

U.S. Census Bureau News

U.S. Department of Commerce • Washington, D.C. 20233

FOR IMMEDIATE RELEASE
TUESDAY, MARCH 14, 2006, AT 10:00 A.M. EST

Scott Scheleur (Retail): (301) 763-2713
Nancy Piesto (Wholesale): (301) 763-2747
Chris Savage (Manufacturing): (301) 763-4832

CB06-34

MANUFACTURING AND TRADE INVENTORIES AND SALES JANUARY 2006

INTENTION TO REVISE: Revisions to the Retail and Wholesale adjusted and unadjusted monthly estimates for sales and inventories are scheduled for release on March 30, 2006. Estimates will be revised to reflect the results of the 2004 annual surveys, as well as the 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 2006 Manufacturing and Trade Inventories and Sales release scheduled for April 13, 2006.

Sales. The U.S. Census Bureau announced today that the combined value of distributive trade sales and manufacturers' shipments for January, adjusted for seasonal and trading-day differences but not for price changes, was estimated at \$1,059.5 billion, up 1.3 percent ($\pm 0.3\%$) from December 2005 and up 8.5 percent ($\pm 0.4\%$) from January 2005.

Inventories. Manufacturers' and trade inventories adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,310.1 billion, up 0.4 percent ($\pm 0.2\%$) from December 2005 and up 4.0 percent ($\pm 0.4\%$) from January 2005.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of January was 1.24. The January 2005 ratio was 1.29.

Total Business Inventories/Sales Ratios: 1997 to 2006

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



The Manufacturing and Trade Inventories and Sales Report for February is scheduled to be released April 13, 2006 at 10:00 a.m. EDT.

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		
	Jan. 2006	Dec. 2005	Jan. 2005	Jan. 2006	Dec. 2005	Jan. 2005	Jan. 2006	Dec. 2005	Jan. 2005
	(p)	(r)	(s)	(p)	(r)	(s)			
Adjusted²									
Total business.....	1,059,507	1,045,857	976,739	1,310,115	1,304,944	1,260,059	1.24	1.25	1.29
Manufacturers ³	409,953	408,876	382,257	472,781	470,458	456,853	1.15	1.15	1.20
Retailers.....	330,925	321,590	302,973	474,520	472,079	459,950	1.43	1.47	1.52
Merchant wholesalers.....	318,629	315,391	291,509	362,814	362,407	343,256	1.14	1.15	1.18
Not Adjusted									
Total business.....	967,545	1,095,098	882,481	1,303,732	1,288,761	1,253,004	1.35	1.18	1.42
Manufacturers ³	373,236	403,446	347,036	470,541	457,277	454,213	1.26	1.13	1.31
Retailers.....	294,001	379,236	268,560	466,280	467,065	451,775	1.59	1.23	1.68
Merchant wholesalers.....	300,308	312,416	266,885	366,911	364,419	347,016	1.22	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		
	Jan. 06/ Dec. 05	Dec. 05/ Nov. 05	Jan. 06/ Jan. 05	Jan. 06/ Dec. 05	Dec. 05/ Nov. 05	Jan. 06/ Jan. 05	Jan. 06/ Dec. 05	Dec. 05/ Nov. 05	Jan. 06/ Jan. 05	Jan. 06/ Dec. 05	Dec. 05/ Nov. 05	Jan. 06/ Jan. 05
Total business.....	1.3	1.4	8.5	0.4	0.8	4.0	-11.6	7.0	9.6	1.2	-2.8	4.0
Manufacturers.....	0.3	2.4	7.2	0.5	0.6	3.5	-7.5	2.5	7.5	2.9	-2.3	3.6
Retailers.....	2.9	0.3	9.2	0.5	0.8	3.2	-22.5	18.6	9.5	-0.2	-6.2	3.2
Merchant wholesalers..	1.0	1.2	9.3	0.1	0.9	5.7	-3.9	0.7	12.5	0.7	1.3	5.7

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			Inventories/Sales		
		Jan. 2006 (p)	Dec. 2005 (r)	Jan. 2005 (s)	Jan. 2006 (p)	Dec. 2005 (r)	Jan. 2005 (s)	In Inventories			Ratios		
								Jan. 06/ Dec. 05	Dec. 05/ Nov. 05	Jan. 06/ Jan. 05	Jan. 06	Dec. 05	Jan. 05
	Adjusted ²												
	Retail trade, total.....	330,925	321,590	302,973	474,520	472,079	459,950	0.5	0.8	3.2	1.43	1.47	1.52
	Total (excl. motor veh. & parts).....	251,878	245,758	228,123	319,514	318,047	306,407	0.5	0.7	4.3	1.27	1.29	1.34
441	Motor vehicle & parts dealers.....	79,047	75,832	74,850	155,006	154,032	153,543	0.6	1.1	1.0	1.96	2.03	2.05
442,3	Furniture, home furn., elect. & appl. stores.....	18,700	17,712	16,876	29,578	29,337	28,247	0.8	1.2	4.7	1.58	1.66	1.67
444	Building materials, garden equip & supplies.....	31,249	29,118	26,566	48,817	48,311	45,814	1.0	1.2	6.6	1.56	1.66	1.72
445	Food & beverage stores.....	44,517	44,442	42,609	33,998	33,865	33,579	0.4	0.1	1.2	0.76	0.76	0.79
448	Clothing & clothing access. stores.....	17,542	17,131	16,223	39,528	39,710	38,373	-0.5	0.3	3.0	2.25	2.32	2.37
452	General merchandise stores.....	46,290	45,458	43,214	73,825	73,915	71,245	-0.1	0.4	3.6	1.59	1.63	1.65
4521	Dept. str. (excl. leased depts.).....	18,048	17,801	17,979	38,008	38,366	38,302	-0.9	0.3	-0.8	2.11	2.16	2.13
	Not Adjusted												
	Retail trade, total.....	294,001	379,236	268,560	466,280	467,065	451,775	-0.2	-6.2	3.2	1.59	1.23	1.68
	Total (excl. motor veh. & parts).....	226,356	306,476	205,032	308,360	309,660	295,436	-0.4	-10.0	4.4	1.36	1.01	1.44
441	Motor vehicle & parts dealers.....	67,645	72,760	63,528	157,920	157,405	156,339	0.3	2.3	1.0	2.33	2.16	2.46
442,3	Furniture, home furn., elect. & appl. stores.....	17,124	25,128	15,404	28,779	29,278	27,456	-1.7	-11.0	4.8	1.68	1.17	1.78
444	Building materials, garden equip & supplies.....	24,791	25,959	20,640	48,329	46,910	45,264	3.0	1.4	6.8	1.95	1.81	2.19
445	Food & beverage stores.....	42,559	49,544	41,416	34,087	34,673	33,622	-1.7	-2.7	1.4	0.80	0.70	0.81
448	Clothing & clothing access. stores.....	12,968	30,410	12,090	36,287	36,573	35,265	-0.8	-16.4	2.9	2.80	1.20	2.92
452	General merchandise stores.....	39,075	67,917	36,623	68,441	69,920	66,007	-2.1	-19.3	3.7	1.75	1.03	1.80
4521	Dept. str. (excl. leased depts.).....	13,991	31,054	14,169	34,701	35,757	35,008	-3.0	-22.6	-0.9	2.48	1.15	2.47

(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.