

FOR WIRE TRANSMISSION 8:30 A.M. ET, Thursday, October 16, 2003

CB-03-160

MANUFACTURING AND TRADE INVENTORIES AND SALES August 2003

Sales. The Census Bureau of the Department of Commerce announced today that the combined value of distributive trade sales and manufacturers' shipments for August, adjusted for seasonal and trading-day differences but not for price changes, were estimated at \$861.9 billion, down 0.2 percent ($\pm 0.2\%$) from July, but up 3.4 percent ($\pm 0.3\%$) from August 2002.

Inventories. Manufacturers' and trade inventories adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,173.2 billion, down 0.4 percent ($\pm 0.1\%$) from July, but up 1.7 percent ($\pm 0.4\%$) from August 2002.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of August was 1.36. The August 2002 ratio was 1.38.

Total Business Inventories/Sales Ratios: 1994 to 2003

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



The Manufacturing and Trade Inventories and Sales Report for September is scheduled for release November 17, 2003 at 8:30 a.m. Questions concerning this report may be addressed to: Scott Scheleur (301) 763-2713 (Retail), Dan Sansbury (301) 763-4832 (Manufacturing), or Nancy Piesto (301) 763-2747 (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>. August data was released October 2 for Manufacturers and October 8 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		
	Aug. 2003	Jul. 2003	Aug. 2002	Aug. 2003	Jul. 2003	Aug. 2002	Aug. 2003	Jul. 2003	Aug. 2002
	(p)	(r)	(s)	(p)	•	(s)			
Adjusted									
Total business.....	861,854	863,732	833,117	1,173,218	1,178,142	1,153,106	1.36	1.36	1.38
Manufacturers ³	331,254	337,248	326,168	439,707	440,767	442,827	1.33	1.31	1.36
Retailers.....	290,658	287,565	274,576	444,922	448,314	423,594	1.53	1.56	1.54
Merchant wholesalers.....	239,942	238,919	232,373	288,589	289,061	286,685	1.20	1.21	1.23
Not Adjusted									
Total business.....	874,923	848,003	860,414	1,156,403	1,163,564	1,138,375	1.32	1.37	1.32
Manufacturers ³	336,403	310,025	333,948	442,960	442,188	446,323	1.32	1.43	1.34
Retailers.....	299,571	293,701	288,562	428,868	433,613	409,384	1.43	1.48	1.42
Merchant wholesalers.....	238,949	244,277	237,904	284,575	287,763	282,668	1.19	1.18	1.19

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		
	Aug. 03/ Jul. 03	Jul. 03/ Jun. 03	Aug. 03/ Aug. 02	Aug. 03/ Jul. 03	Jul. 03/ Jun. 03	Aug. 03/ Aug. 02	Aug. 03/ Jul. 03	Jul. 03/ Jun. 03	Aug. 03/ Aug. 02	Aug. 03/ Jul. 03	Jul. 03/ Jun. 03	Aug. 03/ Aug. 02
Total business.....	-0.2	1.7	3.4	-0.4	-0.2	1.7	3.2	-3.0	1.7	-0.6	-0.4	1.6
Manufacturers.....	-1.8	2.6	1.6	-0.2	-0.4	-0.7	8.5	-11.1	0.7	0.2	0.7	-0.8
Retailers.....	1.1	1.5	5.9	-0.8	-0.1	5.0	2.0	3.0	3.8	-1.1	-2.1	4.8
Merchant wholesalers..	0.4	0.5	3.3	-0.2	0.0	0.7	-2.2	1.5	0.4	-1.1	0.5	0.7

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 In Inventories			Inventories/Sales Ratios		
		Aug. 2003 (p)	Jul. 2003 (r)	Aug. 2002 (s)	Aug. 2003 (p)	Jul. 2003 (r)	Aug. 2002 (s)	Aug. 03/Jul. 03	Jul. 03/ Jun. 03	Aug. 03/ Aug. 02	Aug. 03	Jul. 03	Aug. 02
	Adjusted ²												
	Retail trade, total.....	290,658	287,565	274,576	444,922	448,314	423,594	-0.8	-0.1	5.0	1.53	1.56	1.54
	Total (excl. motor veh. & parts).....	212,760	210,388	199,956	292,672	292,997	285,665	-0.1	0.2	2.5	1.38	1.39	1.43
441	Motor vehicle & parts dealers.....	77,898	77,177	74,620	152,250	155,317	137,929	-2.0	-0.6	10.4	1.95	2.01	1.85
442,3	Furniture, home furn., elect. & appl. stores..	16,557	16,394	15,264	27,378	27,224	25,911	0.6	0.5	5.7	1.65	1.66	1.70
444	Building materials, garden equip & supplies..	27,409	27,271	25,136	45,049	44,732	41,735	0.7	0.5	7.9	1.64	1.64	1.66
445	Food & beverage stores.....	42,852	42,650	40,913	34,761	34,690	33,956	0.2	0.6	2.4	0.81	0.81	0.83
448	Clothing & clothing access. stores.....	14,934	14,984	14,200	36,617	36,594	35,448	0.1	-0.5	3.3	2.45	2.44	2.50
452	General merchandise stores.....	40,557	40,088	38,179	65,836	66,387	65,109	-0.8	-0.5	1.1	1.62	1.66	1.71
4521	Dept. str. (excl. leased depts.).....	18,581	18,477	18,868	35,994	36,338	38,264	-0.9	-1.0	-5.9	1.94	1.97	2.03
	Not Adjusted												
	Retail trade, total.....	299,571	293,701	288,562	428,868	433,613	409,384	-1.1	-2.1	4.8	1.43	1.48	1.42
	Total (excl. motor veh. & parts).....	216,001	209,257	205,604	289,880	287,036	283,098	1.0	1.0	2.4	1.34	1.37	1.38
441	Motor vehicle & parts dealers.....	83,570	84,444	82,958	138,988	146,577	126,286	-5.2	-7.6	10.1	1.66	1.74	1.52
442,3	Furniture, home furn., elect. & appl. stores..	16,906	15,912	15,759	26,721	26,543	25,289	0.7	1.0	5.7	1.58	1.67	1.60
444	Building materials, garden equip & supplies..	27,933	30,002	26,412	44,238	44,061	40,984	0.4	-2.2	7.9	1.58	1.47	1.55
445	Food & beverage stores.....	43,771	44,109	42,196	33,935	33,893	33,152	0.1	-0.2	2.4	0.78	0.77	0.79
448	Clothing & clothing access. stores.....	15,428	13,760	15,002	37,459	36,521	36,299	2.6	3.1	3.2	2.43	2.65	2.42
452	General merchandise stores.....	40,800	37,749	38,308	64,770	63,851	64,098	1.4	1.5	1.0	1.59	1.69	1.67
4521	Dept. str. (excl. leased depts.).....	18,459	16,638	18,759	35,346	34,703	37,575	1.9	0.8	-5.9	1.91	2.09	2.00

(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 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.