

For Wire Transmission 10:00 a.m. E.T. August 7, 2002

CB02-103

**MONTHLY WHOLESALE TRADE: SALES AND INVENTORIES
JUNE 2002**

Sales. June 2002 sales of merchant wholesalers, after adjustment for seasonal variations and trading-day differences but not for price changes, were \$229.5 billion, up 0.6 percent (+/-0.5%) from the revised May level, and were up 2.2 percent (+/-1.4%) from the June 2001 level. The May preliminary estimate was revised upward \$0.3 billion or 0.1 percent. Among durable goods, sales of computer and computer peripheral equipment and software were up 4.1 percent from last month, and metals and minerals, except petroleum, were up 3.0 percent. Among nondurable goods, sales of farm product raw materials were up 2.9 percent from May and drugs and druggists' sundries increased 1.6 percent.

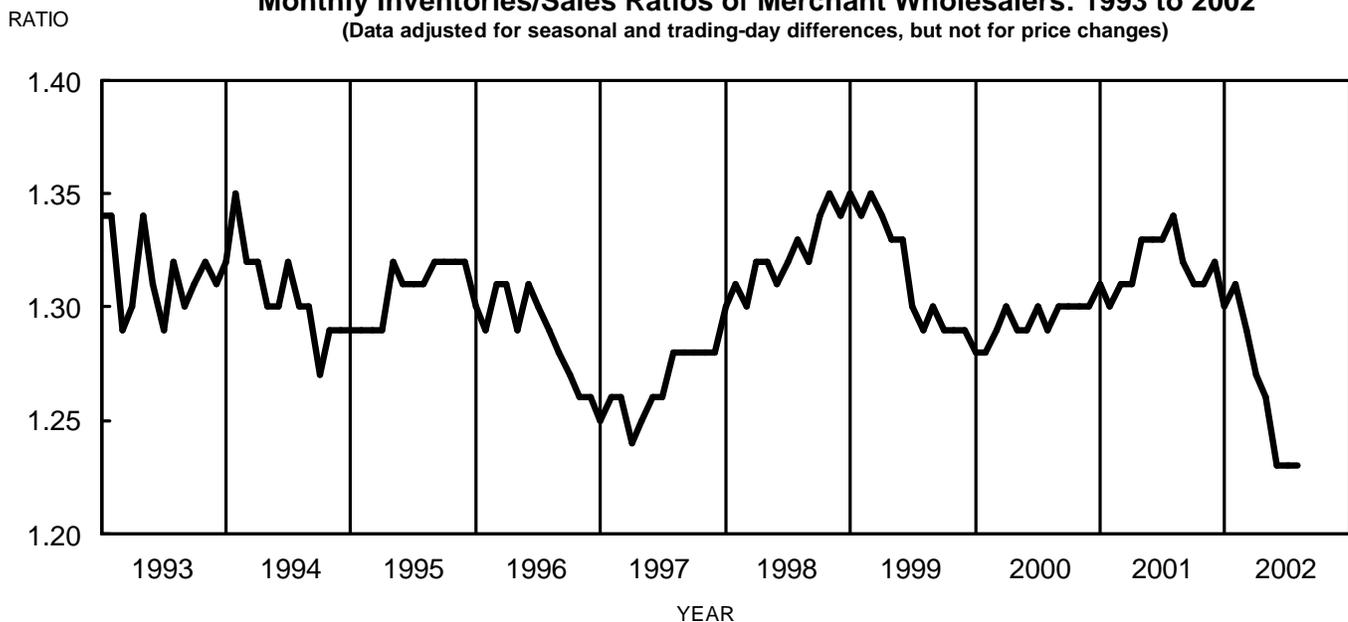
Inventories. Total inventories of merchant wholesalers, after adjustment for seasonal variations but not for price changes, were \$281.9 billion at the end of June, up 0.3 percent (+/-0.3%) from last month, but were down 6.5 percent (+/-1.6%) from a

year ago. The May preliminary estimate was revised downward \$0.4 billion or 0.1 percent. Among durable goods, inventories of professional and commercial equipment and supplies increased 1.2 percent, from last month, while electrical goods were down 1.7 percent. End-of-month inventories of nondurable goods increased 0.6 percent (+/-0.5%) from last month, but were down 1.3 percent (+/-2.5%) from a year ago. Inventories of groceries and related products were up 2.5 percent from last month.

Inventories/Sales Ratio. The June inventories/sales ratio for merchant wholesalers, based on seasonally adjusted data, was 1.23. The June 2001 ratio was 1.34.

Data in this report are based on a sample and, therefore, are subject to sampling and nonsampling variability. A discussion of the reliability of the data and general survey methodology appears in BW/01-A Current Business Reports.

