

U.S. Census Bureau News

U.S. Department of Commerce • Washington, D.C. 20233

FOR IMMEDIATE RELEASE WEDNESDAY, AUGUST 8, 2007 AT 10:00 A.M. EDT

CB07-114

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MONTHLY WHOLESALE TRADE: SALES AND INVENTORIES June 2007

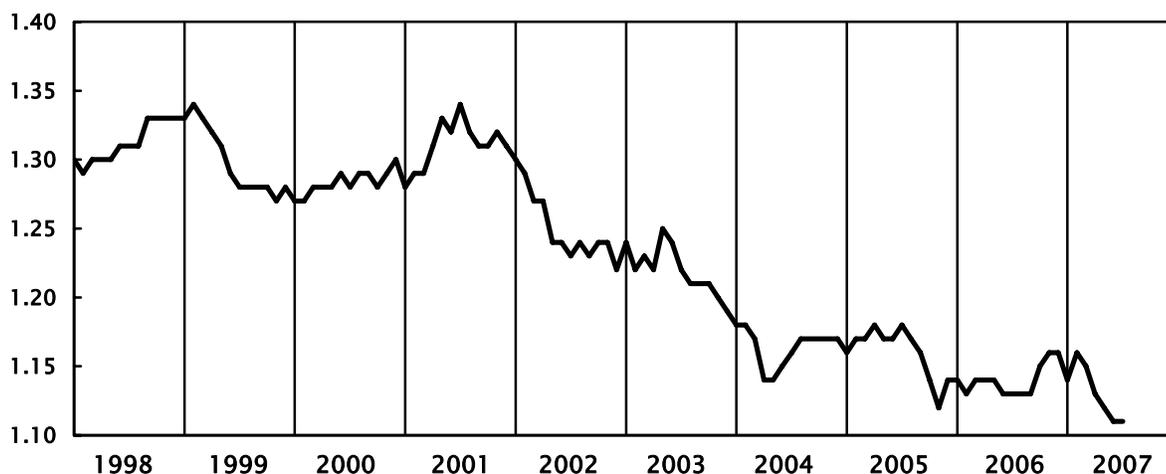
Sales. The U.S. Census Bureau announced today that June 2007 sales of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations and trading-day differences but not for price changes, were \$359.5, up 0.6 percent (+/-0.5%) from the revised May level and were up 8.1 percent (+/-1.3%) from the June 2006 level. The May preliminary estimate was revised upward \$0.2 billion or 0.1 percent. June sales of durable goods were up 0.7 percent (+/-1.0%)* from last month and were up 4.9 percent (+/-2.0%) from a year ago. Compared to last month, sales of computer and computer peripheral equipment and supplies were up 5.4 percent. June sales of nondurable goods were up 0.5 percent (+/-0.7%)* from last month and were up 11.1 percent (+/-2.1%) from last year.

Inventories. Total inventories of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations but not for price changes, were \$398.5 billion at the end of June, up 0.5 percent (+/-0.3%) from the revised May level and were up 6.3 percent (+/-1.8%) from a year ago. The May preliminary estimate was revised downward \$0.1 billion. End-of-month inventories of durable goods were virtually unchanged (+/-0.5%)* from last month and were up 4.2 percent (+/-2.3%) from last June. Inventories of motor vehicle and motor vehicle parts and supplies were up 1.3 percent from last month. End-of-month inventories of nondurable goods increased 1.2 percent (+/-0.5%) from May and were up 10.1 percent (+/-3.6%) compared to last June. Inventories of farm product raw materials were up 5.6 percent and inventories of apparel, piece goods, and notions increased 3.1 percent from last month.

Inventories/Sales Ratio. The June inventories/sales ratio for merchant wholesalers, except manufacturers' sales branches and offices, based on seasonally adjusted data, was 1.11. The June 2006 ratio was 1.13.

Data in this report are based on a sample and, therefore, are subject to sampling and nonsampling error. A discussion of the reliability of the estimates and general survey methodology can be found at: <<http://www.census.gov/mwts/www/mwtsreliability.html>>.

