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MONTHLY WHOLESALE TRADE: SALES AND INVENTORIES July 2014

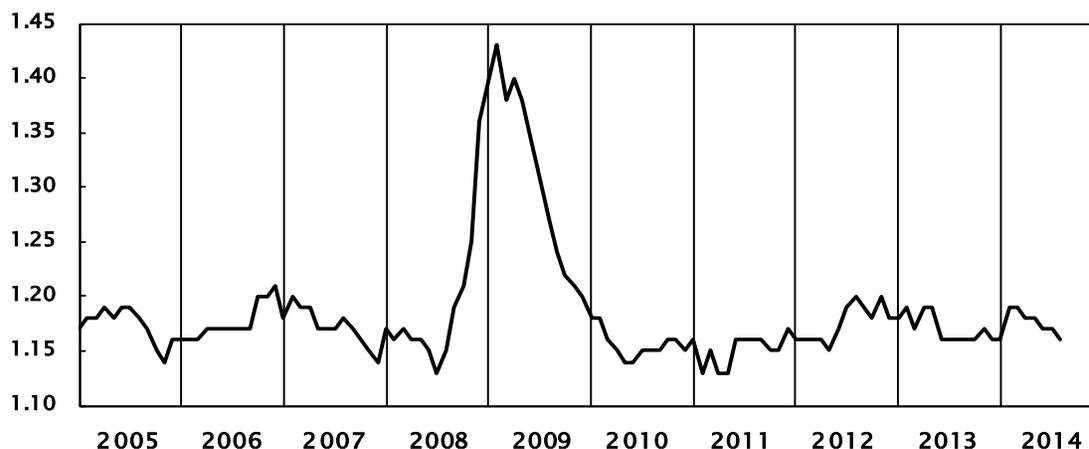
Sales. The U.S. Census Bureau announced today that July 2014 sales of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations and trading-day differences but not for price changes, were \$458.6 billion, up 0.7 percent (+/-0.5) from the revised June level and were up 7.5 percent (+/-1.8%) from the July 2013 level. The June preliminary estimate was revised upward \$0.7 billion or 0.2 percent. July sales of durable goods were up 0.4 percent (+/-0.9%)* from last month and were up 8.0 percent (+/-1.4%) from a year ago. Sales of metals and minerals, except petroleum were up 4.5 percent from last month. Sales of nondurable goods were up 1.0 percent (+/-0.7%) from June and were up 7.2 percent (+/-2.8%) from last July. Sales of grocery and related products were up 2.9 percent from last month and sales of petroleum and petroleum products were up 2.6 percent.

Inventories. Total inventories of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations but not for price changes, were \$533.8 billion at the end of July, up 0.1 percent (+/-0.4%)* from the revised June level and were up 7.9 percent (+/-0.7%) from the July 2013 level. The June preliminary estimate was revised downward \$0.5 billion or 0.1 percent. July inventories of durable goods were up 0.3 percent (+/-0.2%) from last month and were up 8.4 percent (+/-1.2%) from a year ago. Inventories of hardware and plumbing and heating equipment and supplies were up 1.8 percent from last month, while inventories of computer and computer peripheral equipment and software were down 4.0 percent. Inventories of nondurable goods were virtually unchanged (+/-0.7%)* from June, but were up 7.0 percent (+/-1.2%) from last July. Inventories of farm product raw materials were down 8.2 percent from last month, while inventories of drugs and druggists' sundries were up 3.2 percent.

Inventories/Sales Ratio. The July inventories/sales ratio for merchant wholesalers, except manufacturers' sales branches and offices, based on seasonally adjusted data, was 1.16. The July 2013 ratio was 1.16.

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/wholesale/www/how_surveys_are_collected/monthly_methodology.html>.

**Monthly Inventories/Sales Ratios of Merchant Wholesalers, Except Manufacturers'
Sales Branches and Offices: 2005 to 2014**
(Estimates adjusted for seasonal and trading-day differences, but not for price changes)



Monthly Wholesale Trade for August is scheduled to be released October 9, 2014 at 10:00 a.m. EDT.

For customized wholesale time series estimates by industry visit the Census Bureau's website at <<http://www.census.gov/timeseries>>.

To receive the latest updates on the nation's key economic indicators, download the America's Economy app for Apple and Android smartphones and tablets.

The U.S. Census Bureau updated its Application Programming Interface (API) with monthly and quarterly economic indicators. The API allows developers to combine Census Bureau statistics with other data sets to create tools for research on a variety of topics. For more information, visit <<http://www.census.gov/developers>>.

