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MANUFACTURING AND TRADE INVENTORIES AND SALES OCTOBER 2005

Sales. The U.S. Census Bureau announced today that the combined value of distributive trade sales and manufacturers' shipments for October, adjusted for seasonal and trading-day differences but not for price changes, was estimated at \$1,030.8 billion, up 0.8 percent ($\pm 0.2\%$) from September and up 7.6 percent ($\pm 0.4\%$) from October 2004.

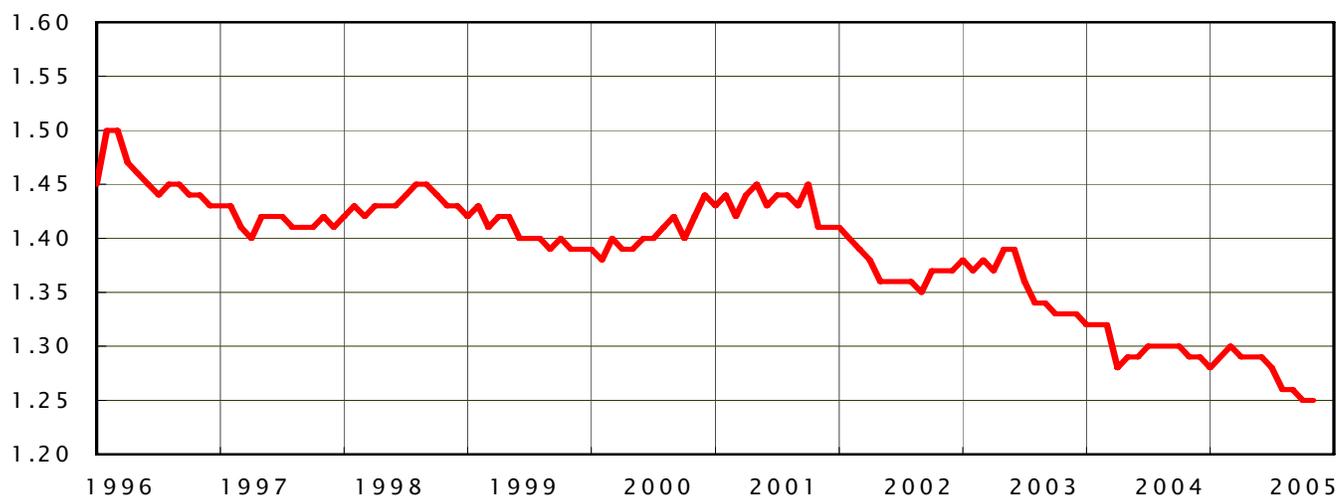
Inventories. Manufacturers' and trade inventories adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,286.0 billion, up 0.3 percent ($\pm 0.2\%$) from September and up 4.1 percent ($\pm 0.4\%$) from October 2004.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of October was 1.25. The October 2004 ratio was 1.29.

The scheduled release dates for 2006 are as follows: January 13, February 14, March 14, April 13, May 11, June 13, July 14, August 11, September 14, October 13, November 14, December 13.

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 November is scheduled to be released January 13, 2006 at 10:00 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		
	Oct. 2005	Sep. 2005	Oct. 2004	Oct. 2005	Sep. 2005	Oct. 2004	Oct. 2005	Sep. 2005	Oct. 2004
	(p)	(r)	(s)	(p)	(r)	(s)			
Adjusted²									
Total business.....	1,030,839	1,022,252	958,291	1,286,049	1,282,217	1,234,960	1.25	1.25	1.29
Manufacturers ³	397,619	393,566	373,313	466,253	463,591	445,357	1.17	1.18	1.19
Retailers.....	318,334	317,487	300,569	462,803	462,272	454,864	1.45	1.46	1.51
Merchant wholesalers.....	314,886	311,199	284,409	356,993	356,354	334,739	1.13	1.15	1.18
Not Adjusted									
Total business.....	1,036,623	1,041,232	963,529	1,309,805	1,275,020	1,257,896	1.26	1.22	1.31
Manufacturers ³	406,755	415,502	382,653	469,394	463,062	448,137	1.15	1.11	1.17
Retailers.....	310,378	308,436	292,750	482,284	458,302	473,667	1.55	1.49	1.62
Merchant wholesalers.....	319,490	317,294	288,126	358,127	353,656	336,092	1.12	1.11	1.17