Monthly Inventories/Sales Ratios of Merchant Wholesalers, Except Manufacturers'
Sales Branches and Offices: 1998 to 2007
(Estimates adjusted for seasonal and trading-day differences, but not for price changes)



Monthly Wholesale Trade for July is scheduled to be released September 7, 2007 at 10:00 a.m. EDT.

For information, visit the Census Bureau's Web site at <<http://www.census.gov/whl>>. This report is also available the day of issue through the Department of Commerce's STAT-USA (202-482-1986).

* The 90 percent confidence interval includes zero. The Census Bureau does not have sufficient statistical evidence to conclude that the actual change is different from zero.

Table 1. Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices

[Total sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey.]

NAICS ¹ code	Kind of Business	Sales						Inventories						Inventories/Sales		
		Monthly			Percent change			Monthly			Percent change			Ratios		
		Jun. 2007 (p)	May 2007 (r)	Jun. 2006 (r)	Jun./ May	May/ Apr.	Jun. 07/ Jun. 06	Jun. 2007 (p)	May 2007 (r)	Jun. 2006 (r)	Jun./ May	May/ Apr.	Jun. 07/ Jun. 06	Jun. 2007 (p)	May 2007 (r)	Jun. 2006 (r)
Adjusted²																
42	U.S. Total	359,454	357,352	332,492	0.6	1.3	8.1	398,485	396,604	374,855	0.5	0.5	6.3	1.11	1.11	1.13
423	.Durable	170,362	169,139	162,366	0.7	-0.4	4.9	249,811	249,749	239,849	0.0	0.4	4.2	1.47	1.48	1.48
4231	..Automotive	26,586	26,635	26,948	-0.2	-5.2	-1.3	37,269	36,798	38,294	1.3	1.2	-2.7	1.40	1.38	1.42
4232	..Furniture	6,161	6,391	5,591	-3.6	4.2	10.2	7,901	7,883	7,352	0.2	-0.6	7.5	1.28	1.23	1.31
4233	..Lumber	11,200	11,132	12,424	0.6	0.8	-9.9	14,155	14,301	15,323	-1.0	-1.2	-7.6	1.26	1.28	1.23
4234	..Prof. equip.	30,574	29,704	27,318	2.9	1.4	11.9	32,254	32,093	29,200	0.5	0.4	10.5	1.05	1.08	1.07
42343	...Comp. equip.	16,595	15,747	14,047	5.4	5.1	18.1	12,049	11,921	10,737	1.1	1.5	12.2	0.73	0.76	0.76
4235	..Metals	13,869	14,029	13,508	-1.1	-0.5	2.7	24,734	24,619	21,957	0.5	2.3	12.6	1.78	1.75	1.63
4236	..Electrical	25,255	25,016	24,016	1.0	-0.3	5.2	32,441	32,502	30,436	-0.2	1.7	6.6	1.28	1.30	1.27
4237	..Hardware	7,741	7,662	7,734	1.0	-2.3	0.1	15,116	15,076	14,510	0.3	-0.9	4.2	1.95	1.97	1.88
4238	..Machinery	28,701	28,463	26,667	0.8	1.3	7.6	62,936	63,501	60,324	-0.9	0.4	4.3	2.19	2.23	2.26
4239	..Misc. Durable	20,275	20,107	18,160	0.8	0.2	11.6	23,005	22,976	22,453	0.1	-1.9	2.5	1.13	1.14	1.24
424	.Nondurable	189,092	188,213	170,126	0.5	2.9	11.1	148,674	146,855	135,006	1.2	0.5	10.1	0.79	0.78	0.79
4241	..Paper	7,857	8,047	7,949	-2.4	-0.8	-1.2	6,822	6,679	6,192	2.1	0.9	10.2	0.87	0.83	0.78
4242	..Drugs	33,193	32,796	31,592	1.2	0.2	5.1	31,353	31,867	31,111	-1.6	1.3	0.8	0.94	0.97	0.98
4243	..Apparel	11,048	10,751	10,319	2.8	2.5	7.1	15,456	14,989	14,422	3.1	0.8	7.2	1.40	1.39	1.40
4244	..Groceries	43,039	42,865	37,512	0.4	0.2	14.7	27,741	27,362	23,408	1.4	2.1	18.5	0.64	0.64	0.62
