

For Wire Transmission 10:00 a.m. ET August 7, 2003

CB03-120

MONTHLY WHOLESALE TRADE: SALES AND INVENTORIES JUNE 2003

Sales. June 2003 sales of merchant wholesalers, after adjustment for seasonal variations and trading-day differences but not for price changes, were \$237.5 billion, up 1.5 percent (+/-0.6%) from the revised May level, and were up 3.9 percent (+/-1.0%) from the June 2002 level. The May preliminary estimate was revised upward \$0.6 billion or 0.3 percent. June sales of durable goods increased 1.1 percent (+/-1.0%) from last month and were up 0.6 percent (+/-1.3%) from a year ago. Compared to last month, sales of lumber and other construction materials increased 3.1 percent and sales of electrical goods increased 2.9 percent. June sales of nondurable goods increased 1.8 percent (+/-0.8%) from last month and were up 7.1 percent (+/-1.4%) from last year. Compared to last month, sales of petroleum and petroleum products were up 7.3 percent and sales of farm product raw materials increased 6.2 percent.

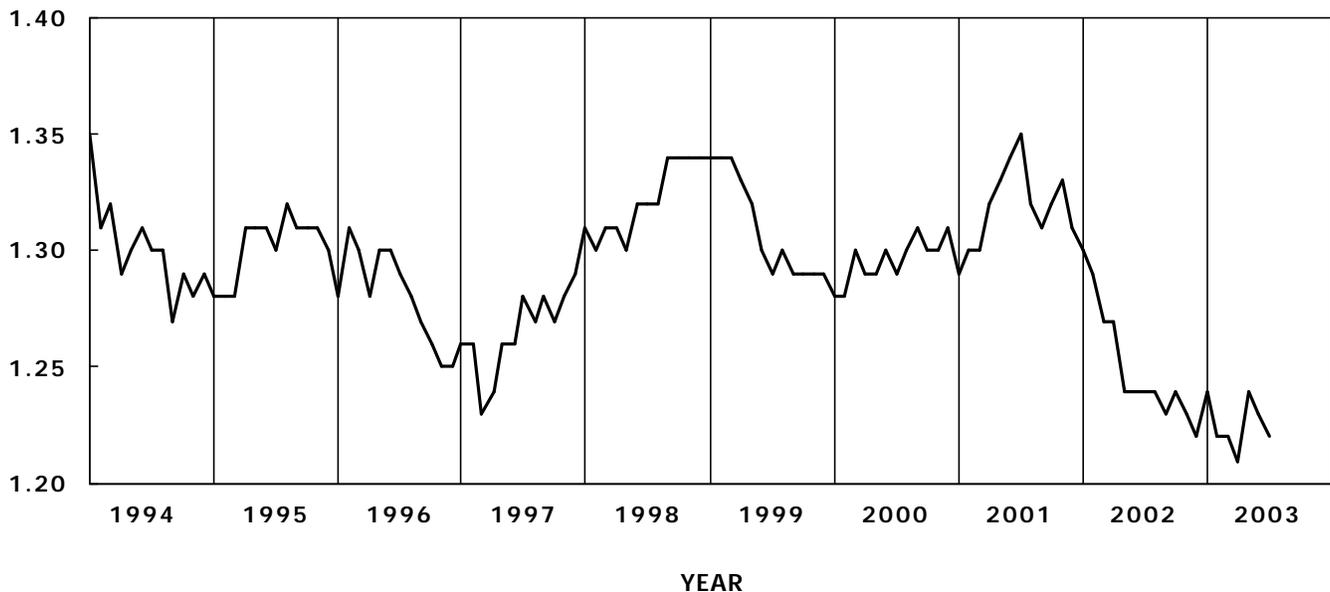
Inventories. Total inventories of merchant wholesalers, after adjustment for seasonal variations but not for price changes, were \$289.0 billion at the end of June, virtually unchanged from last month, and were up 1.8 percent (+/-0.9%) from a year ago. The May preliminary estimate was revised downward \$0.4 billion or 0.1 percent. Among durable goods, inventories of motor vehicle and motor vehicle parts and supplies increased 1.9 percent from last month. Among nondurable goods, inventories of drugs and druggists' sundries decreased 1.1 percent from last month.

Inventories/Sales Ratio. The June inventories/sales ratio for merchant wholesalers, based on seasonally adjusted data, was 1.22. The June 2002 ratio was 1.24.

Data in this report are based on a sample and, therefore, are subject to sampling and nonsampling error. A discussion of the reliability of the estimates and general survey methodology appears in BW/02-A Current Business Reports.

Monthly Inventories/Sales Ratios of Merchant Wholesalers: 1994 to 2003
(Estimates adjusted for seasonal and trading-day differences, but not for price changes)

RATIO



Monthly Wholesale Trade for July is scheduled to be released September 9, 2003 at 10:00 a.m.

