,674	16,649	16,121	16,148	16,357	16,873	16,357	16,754	16,870	16,272	16,689	16,720
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	9,985	10,226	10,189	10,199	10,225	10,267	10,089	10,078	10,193	10,277	10,243	10,227
4216	Electrical goods	13,617	13,530	13,523	13,738	13,578	13,656	13,710	13,692	13,747	14,414	14,165	14,451
4217	Hardware, & plumbing & heating equip. & supplies	6,553	6,573	6,546	6,614	6,677	6,624	6,697	6,699	6,564	6,524	6,422	6,334
4218	Machinery, equipment, & supplies	26,496	26,339	26,769	26,976	26,686	27,386	27,486	27,772	27,641	27,215	27,913	28,224
4219	Miscellaneous durable goods	12,071	12,305	12,562	11,755	12,080	12,882	12,422	12,792	12,780	12,774	12,866	12,886
422	**Nondurable goods**	**70,902**	**71,523**	**72,392**	**71,896**	**71,301**	**72,877**	**72,828**	**72,329**	**72,371**	**72,628**	**73,188**	**73,722**
4221	Paper & paper products	4,099	4,192	4,289	4,309	4,346	4,439	4,450	4,488	4,606	4,629	4,591	4,520
4222	Drugs & druggists' sundries	8,317	8,451	8,440	8,469	8,372	8,721	8,716	8,718	8,856	8,990	8,729	9,249
4223	Apparel, piece goods, & notions	9,700	9,885	10,321	10,217	10,215	10,474	10,433	10,187	10,239	10,292	10,263	10,432
4224	Groceries & related products	17,106	17,245	17,378	17,668	17,791	17,946	17,940	17,870	17,665	17,546	17,887	17,907
4225	Farm product raw materials	8,313	8,424	8,440	8,233	8,166	7,898	7,613	7,528	7,700	7,589	7,480	7,537
4226	Chemicals & allied products	3,452	3,523	3,628	3,700	3,629	3,734	3,818	3,726	3,566	3,579	3,742	3,661
4227	Petroleum & petroleum products	4,060	4,007	4,019	3,914	3,908	4,047	4,013	3,973	4,060	4,138	4,153	4,127
4228	Beer, wine, & distilled alcoholic beverages	4,783	4,706	4,861	4,651	4,638	4,728	4,719	4,733	4,584	4,593	4,655	4,525
4229	Miscellaneous nondurable goods	11,072	11,090	11,016	10,735	10,236	10,890	11,126	11,106	11,095	11,272	11,688	11,764
	Inventories/sales ratios, total	**1.32**	**1.32**	**1.32**	**1.31**	**1.31**	**1.32**	**1.29**	**1.31**	**1.30**	**1.30**	**1.31**	**1.33**
421	**Durable goods**	**1.73**	**1.70**	**1.69**	**1.66**	**1.69**	**1.68**	**1.65**	**1.68**	**1.68**	**1.67**	**1.65**	**1.67**
4211	Motor vehicle & motor vehicle parts & supplies	1.66	1.66	1.66	1.65	1.63	1.58	1.60	1.61	1.64	1.63	1.65	1.72
4212	Furniture & home furnishings	1.71	1.74	1.72	1.77	1.74	1.69	1.75	1.72	1.68	1.71	1.59	1.68
4213	Lumber & other construction materials	1.27	1.21	1.22	1.26	1.22	1.22	1.26	1.26	1.23	1.28	1.27	1.32
4214	Professional & commercial equip. & supplies	1.61	1.58	1.52	1.40	1.49	1.54	1.45	1.51	1.53	1.45	1.43	1.43
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	1.61	1.62	1.60	1.64	1.62	1.62	1.56	1.51	1.59	1.67	1.56	1.56
4216	Electrical goods	1.67	1.66	1.68	1.71	1.72	1.70	1.67	1.69	1.71	1.78	1.66	1.67
4217	Hardware, & plumbing & heating equip. & supplies	1.92	1.93	1.95	1.86	1.94	1.91	1.93	1.98	1.92	1.91	1.85	1.83
4218	Machinery, equipment, & supplies	2.35	2.28	2.18	2.20	2.23	2.22	2.28	2.25	2.18	2.10	2.20	2.25
4219	Miscellaneous durable goods	1.44	1.38	1.41	1.33	1.40	1.37	1.22	1.37	1.35	1.35	1.33	1.32
422	**Nondurable goods**	**0.95**	**0.97**	**0.97**	**0.98**	**0.97**	**0.99**	**0.96**	**0.97**	**0.95**	**0.96**	**0.98**	**0.99**
4221	Paper & paper products	1.01	1.05	1.07	1.08	1.09	1.13	1.07	1.14	1.18	1.16	1.15	1.11
4222	Drugs & druggists' sundries	1.51	1.54	1.53	1.56	1.52	1.54	1.55	1.57	1.61	1.59	1.56	1.61
4223	Apparel, piece goods, & notions	1.84	1.90	2.02	2.10	2.01	2.20	2.00	1.87	1.98	1.89	1.93	1.93
4224	Groceries & related products	0.75	0.75	0.75	0.77	0.79	0.80	0.78	0.79	0.77	0.77	0.79	0.78
4225	Farm product raw materials	0.96	0.98	0.96	0.96	0.94	0.93	0.84	0.83	0.78	0.85	0.85	0.88
4226	Chemicals & allied products	1.10	1.12	1.13	1.18	1.12	1.13	1.14	1.11	1.07	1.07	1.20	1.09
4227	Petroleum & petroleum products	0.37	0.37	0.36	0.35	0.35	0.34	0.34	0.34	0.35	0.34	0.36	0.37
4228	Beer, wine, & distilled alcoholic beverages	1.11	1.09	1.16	1.06	1.12	1.16	1.15	1.15	1.12	1.12	1.12	1.09
4229	Miscellaneous nondurable goods	1.12	1.20	1.17	1.15	1.11	1.18	1.19	1.21	1.14	1.18	1.22	1.34

See footnotes at end of table.

Table 1. **Revised Adjusted and Unadjusted Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: January 1992 Through December 2003**—Con.

[Sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1992												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	UNADJUSTED[2]													
	Sales, total	**136,122**	**130,247**	**147,671**	**143,975**	**138,904**	**147,825**	**147,729**	**144,152**	**148,933**	**155,068**	**142,675**	**148,322**	**1,731,623**
421	**Durable goods**	**62,262**	**61,348**	**71,291**	**68,969**	**65,474**	**72,649**	**70,742**	**69,926**	**72,644**	**75,741**	**69,689**	**72,072**	**832,807**
4211	Motor vehicle & motor vehicle parts & supplies	10,938	11,347	13,501	12,608	12,278	13,019	12,830	11,985	12,345	13,578	12,339	12,818	149,586
4212	Furniture & home furnishings	2,105	2,070	2,464	2,396	2,268	2,456	2,246	2,368	2,509	2,580	2,572	2,477	28,511
4213	Lumber & other construction materials	3,220	3,194	3,715	3,919	3,952	4,194	4,100	4,077	4,156	4,205	3,635	3,474	45,841
4214	Professional & commercial equip. & supplies	10,662	9,740	11,040	11,287	9,902	11,169	11,407	11,022	11,720	11,986	11,032	12,546	133,513
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4215	Metals & minerals, ex. petroleum	6,237	5,899	6,882	6,381	6,392	6,790	6,421	6,679	6,608	6,331	5,937	6,188	76,745
4216	Electrical goods	7,702	7,570	8,173	7,783	7,387	8,252	8,309	8,261	8,734	8,939	8,567	8,503	98,180
4217	Hardware, & plumbing & heating equip. & supplies	3,078	3,009	3,231	3,465	3,380	3,823	3,748	3,500	3,659	3,743	3,440	3,269	41,345
4218	Machinery, equipment, & supplies	10,732	10,570	13,309	12,752	11,881	13,361	12,001	12,243	12,756	13,568	11,655	12,714	147,542
4219	Miscellaneous durable goods	7,588	7,949	8,976	8,378	8,034	9,585	9,680	9,791	10,157	10,811	10,512	10,083	111,544
422	**Nondurable goods**	**73,860**	**68,899**	**76,380**	**75,006**	**73,430**	**75,176**	**76,987**	**74,226**	**76,289**	**79,327**	**72,986**	**76,250**	**898,816**
4221	Paper & paper products	4,151	3,657	4,103	4,010	3,823	4,036	4,209	3,931	3,998	4,295	3,899	4,017	48,129
4222	Drugs & druggists' sundries	5,897	5,112	5,620	5,406	5,170	5,693	5,616	5,217	5,622	6,040	5,540	6,136	67,069
4223	Apparel, piece goods, & notions	4,982	5,236	5,570	4,525	4,098	4,745	5,360	6,096	5,941	6,356	5,159	4,591	62,659
4224	Groceries & related products	22,506	21,494	23,277	23,154	22,804	22,632	23,703	22,645	22,942	23,412	22,513	23,746	274,828
4225	Farm product raw materials	9,557	8,308	9,576	8,455	8,460	8,037	8,515	8,365	9,290	9,397	8,617	9,647	106,224
4226	Chemicals & allied products	3,116	3,012	3,376	3,218	3,340	3,564	3,368	3,331	3,408	3,328	2,920	3,189	39,170
4227	Petroleum & petroleum products	11,322	10,217	11,139	11,193	11,310	11,887	12,205	11,479	11,566	12,630	11,254	11,331	137,533
4228	Beer, wine, & distilled alcoholic beverages	3,459	3,458	4,002	4,564	4,221	4,529	4,466	4,137	4,126	4,259	4,240	4,936	50,397
4229	Miscellaneous nondurable goods	8,870	8,405	9,717	10,481	10,204	10,053	9,545	9,025	9,396	9,610	8,844	8,657	112,807
	Inventories, total	**188,677**	**188,492**	**187,676**	**187,136**	**184,250**	**186,766**	**187,042**	**185,313**	**186,336**	**191,393**	**193,585**	**194,199**	**X**
421	**Durable goods**	**113,870**	**114,490**	**114,124**	**115,111**	**115,172**	**116,277**	**116,809**	**116,965**	**116,779**	**117,208**	**117,923**	**117,827**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	20,201	20,960	20,642	20,459	20,068	19,576	19,533	19,306	20,385	20,972	21,540	20,952	X
4212	Furniture & home furnishings	3,928	3,996	3,997	4,174	4,144	4,107	4,077	4,044	4,031	3,952	4,006	4,060	X
4213	Lumber & other construction materials	4,646	4,548	4,784	4,906	4,817	4,822	4,844	4,732	4,712	4,726	4,697	4,877	X
4214	Professional & commercial equip. & supplies	16,991	16,549	15,960	16,148	16,275	16,654	16,700	16,754	16,600	16,418	16,689	16,737	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	10,045	10,114	10,209	10,270	10,194	10,452	10,230	10,018	10,162	10,195	9,915	10,380	X
4216	Electrical goods	13,535	13,449	13,131	13,573	13,578	13,806	14,135	14,075	13,898	14,313	14,052	14,234	X
4217	Hardware, & plumbing & heating equip. & supplies	6,442	6,573	6,579	6,680	6,817	6,578	6,730	6,779	6,603	6,485	6,306	6,264	X
4218	Machinery, equipment, & supplies	26,337	26,365	26,876	27,381	27,006	27,413	27,678	27,966	27,199	27,079	27,801	27,772	X
4219	Miscellaneous durable goods	11,745	11,936	11,946	11,520	12,273	12,869	12,882	13,291	13,189	13,068	12,917	12,551	X
422	**Nondurable goods**	**74,807**	**74,002**	**73,552**	**72,025**	**69,078**	**70,489**	**70,233**	**68,348**	**69,557**	**74,185**	**75,662**	**76,372**	**X**
4221	Paper & paper products	4,271	4,175	4,366	4,382	4,229	4,430	4,419	4,349	4,551	4,601	4,554	4,606	X
4222	Drugs & druggists' sundries	9,007	8,789	8,389	8,401	7,845	8,363	8,568	8,308	8,741	9,170	8,834	9,647	X
4223	Apparel, piece goods, & notions	10,010	9,796	10,156	9,645	9,755	10,725	10,704	10,421	10,495	10,271	9,945	10,714	X
4224	Groceries & related products	17,209	16,917	17,030	17,491	17,631	17,784	17,581	17,155	17,718	18,336	18,656	18,462	X
4225	Farm product raw materials	10,865	10,597	9,605	8,389	7,137	6,121	5,702	5,172	5,475	7,968	9,006	9,271	X
4226	Chemicals & allied products	3,386	3,565	3,697	3,719	3,702	3,797	3,791	3,812	3,505	3,479	3,697	3,610	X
4227	Petroleum & petroleum products	3,983	3,895	3,842	3,808	3,842	4,002	4,061	4,112	4,178	4,287	4,249	4,168	X
4228	Beer, wine, & distilled alcoholic beverages	4,539	4,546	4,735	4,693	4,568	4,671	4,771	4,724	4,731	5,038	4,986	4,177	X
4229	Miscellaneous nondurable goods	11,537	11,722	11,732	11,497	10,369	10,596	10,636	10,295	10,163	11,035	11,735	11,717	X
	Inventories/sales ratios, total	**1.39**	**1.45**	**1.27**	**1.30**	**1.33**	**1.26**	**1.27**	**1.29**	**1.25**	**1.23**	**1.36**	**1.31**	**X**
421	**Durable goods**	**1.83**	**1.87**	**1.60**	**1.67**	**1.76**	**1.60**	**1.65**	**1.67**	**1.61**	**1.55**	**1.69**	**1.63**	**X**
4211	Motor vehicle & motor vehicle parts & supplies	1.85	1.85	1.53	1.62	1.63	1.50	1.52	1.61	1.65	1.54	1.75	1.63	X
4212	Furniture & home furnishings	1.87	1.93	1.62	1.74	1.83	1.67	1.82	1.71	1.61	1.53	1.56	1.64	X
4213	Lumber & other construction materials	1.44	1.42	1.29	1.25	1.22	1.15	1.18	1.16	1.13	1.12	1.29	1.40	X
4214	Professional & commercial equip. & supplies	1.59	1.70	1.45	1.43	1.64	1.49	1.46	1.52	1.42	1.37	1.51	1.33	X
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	X
4215	Metals & minerals, ex. petroleum	1.61	1.71	1.48	1.61	1.59	1.54	1.59	1.50	1.54	1.61	1.67	1.68	X
4216	Electrical goods	1.76	1.78	1.61	1.74	1.84	1.67	1.70	1.70	1.59	1.60	1.64	1.67	X
4217	Hardware, & plumbing & heating equip. & supplies	2.09	2.18	2.04	1.93	2.02	1.72	1.80	1.94	1.80	1.73	1.83	1.92	X
4218	Machinery, equipment, & supplies	2.45	2.49	2.02	2.15	2.27	2.05	2.31	2.28	2.13	2.00	2.39	2.18	X
4219	Miscellaneous durable goods	1.55	1.50	1.33	1.38	1.53	1.34	1.33	1.36	1.30	1.21	1.23	1.24	X
422	**Nondurable goods**	**1.01**	**1.07**	**0.96**	**0.96**	**0.94**	**0.94**	**0.91**	**0.92**	**0.91**	**0.94**	**1.04**	**1.00**	**X**
4221	Paper & paper products	1.03	1.14	1.06	1.09	1.11	1.10	1.05	1.11	1.14	1.07	1.17	1.15	X
4222	Drugs & druggists' sundries	1.53	1.72	1.49	1.55	1.52	1.47	1.53	1.59	1.55	1.52	1.59	1.57	X
4223	Apparel, piece goods, & notions	2.01	1.87	1.82	2.13	2.38	2.26	2.00	1.71	1.77	1.62	1.93	2.33	X
4224	Groceries & related products	0.76	0.79	0.73	0.76	0.77	0.79	0.74	0.76	0.77	0.78	0.83	0.78	X
4225	Farm product raw materials	1.14	1.28	1.00	0.99	0.84	0.76	0.67	0.62	0.59	0.85	1.05	0.96	X
4226	Chemicals & allied products	1.09	1.18	1.10	1.16	1.11	1.07	1.13	1.14	1.03	1.05	1.27	1.13	X
4227	Petroleum & petroleum products	0.35	0.38	0.34	0.34	0.34	0.34	0.33	0.36	0.36	0.34	0.38	0.37	X
4228	Beer, wine, & distilled alcoholic beverages	1.31	1.31	1.18	1.03	1.08	1.03	1.07	1.14	1.15	1.18	1.18	0.85	X
4229	Miscellaneous nondurable goods	1.30	1.39	1.21	1.10	1.02	1.05	1.11	1.14	1.08	1.15	1.33	1.35	X