Monthly Inventories/Sales Ratios of Merchant Wholesalers: 1993 to 2002
(Data adjusted for seasonal and trading-day differences, but not for price changes)



Monthly Wholesale Trade for July is scheduled to be released September 9, 2002 at 10:00 a.m.

Address inquiries concerning this report to Service Sector Statistics Division, U.S. Census Bureau, Washington, DC 20233, or call Nancy Piesto, (301) 457-2747.

This report is available on day of issue through the Department of Commerce's STAT-USA website; for information, call (202) 482-1986. The data are also available on the internet - <http://www.census.gov/whl>.

Table 1. Estimated Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers: 2002 and 2001

[In millions of dollars]

NAICS ¹ code	Kind of Business	Sales						Inventories						Inventories/Sales		
		Monthly			Percent change			Monthly			Percent change			Ratios		
		Jun. 2002 (p)	May 2002 (r)	Jun. 2001 (r)	Jun./ May	May/ Apr.	Jun. 02 Jun. 01	Jun. 2002 (p)	May 2002 (r)	Jun. 2001 (r)	Jun./ May	May/ Apr.	Jun. 02 Jun. 01	Jun. 2002 (p)	May 2002 (r)	Jun. 2001 (r)
Adjusted²																
42	U.S. Total	229,505	228,052	224,588	0.6	0.0	2.2	281,858	281,080	301,309	0.3	0.0	-6.5	1.23	1.23	1.34
421	Durable	114,451	113,877	113,878	0.5	0.4	0.5	168,202	168,070	186,171	0.1	-0.3	-9.7	1.47	1.48	1.63
4211	Automotive	17,329	17,278	17,128	0.3	-0.9	1.2	23,500	23,254	24,755	1.1	2.6	-5.1	1.36	1.35	1.45
4212	Furniture	3,701	3,556	3,612	4.1	1.3	2.5	5,159	5,172	5,583	-0.3	-0.5	-7.6	1.39	1.45	1.55
4213	Lumber	6,593	6,655	6,065	-0.9	-2.8	8.7	6,767	6,749	6,504	0.3	-0.3	4.0	1.03	1.01	1.07
4214	Prof. equip.	22,076	21,477	22,271	2.8	2.6	-0.9	23,273	23,005	25,428	1.2	0.7	-8.5	1.05	1.07	1.14
42143	Comp. equip.	11,769	11,306	12,371	4.1	2.2	-4.9	8,502	8,423	9,533	0.9	3.1	-10.8	0.72	0.75	0.77
4215	Metals	7,768	7,543	7,837	3.0	-0.7	-0.9	11,994	12,035	13,263	-0.3	0.0	-9.6	1.54	1.60	1.69
4216	Electrical	17,771	18,066	16,898	-1.6	1.1	5.2	22,760	23,148	28,123	-1.7	-0.5	-19.1	1.28	1.28	1.66
4217	Hardware	5,352	5,370	5,137	-0.3	-2.8	4.2	10,059	10,113	10,385	-0.5	0.8	-3.1	1.88	1.88	2.02
4218	Machinery	20,402	20,609	21,572	-1.0	2.0	-5.4	45,146	45,268	50,454	-0.3	-1.4	-10.5	2.21	2.20	2.34
4219	Misc. Durable	13,459	13,323	13,358	1.0	-0.8	0.8	19,544	19,326	21,676	1.1	-2.9	-9.8	1.45	1.45	1.62
422	Nondurable	115,054	114,175	110,710	0.8	-0.5	3.9	113,656	113,010	115,138	0.6	0.4	-1.3	0.99	0.99	1.04
4221	Paper	6,218	6,197	6,397	0.3	0.4	-2.8	6,149	6,128	6,773	0.3	1.8	-9.2	0.99	0.99	1.06
4222	Drugs	18,841	18,537	15,926	1.6	-0.2	18.3	27,720	27,572	25,316	0.5	-0.3	9.5	1.47	1.49	1.59
4223	Apparel	6,940	6,999	6,699	-0.8	0.5	3.6	12,076	11,932	13,828	1.2	0.1	-12.7	1.74	1.70	2.06
4224	Groceries	35,104	34,640	33,527	1.3	0.4	4.7	22,135	21,602	21,698	2.5	1.5	2.0	0.63	0.62	0.65
