

FOR WIRE TRANSMISSION 8:30 A.M. ET, Friday, January 14, 2005

CB-05-03

MANUFACTURING AND TRADE INVENTORIES AND SALES November 2004

INTENTION TO REVISE: Revisions to the Retail and Wholesale adjusted and unadjusted monthly estimates for sales and inventories are scheduled for release on March 31, 2005. Estimates will be revised to reflect the results of the 2003 annual surveys, as well as the preliminary results of the 2002 Economic Census. Manufacturing estimates will be revised at a later date. Revisions to the Retail and Wholesale data will be reflected in the February 2005 Manufacturing and Trade Inventories and Sales release scheduled for April 14, 2005.

Sales. The Census Bureau of the Department of Commerce announced today that the combined value of distributive trade sales and manufacturers' shipments for November, adjusted for seasonal and trading-day differences but not for price changes, were estimated at \$974.7 billion, up 0.4 percent ($\pm 0.2\%$) from October and up 10.6 percent ($\pm 0.4\%$) from November 2003.

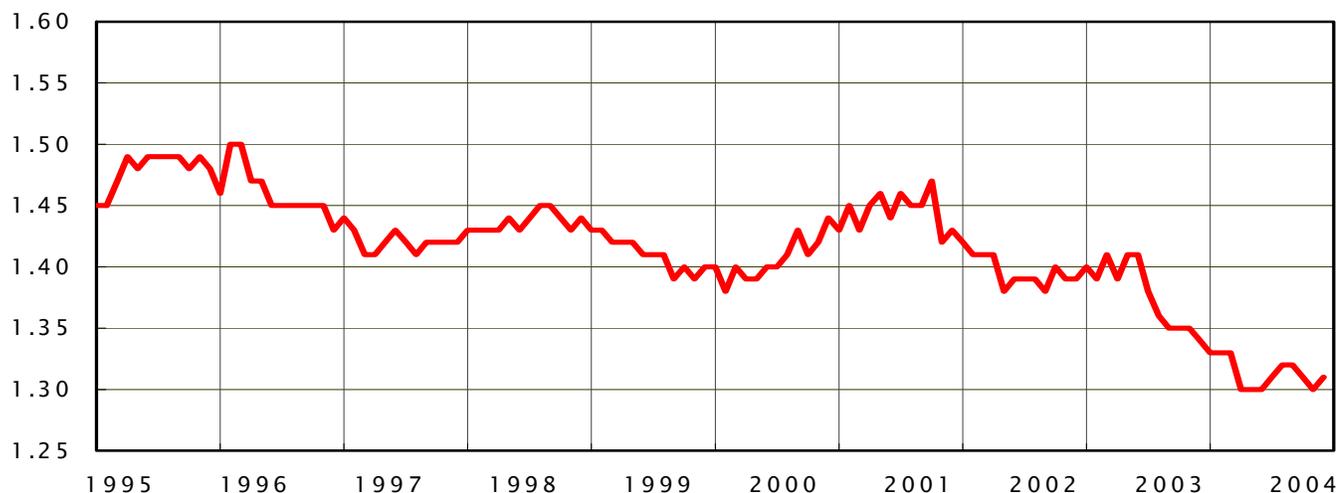
Inventories. Manufacturers' and trade inventories adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,274.9 billion, up 1.0 percent ($\pm 0.1\%$) from October and up 7.9 percent ($\pm 2.0\%$) from November 2003.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of November was 1.31. The November 2003 ratio was 1.34.

The scheduled release dates for 2005 are as follows: January 14, February 15, March 15, April 14, May 13, June 15, July 15, August 11, September 15, October 14, November 16, December 13.

Total Business Inventories/Sales Ratios: 1995 to 2004

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



The Manufacturing and Trade Inventories and Sales Report for December is scheduled for release February 15, 2005 at 10:00 a.m. Questions concerning this report may be addressed to: Scott Scheleur (301) 763-2713 (Retail), Chris Savage (301) 763-4834 (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>. November data was released January 4 for Manufacturers and January 10 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		
	Nov. 2004	Oct. 2004	Nov. 2003	Nov. 2004	Oct. 2004	Nov. 2003	Nov. 2004	Oct. 2004	Nov. 2003
	(p)	(r)	(s)	(p)	(r)	(s)			
Adjusted²									
Total business.....	974,728	971,108	881,130	1,274,898	1,262,619	1,181,672	1.31	1.30	1.34
Manufacturers ³	379,029	377,457	341,454	469,679	466,386	438,126	1.24	1.24	1.28
Retailers.....	312,027	311,819	290,909	478,463	473,142	450,578	1.53	1.52	1.55
Merchant wholesalers.....	283,672	281,832	248,767	326,756	323,091	292,968	1.15	1.15	1.18
Not Adjusted									
Total business.....	967,913	974,557	852,449	1,308,655	1,288,225	1,214,979	1.35	1.32	1.43
Manufacturers ³	373,885	386,445	333,414	471,107	469,939	439,491	1.26	1.22	1.32
Retailers.....	310,585	304,563	284,444	507,938	492,877	479,124	1.64	1.62	1.68
Merchant wholesalers.....	283,443	283,549	234,591	329,610	325,409	296,364	1.16	1.15	1.26