[p]Preliminary estimates. (NA) Not available. (X) Cumulative estimates are not applicable for inventories or inventories/sales ratios.

[1]Estimates are adjusted for seasonal variations and, in the case of sales, also for trading-day differences. Cumulative seasonally adjusted sales estimates are not tabulated.

[2]Estimates are not adjusted for seasonal variations or trading-day differences.

Note: Estimates have not been adjusted for price changes. Tables 3 and 4 provide measures of sampling variability of estimated monthly and annual totals, respectively. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/whltable.html.

Table 2. **Estimated Annual Purchases, Gross Margins and Gross Margins as a Percent of Sales for Merchant Wholesalers by Kind of Business: 1993 through 2002**

[Purchases and gross margins estimates are shown in millions of dollars. Estimates are based on data from the Annual Wholesale Trade Survey and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the 1997 Economic Census]

NAICS code	Kind of business	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
	Purchases, total	**1,454,639**	**1,552,452**	**1,684,737**	**1,783,255**	**1,870,696**	**1,904,330**	**2,030,167**	**2,201,353**	**2,151,205**	**2,182,758**
421	**Durable goods**	**702,455**	**780,580**	**851,768**	**886,539**	**946,388**	**979,757**	**1,047,406**	**1,097,217**	**1,023,140**	**1,009,855**
4211	Motor vehicle & motor vehicle parts & supplies	125,192	133,786	130,452	132,055	132,315	137,190	156,279	157,565	162,048	170,046
4212	Furniture & home furnishings	21,165	22,452	24,581	25,702	27,747	29,191	30,718	33,226	31,180	30,404
4213	Lumber & other construction materials	41,952	46,389	45,292	48,154	50,364	52,215	58,778	58,203	59,684	63,444
4214	Professional & commercial equip. & supplies	115,919	127,968	154,635	169,044	184,485	198,258	214,433	209,961	189,060	184,500
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	118,562	127,204	136,557	127,238	100,882	91,552
4215	Metals & minerals, ex. petroleum	63,313	72,445	75,099	75,380	81,121	79,174	76,190	81,951	73,052	70,663
4216	Electrical goods	90,456	109,026	128,655	131,385	142,142	145,893	162,285	187,331	163,877	157,420
4217	Hardware, & plumbing & heating equip. & supplies	31,691	36,819	38,739	40,613	43,249	45,568	47,728	50,400	46,680	47,891
4218	Machinery, equipment, & supplies	118,761	129,238	142,032	153,130	165,740	179,124	180,961	185,940	176,158	161,557
4219	Miscellaneous durable goods	94,006	102,457	112,283	111,076	119,225	113,144	120,034	132,640	121,401	123,930
422	**Nondurable goods**	**752,184**	**771,872**	**832,969**	**896,716**	**924,308**	**924,573**	**982,761**	**1,104,136**	**1,128,065**	**1,172,903**
4221	Paper & paper products	37,668	42,331	51,692	50,675	52,082	54,772	58,572	63,186	60,533	59,848
4222	Drugs & druggists' sundries	62,018	67,145	73,828	82,896	94,006	108,696	127,712	148,375	177,269	205,392
4223	Apparel, piece goods, & notions	47,855	49,890	48,738	52,204	59,510	59,850	59,197	61,901	60,366	62,993
4224	Groceries & related products	239,874	244,903	258,072	264,979	277,468	291,173	303,950	323,014	326,008	335,310
4225	Farm product raw materials	89,229	89,065	105,914	122,086	115,331	99,757	93,782	99,374	99,071	102,591
4226	Chemicals & allied products	30,692	33,675	38,700	40,798	42,607	41,482	41,321	44,417	44,376	44,316
4227	Petroleum & petroleum products	115,402	112,611	113,930	129,948	126,159	104,592	121,962	171,144	164,915	166,156
4228	Beer, wine, & distilled alcoholic beverages	38,633	40,039	39,862	42,445	44,317	46,702	50,589	53,305	55,461	58,802
4229	Miscellaneous nondurable goods	90,813	92,213	102,233	110,685	112,828	117,549	125,676	139,420	140,066	137,495
	Gross margins, total	**363,580**	**397,983**	**446,254**	**458,864**	**481,500**	**488,384**	**526,152**	**559,911**	**537,280**	**560,952**
421	**Durable goods**	**212,061**	**236,238**	**266,546**	**272,992**	**288,765**	**295,742**	**315,965**	**333,317**	**305,211**	**322,213**
4211	Motor vehicle & motor vehicle parts & supplies	27,032	29,811	32,810	33,149	35,132	36,622	41,953	42,989	41,538	46,726
4212	Furniture & home furnishings	8,767	8,997	10,378	10,890	11,382	11,427	12,364	14,015	13,197	13,227
4213	Lumber & other construction materials	9,595	9,988	9,773	11,203	11,362	11,201	13,186	12,936	13,951	14,723
4214	Professional & commercial equip. & supplies	40,510	40,308	46,143	51,931	55,795	54,533	60,719	59,512	58,380	64,771
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	22,472	24,036	21,719	19,565	21,419
4215	Metals & minerals, ex. petroleum	16,122	18,110	19,669	19,575	20,263	18,666	18,621	21,308	18,304	19,645
4216	Electrical goods	28,320	34,863	42,646	39,512	40,558	42,484	49,049	56,350	43,988	45,672
4217	Hardware, & plumbing & heating equip. & supplies	11,718	13,492	13,416	14,193	14,171	15,582	15,999	17,686	17,601	18,081
4218	Machinery, equipment, & supplies	43,402	48,453	53,385	55,325	62,450	69,403	65,780	67,179	62,212	59,240
4219	Miscellaneous durable goods	26,595	32,216	38,326	37,214	37,652	35,824	38,294	41,342	36,040	40,128
422	**Nondurable goods**	**151,519**	**161,745**	**179,708**	**185,872**	**192,735**	**192,642**	**210,187**	**226,594**	**232,069**	**238,739**
4221	Paper & paper products	12,694	13,280	14,833	14,083	15,050	15,217	16,552	18,277	16,010	16,742
4222	Drugs & druggists' sundries	7,995	9,618	9,542	12,785	14,995	17,866	22,064	24,483	29,993	29,087
4223	Apparel, piece goods, & notions	18,542	19,367	18,407	21,250	26,386	24,355	24,933	26,354	27,306	27,929
4224	Groceries & related products	43,337	45,281	51,330	52,618	53,527	53,455	60,059	61,482	62,912	68,546
4225	Farm product raw materials	10,166	10,845	16,009	12,655	10,600	8,241	7,827	8,891	9,052	8,399
4226	Chemicals & allied products	9,649	9,978	12,032	13,077	13,694	13,840	14,172	14,500	15,316	16,314
4227	Petroleum & petroleum products	11,915	13,540	12,469	14,014	12,790	11,183	13,481	17,195	15,484	15,577
4228	Beer, wine, & distilled alcoholic beverages	12,323	12,089	12,759	13,834	14,380	15,431	17,244	18,664	19,547	21,621
4229	Miscellaneous nondurable goods	24,898	27,747	32,327	31,556	31,313	33,054	33,855	36,748	36,449	34,524
	Gross margins/sales ratio, total	**20.09**	**20.58**	**21.10**	**20.49**	**20.63**	**20.52**	**20.72**	**20.41**	**19.89**	**20.46**
421	**Durable goods**	**23.33**	**23.53**	**24.08**	**23.60**	**23.60**	**23.36**	**23.35**	**23.45**	**22.68**	**24.15**
4211	Motor vehicle & motor vehicle parts & supplies	17.72	18.25	20.15	20.00	21.08	21.14	21.43	21.55	20.20	21.69
4212	Furniture & home furnishings	29.36	28.75	29.91	29.81	29.19	28.27	28.89	29.99	29.42	30.33
4213	Lumber & other construction materials	18.70	17.84	17.71	18.96	18.53	17.59	18.50	18.25	18.95	18.90
4214	Professional & commercial equip. & supplies	26.10	24.37	23.31	23.58	23.52	21.46	22.17	22.05	23.25	25.97
42143	Computer & computer peripheral equip. & software	NA	NA	NA	NA	NA	14.90	14.98	14.40	15.86	18.86
4215	Metals & minerals, ex. petroleum	20.50	20.32	20.67	20.72	20.15	19.22	19.64	20.74	19.73	21.87
4216	Electrical goods	24.01	24.68	25.40	23.04	22.24	22.75	23.54	23.44	20.66	22.35
4217	Hardware, & plumbing & heating equip. & supplies	27.21	27.41	25.81	26.15	24.75	25.82	25.22	26.35	27.19	27.36
4218	Machinery, equipment, & supplies	26.82	27.78	27.91	26.78	27.90	28.62	26.80	26.65	25.83	26.53
4219	Miscellaneous durable goods	22.40	24.04	25.57	25.11	24.19	24.26	24.34	24.02	22.61	24.44
422	**Nondurable goods**	**16.82**	**17.40**	**17.83**	**17.16**	**17.35**	**17.29**	**17.71**	**17.14**	**17.12**	**16.95**
4221	Paper & paper products	25.28	23.96	22.45	21.72	22.63	21.76	22.10	22.69	20.75	21.82
4222	Drugs & druggists' sundries	11.59	12.59	11.40	13.55	13.96	14.34	15.06	14.53	14.93	12.47
4223	Apparel, piece goods, & notions	28.23	28.26	27.23	29.06	31.28	28.93	29.32	29.86	31.11	30.67
4224	Groceries & related products	15.28	15.62	16.61	16.56	16.21	15.52	16.59	16.02	16.14	17.02
4225	Farm product raw materials	10.37	10.94	13.39	9.20	8.46	7.63	7.68	8.31	8.38	7.55
4226	Chemicals & allied products	24.19	23.05	23.94	24.40	24.43	25.13	25.64	24.56	25.68	26.99
4227	Petroleum & petroleum products	9.33	10.80	9.86	9.77	9.17	9.61	9.98	9.16	8.57	8.60
4228	Beer, wine, & distilled alcoholic beverages	24.25	23.24	24.31	24.73	24.66	24.96	25.56	26.08	26.01	27.11
4229	Miscellaneous nondurable goods	21.49	23.24	24.37	22.14	21.87	22.09	21.38	20.93	20.64	20.08