4225	Farm products	8,690	8,443	8,178	2.9	-2.5	6.3	9,868	9,897	10,750	-0.3	-0.8	-8.2	1.14	1.17	1.31
4226	Chemicals	4,973	5,085	4,875	-2.2	0.7	2.0	6,032	6,076	6,185	-0.7	0.3	-2.5	1.21	1.19	1.27
4227	Petroleum	14,556	14,388	14,775	1.2	-3.8	-1.5	4,547	4,629	4,209	-1.8	-2.4	8.0	0.31	0.32	0.28
4228	Alcohol	6,495	6,454	6,027	0.6	-0.1	7.8	6,696	6,747	6,559	-0.8	0.1	2.1	1.03	1.05	1.09
4229	Misc. Nondur.	13,237	13,432	14,306	-1.5	0.0	-7.5	18,433	18,427	19,820	0.0	1.5	-7.0	1.39	1.37	1.39
													Sales to date			
													2002		2001	
42	U.S. Total	226,863	237,169	228,663	-4.3	2.6	-0.8	279,124	278,302	298,328	0.3	-1.1	-6.4	1,343,748	1,366,459	
421	Durable	114,580	117,596	117,553	-2.6	2.2	-2.5	168,961	168,975	187,034	0.0	-0.7	-9.7	667,988	691,725	
4211	Automotive	17,312	18,055	17,608	-4.1	-2.0	-1.7	23,124	23,301	24,384	-0.8	1.0	-5.2	103,544	101,952	
4212	Furniture	3,601	3,570	3,619	0.9	0.3	-0.5	5,205	5,131	5,639	1.4	1.6	-7.7	20,714	21,783	
4213	Lumber	6,870	7,394	6,611	-7.1	2.9	3.9	6,869	6,911	6,628	-0.6	-0.4	3.6	40,036	35,885	
4214	Prof. equip.	22,473	21,606	23,340	4.0	6.0	-3.7	23,087	22,729	25,174	1.6	-1.7	-8.3	125,787	133,869	
42143	Comp. equip.	12,134	11,046	13,039	9.8	6.8	-6.9	8,383	8,330	9,371	0.6	0.5	-10.5	65,867	73,987	
4215	Metals	7,768	7,920	8,033	-1.9	1.8	-3.3	12,090	12,047	13,343	0.4	0.4	-9.4	44,493	48,068	
4216	Electrical	17,380	17,994	17,033	-3.4	3.3	2.0	22,942	23,194	28,320	-1.1	0.7	-19.0	102,898	107,968	
4217	Hardware	5,464	5,735	5,471	-4.7	0.8	-0.1	10,180	10,214	10,530	-0.3	1.0	-3.3	32,443	31,439	
4218	Machinery	20,361	22,052	22,413	-7.7	2.8	-9.2	45,959	46,083	51,362	-0.3	-1.7	-10.5	120,583	131,680	
4219	Misc. Durable	13,351	13,270	13,425	0.6	0.8	-0.6	19,505	19,365	21,654	0.7	-2.7	-9.9	77,490	79,081	
422	Nondurable	112,283	119,573	111,110	-6.1	2.9	1.1	110,163	109,327	111,294	0.8	-1.8	-1.0	675,760	674,734	
4221	Paper	6,056	6,302	6,371	-3.9	3.0	-4.9	6,149	6,189	6,759	-0.6	1.8	-9.0	36,463	39,001	
4222	Drugs	17,711	18,667	15,528	-5.1	-0.1	14.1	27,166	26,056	24,835	4.3	-4.7	9.4	108,659	91,768	
4223	Apparel	6,662	6,628	6,518	0.5	-2.0	2.2	12,390	11,777	14,132	5.2	3.0	-12.3	41,087	40,505	
4224	Groceries	34,648	36,615	33,695	-5.4	6.0	2.8	22,046	21,386	21,568	3.1	2.2	2.2	205,632	198,171	
4225	Farm products	7,830	8,299	7,630	-5.7	-4.6	2.6	7,638	8,432	8,288	-9.4	-13.1	-7.8	51,023	54,598	
4226	Chemicals	5,003	5,477	5,075	-8.7	6.2	-1.4	6,062	6,155	6,210	-1.5	1.1	-2.4	30,116	30,350	
4227	Petroleum	14,148	15,582	14,982	-9.2	2.3	-5.6	4,438	4,518	4,121	-1.8	-3.3	7.7	82,733	95,635	
4228	Alcohol	6,670	7,093	6,461	-6.0	10.8	3.2	6,763	6,774	6,631	-0.2	-0.8	2.0	36,753	34,607	
4229	Misc. Nondur.	13,555	14,910	14,850	-9.1	2.2	-8.7	17,511	18,040	18,750	-2.9	-1.4	-6.6	83,294	90,099	

p Preliminary estimate. r Revised.

