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MANUFACTURING AND TRADE INVENTORIES AND SALES October 2010

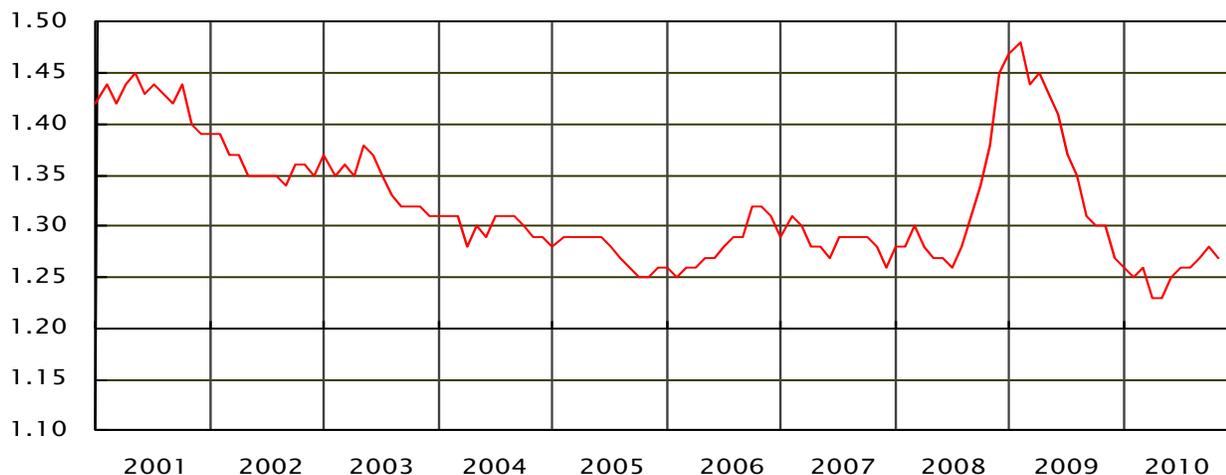
Sales. The U.S. Census Bureau announced today that the combined value of distributive trade sales and manufacturers' shipments for October, adjusted for seasonal and trading-day differences but not for price changes, was estimated at \$1,118.8 billion, up 1.4 percent ($\pm 0.2\%$) from September 2010 and up 9.3 percent ($\pm 0.4\%$) from October 2009.

Inventories. Manufacturers' and trade inventories, adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,417.7 billion, up 0.7 percent ($\pm 0.2\%$) from September 2010 and up 6.9 percent ($\pm 0.5\%$) from October 2009.

Inventories/Sales Ratio. The total business inventories/sales ratio based on seasonally adjusted data at the end of October was 1.27. The October 2009 ratio was 1.30.

Total Business Inventories/Sales Ratios: 2001 to 2010

(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 14, 2011 at 10:00 a.m. EST.

For information, visit the Census Bureau's Web site at <<http://www.census.gov/bussales>>.

* 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. 2010	Sep. 2010	Oct. 2009	Oct. 2010	Sep. 2010	Oct. 2009	Oct. 2010	Sep. 2010	Oct. 2009
	(p)	(r)	(r)	(p)	(r)	(r)	(p)	(r)	(r)
Adjusted²									
Total business.....	1,118,763	1,103,464	1,023,258	1,417,745	1,407,883	1,325,619	1.27	1.28	1.30
Manufacturers ³	421,020	419,568	394,253	538,241	533,549	508,967	1.28	1.27	1.29
Retailers.....	335,691	329,760	309,761	452,408	455,036	428,090	1.35	1.38	1.38
Merchant wholesalers ⁴	362,052	354,136	319,244	427,096	419,298	388,562	1.18	1.18	1.22
Not Adjusted									
Total business.....	1,125,156	1,116,588	1,048,413	1,448,797	1,404,018	1,354,218	1.29	1.26	1.29
Manufacturers ³	432,283	436,668	408,694	542,544	532,888	511,668	1.26	1.22	1.25
Retailers.....	324,916	316,745	305,758	476,565	456,349	451,662	1.47	1.44	1.48
Merchant wholesalers ⁴	367,957	363,175	333,961	429,688	414,781	390,888	1.17	1.14	1.17

