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MANUFACTURING AND TRADE INVENTORIES AND SALES June 2007

Sales. The U.S. Census Bureau announced today that the combined value of distributive trade sales and manufacturers' shipments for June, adjusted for seasonal and trading-day differences but not for price changes, was estimated at \$1,111.2 billion, down 0.3 percent ($\pm 0.2\%$) from May 2007 and up 3.3 percent ($\pm 0.5\%$) from June 2006.

Inventories. Manufacturers' and trade inventories, adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,412.4 billion, up 0.4 percent ($\pm 0.1\%$) from May 2007 and up 3.6 percent ($\pm 0.6\%$) from June 2006.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of June was 1.27. The June 2006 ratio was 1.27.

Total Business Inventories/Sales Ratios: 1998 to 2007

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



The Manufacturing and Trade Inventories and Sales Report for July is scheduled to be released September 14, 2007 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		
	Jun. 2007	May 2007	Jun. 2006	Jun. 2007	May 2007	Jun. 2006	Jun. 2007	May 2007	Jun. 2006
	(p)	(r)	(s)	(p)	(r)	(s)			
Adjusted²									
Total business.....	1,111,236	1,114,765	1,076,064	1,412,362	1,406,612	1,363,777	1.27	1.26	1.27
Manufacturers ³	414,325	417,004	418,185	516,934	515,362	498,509	1.25	1.24	1.19
Retailers.....	337,457	340,409	325,387	496,943	494,646	490,413	1.47	1.45	1.51
Merchant wholesalers.....	359,454	357,352	332,492	398,485	396,604	374,855	1.11	1.11	1.13
Not Adjusted									
Total business.....	1,152,459	1,165,415	1,129,695	1,403,390	1,404,488	1,356,024	1.22	1.21	1.20
Manufacturers ³	440,951	432,788	447,446	514,752	519,072	496,252	1.17	1.20	1.11
Retailers.....	343,880	359,192	333,698	492,631	493,305	486,756	1.43	1.37	1.46
Merchant wholesalers.....	367,628	373,435	348,551	396,007	392,111	373,016	1.08	1.05	1.07

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		
	Jun. 07/ May 07	May 07/ Apr. 07	Jun. 07/ Jun. 06	Jun. 07/ May 07	May 07/ Apr. 07	Jun. 07/ Jun. 06	Jun. 07/ May 07	May 07/ Apr. 07	Jun. 07/ Jun. 06	Jun. 07/ May 07	May 07/ Apr. 07	Jun. 07/ Jun. 06
Total business.....	-0.3	1.3	3.3	0.4	0.5	3.6	-1.1	7.4	2.0	-0.1	-0.1	3.5
Manufacturers.....	-0.6	0.8	-0.9	0.3	0.4	3.7	1.9	6.4	-1.5	-0.8	0.7	3.7
Retailers.....	-0.9	1.7	3.7	0.5	0.7	1.3	-4.3	9.7	3.1	-0.1	-0.6	1.2
Merchant wholesalers..	0.6	1.3	8.1	0.5	0.5	6.3	-1.6	6.6	5.5	1.0	-0.5	6.2

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		
		Jun. 2007 (p)	May 2007 (r)	Jun. 2006 (s)	Jun. 2007 (p)	May 2007 (r)	Jun. 2006 (s)	Jun. 07/ May 07	May 07/ Apr. 07	Jun. 07/ Jun. 06	Jun. 07	May 07	Jun. 06
	Adjusted ²												
	Retail trade, total.....	337,457	340,409	325,387	496,943	494,646	490,413	0.5	0.7	1.3	1.47	1.45	1.51
	Total (excl. motor veh. & parts).....	262,211	262,906	251,688	342,059	341,234	328,882	0.2	0.7	4.0	1.30	1.30	1.31
441	Motor vehicle & parts dealers.....	75,246	77,503	73,699	154,884	153,412	161,531	1.0	0.6	-4.1	2.06	1.98	2.19
442,3	Furniture, home furn., elect. & appl. stores.....	19,443	19,677	19,234	32,465	32,286	32,396	0.6	-0.5	0.2	1.67	1.64	1.68
444	Building materials, garden equip & supplies.....	29,764	30,438	29,735	48,368	48,254	47,727	0.2	-0.3	1.3	1.63	1.59	1.61
445	Food & beverage stores.....	47,541	47,368	45,116	35,235	35,023	34,502	0.6	0.8	2.1	0.74	0.74	0.76
448	Clothing & clothing access. stores.....	18,797	19,022	17,859	49,575	49,678	46,444	-0.2	0.4	6.7	2.64	2.61	2.60
452	General merchandise stores.....	48,179	47,989	45,872	76,954	76,821	72,291	0.2	0.4	6.5	1.60	1.60	1.58
4521	Dept. str. (excl. leased depts.).....	17,459	17,611	17,769	37,259	37,071	35,416	0.5	0.2	5.2	2.13	2.10	1.99
	Not Adjusted												
	Retail trade, total.....	343,880	359,192	333,698	492,631	493,305	486,756	-0.1	-0.6	1.2	1.43	1.37	1.46
	Total (excl. motor veh. & parts).....	262,866	272,931	253,144	333,788	334,720	321,065	-0.3	0.0	4.0	1.27	1.23	1.27
441	Motor vehicle & parts dealers.....	81,014	86,261	80,554	158,843	158,585	165,691	0.2	-1.8	-4.1	1.96	1.84	2.06
442,3	Furniture, home furn., elect. & appl. stores.....	18,680	18,789	18,548	31,913	31,640	31,813	0.9	-0.5	0.3	1.71	1.68	1.72
444	Building materials, garden equip & supplies.....	33,459	37,854	34,205	48,948	49,943	48,300	-2.0	-1.6	1.3	1.46	1.32	1.41
445	Food & beverage stores.....	48,172	49,095	45,435	35,053	34,631	34,284	1.2	1.5	2.2	0.73	0.71	0.75
448	Clothing & clothing access. stores.....	17,532	18,795	16,628	48,088	48,138	45,097	-0.1	-0.7	6.6	2.74	2.56	2.71
452	General merchandise stores.....	47,002	47,707	44,576	72,530	73,632	68,231	-1.5	-1.1	6.3	1.54	1.54	1.53
4521	Dept. str. (excl. leased depts.).....	16,324	16,899	16,599	34,502	34,995	32,831	-1.4	-2.7	5.1	2.11	2.07	1.98

(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.