

# U.S. Census Bureau News

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

FOR IMMEDIATE RELEASE  
WEDNESDAY, OCTOBER 14, 2009 AT 10:00 A.M. EDT

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CB09-155

## MANUFACTURING AND TRADE INVENTORIES AND SALES August 2009

**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 \$989.6 billion, up 1.0 percent ( $\pm 0.2\%$ ) from July 2009 and down 15.1 percent ( $\pm 0.4\%$ ) from August 2008.

**Inventories.** Manufacturers' and trade inventories, adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,311.4 billion, down 1.5 percent ( $\pm 0.1\%$ ) from July 2009 and down 13.3 percent ( $\pm 0.4\%$ ) from August 2008.

**Inventories/Sales Ratio.** The total business inventories/sales ratio based on seasonally adjusted data at the end of August was 1.33. The August 2008 ratio was 1.30.

### Total Business Inventories/Sales Ratios: 2000 to 2009

(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, 2009 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 <sup>1</sup>			Inventories/Sales Ratios		
	Aug. 2009	Jul. 2009	Aug. 2008	Aug. 2009	Jul. 2009	Aug. 2008	Aug. 2009	Jul. 2009	Aug. 2008
	(p)	(r)	(r)	(p)	(r)	(r)	(p)	(r)	(r)
<b>Adjusted<sup>2</sup></b>									
Total business.....	989,551	980,110	1,164,908	1,311,437	1,330,746	1,512,798	1.33	1.36	1.30
Manufacturers <sup>3</sup> .....	360,043	360,951	445,455	498,238	502,174	562,781	1.38	1.39	1.26
Retailers.....	311,611	304,450	333,356	431,961	442,242	503,144	1.39	1.45	1.51
Merchant wholesalers <sup>4</sup> .....	317,897	314,709	386,097	381,238	386,330	446,873	1.20	1.23	1.16
<b>Not Adjusted</b>									
Total business.....	1,014,806	995,040	1,192,803	1,299,440	1,317,677	1,496,362	1.28	1.32	1.25
Manufacturers <sup>3</sup> .....	373,281	355,856	456,897	501,708	503,996	567,598	1.34	1.42	1.24
Retailers.....	320,519	314,603	344,528	420,303	428,736	487,625	1.31	1.36	1.42
Merchant wholesalers <sup>4</sup> .....	321,006	324,581	391,378	377,429	384,945	441,139	1.18	1.19	1.13

See footnotes and notes at the end of Table 3.

(p) Preliminary estimate.  
(r) Revised estimate.

**Table 2. Percent Changes for Sales and Inventories — Manufacturers, Retailers, and Merchant Wholesalers**

	Adjusted						Not Adjusted					
	Sales			Inventories			Sales			Inventories		
	Aug. 09/ Jul. 09	Jul. 09/ Jun. 09	Aug. 09/ Aug. 08	Aug. 09/ Jul. 09	Jul. 09/ Jun. 09	Aug. 09/ Aug. 08	Aug. 09/ Jul. 09	Jul. 09/ Jun. 09	Aug. 09/ Aug. 08	Aug. 09/ Jul. 09	Jul. 09/ Jun. 09	Aug. 09/ Aug. 08
Total business.....	1.0	0.3	-15.1	-1.5	-1.1	-13.3	2.0	-3.4	-14.9	-1.4	-1.0	-13.2
Manufacturers <sup>3</sup> .....	-0.3	0.3	-19.2	-0.8	-0.9	-11.5	4.9	-7.4	-18.3	-0.5	0.2	-11.6
Retailers.....	2.4	-0.1	-6.5	-2.3	-1.0	-14.1	1.9	0.7	-7.0	-2.0	-2.2	-13.8
Merchant wholesalers <sup>4</sup> .....	1.0	0.6	-17.7	-1.3	-1.6	-14.7	-1.1	-2.5	-18.0	-2.0	-1.1	-14.4