Address inquiries concerning this report to Service Sector Statistics Division, U.S. Census Bureau, Washington, DC 20233, or call Nancy Piesto, (301) 763-2747.

This report is available on day of issue through the Department of Commerce's STAT-USA website; for information, call (202) 482-1986. The data are also available on the internet - <http://www.census.gov/whl>.

Table 1. Estimated Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers

[Total sales and inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records. Except for NAICS code 4225, estimates have been adjusted using results of the most recent economic census.]

NAICS ¹ code	Kind of Business	Sales						Inventories						Inventories/Sales Ratios		
		Monthly			Percent change			Monthly			Percent change			Ratios		
		Jun. 2003 (p)	May 2003 (r)	Jun. 2002 (r)	Jun./ May	May/ Apr.	Jun. 03/ Jun. 02	Jun. 2003 (p)	May 2003 (r)	Jun. 2002 (r)	Jun./ May	May/ Apr.	Jun. 03/ Jun. 02	Jun. 2003 (p)	May 2003 (r)	Jun. 2002 (r)
Adjusted²																
42	U.S. Total	237,523	234,049	228,575	1.5	-0.2	3.9	289,049	288,962	283,920	0.0	-0.4	1.8	1.22	1.23	1.24
421	Durable	113,038	111,785	112,312	1.1	-0.1	0.6	174,098	174,170	171,122	0.0	-0.5	1.7	1.54	1.56	1.52
4211	Automotive	18,266	17,876	17,591	2.2	0.2	3.8	25,822	25,342	23,640	1.9	-0.8	9.2	1.41	1.42	1.34
4212	Furniture	3,665	3,652	3,712	0.4	2.0	-1.3	5,395	5,395	5,107	0.0	-0.4	5.6	1.47	1.48	1.38
4213	Lumber	7,137	6,925	6,553	3.1	1.0	8.9	7,256	7,254	7,060	0.0	-0.5	2.8	1.02	1.05	1.08
4214	Prof. equip.	20,566	20,548	20,957	0.1	-1.8	-1.9	23,836	23,805	23,823	0.1	1.5	0.1	1.16	1.16	1.14
42143	Comp. equip.	9,265	9,247	10,041	0.2	-3.6	-7.7	7,723	7,715	8,172	0.1	2.6	-5.5	0.83	0.83	0.81
4215	Metals	7,203	7,333	7,755	-1.8	0.5	-7.1	13,301	13,351	12,824	-0.4	-1.4	3.7	1.85	1.82	1.65
4216	Electrical	17,918	17,414	17,553	2.9	-0.5	2.1	22,932	23,058	22,893	-0.5	-1.5	0.2	1.28	1.32	1.30
4217	Hardware	5,478	5,443	5,415	0.6	0.1	1.2	10,417	10,484	10,123	-0.6	-0.9	2.9	1.90	1.93	1.87
4218	Machinery	19,135	18,873	18,873	1.4	1.4	1.4	45,109	45,389	46,221	-0.6	-0.4	-2.4	2.36	2.40	2.45
4219	Misc. Durable	13,670	13,721	13,903	-0.4	-1.2	-1.7	20,030	20,092	19,431	-0.3	-0.5	3.1	1.47	1.46	1.40
422	Nondurable	124,485	122,264	116,263	1.8	-0.4	7.1	114,951	114,792	112,798	0.1	-0.3	1.9	0.92	0.94	0.97
4221	Paper	6,106	6,080	6,154	0.4	-0.6	-0.8	6,203	6,204	6,231	0.0	-0.3	-0.4	1.02	1.02	1.01
4222	Drugs	21,685	21,611	19,545	0.3	2.0	10.9	30,402	30,728	27,723	-1.1	0.7	9.7	1.40	1.42	1.42
4223	Apparel	6,875	6,923	7,548	-0.7	0.1	-8.9	12,427	12,291	12,106	1.1	-0.8	2.7	1.81	1.78	1.60
4224	Groceries	36,010	35,815	34,132	0.5	0.2	5.5	21,911	21,988	22,586	-0.4	-1.5	-3.0	0.61	0.61	0.66
