

FOR WIRE TRANSMISSION 8:30 A.M. EDT, Wednesday, August 14, 2002

CB02-105

MANUFACTURING AND TRADE INVENTORIES AND SALES **June 2002**

Sales. The Census Bureau of the Department of Commerce announced today that the combined value of distributive trade sales and manufacturers' shipments (excluding semiconductors) for June, adjusted for seasonal and trading-day differences but not for price changes, were estimated at \$822.4 billion, up 0.3 percent ($\pm 0.2\%$) from May and were up 1.2 percent ($\pm 0.6\%$) from June 2001.

Inventories. Manufacturers' and trade inventories (excluding semiconductors) adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,118.7 billion, up 0.2 percent ($\pm 0.1\%$) from May but were down 4.7 percent ($\pm 0.3\%$) from June 2001.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of June was 1.36. The June 2001 ratio was 1.44.

Total Business Inventories/Sales Ratios: 1993 to 2002

(Data adjusted for seasonal, holiday and trading-day differences but not for price changes)



The Manufacturing and Trade Inventories and Sales Report for July is scheduled for release September 16, 2002 at 8:30 a.m. Questions concerning this report may be addressed to: Scott Scheleur (301) 457-2713 (Retail), Dan Sansbury (301) 457-4832 (Manufacturing), or Nancy Piesto (301) 457-2747 (Wholesale). Electronic inquiries may be sent to: retail.trade@census.gov.

The wholesale and manufacturing data in this report also appear in the following monthly Census Bureau publications: Current Industrial Reports (see M3 series for manufacturers data) and Current Business Reports (see BW series for merchant wholesalers). Retail data are available on the Census website at <http://www.census.gov/mrts/www/mrts.html>. June data were released August 2 for Manufacturers and August 7 for merchant wholesalers. The data are also available the day of issue on the Internet-<http://www.census.gov/bussales> - and on Department of Commerce's STAT-USA website; for information, call (202) 482-1986.

Table 1. Estimated Monthly Sales and Inventories for Manufacturers, Retailers, and Merchant Wholesalers
(In millions of dollars)

	Sales			Inventories ¹			Inventories/Sales Ratios		
	Jun. 2002	May. 2002	Jun. 2001	Jun. 2002	May. 2002	Jun. 2001	Jun. 2002	May. 2002	Jun. 2001
	(p)	(r)	(s)	(p)	(r)	(s)			
Adjusted²									
Total business ³	822,423	820,227	812,935	1,118,701	1,116,527	1,174,448	1.36	1.36	1.44
Manufacturers ^{3,4}	320,508	323,736	325,391	427,982	428,592	463,509	1.34	1.32	1.42
Retailers.....	272,410	268,439	262,956	408,861	406,855	409,630	1.50	1.52	1.56
Merchant wholesalers.....	229,505	228,052	224,588	281,858	281,080	301,309	1.23	1.23	1.34
Not Adjusted									
Total business.....	840,525	854,605	847,501	1,107,859	1,114,726	1,162,748	1.32	1.30	1.37
Manufacturers ^{3,4}	340,750	333,386	349,085	424,857	430,844	460,062	1.25	1.29	1.32
Retailers.....	272,912	284,050	269,753	403,878	405,580	404,358	1.48	1.43	1.50
Merchant wholesalers.....	226,863	237,169	228,663	279,124	278,302	298,328	1.23	1.17	1.30

See footnotes and notes at the end of Table 3.

(p) Preliminary.

(r) Revised.

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

Table 2. Percent Changes for Sales and Inventories -- Manufacturers, Retailers, and Merchant Wholesalers

	Adjusted						Not Adjusted					
	Sales			Inventories			Sales			Inventories		
	Jun. 02/ May. 02	May. 02/ Apr. 02	Jun. 02/ Jun. 01	Jun. 02/ May. 02	May. 02/ Apr. 02	Jun. 02/ Jun. 01	Jun. 02/ May. 02	May. 02/ Apr. 02	Jun. 02/ Jun. 01	Jun. 02/ May. 02	May. 02/ Apr. 02	Jun. 02/ Jun. 01
Total business.....	0.3	-0.3	1.2	0.2	0.2	-4.7	-1.6	4.3	-0.8	-0.6	-0.2	-4.7
Manufacturers.....	-1.0	0.2	-1.5	-0.1	-0.4	-7.7	2.2	4.2	-2.4	-1.4	-0.1	-7.7
Retailers.....	1.5	-1.1	3.6	0.5	1.1	-0.2	-3.9	5.8	1.2	-0.4	0.3	-0.1
Merchant wholesalers.....	0.6	0.0	2.2	0.3	0.0	-6.5	-4.3	2.6	-0.8	0.3	-1.1	-6.4

Table 3. Estimated Monthly Retail Sales, Inventories, and Inventories/Sales Ratios, By Kind of Business

(In millions of dollars)