**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 <sup>1</sup>			Percent Change In Inventories			Inventories/Sales Ratios		
		Aug. 2009 (p)	Jul. 2009 (r)	Aug. 2008 (r)	Aug. 2009 (p)	Jul. 2009 (r)	Aug. 2008 (r)	Aug. 09/ Jul. 09	Jul. 09/ Jun. 09	Aug. 09/ Aug. 08	Aug. 09 (p)	Jul. 09 (r)	Aug. 08 (r)
	Adjusted <sup>2</sup>												
	Retail trade, total.....	311,611	304,450	333,356	431,961	442,242	503,144	-2.3	-1.0	-14.1	1.39	1.45	1.51
	Total (excl. motor veh. & parts).....	248,846	246,231	268,545	323,403	324,320	345,638	-0.3	-0.5	-6.4	1.30	1.32	1.29
441	Motor vehicle & parts dealers.....	62,765	58,219	64,811	108,558	117,922	157,506	-7.9	-2.3	-31.1	1.73	2.03	2.43
442,3	Furniture, home furn., elect. & appl. stores.....	16,004	16,023	18,047	29,065	29,083	33,143	-0.1	-1.0	-12.3	1.82	1.82	1.84
444	Building materials, garden equip & supplies.....	23,399	23,679	27,113	46,503	46,766	51,096	-0.6	-1.3	-9.0	1.99	1.97	1.88
445	Food & beverage stores.....	49,324	48,949	49,749	38,000	38,038	37,401	-0.1	0.2	1.6	0.77	0.78	0.75
448	Clothing & clothing access. stores.....	17,392	17,208	18,443	43,211	43,573	47,343	-0.8	-1.2	-8.7	2.48	2.53	2.57
452	General merchandise stores.....	49,573	48,966	50,076	71,811	71,653	74,904	0.2	-0.3	-4.1	1.45	1.46	1.50
4521	Dept. str. (excl. leased depts.).....	15,592	15,419	16,571	32,515	32,575	35,268	-0.2	-0.8	-7.8	2.09	2.11	2.13
	Not Adjusted												
	Retail trade, total.....	320,519	314,603	344,528	420,303	428,736	487,625	-2.0	-2.2	-13.8	1.31	1.36	1.42
	Total (excl. motor veh. & parts).....	251,965	249,752	274,036	319,275	317,132	341,361	0.7	-0.2	-6.5	1.27	1.27	1.25
441	Motor vehicle & parts dealers.....	68,554	64,851	70,492	101,028	111,604	146,264	-9.5	-7.7	-30.9	1.47	1.72	2.07
442,3	Furniture, home furn., elect. & appl. stores.....	16,142	15,756	18,342	28,426	28,530	32,414	-0.4	-0.3	-12.3	1.76	1.81	1.77
444	Building materials, garden equip & supplies.....	23,407	26,261	27,185	45,573	45,924	50,125	-0.8	-3.5	-9.1	1.95	1.75	1.84
445	Food & beverage stores.....	49,884	50,823	50,775	37,241	37,279	36,690	-0.1	-0.9	1.5	0.75	0.73	0.72
448	Clothing & clothing access. stores.....	17,937	16,324	19,049	43,513	42,789	47,769	1.7	0.6	-8.9	2.43	2.62	2.51
452	General merchandise stores.....	49,437	47,336	50,374	69,932	68,201	72,899	2.5	-0.2	-4.1	1.41	1.44	1.45
4521	Dept. str. (excl. leased depts.).....	15,442	14,177	16,507	31,540	30,686	34,175	2.8	0.2	-7.7	2.04	2.16	2.07

(p) Preliminary estimate.

(r) Revised estimate.

<sup>1</sup> Inventories are on a non-LIFO basis as of the end of the month.

<sup>2</sup> 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.

<sup>3</sup> 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.

<sup>4</sup> The 2002 North American Industry Classification System (NAICS) defines merchant wholesalers as including manufacturers' sales branches and offices. However, the estimates included in this release exclude manufacturers' sales branches and offices. Note that this is not a change in coverage from prior releases and is consistent with the description used in the Monthly Wholesale Trade Survey data products.

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  $\pm 1.2$  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.