For additional survey information visit <<http://www.census.gov/wholesale>>.

* 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 inventories 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		
		Jul. 2014 (p)	Jun. 2014 (r)	Jul. 2013 (r)	Jul./ Jun.	Jun./ May	Jul. 14/ Jul. 13	Jul. 2014 (p)	Jun. 2014 (r)	Jul. 2013 (r)	Jul./ Jun.	Jun./ May	Jul. 14/ Jul. 13	Jul. 2014 (p)	Jun. 2014 (r)	Jul. 2013 (r)
Adjusted²																
42	U.S. Total	458,563	455,173	426,456	0.7	0.4	7.5	533,763	533,021	494,889	0.1	0.2	7.9	1.16	1.17	1.16
423	.Durable	210,831	210,014	195,272	0.4	1.5	8.0	330,111	329,275	304,615	0.3	0.6	8.4	1.57	1.57	1.56
4231	..Automotive	35,238	35,308	32,237	-0.2	2.1	9.3	54,772	54,226	49,410	1.0	-0.2	10.9	1.55	1.54	1.53
4232	..Furniture	5,258	5,228	5,232	0.6	0.2	0.5	8,676	8,694	8,219	-0.2	0.8	5.6	1.65	1.66	1.57
4233	..Lumber	10,474	10,402	9,779	0.7	1.3	7.1	15,087	15,188	14,111	-0.7	0.3	6.9	1.44	1.46	1.44
4234	..Prof. equip.	39,817	40,062	37,465	-0.6	1.9	6.3	40,708	41,043	38,263	-0.8	0.2	6.4	1.02	1.02	1.02
42343	...Comp. equip.	22,839	22,628	21,653	0.9	0.8	5.5	17,584	18,326	16,751	-4.0	1.4	5.0	0.77	0.81	0.77
4235	..Metals	14,708	14,073	12,331	4.5	2.5	19.3	29,007	29,350	26,625	-1.2	2.9	8.9	1.97	2.09	2.16
4236	..Electrical	36,376	36,380	35,041	0.0	0.6	3.8	37,343	37,213	34,964	0.3	0.7	6.8	1.03	1.02	1.00
4237	..Hardware	9,894	9,938	9,710	-0.4	-1.4	1.9	20,052	19,704	18,639	1.8	1.6	7.6	2.03	1.98	1.92
4238	..Machinery	39,644	39,560	34,905	0.2	0.9	13.6	96,741	96,233	86,833	0.5	0.2	11.4	2.44	2.43	2.49
4239	..Misc. Durable	19,422	19,063	18,572	1.9	4.0	4.6	27,725	27,624	27,551	0.4	0.9	0.6	1.43	1.45	1.48
424	.Nondurable	247,732	245,159	231,184	1.0	-0.5	7.2	203,652	203,746	190,274	0.0	-0.4	7.0	0.82	0.83	0.82
4241	..Paper ³	8,303	8,150	7,521	1.9	2.7	10.4	7,489	7,541	7,308	-0.7	1.1	2.5	0.90	0.93	0.97
4242	..Drugs	41,029	40,978	36,468	0.1	0.5	12.5	45,029	43,649	36,257	3.2	0.2	24.2	1.10	1.07	0.99
4243	..Apparel	12,531	12,607	11,676	-0.6	-0.5	7.3	25,361	24,893	23,049	1.9	0.5	10.0	2.02	1.97	1.97
4244	..Groceries	53,474	51,952	48,815	2.9	-0.3	9.5	33,769	33,336	32,510	1.3	0.7	3.9	0.63	0.64	0.67
4245	..Farm products	20,894	20,990	21,466	-0.5	-8.3	-2.7	18,752	20,423	19,418	-8.2	-7.6	-3.4	0.90	0.97	0.90
4246	..Chemicals ³	10,917	10,945	10,269	-0.3	-2.4	6.3	12,685	12,833	12,201	-1.2	2.7	4.0	1.16	1.17	1.19
4247	..Petroleum	69,201	67,451	63,568	2.6	1.7	8.9	20,708	21,358	22,212	-3.0	0.7	-6.8	0.30	0.32	0.35
4248	..Alcohol	10,606	10,809	10,698	-1.9	-0.4	-0.9	14,818	14,751	14,155	0.5	0.3	4.7	1.40	1.36	1.32