(NA) Not available.

Note: Estimates have not been adjusted for price changes. Table 4 provides estimated measures of sampling variability. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/whltable.html.

Table 3. **Estimated Coefficients of Variation of Monthly Sales and End-of-Month Inventories**

[Estimates are shown as percents. Estimates are based on data from the Monthly Wholesale Trade Survey and administrative records.]

NAICS CODE	Kind of Business	Sales		Inventories	
		Range	Median	Range	Median
	Merchant Wholesalers, total	**1.1-1.4**	**1.2**	**1.5-1.7**	**1.6**
421	**Durable goods**	**1.1-1.8**	**1.3**	**1.4-1.9**	**1.5**
4211	Motor Vehicle and Motor Vehicle Parts and Supplies	2.3-4.2	3.4	3.9-4.9	4.4
4212	Furniture and Home Furnishings	4.2-7.4	5.4	6.5-8.5	7.4
4213	Lumber & Other Construction Materials	4.0-5.5	5.0	5.2-6.9	6.2
4214	Professional and Commercial Equipment and Supplies	4.5-6.0	4.9	5.7-7.0	6.6
42143	Computer and Computer Peripheral Equipment and Software	7.5-9.8	8.2	6.5-8.9	7.4
4215	Metals and Minerals, ex. Petroleum	5.3-8.7	6.9	8.7-10.8	9.8
4216	Electrical Goods	3.1-4.3	3.5	4.5-5.5	4.9
4217	Hardware, and Plumbing and Heating Equipment and Supplies	7.3-8.8	7.9	10.4-11.3	10.8
4218	Machinery, Equipment, and Supplies	3.2-5.0	3.9	3.0-3.4	3.2
4219	Miscellaneous Durable Goods	3.6-5.7	4.6	6.9-8.2	7.5
422	**Nondurable goods**	**1.4-2.1**	**1.9**	**2.2-2.8**	**2.5**
4221	Paper and Paper Products	4.0-5.1	4.4	3.1-3.9	3.6
4222	Drugs and Druggists' Sundries	5.2-6.1	5.7	5.3-5.7	5.5
4223	Apparel, Piece Goods, and Notions	4.0-6.2	5.0	4.3-5.5	4.9
4224	Groceries and Related Products	2.9-4.4	3.8	5.7-9.5	6.6
4225	Farm Product Raw Materials	4.8-8.3	6.7	7.2-12.5	10.0
4226	Chemicals and Allied Products	4.5-5.6	5.1	6.9-7.7	7.1
4227	Petroleum and Petroleum Products	5.5-7.3	6.8	5.4-11.0	7.5
4228	Beer, Wine, and Distilled Alcoholic Beverages	3.6-4.3	4.0	4.5-5.7	5.2
4229	Miscellaneous Nondurable Goods	6.5-9.0	7.8	7.5-9.1	8.2

Note: The estimated coefficients of variation are based on estimates unadjusted for seasonal variation or trading-day differences. The ranges and medians were computed using the latest monthly estimates for January 2003 Through December 2003. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/mwts.html

Source: U S Census Bureau
Service Sector Statistics Division

Table 4. **Estimated Coefficients of Variation of Annual Sales, End-of-Year Inventories, Purchases, Gross Margins, and Gross Margin/Sales Ratios**

[Estimates are shown as percents. Estimates are based on data from the 2002 Annual Wholesale Trade Survey and administrative records.]

NAICS CODE	Kind of Business	Sales	Inventories	Purchases	Gross margin	Gross margin/ sales ratios
	Merchant Wholesalers, total	**1.1**	**1.4**	**1.2**	**1.4**	**0.8**
421	**Durable goods**	**1.6**	**1.9**	**1.8**	**1.7**	**1.0**
4211	Motor Vehicle and Motor Vehicle Parts and Supplies	3.3	2.4	3.7	2.3	1.9
4212	Furniture and Home Furnishings	4.1	6.1	4.0	5.6	2.4
4213	Lumber & Other Construction Materials	7.2	4.8	8.5	4.7	4.7
4214	Professional and Commercial Equipment and Supplies	4.6	6.9	5.1	4.7	3.3
42143	Computer and Computer Peripheral Equipment and Software.	7.2	8.8	7.5	8.4	6.4
4215	Metals and Minerals, ex. Petroleum	4.0	5.5	4.5	5.9	4.5
4216	Electrical Goods	4.2	3.8	4.3	5.3	2.4
4217	Hardware, and Plumbing and Heating Equipment and Supplies.	1.8	4.9	2.0	2.9	2.4
4218	Machinery, Equipment, and Supplies	3.2	3.8	3.6	3.2	2.2
4219	Miscellaneous Durable Goods	4.3	5.0	4.7	6.0	4.4
422	**Nondurable goods**	**1.0**	**1.6**	**0.9**	**2.2**	**1.4**
4221	Paper and Paper Products	2.4	3.0	2.7	3.0	2.5
4222	Drugs and Druggists' Sundries	3.0	3.1	2.8	6.2	4.8
4223	Apparel, Piece Goods, and Notions	4.4	3.9	4.6	4.9	2.7
4224	Groceries and Related Products	2.7	3.7	2.3	6.4	4.2
4225	Farm Product Raw Materials	4.3	6.7	4.3	7.9	7.0
4226	Chemicals and Allied Products	4.1	4.6	4.5	5.7	3.9
4227	Petroleum and Petroleum Products	4.3	4.5	4.1	7.5	4.1
4228	Beer, Wine, and Distilled Alcoholic Beverages	2.7	3.5	2.8	3.3	1.5
4229	Miscellaneous Nondurable Goods	5.1	6.4	5.4	4.9	3.4

Note:The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions.

Links to this information on the internet may be found at www.census.gov/svsd/www/whltable.html.

Source: U S Census Bureau
Service Sector Statistics Division

APPENDIX A
Explanatory Material

SAMPLE DESIGN AND ESTIMATION PROCEDURES

New samples were introduced with the 1999 Annual Wholesale Trade Survey (AWTS) and with the March 2001 Monthly Wholesale Trade Survey (MWTS). The new samples were designed to produce estimates based on the North American Industry Classification System (NAICS) and replace samples designed to produce estimates based on the Standard Industrial Classification (SIC) system. This section describes the design, selection, and estimation procedures for the new samples. For descriptions of the prior samples see the *Annual Benchmark Report for Wholesale Trade for January 1990 to February 2000* or prior benchmark reports.

Sampling Frame

The same sampling frame was used for the Monthly Wholesale Trade Survey (MWTS) and the Annual Wholesale Trade Survey (AWTS). The sampling frame has two types of sampling units represented -- Employer Identification Numbers (EINs) and large, multiple-establishment firms. Both sampling units represent clusters of one or more establishments owned or controlled by the same firm. The information used to create these sampling units was extracted from data collected as part of the 1997 Economic Census and from establishment records contained on the Census Bureau's Business Register as updated to June 1999. The next few paragraphs give details about the Business Register; the distinction between firms, EINs, and establishments; and the construction of the sampling units. Though important, they are not essential to understanding the basic sample design and readers may continue to the **Stratification, Sampling Rates, and Allocation** section.

The Business Register is a multi-relational database that contains a record for each known establishment that is located in the United States or one of its territories and has employees. An *establishment* is a single physical location where business transactions take place and for which payroll and employment records are kept. Groups of one or more establishments under common ownership or control are *firms*. A *singleunit* firm owns or operates only one establishment. A *multiunit* firm owns or operates two or more establishments. The treatment of establishments on the Business Register differs according to whether the establishment is part of a *singleunit* or *multiunit* firm. In particular, the structure of an establishment's primary identifier on the Business Register differs depending on whether it is owned by a *singleunit* firm or by a *multiunit* firm.

A *singleunit* firm's primary identifier is its Employer Identification Number (EIN). The Internal Revenue Service (IRS) issues the EIN and the firm uses it as an identifier to report social security payments for its employees under the Federal Insurance Contributions Act (FICA). The same act requires all employer firms to use EINs. Each employer firm is associated with at least one EIN and only one firm can use a given EIN. Because a *singleunit* firm has only one establishment, there is a one-to-one relationship between the firm and the EIN. Thus the firm, the EIN, and the establishment all reference the same physical location and all three terms can be used interchangeably and unambiguously when referring to a *singleunit* firm.

For *multiunit* firms however, a different structure connects the firm with its establishments via the EIN. Essentially a *multiunit* firm is associated with a cluster of one or more EINs and EINs are associated with one or more establishments. A *multiunit* firm consists of at least two establishments. Each firm is associated with at least one EIN and only one firm can use a given EIN. However, one *multiunit* firm may have several EINs. Similarly, there is a one-to-many relationship between EINs and establishments. Each EIN can be associated with many establishments but each establishment is associated with only one EIN. Because of the possibility of one-to-many relationships, we must distinguish between the firm, its EINs, and its establishments. The *multiunit* firm that owns or controls a particular establishment is identified on the Business Register by way of the establishment's primary identifier.

The primary identifier of an establishment owned by a *multiunit* firm consists of a unique combination of an alpha number and a plant number. The alpha number identifies the *multiunit* firm, and the plant number identifies a particular establishment within that firm. All establishments owned or controlled by the same *multiunit* firm have the same alpha number. Different *multiunit* firms have different alpha numbers, and different establishments within the same *multiunit* firm have different plant numbers. The Census Bureau assigns both the alpha number to the *multiunit* firm and plant numbers to the corresponding establishments based on the results of the quinquennial economic census and the annual Company Organization Survey.

To create the sampling frame, we extract the records for all establishments classified as merchants within the Wholesale Trade sector as defined by the 1997 North American Industry Classification System. For these establishments, we extract sales, payroll, employment, inventory, name and address information, as well as primary identifiers and, for establishments owned by *multiunit* firms, associated EINs. To create the sampling units for *multiunit* firms, we aggregate the economic data of the establishments owned by these firms to an EIN level by tabulating the establishment data for all extracted establishment records (i.e., establishments classified in the Wholesale Trade sector) associated with the same EIN. Similarly we aggregate the data to a *multiunit* firm level by tabulating the establishment data for all extracted establishment records associated with the same alpha number. No aggregation is necessary to put *singleunit* establishment information on an EIN basis or a firm basis. Thus, the sampling units created for *singleunit* firms simultaneously represent establishment, EIN, and firm information. In summary, the sampling frame is a complex amalgam of establishments, EINs, and firms.