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		
	Oct. 10/ Sep. 10	Sep. 10/ Aug. 10	Oct. 10/ Oct. 09	Oct. 10/ Sep. 10	Sep. 10/ Aug. 10	Oct. 10/ Oct. 09	Oct. 10/ Sep. 10	Sep. 10/ Aug. 10	Oct. 10/ Oct. 09	Oct. 10/ Sep. 10	Sep. 10/ Aug. 10	Oct. 10/ Oct. 09
Total business.....	1.4	0.8	9.3	0.7	1.3	6.9	0.8	-1.0	7.3	3.2	1.9	7.0
Manufacturers ³	0.3	0.7	6.8	0.9	1.1	5.8	-1.0	1.1	5.8	1.8	0.1	6.0
Retailers.....	1.8	1.0	8.4	-0.6	0.8	5.7	2.6	-4.7	6.3	4.4	3.8	5.5
Merchant wholesalers ⁴	2.2	0.5	13.4	1.9	2.1	9.9	1.3	-0.2	10.2	3.6	2.3	9.9

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		
		Oct. 2010	Sep. 2010	Oct. 2009	Oct. 2010	Sep. 2010	Oct. 2009	Oct. 10/ Sep. 10	Sep. 10/ Aug. 10	Oct. 10/ Oct. 09	Oct. 10	Sep. 10	Oct. 09
		(p)	(r)	(r)	(p)	(r)	(r)				(p)	(r)	(r)
	Adjusted ²												
	Retail trade, total.....	335,691	329,760	309,761	452,408	455,036	428,090	-0.6	0.8	5.7	1.35	1.38	1.38
	Total (excl. motor veh. & parts).....	268,286	265,931	251,028	323,426	324,300	316,357	-0.3	0.4	2.2	1.21	1.22	1.26
441	Motor vehicle & parts dealers.....	67,405	63,829	58,733	128,982	130,736	111,733	-1.3	1.9	15.4	1.91	2.05	1.90
442,3	Furniture,home furn., elect. & appl. stores.....	16,200	16,335	15,704	28,051	28,281	27,701	-0.8	0.0	1.3	1.73	1.73	1.76
444	Building materials, garden equip & supplies.....	24,901	24,117	21,651	44,029	44,096	43,362	-0.2	0.6	1.5	1.77	1.83	2.00
445	Food & beverage stores.....	49,689	49,380	48,205	37,345	37,434	37,691	-0.2	0.3	-0.9	0.75	0.76	0.78
448	Clothing & clothing access. stores.....	18,324	18,108	17,620	42,523	42,445	42,090	0.2	0.2	1.0	2.32	2.34	2.39
452	General merchandise stores.....	51,271	51,130	50,332	73,097	73,170	70,568	-0.1	0.1	3.6	1.43	1.43	1.40
4521	Dept. str. (excl. leased depts.).....	15,306	15,445	15,775	31,277	31,163	31,730	0.4	-1.1	-1.4	2.04	2.02	2.01
	Not Adjusted												
	Retail trade, total.....	324,916	316,745	305,758	476,565	456,349	451,662	4.4	3.8	5.5	1.47	1.44	1.48
	Total (excl. motor veh. & parts).....	262,262	253,720	249,336	348,512	332,775	340,910	4.7	4.1	2.2	1.33	1.31	1.37
441	Motor vehicle & parts dealers.....	62,654	63,025	56,422	128,053	123,574	110,752	3.6	3.0	15.6	2.04	1.96	1.96
442,3	Furniture,home furn., elect. & appl. stores.....	14,849	15,479	14,635	31,080	28,790	30,665	8.0	4.0	1.4	2.09	1.86	2.10
444	Building materials, garden equip & supplies.....	24,556	23,591	22,240	43,236	43,170	42,581	0.2	0.4	1.5	1.76	1.83	1.91
445	Food & beverage stores.....	49,456	48,222	48,566	38,627	37,315	38,996	3.5	2.3	-0.9	0.78	0.77	0.80
448	Clothing & clothing access. stores.....	17,742	16,550	17,400	47,116	45,077	46,636	4.5	4.6	1.0	2.66	2.72	2.68
452	General merchandise stores.....	49,652	46,246	48,896	84,463	77,530	81,690	8.9	8.6	3.4	1.70	1.68	1.67
4521	Dept. str. (excl. leased depts.).....	14,515	13,635	15,112	37,876	33,843	38,425	11.9	9.7	-1.4	2.61	2.48	2.54

(p) Preliminary estimate.

(r) Revised estimate.

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.

⁴ 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 ±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.