4249	..Misc. Nondur.	20,777	21,277	20,703	-2.3	-1.9	0.4	25,041	24,962	23,164	0.3	-0.4	8.1	1.21	1.17	1.12
Not Adjusted																
Sales to date																
2014 2013																
42	U.S. Total	464,788	461,661	431,679	0.7	-0.9	7.7	529,368	525,981	490,663	0.6	-0.3	7.9	3,119,865	2,943,791	
423	.Durable	213,260	216,727	197,240	-1.6	4.7	8.1	332,939	329,416	307,217	1.1	0.7	8.4	1,419,355	1,346,834	
4231	..Automotive	35,027	35,838	32,108	-2.3	4.8	9.1	54,608	53,738	49,212	1.6	-0.3	11.0	235,790	225,661	
4232	..Furniture	5,458	5,270	5,378	3.6	-1.1	1.5	8,884	8,668	8,416	2.5	1.8	5.6	35,939	34,373	
4233	..Lumber	11,762	11,577	10,913	1.6	3.1	7.8	15,479	15,750	14,492	-1.7	-0.7	6.8	71,340	67,583	
4234	..Prof. equip.	40,335	42,626	37,765	-5.4	14.5	6.8	41,156	41,002	38,760	0.4	0.8	6.2	266,497	254,600	
42343	...Comp. equip.	23,638	24,619	22,216	-4.0	19.6	6.4	18,006	18,564	17,203	-3.0	3.8	4.7	150,943	144,208	
4235	..Metals	15,429	14,340	12,837	7.6	-0.5	20.2	29,268	29,526	26,838	-0.9	3.7	9.1	97,375	90,130	
4236	..Electrical	36,522	36,962	35,111	-1.2	3.8	4.0	37,866	37,027	35,419	2.3	0.4	6.9	244,481	234,811	
4237	..Hardware	10,794	10,892	10,594	-0.9	2.2	1.9	20,313	19,960	18,863	1.8	1.5	7.7	70,030	67,808	
4238	..Machinery	39,327	40,826	34,835	-3.7	1.6	12.9	97,418	96,425	87,528	1.0	0.2	11.3	269,870	240,864	
4239	..Misc. Durable	18,606	18,396	17,699	1.1	1.1	5.1	27,947	27,320	27,689	2.3	1.5	0.9	128,033	131,004	
424	.Nondurable	251,528	244,934	234,439	2.7	-5.4	7.3	196,429	196,565	183,446	-0.1	-1.9	7.1	1,700,510	1,596,957	
4241	..Paper	8,428	8,101	7,649	4.0	2.0	10.2	7,489	7,541	7,308	-0.7	1.1	2.5	55,059	51,360	
4242	..Drugs	41,973	40,117	37,416	4.6	-2.6	12.2	45,479	43,125	36,583	5.5	0.0	24.3	277,704	250,500	
4243	..Apparel	13,534	12,027	12,458	12.5	-0.5	8.6	26,730	25,241	24,294	5.9	5.6	10.0	84,906	79,189	
4244	..Groceries	54,918	51,952	50,084	5.7	-5.5	9.7	33,229	32,936	32,022	0.9	0.5	3.8	362,807	339,199	
4245	..Farm products	19,118	18,933	19,448	1.0	-17.6	-1.7	12,695	15,460	13,340	-17.9	-18.7	-4.8	145,124	146,065	
4246	..Chemicals	11,419	11,186	10,741	2.1	-4.4	6.3	12,685	12,833	12,201	-1.2	2.7	4.0	78,077	72,915	
4247	..Petroleum	70,239	66,709	64,966	5.3	-3.7	8.1	20,956	21,721	22,501	-3.5	1.9	-6.9	470,704	427,666	
4248	..Alcohol	10,935	11,760	10,912	-7.0	0.4	0.2	15,055	14,943	14,396	0.7	-1.5	4.6	72,552	71,031	
4249	..Misc. Nondur.	20,964	24,149	20,765	-13.2	-10.8	1.0	22,111	22,765	20,801	-2.9	-9.2	6.3	153,577	159,032	