NAICS Code	Kind of Business	Sales			Inventories ¹			Percent Change			Inventories/Sales		
		Jun. 2002 (f)	May. 2002 (r)	Jun. 2001 (s)	Jun. 2002 (f)	May. 2002 (r)	Jun. 2001 (s)	In Inventories			Ratios		
								Jun. 02/ May. 02	May. 02/ Apr. 02	Jun. 02/ Jun. 01	Jun. 02	May. 02	Jun. 01
	Adjusted ²												
	Retail total	272,410	268,439	262,956	408,861	406,855	409,630	0.5	1.1	-0.2	150	152	156
	Total (excl. motor veh. & parts)	199,638	198,607	192,430	282,288	281,350	283,411	0.3	0.5	-0.4	141	142	147
441	Motor veh. & parts dealers	72,772	69,832	70,526	126,573	125,505	126,219	0.9	2.5	0.3	1.74	1.80	1.79
442.3	Furniture, home furnishings, & appliances stores	15,724	15,722	14,769	26,245	26,171	24,769	0.3	1.7	6.0	1.67	1.66	1.68
444	Building materials, garden equip. & supplies	26,177	26,028	24,934	41,008	40,931	40,284	0.2	0.0	1.8	1.57	1.57	1.62
445	Food & beverage stores	40,099	40,027	39,315	33,364	33,378	33,631	0.0	0.1	-0.8	0.83	0.83	0.86
448	Clothing & clothing accessories stores	14,653	14,300	14,033	33,774	33,333	34,552	1.3	0.3	-2.3	2.30	2.33	2.46
452	General merchandise stores	38,315	37,901	35,426	63,688	63,994	66,565	-0.5	0.3	-4.3	1.66	1.69	1.88
452.1	Dept. stores (excl. food & dept.)	19,063	18,926	19,027	39,511	39,538	42,784	-0.1	-0.5	-7.7	2.07	2.09	2.25
	Not Adjusted												
	Retail total	272,912	284,050	269,753	408,878	405,580	404,358	-0.4	0.3	-0.1	148	143	150
	Total (excl. motor veh. & parts)	197,187	207,322	193,269	274,809	275,883	275,796	-0.4	-0.3	-0.4	1.39	1.33	1.43
441	Motor veh. & parts dealers	75,725	76,728	76,484	129,069	129,697	128,562	-0.5	1.6	0.4	1.70	1.69	1.68
442.3	Furniture, home furnishings, & appliances stores	14,880	15,242	14,236	25,510	25,595	24,051	-0.3	0.8	6.1	1.71	1.68	1.69
444	Building materials, garden equip. & supplies	29,352	32,162	28,454	41,536	42,405	40,767	-2.0	-1.5	1.9	1.42	1.32	1.43
445	Food & beverage stores	40,068	41,695	39,808	32,797	32,775	33,070	0.1	-0.5	-0.8	0.82	0.79	0.83
448	Clothing & clothing accessories stores	13,374	14,332	13,095	32,524	32,066	33,274	1.4	-0.9	-2.3	2.43	2.24	2.55
452	General merchandise stores	37,072	38,113	34,389	60,350	61,813	63,066	-2.4	0.2	-4.3	1.63	1.62	1.83
452.1	Dept. stores (excl. food & dept.)	17,862	18,761	17,942	37,140	38,115	40,260	-2.6	-0.7	-7.7	2.08	2.03	2.24

(p) Preliminary (r) Revised (s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

¹ Inventories are on a non-LIFO basis as of the end of the month.

² Adjusted for seasonal variations and, in the case of sales, for trading-day differences and holiday variations. Concurrent seasonal adjustment is being used to adjust all sales, shipment and inventory estimates. Concurrent seasonal adjustment uses all available unadjusted estimates as input to the X-12-ARIMA program. The factors derived from the program are applied to the current and previous month estimates and for retail and wholesale estimates a year ago as well. For retail sales, concurrent seasonal adjustment is also used to adjust the advance estimates (published one month before the preliminary estimates) and the estimates one year before the advance month. This explains the revision to retail estimates from a year ago.

³ Total business and manufacturers estimates exclude semiconductor manufacturers. The number of semiconductor manufacturers choosing not to participate in the voluntary manufacturing monthly survey has risen to a level such that the Census Bureau can no longer produce monthly estimates of semiconductor data.

⁴ Manufacturers sales refer to the value of shipments by manufacturers. The shipments data from individual manufacturers are adjusted prior to tabulation for the number of trading days as well as for any variations in the length of the reporting period.

Note: U.S. and group totals include kinds of business not shown. The Manufacturing and Trade Inventory and Sales estimates are based on data from three surveys: the Monthly Retail Trade Survey, the Monthly Wholesale Trade Survey, and the Manufacturers' Shipments, Inventories, and Orders Survey. The sampling variability for retailers and merchant wholesalers can be used to construct a 90 percent confidence interval for the estimates. Over all possible samples, 90 percent of such intervals will cover the true estimate. These intervals are given in parentheses for the estimates on the front page. If, for example, the estimate is up 0.8 percent and the margin of sampling error is ± 1.2 percent, the 90 percent confidence interval is -0.4 percent to +2.0 percent. If the range contains 0, it is uncertain whether there was an increase or decrease. Measures of reliability for Retail and Wholesale sales and inventory levels and changes are included in the detailed monthly press releases for those industries. Manufacturers do not contribute to estimates of sampling variability because the manufacturer's mail panel is not a probability sample from a known frame and standard errors of the industry estimates cannot be calculated. Estimates from all three surveys are also subject to nonsampling errors, which can arise in any stage of the survey. Such errors include coverage error (failure to accurately represent all population units in the sample) response errors, coding errors, and nonresponse. Although no direct measurement of these errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data to minimize their influence.