4245	..Farm products	14,785	14,755	10,961	0.2	9.2	34.9	15,629	14,800	11,185	5.6	2.1	39.7	1.06	1.00	1.02
4246	..Chemicals	8,199	8,441	7,926	-2.9	1.0	3.4	8,985	8,869	8,707	1.3	-0.4	3.2	1.10	1.05	1.10
4247	..Petroleum	41,667	42,071	38,103	-1.0	5.7	9.4	13,839	13,537	13,515	2.2	-2.7	2.4	0.33	0.32	0.35
4248	..Alcohol	8,633	8,507	8,026	1.5	2.6	7.6	10,295	10,132	9,169	1.6	-0.3	12.3	1.19	1.19	1.14
4249	..Misc. Nondur.	20,671	19,980	17,738	3.5	6.1	16.5	18,554	18,620	17,297	-0.4	-1.5	7.3	0.90	0.93	0.98
														Sales to date		
														2007		2006
42	U.S. Total	367,628	373,435	348,551	-1.6	6.6	5.5	396,007	392,111	373,016	1.0	-0.5	6.2	2,088,783	1,936,561	
423	.Durable	176,326	174,712	173,170	0.9	4.3	1.8	250,284	249,810	240,476	0.2	0.2	4.1	1,002,906	951,188	
4231	..Automotive	27,011	27,328	28,134	-1.2	-3.9	-4.0	37,045	36,430	38,141	1.7	-0.5	-2.9	163,614	159,267	
4232	..Furniture	6,143	6,564	5,809	-6.4	10.9	5.7	7,941	7,844	7,389	1.2	0.9	7.5	36,158	32,369	
4233	..Lumber	11,939	12,201	13,753	-2.1	8.6	-13.2	14,565	14,773	15,783	-1.4	-1.1	-7.7	65,963	77,076	
4234	..Prof. equip.	32,256	29,051	29,695	11.0	8.5	8.6	31,835	31,547	28,850	0.9	-0.4	10.3	172,376	159,254	
42343	...Comp. equip.	18,155	14,975	15,620	21.2	13.1	16.2	11,844	11,611	10,587	2.0	-0.5	11.9	90,209	81,584	
4235	..Metals	14,493	15,095	14,575	-4.0	5.6	-0.6	24,586	24,570	21,847	0.1	2.8	12.5	85,085	77,315	
4236	..Electrical	25,609	25,091	24,929	2.1	5.4	2.7	32,441	32,567	30,466	-0.4	2.6	6.5	148,658	137,588	
4237	..Hardware	8,352	8,099	8,600	3.1	2.2	-2.9	15,297	15,347	14,670	-0.3	0.0	4.3	45,998	46,137	
4238	..Machinery	29,964	30,171	28,934	-0.7	4.6	3.6	64,006	64,009	61,349	0.0	0.6	4.3	169,739	159,308	
4239	..Misc. Durable	20,559	21,112	18,741	-2.6	4.2	9.7	22,568	22,723	21,981	-0.7	-3.5	2.7	115,315	102,874	
424	.Nondurable	191,302	198,723	175,381	-3.7	8.6	9.1	145,723	142,301	132,540	2.4	-1.8	9.9	1,085,877	985,373	
4241	..Paper	7,873	8,288	8,219	-5.0	6.8	-4.2	6,856	6,659	6,211	3.0	0.6	10.4	47,708	46,594	
4242	..Drugs	32,894	33,780	32,413	-2.6	6.0	1.5	31,510	30,943	31,173	1.8	-0.2	1.1	194,921	184,450	
4243	..Apparel	11,147	10,127	10,525	10.1	7.8	5.9	15,611	14,389	14,566	8.5	2.1	7.2	62,112	58,174	
4244	..Groceries	43,297	45,308	38,375	-4.4	6.5	12.8	27,325	26,924	23,033	1.5	2.0	18.6	252,973	221,511	
4245	..Farm products	13,632	14,991	10,249	-9.1	14.2	33.0	13,253	13,113	9,485	1.1	-12.0	39.7	82,036	63,290	
4246	..Chemicals	8,461	8,821	8,394	-4.1	8.3	0.8	9,066	8,922	8,785	1.6	-0.9	3.2	50,161	46,171	
4247	..Petroleum	43,209	44,932	39,551	-3.8	8.1	9.2	13,853	12,887	13,420	7.5	-0.2	3.2	231,074	211,868	
4248	..Alcohol	9,436	9,519	9,101	-0.9	22.8	3.7	10,419	10,142	9,279	2.7	-2.9	12.3	47,984	45,051	
4249	..Misc. Nondur.	21,353	22,957	18,554	-7.0	10.5	15.1	17,830	18,322	16,588	-2.7	-6.1	7.5	116,908	108,264	