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		
	Oct. 05/ Sep. 05	Sep. 05/ Aug. 05	Oct. 05/ Oct. 04	Oct. 05/ Sep. 05	Sep. 05/ Aug. 05	Oct. 05/ Oct. 04	Oct. 05/ Sep. 05	Sep. 05/ Aug. 05	Oct. 05/ Oct. 04	Oct. 05/ Sep. 05	Sep. 05/ Aug. 05	Oct. 05/ Oct. 04
Total business.....	0.8	0.7	7.6	0.3	0.5	4.1	-0.4	-1.3	7.6	2.7	1.2	4.1
Manufacturers.....	1.0	-0.4	6.5	0.6	0.1	4.7	-2.1	2.0	6.3	1.4	-0.8	4.7
Retailers.....	0.3	0.2	5.9	0.1	0.8	1.7	0.6	-6.4	6.0	5.2	3.7	1.8
Merchant wholesalers..	1.2	2.4	10.7	0.2	0.6	6.6	0.7	-0.4	10.9	1.3	0.8	6.6

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		
		Oct. 2005 (p)	Sep. 2005 (r)	Oct. 2004 (s)	Oct. 2005 (p)	Sep. 2005 (r)	Oct. 2004 (s)	Oct. 05/ Sep. 05	Sep. 05/ Aug. 05	Oct. 05/ Oct. 04	Oct. 05	Sep. 05	Oct. 04
	Adjusted ²												
	Retail trade, total.....	318,334	317,487	300,569	462,803	462,272	454,864	0.1	0.8	1.7	1.45	1.46	1.51
	Total (excl. motor veh. & parts).....	246,808	245,004	223,960	314,306	314,740	299,174	-0.1	0.1	5.1	1.27	1.28	1.34
441	Motor vehicle & parts dealers.....	71,526	72,483	76,609	148,497	147,532	155,690	0.7	2.3	-4.6	2.08	2.04	2.03
442,3	Furniture, home furn., elect. & appl. stores.....	17,780	17,827	16,646	28,843	28,944	27,249	-0.3	-0.5	5.8	1.62	1.62	1.64
444	Building materials, garden equip & supplies.....	28,861	28,343	25,631	47,025	46,978	43,597	0.1	0.6	7.9	1.63	1.66	1.70
445	Food & beverage stores.....	44,280	44,036	41,949	33,435	33,271	33,317	0.5	-1.2	0.4	0.76	0.76	0.79
448	Clothing & clothing access. stores.....	17,181	16,739	16,127	39,756	39,634	37,628	0.3	0.5	5.7	2.31	2.37	2.33
452	General merchandise stores.....	45,509	44,997	42,518	73,490	73,567	69,207	-0.1	0.1	6.2	1.61	1.63	1.63
4521	Dept. str. (excl. leased depts.).....	17,977	17,697	18,043	38,240	38,379	37,974	-0.4	0.2	0.7	2.13	2.17	2.10
	Not Adjusted												
	Retail trade, total.....	310,378	308,436	292,750	482,284	458,302	473,667	5.2	3.7	1.8	1.55	1.49	1.62
	Total (excl. motor veh. & parts).....	244,770	236,834	222,463	337,728	322,031	322,039	4.9	3.7	4.9	1.38	1.36	1.45
441	Motor vehicle & parts dealers.....	65,608	71,602	70,287	144,556	136,271	151,628	6.1	3.6	-4.7	2.20	1.90	2.16
442,3	Furniture, home furn., elect. & appl. stores.....	16,924	17,018	15,949	31,439	29,118	29,783	8.0	2.6	5.6	1.86	1.71	1.87
444	Building materials, garden equip & supplies.....	29,169	28,686	25,775	46,226	45,851	42,899	0.8	0.8	7.8	1.58	1.60	1.66
445	Food & beverage stores.....	43,783	43,320	41,835	34,342	33,066	34,257	3.9	0.1	0.2	0.78	0.76	0.82
448	Clothing & clothing access. stores.....	16,537	15,016	15,558	44,089	42,369	41,729	4.1	4.9	5.7	2.67	2.82	2.68
452	General merchandise stores.....	44,536	40,658	41,707	83,843	77,430	79,274	8.3	7.8	5.8	1.88	1.90	1.90
4521	Dept. str. (excl. leased depts.).....	17,400	15,468	17,447	44,856	40,835	44,543	9.8	9.0	0.7	2.58	2.64	2.55

(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.