4225	Farm products	10,542	9,922	8,909	6.2	0.3	18.3	9,560	9,366	10,359	2.1	0.7	-7.7	0.91	0.94	1.16
4226	Chemicals	5,316	5,241	5,096	1.4	-1.8	4.3	5,989	5,975	5,912	0.2	0.3	1.3	1.13	1.14	1.16
4227	Petroleum	17,672	16,470	14,719	7.3	-1.8	20.1	4,394	4,314	4,351	1.9	3.6	1.0	0.25	0.26	0.30
4228	Alcohol	7,098	7,106	6,787	-0.1	0.6	4.6	7,513	7,528	7,049	-0.2	0.6	6.6	1.06	1.06	1.04
4229	Misc. Nondur.	13,181	13,096	13,373	0.6	-4.1	-1.4	16,552	16,398	16,481	0.9	-2.1	0.4	1.26	1.25	1.23
Not Adjusted													Sales to date			
													2003		2002	
42	U.S. Total	241,022	236,593	226,370	1.9	-0.9	6.5	286,153	285,816	281,019	0.1	-1.7	1.8	1,405,826	1,338,731	
421	Durable	117,145	112,425	113,159	4.2	-0.9	3.5	174,592	174,969	171,765	-0.2	-1.1	1.6	661,433	657,188	
4211	Automotive	18,595	18,037	17,573	3.1	-4.4	5.8	25,409	25,291	23,285	0.5	-2.9	9.1	106,345	104,019	
4212	Furniture	3,782	3,663	3,660	3.2	2.9	3.3	5,449	5,379	5,158	1.3	1.5	5.6	21,172	21,165	
4213	Lumber	7,772	7,375	6,907	5.4	1.6	12.5	7,387	7,428	7,208	-0.6	-1.3	2.5	41,518	40,160	
4214	Prof. equip.	21,718	20,034	21,502	8.4	-1.1	1.0	23,764	23,567	23,704	0.8	-0.6	0.3	121,397	118,433	
42143	Comp. equip.	9,895	8,720	10,463	13.5	-3.9	-5.4	7,715	7,700	8,115	0.2	0.2	-4.9	54,311	54,741	
4215	Metals	7,484	7,531	7,848	-0.6	0.1	-4.6	13,234	13,231	12,786	0.0	-1.8	3.5	43,402	44,520	
4216	Electrical	18,061	16,961	17,325	6.5	-2.0	4.2	22,955	23,012	22,916	-0.2	-1.0	0.2	102,004	102,928	
4217	Hardware	5,867	5,693	5,615	3.1	0.9	4.5	10,563	10,641	10,275	-0.7	-1.3	2.8	32,645	33,357	
4218	Machinery	20,264	19,835	19,062	2.2	1.8	6.3	45,921	46,388	47,099	-1.0	-0.3	-2.5	112,416	112,872	
4219	Misc. Durable	13,602	13,296	13,667	2.3	-2.3	-0.5	19,910	20,032	19,334	-0.6	-1.3	3.0	80,534	79,734	
422	Nondurable	123,877	124,168	113,211	-0.2	-0.8	9.4	111,561	110,847	109,254	0.6	-2.6	2.1	744,393	681,543	
4221	Paper	6,118	5,971	5,994	2.5	-1.6	2.1	6,215	6,322	6,231	-1.7	0.2	-0.3	36,246	35,857	
4222	Drugs	21,425	21,244	18,607	0.9	-1.3	15.1	29,976	29,591	27,363	1.3	-3.0	9.5	125,002	113,796	
4223	Apparel	6,586	6,314	7,148	4.3	-5.2	-7.9	12,700	11,922	12,360	6.5	1.1	2.8	40,983	44,282	
4224	Groceries	36,226	37,319	33,654	-2.9	4.8	7.6	21,648	21,526	22,338	0.6	-1.6	-3.1	210,546	200,494	
4225	Farm products	9,467	9,208	7,911	2.8	-6.4	19.7	7,610	7,924	8,184	-4.0	-11.4	-7.0	60,064	51,804	
4226	Chemicals	5,470	5,466	5,116	0.1	-0.5	6.9	6,007	6,047	5,930	-0.7	1.2	1.3	32,292	30,751	
4227	Petroleum	17,725	17,261	14,351	2.7	-4.4	23.5	4,258	4,141	4,238	2.8	1.6	0.5	116,304	84,219	
4228	Alcohol	7,481	7,490	6,950	-0.1	6.0	7.6	7,588	7,566	7,134	0.3	0.0	6.4	40,183	38,248	
4229	Misc. Nondur.	13,379	13,895	13,480	-3.7	-6.5	-0.7	15,559	15,808	15,476	-1.6	-5.9	0.5	82,773	82,092	