Stratification, Sampling Rates, and Allocation

The primary stratification of the frame is by kind-of-business group based on the detail required for this publication. We further stratify the sampling units within kind-of-business group (substratify) by a measure of size related to their annual sales. Sampling units expected to have a large effect on the precision of the estimates are selected "with certainty." This means they have a 100% chance of selection and will represent only themselves (i.e., have a selection probability of one and a sampling weight of one). Within each kind-of-business stratum we determined a substratum boundary that divides the certainty units from the noncertainty units. We based these cutoffs on a statistical analysis of data from the 1997 Economic Census. Accordingly, these

values are on a 1997 sales basis. We also used this analysis to identify companies with large 1997 inventory as certainty units, to determine the number of size substrata for each kind-of-business stratum, and to set preliminary sampling rates needed to achieve specified sampling variability objectives on sales (or inventory) estimates for different kind-of-business groups. The size substrata and sampling rates were later updated through an analysis of the sampling frame.

Sample Selection

The first step in the sample selection identified certainty firms. If a firm was selected with certainty and had more than one establishment at the time of sampling, any new establishments that the firm acquires, even if under new or different EINs, are included in the sample with certainty. However, if a *singleunit* firm was selected with certainty, only future establishments associated with that firm's originally-selected EIN are included in the sample with certainty; any new EINs that might later be associated with that firm are subjected to sampling through the quarterly birth-selection procedure (see **Sample Maintenance**).

All firms not selected with certainty were subjected to sampling on an EIN basis. If a firm had more than one EIN, we treated each of its EINs as a separate sampling unit. To be eligible for the initial sampling, an EIN used by a *singleunit* firm had to have nonzero payroll in 1998. EINs used by *multiunit* firms were required to have nonzero payroll in 1997. The EINs were stratified according to their major kind of business and their estimated annual sales (on a 1997 basis). Within each noncertainty stratum, a simple random sample of EINs was selected. We then assigned the selected noncertainty EINs to one of two groups. One group is canvassed for both the monthly and annual surveys, the other only for the annual survey. The maximum sampling weight for an EIN selected for the monthly survey was 800. The maximum sampling weight for an EIN selected for the annual survey was 400.

Sample Maintenance

Periodically, we update the samples to represent EINs issued since the initial sample selection. These new EINs, called births, are EINs recently assigned by the IRS, on the latest available IRS mailing list for FICA taxpayers, and assigned a kind-of-business classification (if possible) by the Social Security Administration (SSA).

EIN births are sampled on a quarterly basis using a two-phase selection procedure. To be eligible for selection, a birth must either have no kind-of-business classification or be classified in a kind of business within the scope of AWTS, the Annual Retail Trade Survey (ARTS), or the Service Annual Survey (SAS), and it must meet certain criteria regarding its number of paid employees or quarterly payroll. In the first phase, births are stratified by kind of business and a measure of size based on expected employment or quarterly payroll. A relatively large sample is drawn and canvassed to obtain a more reliable measure of size, consisting of sales in two recent months, and a new or more detailed kind-of-business classification.

Using this more reliable information, the selected births from the first phase are subjected to probability proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial AWTS, ARTS, and SAS samples from the June 1999 Business Register.

Because of the time it takes for a new employer firm to acquire an EIN from the IRS, and because of the time needed to accomplish the two-phase birth-selection procedure, births are added to the samples approximately nine months after they begin operation.

The processing of the EIN births differs between the monthly (MWTS) and annual (AWTS) surveys. For the MWTS, EIN births selected in a quarter are added into the survey during the next quarter. Because births are not represented in the monthly sample until they go through the two-phase selection procedure, an interim procedure is used to account for births during the period between the onset of activity and the time of birth selection. This consists of imputing data for all EINs selected in the monthly sample that go out of business but are still on the IRS mailing list.

For the AWTS, EIN births that are selected in the quarterly birth-selection procedure in November of the annual survey year are included in the initial mailing of the AWTS questionnaires in February of the following year. To better represent all EIN births in the annual survey year, and specifically to account for the time it takes to identify and select new EINs, we add births to the annual sample that are selected in February, May, and August of the year following the annual survey year. We mail survey forms to these births around June and August to supplement the initial annual survey mailing.

To be eligible for the sample canvass and tabulation, an EIN selected in the noncertainty sampling operations must meet both of the following requirements:

- It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.

- It must have been selected from the Business Register in either the initial sampling or during the quarterly birth-selection procedure.

EINs selected into the samples with certainty are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, the firm that used the EIN is contacted, and if a successor EIN is found, it is added to the survey.

Monthly Estimation Procedures

The estimates of monthly sales and end-of-month inventories published in this report are derived from data collected in the Monthly Wholesale Trade Survey (MWTS). Each month, all firms selected with certainty (sampling weight equal to 1) and one of the two groups of noncertainty (sampling weight greater than 1) EINs are asked to report their sales and inventory data for the month just ending. (As noted in the **Sample Selection** section, noncertainty EINs are assigned to one of two groups. One group is canvassed for the monthly and annual survey while the other group is canvassed only for the annual survey.) Estimates of monthly sales and end-of-month inventories are computed as the sum of weighted data (reported and imputed) for all selected sampling units that meet the tabulation criteria given in the **Sample Maintenance** section. The weight for a given sampling unit is the reciprocal of its probability of selection into the MWTS

sample. The monthly estimates are benchmarked using the corresponding annual survey estimates and economic census results. See the **Revisions to Previously Published Estimates** section located at the beginning of this report for a description of the benchmarking procedures.

Estimation Procedures for Annual Totals

Published estimates of annual sales, end-of-year inventories, and purchases for 2002 were computed by multiplying the revised 2001 annual estimates by the corresponding 2001-to-2002 change estimated from the 2001 and 2002 Annual Wholesale Trade Surveys. All firms selected with certainty and both groups of noncertainty EINs are asked to report data for the reference year. (Two years of data are requested in the year in which a new sample is introduced.) Estimates are computed as the sum of weighted data (reported and imputed) for all selected sampling units that meet the tabulation criteria given in the **Sample Maintenance** section. The weight for a given sampling unit is the reciprocal of its probability of selection into the AWTS sample. Because both groups of noncertainty EINs are canvassed for the annual survey, the annual estimates have less sampling variability than the corresponding monthly estimates. The annual estimates presented in this report have been adjusted using results of the 1997 Economic Census.

The estimates of total end-of-year inventory published in this report are on a non-LIFO basis. For those firms that reported inventory on a LIFO (last-in, first-out) basis, the LIFO reserve amount is **added** to the LIFO value to get inventory on a non-LIFO basis. In the annual survey, sampling units that used a LIFO cost basis for all or part of their inventory were asked to report LIFO reserves.

The estimates of gross margin represent sales minus the cost of goods sold (see **Definition of Terms** section) and are computed as a function of weighted sales, inventories, and purchases data from the AWTS.

RELIABILITY OF THE ESTIMATES

The total error of an estimate based on a sample survey is the difference between the estimate and the population parameter that it estimates. This error may be considered to be comprised of sampling error and nonsampling error. Sampling error is the difference between the estimate and the result that would be obtained from a complete enumeration of the sampling frame conducted under the same survey conditions. This error occurs because characteristics differ among sampling units and because only a subset of the entire population is measured in a sample survey. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. The accuracy of a survey result may be affected by these two types of errors.

Sampling and nonsampling errors are often measured by the quantities, bias and variance. The *bias* of an estimator of a population parameter is the difference, averaged over all possible samples of the same size and design, between the estimator and the population parameter being estimated. (The population parameter is usually unknown.) Any systematic error, or inaccuracy

that affects all samples of a specified design in a similar way, may bias the resulting estimates. The *variance* of an estimator is the squared difference, averaged over all possible samples of the same size and design, between the estimator and its average value.

Descriptions of sampling and nonsampling errors for the Monthly Wholesale Trade Survey (MWTS) and the Annual Wholesale Trade Survey (AWTS) are provided in the following sections.

Sampling Error

Because the estimates are based on a sample, exact agreement with results that would be obtained from a complete enumeration of merchant wholesale firms on the sampling frame using the same enumeration procedures is not expected. However, because each firm represented on the sampling frame has a known probability of being selected into the sample, it is possible to estimate the sampling variability of the survey estimates.

The particular sample used in this survey is one of a large number of samples of the same size that could have been selected using the same design. If all possible samples had been surveyed under the same conditions, an estimate of a population parameter of interest could have been obtained from each sample. These samples give rise to a distribution of estimates for the population parameter. A statistical measure of the variability among these estimates is the standard error, which can be approximated from any one sample. The *standard error* is defined as the square root of the variance. The *coefficient of variation* (or relative standard error) of an estimator is the standard error of the estimator divided by the estimator. Note that measures of sampling variability, such as the standard error and coefficient of variation, are estimated from the sample and are also subject to sampling variability. (Technically, we should refer to the *estimated* standard error or the *estimated* coefficient of variation of an estimator. However, for the sake of brevity, we have omitted this detail.) It is important to note that the standard error and coefficient of variation only measure sampling variability. They do not measure any systematic biases in the estimates. Table 3 provides the minimum, maximum, and median coefficients of variation for estimates of monthly sales and end-of-month inventories for each kind of business. The ranges and medians shown in Table 3 are based on the latest available MWTS estimates for January 2003 through December 2003. Coefficients of variation for estimates of annual sales, end-of-year inventories, purchases, gross margin, and gross margin-to-sales ratios for each kind of business are provided in Table 4. These coefficients of variation are based on 2002 AWTS data, adjusted using results of the 1997 Economic Census. (All coefficients of variation are expressed as percents.) The Census Bureau recommends that individuals using estimates contained in this report incorporate this information into their analyses, as sampling error could affect the conclusions drawn from these estimates.

The estimate from a particular sample and the standard error associated with the estimate can be used to construct a confidence interval. A *confidence interval* is a range about a given estimator that has a specified probability of containing the result of a complete enumeration of the sampling frame conducted under the same survey conditions. Associated with each interval is a percentage of confidence, which is interpreted as follows. If, for each possible sample, an estimate of a population parameter and its approximate standard error were obtained, then:

1. For approximately 90 percent of the possible samples, the interval from 1.645 standard errors below to 1.645 standard errors above the estimate would include the result of a complete enumeration.

2. For approximately 95 percent of the possible samples, the interval from 1.96 standard errors below to 1.96 standard errors above the estimate would include the result of a complete enumeration.

To illustrate the computation of a confidence interval for an estimate of total sales, assume that an estimate of total sales is $10,750 million and the coefficient of variation for this estimate is 1.8 percent, or 0.018. First obtain the standard error of the estimate by multiplying the total sales estimate by its coefficient of variation. For this example, multiply $10,750 million by 0.018. This yields a standard error of $193.5 million. The upper and lower bounds of the 90-percent confidence interval are computed as $10,750 million plus or minus 1.645 times $193.5 million. Consequently, the 90-percent confidence interval is $10,432 million to $11,068 million. If corresponding confidence intervals were constructed for all possible samples of the same size and design, approximately 9 out of 10 (90 percent) of these intervals would contain the result obtained from a complete enumeration.

Nonsampling Errors

Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate and may also occur in censuses. It is often helpful to think of nonsampling error as arising from deficiencies or mistakes in the survey process. In the MWTS and the AWTS, nonsampling error can be attributed to many sources: inability to obtain information about all units in the sample; response errors; differences in the interpretation of the questions; mistakes in coding or keying the data obtained; and other errors of collection, response, coverage, and processing. Additional nonsampling error may have been introduced by the method used to adjust the survey estimates using results of the 1997 Economic Census. Although no direct measurement of the potential biases due to nonsampling error has 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. The Census Bureau recommends that individuals using estimates in this report incorporate this information into their analyses, as nonsampling error could affect the conclusions drawn from these estimates.

A potential source of bias in the estimates is nonresponse. Nonresponse is defined as the inability to obtain all the intended measurements or responses about all selected units. Two types of nonresponse are often distinguished. *Unit nonresponse* is used to describe the inability to obtain any of the substantive measurements about a sampled unit. In most cases of unit nonresponse, the questionnaire was never returned to the Census Bureau, after several attempts to elicit a response. *Item nonresponse* occurs either when a question is unanswered or the response to the question fails computer or analyst edits.

For both unit and item nonresponse, a missing value is replaced by a predicted value obtained from an appropriate model for nonresponse. This procedure is called *imputation* and uses survey

data and administrative records as input. In any given month, imputed data amounts to about 30 percent of the total monthly wholesale sales estimate and about 32 percent of the total wholesale end-of-month inventory estimate. For the annual survey, imputed data amounts to about 10 percent of the total wholesale sales estimate, about 13 percent of the total wholesale end-of-year inventory estimate, and nearly 15 percent of the total purchases estimate.