Footnotes:

^p Preliminary estimate.

^r Revised estimate.

¹ For a full description of the NAICS codes used in this table, see the 2007 NAICS manual or <http://www.census.gov/eos/www/naics>.

² Except where indicated, sales and inventories estimates are adjusted for seasonal variation. Estimates of sales are also adjusted for trading-day differences and moving holidays. See Table 3 for the combined adjustment factors. Adjusted sales-to-date estimates are not tabulated.

³ No discernible seasonal pattern for this NAICS code was detected in the latest annual review of the seasonal adjustment for inventories. Consequently, the "Adjusted" inventories estimates are equal to the "Not Adjusted" estimates.

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/wholesale/www/how_surveys_are_collected/monthly_methodology.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	Coefficient of variation for monthly total				Standard error for monthly total				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	1.1	1.6	1.1	1.7	0.3	0.2	1.0	0.4	1.1	0.9	0.9
423	..Durable	1.2	1.8	1.2	1.9	0.5	0.1	0.8	0.7	1.1	1.0	0.5
4231	..Automotive	2.7	3.7	2.9	4.0	0.6	0.5	1.7	1.6	2.5	2.2	1.3
4232	..Furniture	5.7	5.5	5.1	5.2	1.7	1.0	2.6	1.9	5.3	4.4	2.0
4233	..Lumber	4.8	5.5	4.8	5.5	0.8	0.5	1.9	2.0	4.3	3.9	1.2
4234	..Prof. equip.	3.1	4.5	3.8	4.7	1.2	0.7	2.0	2.1	3.4	2.5	1.8
42343	...Comp. equip.	3.2	4.8	3.6	4.9	1.3	0.4	2.2	2.0	3.4	1.9	2.3
4235	..Metals	6.0	8.3	5.6	8.8	1.2	0.6	2.2	1.8	5.4	4.4	1.8
4236	..Electrical	1.5	3.4	1.6	3.4	0.8	0.3	2.2	2.0	1.5	2.5	2.0
4237	..Hardware	2.4	4.7	2.4	4.6	0.8	0.5	2.3	1.3	2.2	2.0	1.2
4238	..Machinery	3.1	3.6	3.1	3.6	1.3	0.5	2.3	2.2	3.0	3.3	2.1
4239	..Misc. Durable	3.8	5.7	4.1	5.8	1.2	0.6	2.3	2.0	4.0	3.8	1.4
424	..Nondurable	2.2	2.0	2.1	2.0	0.4	0.4	1.6	0.7	2.1	1.6	1.6
4241	..Paper	4.7	6.1	4.4	6.2	1.4	0.4	2.6	2.9	4.2	3.2	2.1
4242	..Drugs	3.0	5.5	2.9	4.3	0.3	1.1	1.0	1.7	3.1	2.9	0.9
4243	..Apparel	5.5	5.6	5.6	5.0	2.4	0.8	3.2	3.1	5.1	5.5	3.6
4244	..Groceries	3.8	7.6	3.8	7.4	0.5	0.6	2.1	3.8	3.9	3.3	1.7
4245	..Farm products	5.6	4.2	2.0	4.0	4.6	1.0	5.7	2.6	2.0	2.1	0.9
4246	..Chemicals	4.5	5.3	4.7	5.1	1.6	1.1	2.3	2.5	4.3	4.4	1.6
4247	..Petroleum	6.1	3.9	6.1	3.6	0.2	0.4	6.1	1.6	5.8	3.2	5.7
4248	..Alcohol	4.5	4.6	3.8	4.4	1.4	0.6	2.6	1.5	3.8	3.6	1.0
4249	..Misc. Nondur.	4.6	5.7	5.2	5.8	1.6	0.5	1.7	1.6	4.3	4.0	1.2

Note:

Estimated measures of sampling variability are based on estimates not adjusted for seasonal variation, trading-day differences, or moving holidays. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/monthly_methodology.html.

Reliability of the Estimates

Because the estimates presented in this report are based on a sample survey, they 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 can be used to construct a 90-percent confidence interval. If, for example, the percent change estimate is +1.2 percent and its estimated standard error is 0.8 percent, then the margin of sampling error is $\pm 1.753 \times 0.8$ percent or ± 1.4 percent, and the 90 percent confidence interval is 1.2 ± 1.4 or -0.2 percent to 2.6 percent. If the interval contains 0, then one does not have sufficient statistical evidence to conclude at the 90 percent confidence level that the actual change is different from zero. Estimated changes shown in the text are statistically significant unless otherwise noted. For a monthly total, the estimated coefficient of variation is given. The resulting confidence interval is the estimated monthly total $\pm 1.753 \times CV \times$ (the estimated monthly total). 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. Combined¹ Adjustment Factors for Monthly Wholesale Sales and Inventory Estimates

[Combined adjustment factors are computed using the Census Bureau's X-13 ARIMA-SEATS program and are based on data from the Monthly Wholesale Trade Survey.]