Footnotes:

^p Preliminary estimate.

^r Revised estimate.

¹ For a full description of the NAICS codes used in this table, see the 2002 NAICS manual or <http://www.census.gov/epcd/naics02/naicod02.htm#N42>.

² Estimates are adjusted for seasonal variation and, in the case of sales, also for trading-day differences. See Table 3 for the seasonal adjustment factors used. Cumulative seasonally adjusted sales estimates are not tabulated.

Note:

Estimates have not been adjusted for price changes. Table 2 provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at <http://www.census.gov/mwts/www/mwtsreliability.html>.

Table 2. Estimated Measures of Sampling Variability of Monthly Wholesale Sales and Inventory Estimates

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

NAICS code	Kind of Business	Median coefficient of variation for monthly total				Median standard error for percent change				Coefficient of variation for total		Standard error for percent change
		Preliminary estimates		Final estimates		Ratio of two consecutive months		Current month to current month last year		Sales to date		Current year sales to date to previous year sales to date
		Sales	Inv.	Sales	Inv.	Sales	Inv.	Sales	Inv.	Current year	Previous year	
42	U.S. Total	0.9	1.3	0.9	1.3	0.3	0.2	0.8	1.1	0.8	0.6	0.8
423	..Durable	1.5	1.5	1.5	1.5	0.6	0.3	1.2	1.4	1.3	1.3	1.1
4231	..Automotive	2.8	4.5	2.8	4.5	0.9	0.7	2.0	5.1	3.0	2.2	2.1
4232	..Furniture	3.4	4.4	3.4	4.4	1.7	0.9	3.2	6.2	3.5	3.3	3.1
4233	..Lumber	4.2	7.6	4.1	7.5	1.0	0.8	2.8	5.9	4.1	4.8	2.4
4234	..Prof. equip.	3.8	4.6	3.8	4.6	1.2	0.5	2.6	4.1	3.9	2.8	2.8
42343	...Comp. equip.	6.4	7.2	6.1	7.3	2.1	1.0	5.7	9.4	6.4	4.1	5.9
4235	..Metals	3.8	5.6	3.7	5.5	1.0	0.7	2.9	5.4	3.8	2.5	3.0
4236	..Electrical	3.3	3.3	3.3	3.1	0.8	0.4	3.2	2.4	3.4	2.9	2.9
4237	..Hardware	4.8	4.9	4.6	4.9	1.5	0.7	4.6	4.7	4.9	2.5	4.0
4238	..Machinery	3.3	2.5	3.2	2.5	1.9	0.6	3.1	3.2	2.9	3.0	3.1
4239	..Misc. Durable	5.3	5.4	5.1	5.4	1.6	0.9	6.4	3.6	6.4	3.0	7.5
424	..Nondurable	1.3	2.1	1.3	2.1	0.4	0.3	1.3	2.2	1.2	0.9	1.2
4241	..Paper	7.3	6.3	7.0	6.3	1.2	0.9	5.2	3.8	7.9	4.4	5.8
4242	..Drugs	3.5	5.4	3.4	5.3	0.7	0.6	2.8	6.2	3.9	2.0	2.9
4243	..Apparel	4.3	5.2	4.2	5.1	2.3	1.0	3.6	4.2	4.0	4.4	3.5
4244	..Groceries	3.3	7.4	3.3	7.0	0.9	0.7	2.3	7.6	3.3	3.6	2.1
4245	..Farm products	4.5	8.0	4.4	8.0	1.7	1.3	4.0	4.8	3.9	4.7	3.4
4246	..Chemicals	6.7	6.6	6.7	6.5	1.4	0.8	6.8	7.8	6.5	5.3	7.4
4247	..Petroleum	3.5	3.9	3.4	3.9	1.0	1.1	3.5	4.5	3.5	2.5	3.1
4248	..Alcohol	7.6	3.6	7.5	3.7	1.1	1.1	2.3	3.3	7.5	7.6	2.3
4249	..Misc. Nondur.	4.4	5.1	4.4	4.9	1.3	0.9	3.9	5.3	4.0	2.1	4.1