ADJUSTMENT FOR SEASONAL AND TRADING-DAY VARIATION

We use the X-12 ARIMA Program to derive the factors for adjusting data for seasonal variations and, in the case of sales, for trading day differences. Seasonal adjustment of estimates is an approximation based on current and past experiences. Therefore, the adjustment could become less precise because of changes in economic conditions and other elements that introduce significant changes in seasonal and trading-day patterns.

Concurrent seasonal adjustment uses all available unadjusted estimates (including the latest *preliminary* estimates) as input to the X-12 ARIMA program. When unadjusted *preliminary* and final estimates become available, all estimates are used as input to the X-12 ARIMA program and new factors are applied to the *preliminary* and final estimates (1 month before the *preliminary*) and to the previous year estimates that correspond to the *preliminary* month.

SCOPE OF SURVEY

Wholesale trade, as defined by sector 42 of the 1997 North American Industry Classification System manual, as covered in the 1997 Census of Wholesale Trade and 1999 Annual Trade Survey (AWTS), includes establishments organized to sell or arrange the purchase or sale of a) goods to other wholesalers or retailers, b) capital or durable non-consumer goods, and c) raw and intermediate materials and supplies used in production.

- Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office with a design and location that is not intended to solicit walk-in traffic and with little or no display of merchandise.

- Customers are generally reached initially via telephone, in-person marketing or by specialized advertising.

- Follow-up orders are either vendor-initiated or client-initiated generally based on previous sales, and typically exhibit strong ties between sellers and buyers.

The two principal types of establishments included in wholesale trade are:

a) Merchant wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, drop shippers, import/export merchants and sales branches.

b) Agents, merchandise or commodity brokers, commission merchants, import/export agents and brokers, auction companies and manufacturers representatives.

DEFINITION OF TERMS

Sales. Sales include:

1. Merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in merchant wholesale trade;

2. Receipts from customers for rental or leasing of equipment, instruments, tools, etc.;

3. Receipts for delivery, installation, alteration, maintenance, repair, storage, and other services; and

4. Gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed along to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Sales that are made on an agency basis for others are included as gross sales. Direct shipments on orders from wholesalers are also included in sales. Total sales do not include non-operating income from such sources as investments, rental or sale of real estate, etc.

Sales exclude sales taxes and excise taxes collected directly from customers and paid directly to a local, State, or Federal tax agency. Also excluded are receipts from customers for carrying or other credit charges.

Inventories. Inventories represent stocks on a non-LIFO basis (firms that valued inventory on a LIFO basis included the values of LIFO reserve in the total inventory levels) of merchandise owned by merchant wholesalers at the end of the month, regardless of location, except for goods held outside the United States. Goods held on consignment and items not held for sale such as fixtures, equipment, and supplies are not included. Goods held in foreign trade zones in the United States are also included. Methods of valuation may vary according to the accounting practices of the firm.

Inventories/Sales Ratios. The inventories/sales ratios are derived by dividing the dollar value of inventories by the dollar value of sales. No adjustment is made in these ratios for the markup in sales which may vary from trade to trade.

Purchases. Purchases represent the total cost of merchandise acquired for resale during the year, whether or not payment for the merchandise was made during the year. Purchases are net of returns, allowances, and trade and cash discounts but include payments by the wholesaler for freight, insurance, import duties, and credit and other charges. Purchases exclude the cost of containers, wrapping, packaging, and selling supplies. Also excluded are liquor and tobacco tax stamps.

Cost of Goods Sold. Cost of goods sold are not shown in this report but can be derived by subtracting gross margin data from annual sales data. They represent the total cost of

merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in merchant wholesale trade. Cost of goods sold is calculated by adding all purchases of merchandise (net of returns, allowances, and discounts but including charges for freight, insurance, etc.) during the year to the beginning year inventories, then deducting the end-of-year inventories from the total. Firms were instructed to exclude the cost of containers, wrapping, packaging, and selling supplies in the cost of purchases. Purchase of tax stamps and payments of excise taxes often included by tobacco and liquor wholesalers in their purchases were excluded from cost of goods sold.

Gross Margin. Gross margin represents sales less cost of goods sold. Gross margin is equivalent to the cost of all materials (as distinguished from goods to be resold) and services provided in merchant wholesale establishments, whether provided by the merchant wholesaling firm itself or purchased by it from others. To the extent that it includes cost of contract work done by others on materials of the merchant wholesale firms, gross margin includes an element of value added by manufacturing.

Gross Margins as A Percent of Sales. Gross margins as a percent of sales is derived by dividing the gross margin by dollar value of sales. No adjustments are made for service revenues that may be included in sales data.

CLASSIFICATION DIFFERENCES BETWEEN THE MONTHLY SURVEY AND THE 1997 CENSUS OF WHOLESALE TRADE

Establishments in the census that are classified in the Farm Product Raw Materials group (NAICS code 4225) include, in their sales, products purchased and transferred to other company establishments. In the monthly survey, intercompany transfers are not included in sales. Because of these differences, we use estimates from the Annual Trade Survey (AWTS) .

Inventories were not benchmarked to the census inventory levels, because the census of wholesale trade does not include inventories of auxiliary and central administrative offices of merchant wholesale establishments. These offices, however, are included in the monthly and annual survey inventory estimates.

Appendix B.
NAICS Codes, Titles, and Descriptions

WHOLESALE TRADE

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production. Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office. These warehouses and offices are characterized by having little or no display of merchandise. In addition, neither the design nor the location of the premises is intended to solicit walk-in traffic. Wholesalers do not normally use advertising directed to the general public. Customers are generally reached initially via telephone, in-person marketing, or by specialized advertising that may include Internet and other electronic means. Follow-up orders are either vendor-initiated or client-initiated, generally based on previous sales, and typically exhibit strong ties between sellers and buyers. In fact, transactions are often conducted between wholesalers and clients that have long-standing business relationships.

This sector comprises two main types of wholesalers: those that sell goods on their own account and those that arrange sales and purchases for others for a commission or fee.

- Establishments that sell goods on their own account are known as wholesale merchants, distributors, jobbers, drop shippers, import/export merchants, and sales branches. These establishments typically maintain their own warehouse, where they receive and handle goods for their customers. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
- Establishments arranging for the purchase or sale of goods owned by others or purchasing goods on a commission basis are known as agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' representatives. These establishments operate from offices and generally do not own or handle the goods they sell. Some wholesale establishments may be connected with a single manufacturer and promote and sell the particular manufacturers' products to a wide range of other wholesalers or retailers. Other wholesalers may be connected to a retail chain or a limited number of retail chains and only provide a variety of products needed by that particular retail operation(s). These wholesalers may obtain the products from a wide range of manufacturers. Still other wholesalers may not take title to the goods, but act as agents and brokers for a commission. Although, in general, wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units. Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy duty trucks, and industrial machinery, are always included in wholesale trade.

421 Wholesale trade, durable goods

Industries in the Wholesale Trade, Durable Goods subsector sell or arrange the purchase or sale of capital or durable goods to other businesses. Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts.

The detailed industries within the subsector are organized in the classification structure based on the products sold. Within an industry, the types of establishments may vary, including wholesale merchants and/or agents and brokers.

4211 Motor Vehicle and Motor Vehicle Parts and Supplies Wholesalers

This NAICS industry group includes establishments classified in the following NAICS Industries:

42111, Automobile and other motor vehicle wholesalers;

42112, Motor vehicle supplies and new parts wholesalers;

42113, Tire and tube wholesalers;

42114, Motor vehicle parts (used) wholesalers.

42111 Automobile and Other Motor Vehicle Wholesalers

This industry comprises establishments primarily engaged in wholesaling new and used passenger automobiles, trucks, trailers, and other motor vehicles, such as motorcycles, motor homes, and snowmobiles.

421110 Automobile and Other Motor Vehicle Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling new and used passenger automobiles, trucks, trailers, and other motor vehicles, such as motorcycles, motor homes, and snowmobiles.

4211101 Automobile and Motorcycle Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used passenger vehicles (automobiles, motorcycles, motor scooters, and taxicabs), automobile trailers, and other similar vehicles.

4211102 Bus and Recreational Vehicle (Campers and Motor Homes) Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used buses and recreational vehicles.

4211103 Light Truck and Van (14,000 lb or Less) Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used light trucks and cargo vans under 14,000 lb. gross wt.

Establishments primarily engaged in the wholesale distribution of new and used medium trucks and tractors 14,001 to 26,000 lb. gross wt.

4211105 Heavy Truck and Tractor (Over 26,000 lb) Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used heavy trucks and tractors over 26,000 lb. gross wt.

42112 Motor Vehicle Supplies and New Parts Wholesalers

This industry comprises establishments primarily engaged in wholesaling motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts (except new tires and tubes).

421120 Motor Vehicle Supplies and New Parts Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts (except new tires and tubes).

4211201 Motor Vehicle Supplies and New Parts-Warehouse Distributors

Establishments primarily engaged in selling for resale motor vehicle supplies and new parts from a warehouse. These establishments primarily sell to other wholesalers.

4211202 Motor Vehicle Supplies and New Parts-Jobbers

Establishments primarily engaged in the wholesale distribution of motor vehicle supplies and new parts primarily from an office or warehouse and less than half of their sales are to other wholesalers.

4211203 Petroleum Products Marketing Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of automotive service station equipment, automotive testing equipment, and automotive supplies for use in gasoline service or bulk stations.

42113 Tire and Tube Wholesalers

This industry comprises establishments primarily engaged in wholesaling new and/or used tires and tubes for passenger and commercial vehicles.

421130 Tire and Tube Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling new and/or used tires and tubes for passenger and commercial vehicles.

42114 Motor Vehicle Parts (Used) Wholesalers

This industry comprises establishments primarily engaged in wholesaling used motor vehicle parts (except used tires and tubes) and establishments primarily engaged in dismantling motor vehicles for the purpose of selling the parts.

421140 Motor Vehicle Parts (Used) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling used motor vehicle parts (except used tires and tubes) and establishments primarily engaged in dismantling motor vehicles for the purpose of selling the parts.

4212 Furniture and Home Furnishing Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42121 Furniture wholesalers; and

42122 Home furnishings wholesalers.

42121 Furniture Wholesalers

This industry comprises establishments primarily engaged in wholesaling furniture (except hospital beds, medical furniture, and drafting tables).

421210 Furniture Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling furniture (except hospital beds, medical furniture, and drafting tables).

4212101 Household and Lawn Furniture Wholesalers

Establishments primarily engaged in the wholesale distribution of household (including lawn) furniture, bedsprings, mattresses, and all such component furniture parts.

4212102 Office and Business Furniture Wholesalers

Establishments primarily engaged in the wholesale distribution of filing cabinets (wood or steel), office furniture, store furniture, and public furniture for public parks and buildings.

42122 Home Furnishing Wholesalers

This industry comprises establishments primarily engaged in wholesaling home furnishings and/or housewares.

421220 Home Furnishing Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling home furnishings and/or housewares.

4212201 Household China, Glassware, and Crockery Wholesalers

Establishments primarily engaged in the wholesale distribution of table and household china, glassware, and earthenware.

4212202 Linen, Domestics, Drapery, and Curtain Wholesalers

Establishments primarily engaged in the wholesale distribution of bedspreads, blankets, pillowcases, bed sheets, table linens, bathroom linens (e.g., towels, bath mats), curtains, and shades.

4212203 Floor Coverings Wholesalers

Establishments primarily engaged in the wholesale distribution of carpets, rugs, and all other types of hard and soft surface floor coverings (excluding ceramic and clay tile).

4212204 Other Home Furnishing Wholesalers

Establishments primarily engaged in the wholesale distribution of aluminum ware, lamps, glass mirrors, kitchen tools and utensils, and other general home furnishings and home wares, including antiques.

4213 Lumber and Other Construction Materials Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42131 Lumber, plywood, millwork, and wood panel wholesalers;

42132 Brick, stone, and related construction materials wholesalers;

42133 Roofing, siding, and insulation material wholesalers;

42139 Other construction materials wholesalers.

42131 Lumber, Plywood, Millwork, and Wood Panel Wholesalers

This industry comprises establishments primarily engaged in wholesaling lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

421310 Lumber, Plywood, Millwork, and Wood Panel Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

4213101 Lumber Wholesalers (Without Yard)

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber. These establishments order the goods which are shipped direct from the supplier to the customers without intermediate storage.