1 For a full description of the NAICS codes shown above, see the "1997 North American Industry Classification System" or the Current Business Reports "Annual Benchmark Report for Wholesale Trade" publication.

2 Data adjusted for seasonal variations and, in the case of sales, also for trading-day differences. See Table 3 for seasonal adjustment factors used.

Table 2. Coefficients of Variation and Standard Errors for Sales and Inventories Estimates

NAICS code	Kind of Business	Median coefficients of variation for level (%)				Median standard errors for trend				Coefficients of variation for level (%)		Standard errors for trend
		Preliminary estimates		Final estimates		Ratio of two consecutive months		Year-to-year estimates		Cumulative sales estimates		Current year cumulative
		Sales	Inv.	Sales	Inv.	Sales	Inv.	Sales	Inv.	Current year	Previous year	to previous year cumulative
42	U.S. Total	1.2	1.7	1.2	1.7	0.3	0.2	0.9	1.0	1.1	1.2	0.4
421	Durable	1.8	1.8	1.8	1.9	0.5	0.2	1.3	1.2	1.4	1.6	0.7
4211	Automotive	3.3	4.6	3.6	4.6	0.9	0.7	2.3	3.8	2.9	3.8	1.1
4212	Furniture	4.5	7.3	4.5	7.3	1.5	0.6	3.2	2.6	4.7	4.0	2.5
4213	Lumber	4.4	6.2	4.4	6.2	1.0	0.7	2.5	3.3	4.7	3.7	2.0
4214	Prof. equip.	5.1	5.6	5.0	5.4	1.1	0.6	3.8	2.3	4.8	3.8	1.9
42143	Comp. equip.	8.0	6.7	7.9	6.7	1.8	1.2	4.6	3.1	8.4	6.9	2.7
4215	Metals	7.6	8.8	7.6	8.8	1.2	0.7	4.5	3.7	6.8	6.9	2.5
4216	Electrical	4.2	4.8	4.2	4.7	1.3	0.6	2.0	2.2	3.5	3.9	0.9
4217	Hardware	8.1	10.8	8.2	10.6	1.1	0.4	3.8	3.2	8.1	7.5	1.7
4218	Machinery	4.1	3.3	4.2	3.3	1.6	0.5	2.5	2.9	3.8	3.3	1.3
4219	Misc. Durable	5.2	7.7	5.3	7.7	1.8	0.8	2.9	2.3	4.7	5.0	2.1
422	Nondurable	1.7	2.6	1.6	2.7	0.5	0.3	1.1	1.5	1.6	1.5	0.6
4221	Paper	4.7	3.7	4.8	3.7	0.9	0.6	1.5	1.5	4.3	4.8	0.6
4222	Drugs	5.2	5.5	5.2	5.6	0.7	0.4	2.5	3.4	5.3	6.1	1.6
4223	Apparel	5.1	4.8	5.0	4.8	1.7	0.9	3.2	4.2	4.4	4.0	2.1
4224	Groceries	2.9	5.7	2.9	5.5	0.7	0.6	2.6	4.0	3.0	2.8	1.0
4225	Farm products	5.6	11.1	5.6	11.3	1.6	1.6	3.9	3.5	5.4	5.5	1.5
4226	Chemicals	5.2	7.1	5.3	7.1	1.1	0.8	2.7	3.3	5.2	5.0	1.4
4227	Petroleum	5.7	7.4	5.7	7.3	0.8	0.8	1.6	3.2	5.6	5.5	0.8
4228	Alcohol	3.7	4.6	3.7	4.5	0.9	0.8	2.0	4.2	3.9	4.1	0.9
4229	Misc. Nondur.	7.7	7.8	7.7	7.8	1.9	1.1	4.1	3.0	7.7	7.2	3.5

Note: Medians are based on data from the latest 12 months.

Reliability of Estimates

There are two types of errors possible in an estimate based on a sample survey: sampling and nonsampling.

Sampling errors occur because observations are made on a sample, not on the entire population, and different samples could have led to different estimates. Standard errors and coefficients of variation, as calculated for this report, are measures of sampling variation. The margin of sampling error, as used on page 1, gives a range about the estimate which is a 90% confidence interval. If, for example, the trend estimate is up 1.2% and the standard error is 0.9%, then the margin of sampling error is $\pm 1.65 \times 0.9\%$ or $\pm 1.5\%$, and the 90% confidence interval is -0.3% to $+2.7\%$. If the interval contains 0, it is uncertain whether there was an increase or decrease. For monthly level, the coefficient of variation (CV) is given. The resulting confidence interval is the estimated value $\pm 1.65 \times CV \times$ (the estimated value).