Note:

Estimated measures of sampling variability are based on estimates not adjusted for seasonal variation or trading-day differences and are derived from estimates for the period July 2006 to present. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at <http://www.census.gov/mwts/www/mwtsreliability.html>.

Reliability of the Estimates

Because the estimates presented in this report are based on a sample survey, they may contain 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 only a subset of the entire sampling frame is measured in a sample survey. Standard errors and coefficients of variation (CV), as given in Table 2 of this report, are estimated measures of sampling variation.

The margin of sampling error, as used on page 1, gives a range about the estimate which is a 90-percent confidence interval. If, for example, the percent change estimate is +1.2 percent and its estimated standard error is 0.9 percent, then the margin of sampling error is $\pm 1.645 \times 0.9$ percent or ± 1.5 percent, and the 90 percent confidence interval is -0.3 percent to +2.7 percent. If the interval contains 0, then one does not have sufficient statistical evidence to conclude at the 90 percent confidence level that the change is different from zero and therefore the change is not statistically significant. Estimated changes shown in the text are statistically significant unless otherwise noted. For a monthly total, the median estimated coefficient of variation (CV) is given. The resulting confidence interval is the estimated value $\pm 1.645 \times CV \times$ (the estimated value). The Census Bureau recommends that individuals using estimates in this report incorporate this information into their analyses, as sampling error could affect the conclusions drawn from the estimates.

Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. This type of error can occur because of nonresponse, insufficient coverage of the universe of wholesale businesses, mistakes in the recording and coding of data, model error, and other errors of collection, response, coverage, or processing. Although nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.

Table 3. Seasonal Adjustment Factors for Monthly Wholesale Sales and Inventory Estimates

[Seasonal adjustment factors are computed using the Census Bureau's X-12 ARIMA program and are based on data from the Monthly Wholesale Trade Survey.]

