

Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers: 2022

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On January 29, 2024, the 2022 Annual Wholesale Trade Survey (AWTS) released estimates about Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers in the United States. The data tables containing the estimates and corresponding measures of sampling variability can be found at www.census.gov/data/tables/2022/econ/awts/annual-reports.html, and a detailed description of the AWTS methodology is located at www.census.gov/programs-surveys/awts/technical-documentation/methodology.html. The subsequent sections provide background information and highlight the Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers estimates published in the 2022 AWTS data tables. All dollar values are expressed in current dollars relative to each survey year (i.e., they are not adjusted for price changes). Percent changes mentioned in this release are calculated using estimates expressed in (i.e., rounded to) millions of dollars, as provided in the data tables. All comparisons made in this release have been tested and found to be statistically significant at the 90 percent confidence level, unless otherwise noted.

The U.S Census Bureau has reviewed this data product to ensure appropriate access, use, and disclosure avoidance protection of the confidential source data (Project No. P-7500133, Disclosure Review Board approval number: CBDRB-FY24-0052).

BACKGROUND INFORMATION

The Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers industry group, which is 2012 North American Industry Classification System (NAICS) code 4231, comprises establishments primarily engaged in the merchant wholesale distribution of automobiles and other motor vehicles, motor vehicle supplies, tires, and new and used parts. Business-to-business electronic markets, agents, and brokers primarily engaged in wholesaling motor vehicles and motor vehicle parts and supplies, generally on a commission or fee basis, are excluded.

Merchant wholesalers are establishments that sell goods on their own account. Manufacturers' sales branches and offices (MSBOs) fall under the "merchant wholesalers" category as well. MSBOs are establishments maintained by some manufacturing, refining, or mining enterprises apart from their plants or mines for the purpose of marketing their products.

SALES

Sales are the dollar value of transactions between the reporting firm and its customers. Sales include transactions to foreign affiliates. Transactions among domestic affiliates are excluded. E-commerce sales are also included.

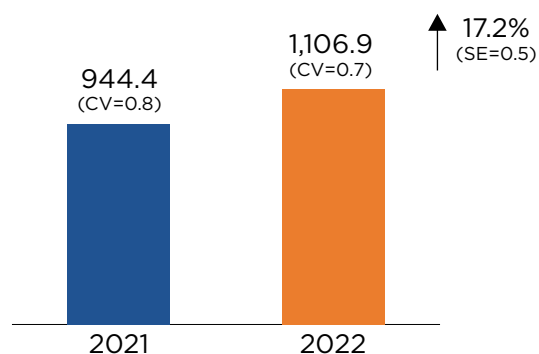
Merchant Wholesalers

Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers had sales of \$1,106.9 billion in 2022, an increase of 17.2 percent from \$944.4 billion in 2021 (Figure 1).

Merchant Wholesalers, Except MSBOs

Excluding MSBOs, Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers sales were \$554.8 billion in 2022, up 13.4 percent from \$489.4 billion in 2021. These firms accounted for 50.1 percent of the sales estimate in the Motor Vehicle and Motor

Figure 1.
Estimated Sales of Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers: 2021 and 2022
(In billions of dollars)



Note: Estimates are not adjusted for price changes. Estimates of sampling variability are measured using coefficients of variation (CV) and standard errors (SE). CVs are expressed as a percentage of the estimate. SEs are expressed as percents. Differences between estimates may be attributed to sampling or nonsampling error, rather than underlying economic conditions. Additional information on confidentiality protection, sampling error, nonsampling 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 (Project No. P-7500133, Disclosure Review Board approval number: CBDRB-FY24-0052).

Source: U.S. Census Bureau, 2022 Annual Wholesale Trade Survey.

