

Annual Wholesale Trade Survey

WHAT IS THE ANNUAL WHOLESALE TRADE SURVEY?

Each year, the U.S. Census Bureau conducts the Annual Wholesale Trade Survey (AWTS) to produce data on North American Industry Classification System (NAICS) sector 42, Wholesale Trade. The survey provides information about merchant wholesalers (including manufacturers' sales branches and offices) and agents, brokers, and electronic markets. It also serves as the annual benchmark for the Monthly Wholesale Trade Survey (MWTS).

WHAT DATA VARIABLES ARE INCLUDED?

The AWTS provides national estimates of total annual sales, e-commerce sales, end-of-year inventories, purchases, gross margins, total operating expenses, and commissions. Additionally, for survey years ending in "2" and "7," detailed operating expenses and sales tax data are produced. The AWTS is a sample survey and, therefore, subject to sampling error and nonsampling error. Measures of sampling variability are also provided for use in statistical analysis.

WHICH BUSINESS TYPES ARE COVERED?

The AWTS covers employer businesses (businesses with one or more paid employees) that are classified in NAICS sector 42 and located in the United States.

HOW FREQUENTLY IS IT CONDUCTED AND RELEASED?

The AWTS collects and releases information annually. For survey years ending in "2" and "7," the AWTS also collects and releases detailed operating expenses and sales tax information.

WHAT INDUSTRY LEVELS ARE PUBLISHED?

The AWTS provides data at the 2-digit, 3-digit, and 4-digit NAICS code levels. Further industry detail is published for NAICS codes 42343 (Computer and Computer Peripheral Equipment and Software) and 42345 (Medical, Dental, and Hospital Equipment and Supplies).

WHAT GEOGRAPHIC LEVELS ARE PUBLISHED?

Data are shown at the national level only.

IS MY INFORMATION KEPT CONFIDENTIAL?

Title 13, United States Code, Section 9, requires the U.S. Census Bureau to keep your information confidential and use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data.

WHERE CAN I ACCESS THE DATA?

Data from the Annual Wholesale Trade Survey are available at www.census.gov/programs-surveys/awts/data/tables.html.

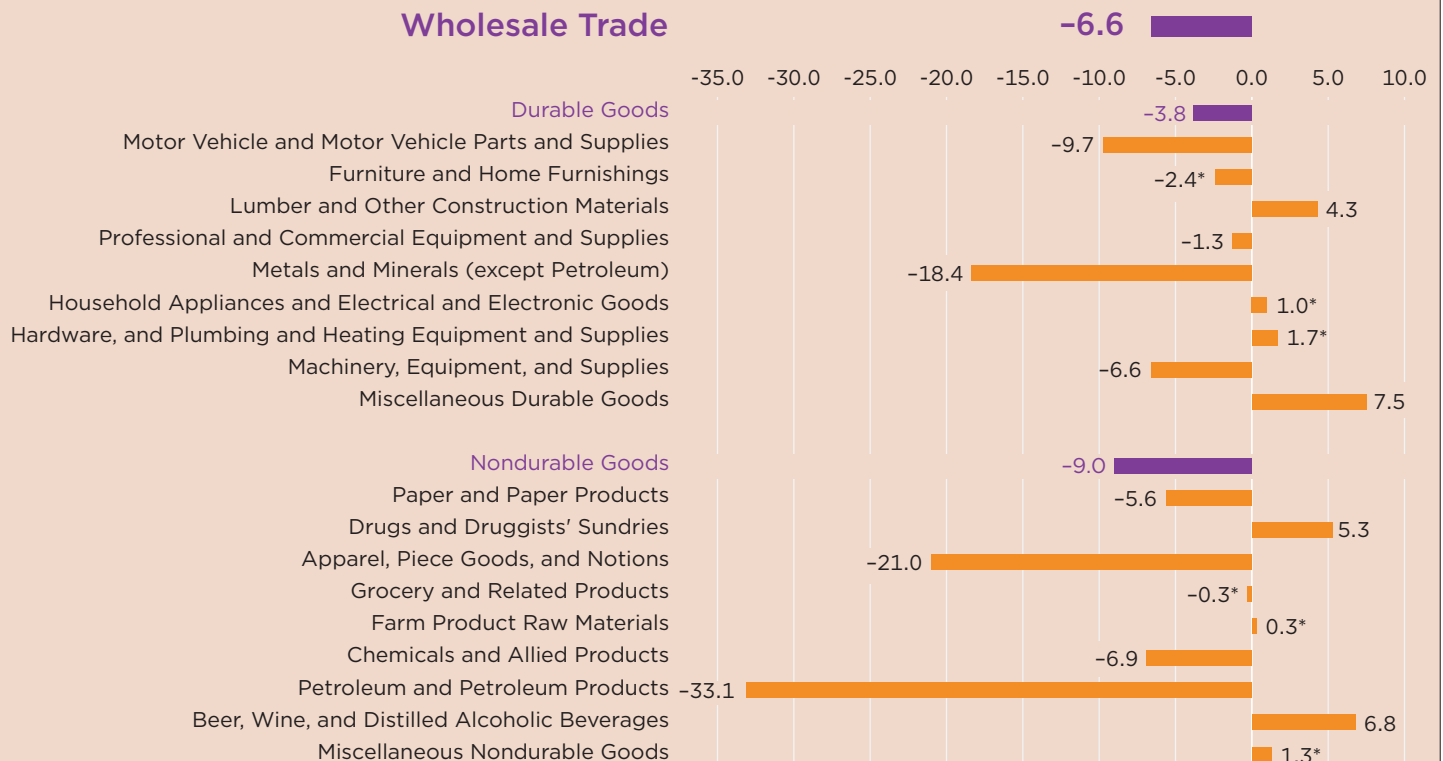


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Estimated Sales of U.S. Merchant Wholesalers Percent Change in Sales From 2019 to 2020



Wholesale Trade



* Year-to-year change estimates are not statistically different from zero at the 90 percent confidence level.

Note: Additional information on confidentiality protection, quality suppressions, sampling error, sample design, and definitions may be found at www.census.gov/programs-surveys/awts/technical-documentation/methodology.html. The Census Bureau has reviewed this data product to ensure appropriate access, use, and disclosure avoidance protection of the confidential source data used to produce this product (Data Management System (DMS) number: P-7500133, Disclosure Review Board (DRB) approval number: CBDRB-FY22-041).

Source: 2020 Annual Wholesale Trade Survey, www.census.gov/programs-surveys/awts.html.

ARE THERE OTHER PROGRAMS THAT PROVIDE SIMILAR DATA?

Monthly data are available from the Census Bureau's Economic Indicators, including the MWTS www.census.gov/wholesale/index.html. Annual data are available from a variety of business programs and surveys, including the County Business Patterns www.census.gov/programs-surveys/cbp.html and the Annual Capital Expenditures Survey www.census.gov/programs-surveys/aces.html. Detailed statistics from the 5-year Economic Census www.census.gov/programs-surveys/economic-census.html are also available.

WHO CAN I CONTACT FOR MORE INFORMATION?

Additional information about the AWTS can be found at www.census.gov/awts.

You can also send an e-mail to ewd.annual.wholesale.trade.survey@census.gov or call 301-763-2703.

