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MANUFACTURING AND TRADE INVENTORIES AND SALES AUGUST 2005

Sales. The U.S. Census Bureau 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, was estimated at \$1,012.8 billion, up 0.4 percent ($\pm 0.2\%$) from July and up 7.1 percent ($\pm 0.3\%$) from August 2004.

Inventories. Manufacturers' and trade inventories adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,276.9 billion, up 0.4 percent ($\pm 0.1\%$) from July and up 3.8 percent ($\pm 0.4\%$) from August 2004.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of August was 1.26. The August 2004 ratio was 1.30.

Total Business Inventories/Sales Ratios: 1996 to 2005

(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 to be released November 16, 2005 at 8:30 a.m. EST

For information, visit the Census Bureau's Web site at <http://www.census.gov/bussales>. 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. Estimated Monthly Sales and Inventories for Manufacturers, Retailers, and Merchant Wholesalers
(In millions of dollars)

	Sales			Inventories ¹			Inventories/Sales Ratios		
	Aug. 2005	Jul. 2005	Aug. 2004	Aug. 2005	Jul. 2005	Aug. 2004	Aug. 2005	Jul. 2005	Aug. 2004
	(p)	(r)	(s)	(p)	(r)	(s)			
Adjusted²									
Total business.....	1,012,750	1,008,882	945,827	1,276,885	1,271,304	1,230,178	1.26	1.26	1.30
Manufacturers ³	393,462	386,858	371,976	463,666	464,221	440,509	1.18	1.20	1.18
Retailers.....	316,829	323,510	292,729	458,708	454,413	460,631	1.45	1.40	1.57
Merchant wholesalers.....	302,459	298,514	281,122	354,511	352,670	329,038	1.17	1.18	1.17
Not Adjusted									
Total business.....	1,053,164	965,859	963,878	1,260,548	1,257,843	1,211,801	1.20	1.30	1.26
Manufacturers ³	405,249	355,183	378,218	467,344	467,004	443,713	1.15	1.31	1.17
Retailers.....	329,403	324,497	298,902	442,217	439,197	442,504	1.34	1.35	1.48
Merchant wholesalers.....	318,512	286,179	286,758	350,987	351,642	325,584	1.10	1.23	1.14

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. 05/ Jul. 05	Jul. 05/ Jun. 05	Aug. 05/ Aug. 04	Aug. 05/ Jul. 05	Jul. 05/ Jun. 05	Aug. 05/ Aug. 04	Aug. 05/ Jul. 05	Jul. 05/ Jun. 05	Aug. 05/ Aug. 04	Aug. 05/ Jul. 05	Jul. 05/ Jun. 05	Aug. 05/ Aug. 04
Total business.....	0.4	0.8	7.1	0.4	-0.4	3.8	9.0	-7.7	9.3	0.2	-0.7	4.0
Manufacturers.....	1.7	0.1	5.8	-0.1	0.6	5.3	14.1	-13.9	7.1	0.1	1.8	5.3
Retailers.....	-2.1	1.9	8.2	0.9	-1.8	-0.4	1.5	-0.2	10.2	0.7	-4.1	-0.1
Merchant wholesalers..	1.3	0.5	7.6	0.5	0.1	7.7	11.3	-7.5	11.1	-0.2	0.4	7.8

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. 2005 (p)	Jul. 2005 (r)	Aug. 2004 (s)	Aug. 2005 (p)	Jul. 2005 (r)	Aug. 2004 (s)	Aug. 05/ Jul. 05	Jul. 05/ Jun. 05	Aug. 05/ Aug. 04	Aug. 05	Jul. 05	Aug. 04
	Adjusted ²												
	Retail trade, total.....	316,829	323,510	292,729	458,708	454,413	460,631	0.9	-1.8	-0.4	1.45	1.40	1.57
	Total (excl. motor veh. & parts).....	241,372	238,579	220,046	314,548	312,704	296,884	0.6	0.0	5.9	1.30	1.31	1.35
441	Motor vehicle & parts dealers.....	75,457	84,931	72,683	144,160	141,709	163,747	1.7	-5.6	-12.0	1.91	1.67	2.25
442,3	Furniture, home furn., elect. & appl. stores.....	17,584	17,449	16,549	29,200	29,277	27,520	-0.3	-0.4	6.1	1.66	1.68	1.66
444	Building materials, garden equip & supplies.....	27,681	27,480	25,487	46,617	46,390	42,628	0.5	0.5	9.4	1.68	1.69	1.67
445	Food & beverage stores.....	43,847	43,602	41,547	33,715	33,636	33,195	0.2	-0.4	1.6	0.77	0.77	0.80
448	Clothing & clothing access. stores.....	16,712	16,627	15,646	39,507	39,417	37,510	0.2	-0.2	5.3	2.36	2.37	2.40
452	General merchandise stores.....	44,567	44,439	41,735	73,499	72,541	68,766	1.3	0.0	6.9	1.65	1.63	1.65
4521	Dept. str. (excl. leased depts.).....	17,707	17,768	17,841	38,242	38,186	37,912	0.1	0.3	0.9	2.16	2.15	2.12
	Not Adjusted												
	Retail trade, total.....	329,403	324,497	298,902	442,217	439,197	442,504	0.7	-4.1	-0.1	1.34	1.35	1.48
	Total (excl. motor veh. & parts).....	245,761	234,160	220,964	310,787	305,179	293,374	1.8	0.0	5.9	1.26	1.30	1.33
441	Motor vehicle & parts dealers.....	83,642	90,337	77,938	131,430	134,018	149,130	-1.9	-12.3	-11.9	1.57	1.48	1.91
442,3	Furniture, home furn., elect. & appl. stores.....	17,993	16,734	16,660	28,470	28,545	26,804	-0.3	-0.3	6.2	1.58	1.71	1.61
444	Building materials, garden equip & supplies.....	29,638	28,290	26,545	45,498	45,648	41,605	-0.3	-2.4	9.4	1.54	1.61	1.57
445	Food & beverage stores.....	44,111	44,930	41,350	33,035	32,937	32,509	0.3	-1.5	1.6	0.75	0.73	0.79
448	Clothing & clothing access. stores.....	16,657	15,236	15,556	40,534	39,259	38,485	3.2	2.3	5.3	2.43	2.58	2.47
452	General merchandise stores.....	43,462	42,711	40,727	71,817	69,074	67,206	4.0	0.2	6.9	1.65	1.62	1.65
4521	Dept. str. (excl. leased depts.).....	17,152	16,271	17,203	37,477	36,162	37,154	3.6	1.4	0.9	2.18	2.22	2.16

(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.