Vehicle Parts and Supplies Merchant Wholesalers industry group in 2022.¹

MSBOs

For MSBOs in the Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers industry group, sales increased 21.4 percent, from \$454.9 billion in 2021 to \$552.1 billion in 2022. In 2022, MSBOs accounted for 49.9 percent of the sales estimate generated by establishments primarily engaged in the merchant wholesale distribution of motor vehicles and motor vehicle parts and supplies.²

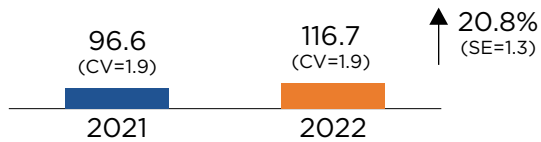
INVENTORIES

Inventories are the value, at cost, of merchandise on hand and available for sale at the end of the reference year. All goods owned by a firm, regardless of location, are included. Items (such as fixtures, equipment, and supplies) that are not held for resale are excluded. The value of goods on a firm's premises that are not owned by the firm is also excluded.

¹ Estimated sales of merchant wholesalers except MSBOs in 2022 are not significantly different than estimated sales of MSBOs in 2022 at the 90 percent confidence level.

² Ibid.

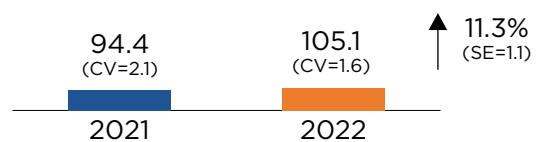
Figure 2.
Estimated Inventories of Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers: 2021 and 2022
(In billions of dollars)



Note: Estimates are not adjusted for price changes. Estimates of sampling variability are measured using coefficients of variation (CV) and standard errors (SE). CVs are expressed as a percentage of the estimate. SEs are expressed as percents. Differences between estimates may be attributed to sampling or nonsampling error, rather than underlying economic conditions. Additional information on confidentiality protection, sampling error, nonsampling 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 (Project No. P-7500133, Disclosure Review Board approval number: CBDRB-FY24-0052).

Source: U.S. Census Bureau, 2022 Annual Wholesale Trade Survey.

Figure 3.
Estimated Operating Expenses of Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers: 2021 and 2022
(In billions of dollars)



Note: Estimates are not adjusted for price changes. Estimates of sampling variability are measured using coefficients of variation (CV) and standard errors (SE). CVs are expressed as a percentage of the estimate. SEs are expressed as percents. Differences between estimates may be attributed to sampling or nonsampling error, rather than underlying economic conditions. Additional information on confidentiality protection, sampling error, nonsampling 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 (Project No. P-7500133, Disclosure Review Board approval number: CBDRB-FY24-0052).

Source: U.S. Census Bureau, 2022 Annual Wholesale Trade Survey.

Merchant Wholesalers

Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers had inventories of \$116.7 billion in 2022, an increase of 20.8 percent from \$96.6 billion in 2021 (Figure 2).

Merchant Wholesalers, Except MSBOs

Excluding MSBOs, Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers inventories were \$82.0 billion in 2022, an increase of 23.8 percent from \$66.3 billion in 2021.

MSBOs

For MSBOs in the Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers industry group, inventories increased 14.2 percent, from \$30.3 billion in 2021 to \$34.6 billion in 2022.

OPERATING EXPENSES

Operating expenses are the dollar value of expenses that arose from the normal course of business during the reference year. Payroll expenses are included. Bad debt, interest expense, purchases of goods for resale (and cost of goods sold), income taxes, impairment, and transfers made within the company are excluded.

Merchant Wholesalers

Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers had operating expenses of \$105.1 billion in 2022, an increase of 11.3 percent from \$94.4 billion in 2021 (Figure 3).

Merchant Wholesalers, Except MSBOs

Excluding MSBOs, Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers operating expenses were \$70.6 billion in 2022, an increase of 8.6 percent from \$65.0 billion in 2021.³

Payroll expenses accounted for 35.1 percent, or \$24.8 billion, of the total operating expenses (\$70.6 billion) in 2022.

³ Operating expenses estimates for 2021 and 2022 are not statistically different at the 90 percent confidence level.