NAICS code	Kind of Business	Sales						Inventories					
		2014					2013	2014					2013
		Aug.	Jul.r	Jun.r	May	Apr.	Jul.r	Aug.	Jul.r	Jun.r	May	Apr.	Jul.r
42	U.S. Total²	0.988	1.012	1.014	1.030	1.034	1.011	0.982	0.989	0.985	0.991	1.005	0.990
423	.Durable	0.997	1.013	1.031	1.000	1.019	1.009	1.002	1.009	1.001	0.999	1.001	1.009
4231	..Automotive	1.016	0.994	1.015	0.989	1.031	0.996	0.955	0.997	0.991	0.992	1.001	0.996
4232	..Furniture	1.023	1.038	1.008	1.022	0.990	1.028	1.033	1.024	0.997	0.987	0.974	1.024
4233	..Lumber	1.086	1.123	1.113	1.094	1.065	1.116	0.999	1.026	1.037	1.047	1.060	1.027
4234	..Prof. equip.	0.954	1.013	1.064	0.947	0.990	1.008	1.005	1.011	0.999	0.993	1.002	1.013
42343	...Comp. equip.	0.940	1.035	1.088	0.917	0.977	1.026	0.998	1.024	1.013	0.990	1.009	1.027
4235	..Metals	1.009	1.049	1.019	1.049	1.053	1.041	1.007	1.009	1.006	0.998	1.005	1.008
4236	..Electrical	0.991	1.004	1.016	0.985	0.985	1.002	1.022	1.014	0.995	0.998	0.989	1.013
4237	..Hardware	1.042	1.091	1.096	1.058	1.029	1.091	1.010	1.013	1.013	1.014	1.013	1.012
4238	..Machinery	1.005	0.992	1.032	1.025	1.064	0.998	0.998	1.007	1.002	1.002	1.005	1.008
4239	..Misc. Durable	0.971	0.958	0.965	0.993	1.002	0.953	1.020	1.008	0.989	0.983	0.991	1.005
424	.Nondurable	0.979	1.013	0.998	1.057	1.038	1.010	0.949	0.955	0.960	0.978	1.012	0.958
4241	..Paper ³	1.024	1.015	0.994	1.001	1.009	1.017	1.000	1.000	1.000	1.000	1.000	1.000
4242	..Drugs	0.964	1.023	0.979	1.010	1.023	1.026	1.001	1.010	0.988	0.990	0.977	1.009
4243	..Apparel	1.075	1.080	0.954	0.954	0.963	1.067	1.064	1.054	1.014	0.965	0.954	1.054
4244	..Groceries	1.004	1.027	1.000	1.055	1.022	1.026	0.989	0.984	0.988	0.990	0.984	0.985
4245	..Farm products	0.841	0.915	0.902	1.004	1.031	0.906	0.668	0.677	0.757	0.861	1.040	0.687
4246	..Chemicals ³	1.004	1.046	1.022	1.044	1.043	1.046	1.000	1.000	1.000	1.000	1.000	1.000
4247	..Petroleum	1.019	1.015	0.989	1.045	1.033	1.022	0.966	1.012	1.017	1.005	1.018	1.013
4248	..Alcohol	1.019	1.031	1.088	1.079	0.996	1.020	0.994	1.016	1.013	1.031	1.023	1.017
4249	..Misc. Nondur.	0.900	1.009	1.135	1.248	1.198	1.003	0.887	0.883	0.912	1.000	1.123	0.898

Footnotes:

¹ Revised factors.

¹ Combined factors for sales include the effects of seasonal variation, trading day differences, and moving holidays. Combined factors for inventories include only the effects of seasonal variation.

² Adjusted sales and inventories estimates for detailed kind-of-business levels in Table 1 are computed by dividing each "Not Adjusted" estimate by the combined 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. Combined 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.

³ No discernible seasonal pattern for this NAICS code was detected in the latest annual review of the seasonal adjustment for inventories. Therefore, the combined adjustment factors for inventories are set to one for this NAICS code.

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-13 ARIMA-SEATS program may be found at <http://www.census.gov/srd/www/x13as/>.

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 inventories-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 4,200. Approximately 71% of those mailed provided data for this reporting period. Data for nonresponding firms are imputed based on data for similar-sized firms classified in the same kind of business. Approximately 29% of the total sales estimate and 29% of the total end-of-month inventories estimate is based on imputed data.

Monthly sales and inventories 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/wholesale>.