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		
	Nov. 04/ Oct. 04	Oct. 04/ Sep. 04	Nov. 04/ Nov. 03	Nov. 04/ Oct. 04	Oct. 04/ Sep. 04	Nov. 04/ Nov. 03	Nov. 04/ Oct. 04	Oct. 04/ Sep. 04	Nov. 04/ Nov. 03	Nov. 04/ Oct. 04	Oct. 04/ Sep. 04	Nov. 04/ Nov. 03
Total business.....	0.4	1.4	10.6	1.0	0.4	7.9	-0.7	-0.1	13.5	1.6	3.0	7.7
Manufacturers.....	0.4	1.6	11.0	0.7	0.9	7.2	-3.3	-1.7	12.1	0.2	1.5	7.2
Retailers.....	0.1	1.0	7.3	1.1	-0.4	6.2	2.0	1.5	9.2	3.1	4.7	6.0
Merchant wholesalers..	0.7	1.6	14.0	1.1	1.1	11.5	0.0	0.6	20.8	1.3	2.7	11.2

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		
		Nov. 2004 (p)	Oct. 2004 (r)	Nov. 2003 (s)	Nov. 2004 (p)	Oct. 2004 (r)	Nov. 2003 (s)	Nov. 04/Oct. 04	Oct. 04/Sep. 04	Nov. 04/Nov. 03	Nov. 04	Oct. 04	Nov. 03
	Adjusted ²												
	Retail trade, total.....	312,027	311,819	290,909	478,463	473,142	450,578	1.1	-0.4	6.2	1.53	1.52	1.55
	Total (excl. motor veh. & parts).....	232,642	231,630	213,935	313,832	311,151	297,796	0.9	0.5	5.4	1.35	1.34	1.39
441	Motor vehicle & parts dealers.....	79,385	80,189	76,974	164,631	161,991	152,782	1.6	-2.2	7.8	2.07	2.02	1.98
442,3	Furniture, home furn., elect. & appl. stores...	17,352	17,346	16,670	28,119	27,782	27,070	1.2	-0.8	3.9	1.62	1.60	1.62
444	Building materials, garden equip & supplies...	31,354	31,178	28,163	54,296	53,756	46,937	1.0	1.9	15.7	1.73	1.72	1.67
445	Food & beverage stores.....	44,844	44,644	42,589	36,026	35,707	34,697	0.9	0.8	3.8	0.80	0.80	0.81
448	Clothing & clothing access. stores.....	15,991	16,116	15,301	37,642	37,526	37,288	0.3	0.2	0.9	2.35	2.33	2.44
452	General merchandise stores.....	42,902	42,734	40,214	70,767	69,709	67,053	1.5	0.3	5.5	1.65	1.63	1.67
4521	Dept. str. (excl. leased depts.).....	17,899	17,913	17,711	37,306	37,181	37,423	0.3	0.6	-0.3	2.08	2.08	2.11
	Not Adjusted												
	Retail trade, total.....	310,585	304,563	284,444	507,938	492,877	479,124	3.1	4.7	6.0	1.64	1.62	1.68
	Total (excl. motor veh. & parts).....	239,228	229,557	218,026	342,962	335,227	325,899	2.3	5.7	5.2	1.43	1.46	1.49
441	Motor vehicle & parts dealers.....	71,357	75,006	66,418	164,976	157,650	153,225	4.6	2.6	7.7	2.31	2.10	2.31
442,3	Furniture, home furn., elect. & appl. stores...	19,098	16,656	18,099	32,253	30,616	30,995	5.3	8.0	4.1	1.69	1.84	1.71
444	Building materials, garden equip & supplies...	30,142	31,417	25,578	52,939	53,218	45,717	-0.5	2.8	15.8	1.76	1.69	1.79
445	Food & beverage stores.....	44,389	44,458	42,592	37,840	36,698	36,407	3.1	3.7	3.9	0.85	0.83	0.85
448	Clothing & clothing access. stores.....	17,198	15,525	16,522	41,858	41,729	41,502	0.3	4.0	0.9	2.43	2.69	2.51
452	General merchandise stores.....	47,096	41,869	45,000	84,038	80,276	79,683	4.7	9.2	5.5	1.78	1.92	1.77
4521	Dept. str. (excl. leased depts.).....	20,633	17,339	20,729	45,290	43,650	45,431	3.8	11.0	-0.3	2.20	2.52	2.19

(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.