NAICS code	Kind of Business	Sales						Inventories					
		2007					2006	2007					2006
		Jul.	Jun.r	May r	Apr.	Mar.	Jun.r	Jul.	Jun.r	May r	Apr.	Mar.	Jun.r
42	U.S. Total¹	0.992	1.022	1.045	0.991	1.044	1.048	0.998	0.994	0.989	0.999	1.003	0.994
423	..Durable	0.985	1.033	1.034	0.987	1.056	1.065	1.010	1.002	1.001	1.006	1.002	1.003
4231	..Automotive	0.979	1.016	1.026	1.012	1.072	1.044	1.003	0.994	0.990	1.007	1.019	0.996
4232	..Furniture	0.989	0.997	1.027	0.965	1.033	1.039	1.021	1.005	0.995	0.980	0.979	1.005
4233	..Lumber	1.054	1.066	1.096	1.017	1.028	1.107	1.015	1.029	1.033	1.032	1.029	1.030
4234	..Prof. equip.	0.951	1.055	0.978	0.914	1.095	1.087	1.008	0.987	0.983	0.991	0.974	0.988
42343	...Comp. equip.	0.948	1.094	0.951	0.884	1.093	1.112	1.008	0.983	0.974	0.994	0.977	0.986
4235	..Metals	1.005	1.045	1.076	1.014	1.043	1.079	1.004	0.994	0.998	0.993	0.999	0.995
4236	..Electrical	0.981	1.014	1.003	0.948	1.034	1.038	1.025	1.000	1.002	0.993	0.981	1.001
4237	..Hardware	1.025	1.079	1.057	1.011	0.999	1.112	1.008	1.012	1.018	1.009	1.007	1.011
4238	..Machinery	0.996	1.044	1.060	1.026	1.067	1.085	1.013	1.017	1.008	1.006	1.005	1.017
4239	..Misc. Durable	0.948	1.014	1.050	1.010	1.069	1.032	0.993	0.981	0.989	1.006	0.987	0.979
424	..Nondurable	0.995	1.010	1.052	0.996	1.035	1.028	0.979	0.982	0.968	0.992	1.008	0.980
4241	..Paper	0.966	1.002	1.030	0.957	1.035	1.034	1.002	1.005	0.997	1.000	0.982	1.003
4242	..Drugs	0.969	0.991	1.030	0.974	1.044	1.026	0.982	1.005	0.971	0.986	1.003	1.002
4243	..Apparel	1.018	1.009	0.942	0.896	1.052	1.020	1.043	1.010	0.960	0.947	0.957	1.010
4244	..Groceries	1.002	1.006	1.057	0.994	1.039	1.023	0.977	0.985	0.984	0.985	1.000	0.984
4245	..Farm products	0.905	0.922	1.016	0.972	1.048	0.935	0.820	0.848	0.886	1.028	1.147	0.848
4246	..Chemicals	0.992	1.032	1.045	0.975	1.051	1.059	1.003	1.009	1.006	1.011	1.008	1.009
4247	..Petroleum	1.039	1.037	1.068	1.044	1.007	1.038	1.032	1.001	0.952	0.928	0.975	0.993
4248	..Alcohol	0.994	1.093	1.119	0.935	0.969	1.134	1.010	1.012	1.001	1.028	0.984	1.012
4249	..Misc. Nondur.	1.003	1.033	1.149	1.103	1.070	1.046	0.944	0.961	0.984	1.032	1.043	0.959

Footnotes:

¹ Revised estimate.

¹ Adjusted sales and inventory estimates for detailed kind-of-business levels in Table 1 are computed by dividing each unadjusted estimate by the seasonal adjustment factor for the corresponding kind of business and month. Adjusted estimates for broad kind-of-business levels are obtained by summing adjusted estimates at the appropriate detailed levels. Seasonal factors shown for broad kind-of-business levels may be used to approximate adjusted estimates at these levels, but the resulting estimates may differ slightly from the published estimates.

Note:

The seasonal adjustment factors shown are estimates derived from a model that uses sample survey data as input. Therefore, these estimates may contain sampling error and nonsampling error. Additional information on the general form of the model and the X-12 ARIMA program may be found at <http://www.census.gov/srd/www/x12a/>.

Description of the Survey

The Census Bureau conducts the Monthly Wholesale Trade Survey (MWTS) to provide national estimates of monthly sales, end-of-month inventories, and inventory-to-sales ratios by kind of business for wholesale firms located in the United States. Specifically, the MWTS covers wholesale merchants who sell goods on their own account and include such businesses as wholesale merchants or jobbers, industrial distributors, exporters, and importers. Sales offices and branches maintained by manufacturing, refining, or mining firms for the purpose of marketing their products are not covered in this report. Also excluded is NAICS Industry Group 4251: Wholesale Electronic Markets and Agents and Brokers.

The MWTS sample was selected using a stratified, one-stage design with strata defined by kind of business (e.g., Automotive, Furniture, Lumber, etc.) and annual sales size. The sample includes firms of all sizes and is updated on a quarterly basis to account for new wholesale firms, deaths, and other changes to the wholesale universe. Each month, questionnaires are mailed to employer firms selected in a probability sample of approximately 4,500. Data for nonresponding firms are imputed based on data for similar-sized firms classified in the same kind of business. Approximately 28% of the total sales estimate and 29% of the total end-of-month inventory estimate is based on imputed data. Monthly sales and inventory estimates are obtained by summing weighted data (either reported or imputed). The monthly estimates are benchmarked to annual survey estimates and are adjusted for seasonal variation and trading-day differences. 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 on the MWTS can be found on the Census Bureau website at: <http://www.census.gov/whl>.