4213102 Lumber Wholesalers (With Yard)

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber primarily from a lot, warehouse, or office. These establishments perform warehousing and storage functions and usually make deliveries.

42131021 Lumber Wholesalers (With Yard)

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber primarily from a lot, warehouse, or office. These establishments perform warehousing and storage functions and usually make deliveries.

4213103 Plywood, Veneer, Millwork, and Wood Panel Wholesalers

Establishments primarily engaged in the wholesale distribution of plywood (hardwood, softwood, and nonwood face), door and window frames, overhead doors, veneer, and other wood or metal millwork.

42131031 Plywood, Veneer, Millwork, and Wood Panel Wholesalers

Establishments primarily engaged in the wholesale distribution of plywood (hardwood, softwood, and nonwood face), door and window frames, overhead doors, veneer, and other wood or metal millwork.

42132 Brick, Stone, and Related Construction Materials Wholesalers

This industry comprises establishments primarily engaged in wholesaling stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

421320 Brick, Stone, and Related Construction Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

4213201 Brick, Block, Tile, Clay/Cement Sewer Pipe Wholesalers

Establishments primarily engaged in the wholesale distribution of brick (except refractory), block, and clay construction materials (except refractories).

42132011 Brick, Block, Tile, Clay/Cement Sewer Pipe Wholesalers

Establishments primarily engaged in the wholesale distribution of brick (except refractory), block, and clay construction materials (except refractories).

4213202 Sand, Gravel, and Stone Wholesalers

Establishments primarily engaged in the wholesale distribution of construction sand, gravel, and stone.

42132021 Sand, Gravel, and Stone Wholesalers

Establishments primarily engaged in the wholesale distribution of construction sand, gravel, and stone.

4213203 Cement, Lime, and Related Products Wholesalers

Establishments primarily engaged in the wholesale distribution of cement, lime, asphalt, and other related products.

42132031 Cement, Lime, and Related Products Wholesalers

Establishments primarily engaged in the wholesale distribution of cement, lime, asphalt, and other related products.

42133 Roofing, Siding, and Insulation Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

421330 Roofing, Siding, and Insulation Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

4213301 Roofing, Siding, and Insulation Materials Wholesalers

Establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

42133011 Roofing, Siding, and Insulation Materials Wholesalers

Establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

42139 Other Construction Material Wholesalers

This industry comprises (1) establishments primarily engaged in wholesaling manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in wholesaling construction materials (except lumber, plywood, millwood, wood panel, brick, stone, roofing, siding, and insulation material).

421390 Other Construction Material Wholesalers

This U.S. industry comprises (1) establishments primarily engaged in wholesaling manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in wholesaling construction materials (except lumber, plywood, millwood, wood panel, brick, stone, roofing, siding, and insulation material).

4213901 Flat Glass and Other Construction Glass Wholesalers

Establishments primarily engaged in the wholesale distribution of flat glass, glass blocks, plate glass, window glass, and building glass.

42139011 Flat Glass and Other Construction Glass Wholesalers

Establishments primarily engaged in the wholesale distribution of flat glass, glass blocks, plate glass, window glass, and building glass.

4213902 Other Construction Materials Wholesalers

Establishments primarily engaged in the wholesale distribution of building and construction paper, plastics building materials, prefabricated structural assemblies (except wood), including modular homes, and other building materials.

42139021 Other Construction Materials Wholesalers

Establishments primarily engaged in the wholesale distribution of building and construction paper, plastics building materials, prefabricated structural assemblies (except wood), including modular homes, and other building materials.

4214 Professional and Commercial Equipment and Supplies Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42141 Photographic equipment and supplies wholesalers;

42142 Office equipment wholesalers;

42143 Computer and computer peripheral equipment and software wholesalers;

42144 Other commercial equipment wholesalers;

42145 Medical, dental, and hospital equipment and supplies wholesalers;

42146 Ophthalmic goods wholesalers; and

42149 Other professional equipment and supplies wholesalers.

42141 Photographic Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling photographic equipment and supplies (except office equipment).

421410 Photographic Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling photographic equipment and supplies (except office equipment).

42142 Office Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling office machines and related equipment (except computers and computer peripheral equipment).

421420 Office Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling office machines and related equipment (except computers and computer peripheral equipment).

42143 Computer and Computer Peripheral Equipment and Software Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling computers, computer peripheral equipment, loaded computer boards, and/or computer software.

421430 Computer and Computer Peripheral Equipment and Software Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling computers, computer peripheral equipment, loaded computer boards, and/or computer software.

4214301 Computers and Peripheral Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment.

42143011 Computers and Peripheral Equipment, Sold for Resale

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment primarily for the purpose of resale.

42143012 Computers and Peripheral Equipment, Sold for End Use

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment primarily for end use.

4214302 Computer Software (Packaged) Wholesalers

Establishments primarily engaged in the wholesale distribution of packaged computer software primarily for end use.

42144 Other Commercial Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling commercial and related machines and equipment (except photographic equipment and supplies; office equipment; and computers and computer peripheral equipment and software) generally used in restaurants and stores.

421440 Other Commercial Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling commercial and related machines and equipment (except photographic equipment and supplies; office equipment; and computers and computer peripheral equipment and software) generally used in restaurants and stores.

4214401 Restaurant and Hotel Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of restaurant and hotel equipment and supplies.

4214402 Store Machines and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of store equipment (except furniture), machines, and fixtures.

42145 Medical, Dental, and Hospital Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling medical professional equipment, instruments, and supplies (except ophthalmic equipment, instruments and goods used by ophthalmologists, optometrists, and opticians).

421450 Medical, Dental, and Hospital Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling medical professional equipment, instruments, and supplies (except ophthalmic equipment, instruments and goods used by ophthalmologists, optometrists, and opticians).

4214501 Surgical, Medical, and Hospital Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of surgical and medical instruments, apparatus, and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; x-ray machines and parts, medical; and other scientific instruments used by physicians and in hospitals.

4214502 Dental Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of equipment and supplies used by dentists, such as drills, teeth, dental gold, equipment, chairs, sterilizers, X-rays, cabinets, and engines.

42146 Ophthalmic Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling professional equipment, instruments, and/or goods sold, prescribed, or used by ophthalmologists, optometrists, and opticians.

421460 Ophthalmic Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling professional equipment, instruments, and/or goods sold, prescribed, or used by ophthalmologists, optometrists, and opticians.

42149 Other Professional Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling professional equipment and supplies (except ophthalmic goods and medical, dental, and hospital equipment and supplies).

421490 Other Professional Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling professional equipment and supplies (except ophthalmic goods and medical, dental, and hospital equipment and supplies).

4214901 Religious and School Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of church goods and religious articles, such as statuary, vestments, fonts, candles, religious pictures, and religious articles made from precious and semiprecious materials; and school equipment and supplies, such as black boards, chalk, rulers, and globes and wall maps.

4214902 Other Professional Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of drafting instruments, veterinarians' equipment and supplies, professional equipment and supplies, scientific instruments and supplies, and laboratory equipment.

4215 Metal and Mineral (Except Petroleum) Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42151 Metal service centers and offices; and

42152 Coal and other mineral and ore wholesalers.

42151 Metal Service Centers and Offices

This industry comprises establishments primarily engaged in wholesaling products of the primary metals industries. Service centers maintain inventory and may perform functions, such as sawing, shearing, bending, leveling, cleaning, or edging, on a custom basis as part of sales transactions. Sales offices are usually affiliated or owned by a particular manufacturer and take orders but have no inventory.

421510 Metal Service Centers and Offices

This U.S. industry comprises establishments primarily engaged in wholesaling products of the primary metals industries. Service centers maintain inventory and may perform functions, such as sawing, shearing, bending, leveling, cleaning, or edging, on a custom basis as part of sales transactions. Sales offices are usually affiliated or owned by a particular manufacturer and take orders but have no inventory.

4215101 Ferrous Metals Service Centers and Sales Offices

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products of foundries and mills.

42151011 Ferrous Metals Service Centers

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products of foundries and mills that maintain warehouse inventory.

42151012 Ferrous Metals Sales Offices

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products primarily from an office and not maintaining inventories.

4215102 Nonferrous Metals Service Centers and Sales Offices

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals).

42151021 Nonferrous Metals Service Centers

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals) and maintaining inventories.

42151022 Nonferrous Metals Sales Offices

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals) and not maintaining inventories.

42152 Coal and Other Mineral and Ore Wholesalers

This industry comprises establishments primarily engaged in wholesaling coal, coke, metal ores, and/or nonmetallic minerals (except precious and semiprecious stones and minerals used in construction, such as sand and gravel).

421520 Coal and Other Mineral and Ore Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling coal, coke, metal ores, and/or nonmetallic minerals (except precious and semiprecious stones and minerals used in construction, such as sand and gravel).

4215201 Coal Wholesalers

Establishments primarily engaged in the wholesale distribution of coal and coke.

4215202 Other Minerals and Ores Wholesalers

Establishments primarily engaged in the wholesale distribution of precious metal ores, copper, iron, lead and other metallic ores (including concentrates) and crude nonmetallic minerals.

4216 Electrical Goods Wholesalers

This NAICS industry Group includes establishments classified in the following NAICS Industries:

42161 Electrical apparatus and equipment, wiring supplies, and construction material wholesalers; and

42162 Electrical appliance, television, and radio set wholesalers.

42161 Electrical Apparatus and Equipment, Wiring Supplies, and Construction Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

421610 Electrical Apparatus and Equipment, Wiring Supplies, and Construction Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

42162 Electrical Appliance, Television, and Radio Set Wholesalers

This industry comprises establishments primarily engaged in wholesaling household-type electrical appliances, room air-conditioners, gas clothes dryers, and/or household-type audio or video equipment.

421620 Electrical Appliance, Television, and Radio Set Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling household-type electrical appliances, room air-conditioners, gas clothes dryers, and/or household-type audio or video equipment.

42169 Other Electronic Parts and Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling electronic parts and equipment (except electrical apparatus and equipment, wiring supplies and construction material; and electrical appliances, television and radio sets).

421690 Other Electronic Parts and Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling electronic parts and equipment (except electrical apparatus and equipment, wiring supplies and construction material; and electrical appliances, television and radio sets).

4216901 Communications Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of communications equipment.

4216902 Electronic Parts (Excluding Communications Equipment) Wholesalers

Establishments primarily engaged in the wholesale distribution of electronic parts and equipment (except communications equipment)

4217 Hardware, and Plumbing and Heating Equipment and Supplies Wholesalers

This NAICS industry Group includes establishments classified in the following NAICS Industries:

42171 Hardware wholesalers;

42172 Plumbing and heating equipment and supplies (hydronics) wholesalers;

42173 Warm air heating and air-conditioning equipment and supplies; and

42174 Refrigeration equipment and supplies wholesalers.

42171 Hardware Wholesalers

This industry comprises establishments primarily engaged in wholesaling hardware, knives, or handtools.

421710 Hardware Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling hardware, knives, or handtools.

42172 Plumbing and Heating Equipment and Supplies (Hydronics) Wholesalers

This industry comprises establishments primarily engaged in wholesaling plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

421720 Plumbing and Heating Equipment and Supplies (Hydronics) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

42173 Warm Air Heating and Air-Conditioning Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling warm air heating and air-conditioning equipment and supplies.

421730 Warm Air Heating and Air-Conditioning Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling warm air heating and air-conditioning equipment and supplies.

42174 Refrigeration Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

421740 Refrigeration Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

4218 Machinery, Equipment, and Supplies Wholesalers

This industry group comprises establishments primarily engaged in wholesaling construction, mining, farm, garden, industrial, service establishment, and transportation machinery, equipment and supplies.

42181 Construction and Mining (Petroleum) Machinery and Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in construction, mining (except petroleum) and logging activities.

421810 Construction and Mining (Except Oil Well) Machinery and Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in construction, mining (except oil well) and logging activities.

42182 Farm and Garden Machinery and Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in agricultural, farm, and lawn and garden activities.

421820 Farm and Garden Machinery and Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in agricultural, farm, and lawn and garden activities.

4218201 Farm Machinery and Equipment-Farm Dealers

Establishments primarily engaged in marketing farm machinery and equipment directly to farmers for farm use.

4218202 Farm Machinery and Equipment-Wholesale Distributors

Establishments primarily engaged in marketing farm machinery and equipment directly to institutions, governments, farm dealers, export sales, and other nonfarm accounts.

4218203 Lawn and Garden Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of lawn and garden machinery and equipment.

42183 Industrial Machinery and Equipment Wholesalers

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in manufacturing, oil well, and warehousing activities.

421830 Industrial Machinery and Equipment Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in manufacturing, oil well, and warehousing activities.