Nonsampling errors can occur because of nonresponse,

insufficient coverage of the universe of wholesale businesses, mistakes in the recording and coding of data, and response errors. Imputed data accounts for approximately 28% of the sales estimates and 31% of the inventories estimates. Additionally, estimates of sales and inventories prior to March 2001 have been restated from SIC-based estimates. The restatement methodology may have introduced additional nonsampling error. The calculated median standard errors of year-to-year change estimates may also be influenced by the methodology used to impute historical data for units in the NAICS sample. The effect of this historic imputation methodology on published estimates will decrease as more data from the NAICS sample is accumulated. Precautionary steps are taken to minimize nonsampling errors, but their magnitude is not directly measured.

Further information regarding the reliability of estimates can be found on the Internet on our web page at <http://www.census.gov/svsd/www/mwtsreliability.html>.

Table 3. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers

NAICS code	Kind of Business	Sales						Inventories					
		2002					2001	2002					2001
		Jul.	Jun.r	May r	Apr.	Mar.	Jun.r	Jul.	Jun.r	May r	Apr.	Mar.	Jun.r
42	U.S. Total¹	1.017	0.990	1.041	1.015	1.010	1.017	0.993	0.991	0.992	1.002	1.003	0.990
421	Durable	1.021	1.002	1.034	1.015	1.020	1.032	1.012	1.003	1.005	1.008	0.998	1.003
4211	Automotive	1.023	0.999	1.045	1.056	1.043	1.028	0.988	0.984	1.002	1.018	1.018	0.985
4212	Furniture	1.001	0.973	1.004	1.014	1.003	1.002	1.033	1.009	0.992	0.971	0.972	1.010
4213	Lumber	1.100	1.042	1.111	1.050	0.978	1.090	1.022	1.015	1.024	1.025	1.024	1.019
4214	Prof. equip.	1.018	1.018	1.006	0.973	1.038	1.048	1.015	0.992	0.988	1.012	0.983	0.990
42143	Comp. equip.	0.999	1.031	0.977	0.935	1.041	1.054	1.020	0.986	0.989	1.015	0.970	0.983
4215	Metals	1.014	1.000	1.050	1.024	1.020	1.025	1.017	1.008	1.001	0.997	0.995	1.006
4216	Electrical	1.011	0.978	0.996	0.974	1.017	1.008	1.019	1.008	1.002	0.990	0.979	1.007
4217	Hardware	1.049	1.021	1.068	1.030	0.978	1.065	1.008	1.012	1.010	1.008	1.007	1.014
4218	Machinery	1.011	0.998	1.070	1.062	1.025	1.039	1.018	1.018	1.018	1.021	1.008	1.018
4219	Misc. Durable	0.996	0.992	0.996	0.980	1.006	1.005	1.015	0.998	1.002	1.000	0.979	0.999
422	Nondurable	1.013	0.975	1.047	1.016	1.006	0.999	0.962	0.970	0.969	0.989	1.010	0.969
4221	Paper	1.015	0.974	1.017	0.991	0.998	0.996	0.996	1.000	1.010	1.010	0.998	0.998
4222	Drugs	0.995	0.940	1.007	1.006	0.997	0.975	0.984	0.980	0.945	0.988	1.001	0.981
4223	Apparel	1.043	0.960	0.947	0.971	1.097	0.973	1.034	1.026	0.987	0.959	0.962	1.022
4224	Groceries	1.040	0.987	1.057	1.001	1.002	1.005	0.986	0.996	0.990	0.983	0.988	0.994
4225	Farm products	0.940	0.901	0.983	1.004	0.997	0.933	0.739	0.774	0.852	0.972	1.083	0.771
4226	Chemicals	1.033	1.006	1.077	1.022	1.013	1.041	1.014	1.005	1.013	1.005	1.005	1.004
4227	Petroleum	1.020	0.972	1.083	1.019	0.977	1.014	0.991	0.976	0.976	0.985	0.989	0.979
4228	Alcohol	1.040	1.027	1.099	0.991	0.951	1.072	1.015	1.010	1.004	1.013	0.985	1.011
4229	Misc. Nondur.	0.977	1.024	1.110	1.086	1.012	1.038	0.941	0.950	0.979	1.008	1.048	0.946

r Revised.

¹Adjusted sales and inventories data shown in Table 1 are obtained by dividing the unadjusted data by the adjustment factors shown above for the corresponding group. Adjusted data for the totals are obtained by adding the durable and nondurable goods. Seasonal factors shown for the totals will provide an approximation of the adjusted estimates, but may show small differences from the published data.

Note: The seasonal factors shown have been computed based on monthly estimates through the current month preliminary estimates.