4218301 Food Processing Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of dairy products manufacturing machinery, milk products manufacturing equipment, bottling machinery and equipment, and other food product manufacturing machinery.

4218302 Hydraulic and Pneumatic (Fluid-Power) Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic pumps, motors, parts, accessories, and supplies.

42183021 Hydraulic and Pneumatic Pumps and Motors Wholesalers

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic pumps and motors and the parts for them.

42183022 Hydraulic and Pneumatic Parts, Accessories, and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic (fluid-power) commodities.

4218303 Other General Purpose Industrial Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of general purpose industrial machinery and equipment.

4218304 Metalworking Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of metalworking machinery and equipment and machine tool accessories.

4218305 Materials Handling Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of fork lift trucks, industrial trucks and tractors, industrial cranes, conveyor systems, hoists, elevators, and other materials handling equipment.

4218306 Oil Well, Oil Refinery, and Pipeline Machinery, Equipment, and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of oil refining and oil well machinery, equipment, and supplies.

4218307 Other Industrial Machinery and Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of specific-use industrial machinery and equipment.

42184 Industrial Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling supplies used in machinery and equipment generally used in manufacturing, oil well, and warehousing activities.

421840 Industrial Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling supplies used in machinery and equipment generally used in manufacturing, oil well, and warehousing activities.

4218401 General Line Industrial Supplies Wholesaler

Establishments primarily engaged in the wholesale distribution of a combination or general line of industrial materials and supplies.

4218402 Mechanical Power Transmission Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of mechanical power transmission equipment and supplies.

4218403 Welding Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of gas-welding supplies (excluding gases), arc-welding supplies, and resistance-welding supplies.

4218404 Industrial Containers and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of industrial containers and supplies.

4218405 Industrial Valves and Fittings (Except Fluid-Power) Wholesalers

Establishments primarily engaged in the wholesale distribution of valves and fittings, other than plumbing and heating, or hydraulic and pneumatic.

4218406 Other Industrial Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of industrial supplies, not included elsewhere.

42185 Service Establishment Equipment and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling specialized equipment and supplies of the type used by service establishments (except specialized equipment and supplies used in offices, stores, hotels, restaurants, schools, health and medical facilities, photographic facilities, as well as specialized equipment used in transportation and construction activities).

421850 Service Establishment Equipment and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling specialized equipment and supplies of the type used by service establishments (except specialized equipment and supplies used in offices, stores, hotels, restaurants, schools, health and medical facilities, photographic facilities, as well as specialized equipment used in transportation and construction activities).

4218501 Beauty and Barber Shop Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of barber shop and beauty parlor equipment and supplies (furniture, hydraulic chairs, driers, shampoos, wave solutions, permanent waving supplies, barber soaps, and manicuring supplies, etc.).

4218502 Custodial and Janitors' Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of custodial and janitorial equipment and supplies.

4218503 Laundry and Dry-Cleaning Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of equipment and supplies to the laundry and dry-cleaning trade, such as washing, drying, ironing, and pressing machines; laundry chemicals; dry-cleaning fluids; marking equipment; laundry trays and baskets.

4218504 Other Service Establishment Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of municipality equipment and supplies (water systems, fire department supplies, and parking equipment), shoe service equipment and supplies, tailors' furriers' supplies, upholsterers' supplies, undertakers' supplies, and other service establishment equipment and supplies not included elsewhere.

42186 Transportation Equipment and Supplies (Except Motor Vehicle) Wholesalers

This industry comprises establishments primarily engaged in wholesaling transportation equipment and supplies (except marine pleasure craft and motor vehicles).

421860 Transportation Equipment and Supplies (Except Motor Vehicle) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling transportation equipment and supplies (except marine pleasure craft and motor vehicles).

4218601 Aircraft and Aeronautical Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of aircraft and aeronautical equipment and frames, parts, supplies, and accessories for such equipment.

4218602 Marine Machinery, Equipment, and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of ships, boats, and marine propulsion machinery, equipment, and parts.

4218603 Other Transportation Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of railroad equipment, such as rolling stock and maintenance equipment, and equipment and supplies used in the maintenance and repair of subways, tramways, aerial hoists, or horse drawn vehicles.

4219 Miscellaneous Durable Goods Wholesalers

This industry group comprises establishments primarily engaged in wholesaling sporting, recreational, toy, hobby, and jewelry goods and supplies, and precious stones and metals.

42191 Sporting and Recreational Goods and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and/or marine pleasure craft, equipment, and supplies.

421910 Sporting and Recreational Goods and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and/or marine pleasure craft, equipment, and supplies.

42192 Toy and Hobby Goods and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling games, toys, fireworks, playing cards, hobby goods and supplies, and/or related goods.

421920 Toy and Hobby Goods and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling games, toys, fireworks, playing cards, hobby goods and supplies, and/or related goods.

42193 Recyclable Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling scrap from automotive, industrial, and other recyclable materials. Included in this industry are auto wreckers primarily engaged in dismantling motor vehicles for the purpose of wholesaling scrap.

421930 Recyclable Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling scrap from automotive, industrial, and other recyclable materials. Included in this industry are auto wreckers primarily engaged in dismantling motor vehicles for the purpose of wholesaling scrap.

4219301 Iron and Steel Scrap Processors and Dealers

Establishments primarily engaged in selling all forms of scrap iron and scrap steel.

42193011 Iron and Steel Scrap Processors (Using Power Processing Equipment) Wholesalers

Establishments primarily engaged in breaking up, sorting, and selling all forms of scrap iron and scrap steel using power processing equipment. Power processing equipment includes operating cranes, hydraulic or motor shears, baling equipment, cable strippers, etc.

42193012 Iron and Steel Scrap Dealers (Not Using Power Processing Equipment)

Establishments primarily engaged in selling all forms of scrap iron and scrap steel, but which do not operate power processing and preparation equipment.

4219302 Recyclable Paper and Paperboard Wholesalers

Establishments primarily engaged in the wholesale distribution of paper and paperboard scrap and waste.

4219303 Other Recyclable Materials Wholesalers

Establishments primarily engaged in the wholesale distribution of recyclable scrap and waste, nonferrous metals, textiles, glass, plastics, rubber, and oil.

42194 Jewelry, Watch, Silverware, Precious Stone, and Precious Metal Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling jewelry, precious and semiprecious stones, precious metals and metal flatware, costume jewelry, watches, clocks, silverware, and/or jewelers' findings.

421940 Jewelry, Watch, Precious Stone, and Precious Metal Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling jewelry, precious and semiprecious stones, precious metals and metal flatware, costume jewelry, watches, clocks, silverware, and/or jewelers' findings.

4219401 Jewelry, Watches, Clocks, Precious Stones, and Silverware Wholesalers

Establishments primarily engaged in the wholesale distribution of jewelry (including costume), precious stones, watches, clocks, silverware, and jewelers' findings.

4219402 Precious Metals (Excluding Ores) Wholesalers

Establishments primarily engaged in the wholesale distribution of precious metals.

42199 Other Miscellaneous Durable Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling durable goods (except motor vehicle and motor vehicle parts and supplies; furniture and home furnishings; lumber and other construction materials; professional and commercial equipment and supplies; metals and minerals (except petroleum); electrical goods; hardware, and plumbing and heating equipment and supplies; machinery, equipment and supplies; sporting and recreational goods and supplies; toy and hobby goods and supplies; recyclable materials; and jewelry, watches, precious stones and precious metals).

421990 Other Miscellaneous Durable Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling durable goods (except motor vehicle and motor vehicle parts and supplies; furniture and home furnishings; lumber and other construction materials; professional and commercial equipment and supplies; metals and minerals (except petroleum); electrical goods; hardware, and plumbing and heating equipment and supplies; machinery, equipment and supplies; sporting and recreational goods and supplies; toy and hobby goods and supplies; recyclable materials; and jewelry, watches, precious stones and precious metals).

4219901 Musical Instruments and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of musical instruments and supplies.

4219902 Forest Products (Except Lumber) Wholesalers

Establishments primarily engaged in the wholesale distribution of timber products, such as ties, logs, poles, stumps, and cordwood.

4219903 General Merchandise (Durable Goods) Wholesalers

Establishments primarily engaged in the wholesale distribution of a general line of durable goods with no one line accounting for more than 25 percent of the total sales.

4219904 Prerecorded Media Wholesalers

Establishments primarily engaged in the wholesale distribution of prerecorded compact discs, tapes, phonograph records, video cassettes, and other video tapes or discs.

42199041 Compact Disks, Prerecorded Audio Tapes, and Phonograph Records Wholesalers

Establishments primarily engaged in the wholesale distribution of prerecorded compact disks, audio tapes, and phonograph records.

42199042 Prerecorded Video Tape Wholesalers

Establishments primarily engaged in purchasing and reselling prerecorded video cassettes and other videotapes or discs to other wholesalers, video rental stores, and other retailers.

4219905 Fire Extinguishers and Fire Safety Equipment Wholesalers

Establishments primarily engaged in the wholesale distribution of fire extinguishers and fire safety equipment.

4219906 Other Durable Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of durable goods such as game machines, gas lighting fixtures, luggage, and signs (except electric).

422 Wholesale trade, nondurable goods

Industries in the Wholesale Trade, Nondurable Goods subsector sell or arrange the purchase or sale of nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

4221 Paper and Paper Product Wholesalers

This NAICS industry Group includes establishments classified in the following NAICS Industries:

42211 Paper and paper product wholesalers;

42212 Stationery and office supplies wholesalers; and

42213 Industrial and personal service paper wholesalers.

42211 Printing and Writing Paper Wholesalers

This industry comprises establishments primarily engaged in wholesaling bulk printing and/or writing paper generally on rolls for further processing.

422110 Printing and Writing Paper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling bulk printing and/or writing paper generally on rolls for further processing.

42212 Stationery and Office Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling stationery, office supplies and/or gift wrap.

422120 Stationery and Office Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling stationery, office supplies and/or gift wrap.

42213 Industrial and Personal Service Paper Wholesalers

This industry comprises establishments primarily engaged in wholesaling wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

422130 Industrial and Personal Service Paper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

4222 Drugs and Druggists' Sundries Wholesalers

This industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

42221 Drugs and Druggists' Sundries Wholesalers

This industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

422210 Drugs and Druggists' Sundries Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

4222101 General Line Drugs Wholesalers

Establishments primarily engaged in the wholesale distribution of a combination or general line of drugs, drug proprietaries, and druggists' sundries.

4222102 Specialty Line Drugs, Pharmaceuticals, Cosmetics, and Toiletries Wholesalers

Establishments primarily engaged in the wholesale distribution of specialty-line drugs, pharmaceuticals, cosmetics, and toiletries.

4223 Apparel, Piece Goods, and Notions Wholesalers

This NAICS industry Group includes establishments classified in the following NAICS Industries:

42231 Piece goods, notions, and other dry goods wholesalers;

42232 Men's and boys' clothing and furnishings wholesalers;

42233 Women's, children's and infants' clothing and accessories wholesalers;

42234 Footwear wholesalers.

42231 Piece Goods, Notions, and Other Dry Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling piece goods, fabrics, yarns, thread and other notions, and/or hair accessories.

422310 Piece Goods, Notions, and Other Dry Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling piece goods, fabrics, yarns, thread and other notions, and/or hair accessories.

4223101 Piece Goods (Woven and Knit Fabrics) - Jobbers

Establishments primarily engaged in the wholesale distribution of woven and knit fabrics.

4223102 Notions and Other Dry Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of notions (i.e., sewing accessories, etc.), and other dry goods, except piece goods.

42232 Men's and Boys' Clothing and Furnishings Wholesalers

This industry comprises establishments primarily en3gaged in wholesaling men's and/or boys' clothing and furnishings.

422320 Men's and Boys' Clothing and Furnishings Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling men's and/or boys' clothing and furnishings.

42233 Women's, Children's, and Infants' Clothing and Accessories Wholesalers

This industry comprises establishments primarily engaged in wholesaling (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

422330 Women's, Children's, and Infants' Clothing and Accessories Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

42234 Footwear Wholesalers

This industry comprises establishments primarily engaged in wholesaling footwear (including athletic) of leather, rubber, and other materials.

422340 Footwear Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling footwear (including athletic) of leather, rubber, and other materials.

4224 Grocery and Related Product Wholesalers

This NAICS industry Group includes establishments classified in the following NAICS Industries:

42241 General line grocery wholesalers;

42242 Packaged frozen food wholesalers;

42243 Dairy product (except dried or canned) wholesalers;

42244 Poultry and poultry product wholesalers;

42245 Confectionery wholesalers;

42246 Fish and seafood wholesalers;

42247 Meat and meat product wholesalers;

42248 Fresh fruit and vegetable wholesalers;

42249 Other grocery and related products wholesalers.

42241 General Line Grocery Wholesalers

This industry comprises establishments primarily engaged in wholesaling a general line (wide range) of groceries.

422410 General Line Grocery Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling a general line (wide range) of groceries.

4224101 General Line, Grocery Wholesalers, Voluntary Group

Establishments primarily engaged in the wholesale distribution of a general line of groceries and sponsoring (or affiliated with sponsors of) voluntary organization of food retailers which distributes a general line of groceries to these voluntary groups. These also include any voluntary group grocery wholesalers commonly engaged in joint advertising or other sales promotions under a group name or identification. Wholesale establishments sponsoring such voluntary groups are included here regardless of the portion of their sales made to the retail organization's members.

4224102 General Line, Grocery Wholesalers, Retail Cooperative

Establishments primarily engaged in the wholesale distribution of a general line of groceries and owned and operated cooperatively by groups of independent food retailers buying collectively which are primarily engaged in wholesale selling and distributing a general line of groceries. These establishments function primarily as a wholesale cooperative company selling chiefly to member retailers, but sometimes do a regular wholesale business.

4224103 Other General Line Grocery Wholesalers

Establishments primarily engaged in the wholesale distribution of a general line of groceries, including cash-and carry food establishments, not sponsoring or affiliated with any voluntary or cooperative groups. Also included are agents and brokers with a general line of groceries.

42242 Packaged Frozen Food Wholesalers

This industry comprises establishments primarily engaged in wholesaling packaged frozen foods (except dairy products).

422420 Packaged Frozen Food Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling packaged frozen foods (except dairy products).

42243 Dairy Product (Except Dried or Canned) Wholesalers

This industry comprises establishments primarily engaged in wholesaling dairy products (except dried or canned).

422430 Dairy Product (Except Dried or Canned) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling dairy products (except dried or canned).

4224301 Raw Milk Wholesalers

Establishments primarily engaged in the wholesale distribution of raw, dried, or canned milk.

4224302 Dairy Products, (Except Raw Milk) Wholesalers

Establishments primarily engaged in the wholesale distribution of processed dairy products, except raw, dried, or canned.

42244 Poultry and Poultry Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling poultry and/or poultry products (except canned and packaged frozen).

422440 Poultry and Poultry Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling poultry and/or poultry products (except canned and packaged frozen).

4224401 Live Poultry Wholesalers

Establishments primarily engaged in the wholesale distribution of live poultry.

4224402 Poultry and Poultry Products (Except Live) Wholesalers

Establishments primarily engaged in the wholesale distribution of poultry and poultry products (except canned and packaged frozen products and live poultry).

42245 Confectionery Wholesalers

This industry comprises establishments primarily engaged in wholesaling confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

422450 Confectionery Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

42246 Fish and Seafood Wholesalers

This industry comprises establishments primarily engaged in wholesaling fish and seafood (except canned or packaged frozen).

422460 Fish and Seafood Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling fish and seafood (except canned or packaged frozen).

42247 Meat and Meat Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling meats and meat products (except canned and packaged frozen) and/or lard.

422470 Meat and Meat Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling meats and meat products (except canned and packaged frozen) and/or lard.

42248 Fresh Fruit and Vegetable Wholesalers

This industry comprises establishments primarily engaged in wholesaling fresh fruits and vegetables.

422480 Fresh Fruit and Vegetable Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling fresh fruits and vegetables.

42249 Other Grocery and Related Products Wholesalers

This industry comprises establishments primarily engaged in wholesaling groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in bottling and wholesaling spring and mineral waters processed by others.

422490 Other Grocery and Related Products Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in bottling and wholesaling spring and mineral waters processed by others.

4224901 Coffee, Tea, and Spices Wholesalers

Establishments primarily engaged in the wholesale distribution of coffee, soluble coffee, tea (bagged, packaged, loose, or powdered) and spices.

4224902 Bread and Baked Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of bread, cakes, biscuits, doughnuts, pastries, crackers, pretzels, and other bakery products (except frozen).

4224903 Soft Drinks and Bottled Water Wholesalers

Establishments primarily engaged in the wholesale distribution of soft drinks and unprocessed bottled water.

4224904 Canned Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of canned or bottled fruits, vegetables, juice, baby food, meat, poultry, fish, seafood, and dairy products (condensed or evaporated).

4224905 Food and Beverage Basic Material Wholesalers

Establishments primarily engaged in the wholesale distribution of basic food and beverage materials.

4224906 Other Grocery Specialties Wholesalers

Establishments primarily engaged in the wholesale distribution of grocery specialties, such as flour, refined sugar, breakfast cereals, butter substitutes (e.g., margarine), cooking oils, dried fruits, dried beans (packaged), honey, jams and jellies, pickles, preserves and sauces, polished rice, sandwiches, vegetable shortening, and other grocery specialties not included elsewhere.

4225 Farm Product Raw Material Wholesalers

This industry group comprises establishments primarily engaged in wholesaling agricultural products (except raw milk, live poultry, and fresh fruit and vegetables), such as grains, field beans, livestock, and other farm product raw materials (excluding seeds).

42251 Grain and Field Bean Wholesalers

This industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

422510 Grain and Field Bean Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

42252 Livestock Wholesalers

This industry comprises establishments primarily engaged in wholesaling livestock (except horses and mules).

422520 Livestock Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling livestock (except horses and mules).

42259 Other Farm Product Raw Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

422590 Other Farm Product Raw Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

4225901 Hides, Skins, and Pelts Wholesalers

Establishments primarily engaged in the wholesale distribution of untanned hides and skins, such as cattle hides, sheep skins, and goat skins; raw furs; and pelts of fur-bearing animals.

4225902 Leaf Tobacco Wholesalers

Establishments primarily engaged in the wholesale distribution of leaf tobacco.

4225903 Wool, Wool Tops, and Mohair Wholesalers

Establishments primarily engaged in the wholesale distribution of mohair (raw), raw wool, wool noils, wool tops, and wool clippings.

4225904 Cotton Wholesalers

Establishments primarily engaged in buying and/or marketing cotton.

4225905 Other Farm Product Raw Materials Wholesalers

Establishments primarily engaged in buying and/or marketing other farm products.

4226 Chemical and Allied Products Wholesalers

This industry group comprises establishments primarily engaged in wholesaling chemicals; plastics materials and basic forms and shapes; and allied products.

42261 Plastics Materials and Basic Forms and Shapes Wholesalers

This industry comprises establishments primarily engaged in wholesaling plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

422610 Plastics Materials and Basic Forms and Shapes Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

42269 Other Chemical and Allied Products Wholesalers

This industry comprises establishments primarily engaged in wholesaling chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

422690 Other Chemical and Allied Products Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

4226901 Industrial Gases, (Except LP) Wholesalers

Establishments primarily engaged in the wholesale distribution of industrial gases (compressed and liquefied) regardless of use, such as oxygen and acetylene.

4226902 Other Chemicals and Allied Products Wholesalers

Establishments primarily engaged in the wholesale distribution of chemicals and allied products (except industrial gases), such as acids, industrial and heavy chemicals (except gases), dyestuffs, industrial salts, naval stores, rosin, and turpentine.

4227 Petroleum and Petroleum Products Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries:

42271 Petroleum bulk stations and terminals; and

42272 Petroleum and petroleum products wholesalers (except bulk stations and terminals).

42271 Petroleum Bulk Stations and Terminals

This industry comprises establishments with bulk liquid storage facilities primarily engaged in wholesaling crude petroleum and petroleum products, including liquefied petroleum gas.

422710 Petroleum Bulk Stations and Terminals

This U.S. industry comprises establishments with bulk liquid storage facilities primarily engaged in wholesaling crude petroleum and petroleum products, including liquefied petroleum gas.

4227101 Petroleum Bulk Stations and Terminals (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquified petroleum gases) from bulk liquid storage stations or terminals.

42271011 Petroleum Bulk Stations (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage stations for resale. Bulk storage stations have bulk storage capacity of 10,000 to 100,000 gallons, or 100,000 to 2,100,000 gallons and do not receive their supplies primarily from tanker, barge, or pipeline.

42271012 Petroleum Bulk Terminals (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage terminals. Bulk storage terminals have bulk storage capacity of 2,100,000 gallons or more, or have bulk storage capacity of 100,000 gallons or more and receive products primarily by tanker, barge, or pipeline.

4227102 Liquefied Petroleum Bulk Stations and Terminals

Establishments primarily engaged in the wholesale distribution of liquefied petroleum gases from bulk storage stations or terminals for resale. Bulk storage stations or terminals have bulk storage capacity of 10,000 gallons or more.

42272 Petroleum and Petroleum Products Wholesalers (Except Bulk Stations and Terminals)

This industry comprises establishments primarily engaged in wholesaling petroleum and petroleum products (except from bulk liquid storage facilities).

422720 Petroleum and Petroleum Products Wholesalers (Except Bulk Stations and Terminals)

This U.S. industry comprises establishments primarily engaged in wholesaling petroleum and petroleum products (except from bulk liquid storage facilities).

4228 Beer, Wine, and Distilled Alcoholic Beverage Wholesalers

This NAICS Industry Group includes establishments classifed in the following NAICS Industries:

42281 Beer and ale wholesalers;

42282 Wine and distilled alcoholic beverage wholesalers.

42281 Beer and Ale Wholesalers

This industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

422810 Beer and Ale Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

42282 Wine and Distilled Alcoholic Beverage Wholesalers

This industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

422820 Wine and Distilled Alcoholic Beverage Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

4228201 Wines and Distilled Alcoholic Beverages (Licensed Operation) Wholesalers

Establishments primarily engaged in the wholesale distribution of wines and distilled spirits under government license.

4228202 Wines and Distilled Alcoholic Beverages (State-Operated) Wholesalers

Establishments primarily engaged as state-owned and operated wholesale distributors of wines and spirits.

4229 Miscellaneous Nondurable Goods Wholesalers

This industry group comprises establishments primarily engaged in wholesaling nondurable goods, such as farm supplies; books, periodicals and newspapers; flowers; nursery stock; paints; varnishes; tobacco and tobacco products; and other miscellaneous nondurable goods, such as cut Christmas trees and pet supplies.

42291 Farm Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

422910 Farm Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

4229101 Farm Supplies-Farm Dealers

Establishments primarily engaged in the wholesale distribution of farm supplies primarily sold directly to farmers for farm use.

4229102 Farm Supplies-Wholesale Distributors

Establishments primarily engaged in the wholesale distribution of farm supplies primarily sold directly to governments, institutions, farm dealers, export sales, and other nonfarm accounts.

42292 Book, Periodical, and Newspaper Wholesalers

This industry comprises establishments primarily engaged in wholesaling books, periodicals, and newspapers.

422920 Book, Periodical, and Newspaper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling books, periodicals, and newspapers.

42293 Flower, Nursery Stock, and Florists' Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling flowers, florists' supplies, and/or nursery stock (except seeds and plant bulbs).

422930 Flower, Nursery Stock, and Florists' Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling flowers, florists' supplies, and/or nursery stock (except seeds and plant bulbs). florists' supplies.

42294 Tobacco and Tobacco Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

422940 Tobacco and Tobacco Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

42295 Paint, Varnish, and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

422950 Paint, Varnish, and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

4229501 Paints, Varnishes, and Supplies (Wholesalers)

Establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

42295011 Paints, Varnishes, and Supplies (Wholesalers)

Establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

42299 Other Miscellaneous Nondurable Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

422990 Other Miscellaneous Nondurable Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

4229901 Art Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of art goods such as artists' supplies, curios, and souvenirs.

4229902 General Merchandise (Nondurable Goods) Wholesalers

Establishments primarily engaged in the wholesale distribution of a general line of nondurable goods with no one line accounting for more than 25 percent of the total sales.

4229903 Textile Bags, Bagging, and Burlap Wholesalers

Establishments primarily engaged in the wholesale distribution of textile bags, and bagging burlap, and canvas and felt products.

4229904 Other Nondurable Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of nondurable goods (except office supplies, druggists' sundries, apparel, groceries, chemical products, petroleum products, alcoholic beverages, farm supplies, books, periodicals, florists supplies; paint supplies, and art goods). Return to Wholesale Trade Source: U.S. Census Bureau E-mail questions to: Monthly Wholesale Trade Survey Last Revised: August 18, 2002