^p Preliminary estimate. ^r Revised.

¹ For a full description of the NAICS codes used in this table, see <http://www.census.gov/svsd/www/naicsdef.html>.

² Estimates are adjusted for seasonal variations and, in the case of sales, also for trading-day differences. See Table 3 for the seasonal adjustment factors used. Cumulative seasonally adjusted sales estimates are not tabulated.

Note: Estimates have not been adjusted for price changes. Table 2 provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at <http://www.census.gov/svsd/www/mwtsreliability.html>.

Table 2. Coefficients of Variation and Standard Errors for Sales and Inventories Estimates

[Estimates are shown as percents. Estimates are based on data from the Monthly Wholesale Trade Survey and administrative records.]

NAICS code	Kind of Business	Median coefficients of variation for level (%)				Median standard errors for trend				Coefficients of variation for level (%)		Standard errors for trend
		Preliminary estimates		Final estimates		Ratio of two consecutive months		Year-to-year estimates		Cumulative sales estimates		Current year cumulative
		Sales	Inv.	Sales	Inv.	Sales	Inv.	Sales	Inv.	Current year	Previous year	to previous year cumulative
42	U.S. Total	1.2	1.6	1.3	1.6	0.4	0.2	0.6	0.5	1.1	1.1	0.5
421	Durable	1.3	1.5	1.3	1.5	0.6	0.3	0.8	0.6	1.2	1.3	0.6
4211	Automotive	3.7	4.5	3.7	4.5	0.9	0.7	1.1	1.3	3.7	3.8	0.7
4212	Furniture	5.3	7.0	5.2	6.9	1.6	0.7	2.8	1.8	6.1	5.2	1.6
4213	Lumber	5.0	6.1	4.9	6.2	1.2	0.7	1.7	2.1	4.8	5.0	1.2
4214	Prof. equip.	4.8	6.6	4.8	6.6	1.3	0.6	2.0	1.7	4.7	4.8	2.0
42143	Comp. equip.	8.3	7.3	8.5	7.3	2.0	1.4	2.9	3.9	7.8	8.1	2.5
4215	Metals	7.2	9.8	7.3	9.7	1.7	0.7	2.6	3.0	6.4	6.0	1.8
4216	Electrical	3.5	5.1	3.5	5.1	1.2	0.6	1.6	1.7	3.5	3.3	1.1
4217	Hardware	7.9	10.7	7.9	10.8	1.3	0.5	2.4	1.8	7.7	7.9	2.1
4218	Machinery	3.4	3.2	3.4	3.2	1.7	0.4	2.2	1.2	3.6	3.4	1.3
4219	Misc. Durable	4.9	7.3	4.8	7.4	1.8	0.7	2.8	2.6	4.6	5.0	2.1
422	Nondurable	1.9	2.5	1.9	2.6	0.5	0.4	0.9	1.1	1.7	1.4	0.7
4221	Paper	4.3	3.5	4.3	3.5	1.0	0.7	1.1	1.4	4.3	4.2	0.6
4222	Drugs	5.6	5.6	5.6	5.6	0.9	0.4	1.6	1.5	5.7	6.0	1.1
4223	Apparel	4.9	5.1	4.9	5.0	2.4	0.9	2.8	1.9	4.3	4.8	1.7
4224	Groceries	3.9	6.5	3.9	6.4	0.7	0.8	1.7	2.0	3.8	3.4	1.5
4225	Farm products	6.8	8.1	6.7	8.2	2.1	2.1	2.9	3.9	6.8	5.3	2.3
4226	Chemicals	5.1	7.1	5.1	7.1	1.0	0.8	1.8	2.0	4.7	4.8	1.6
4227	Petroleum	6.8	7.6	6.8	7.6	0.8	1.2	2.0	1.9	6.7	5.7	2.0
4228	Alcohol	3.9	5.2	4.0	5.2	1.1	0.6	1.1	1.1	3.8	3.8	1.0
4229	Misc. Nondur.	7.4	8.2	7.2	8.2	2.0	1.0	3.1	2.1	6.9	7.3	2.9

Note: Estimated measures of sampling variability are based on estimates unadjusted for seasonal variation or trading-day differences. Medians are computed using final monthly estimates for the latest 12 months. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at www.census.gov/svsd/www/mwtsreliability.html.

Reliability of Estimates

There are two types of errors possible in an estimate based on a sample survey: sampling and nonsampling.

Sampling errors occur because observations are made on a sample, not on the entire population, and different samples could have led to different estimates. Standard errors and coefficients of variation, as calculated for this report, are measures of sampling variation. The margin of sampling error, as used on page 1, gives a range about the estimate which is a 90% confidence interval. If, for example, the percent change estimate is up 1.2% and the standard error is 0.9%, then the margin of sampling error is $\pm 1.65 \times 0.9\%$ or $\pm 1.5\%$, and the 90% confidence interval is -0.3% to $+2.7\%$. If the interval contains zero, then we do not have sufficient evidence to conclude the estimated change was statistically different from zero. For monthly totals, the coefficient of variation (CV) is given. The resulting confidence interval is the estimated value $\pm 1.65 \times CV \times$ (the estimated value).

Nonsampling errors can occur because of nonresponse, insufficient coverage of the universe of wholesale businesses, mistakes in the recording and coding of data, and response errors. Imputed data accounts for approximately 28% of the sales estimates and 31% of the inventories estimates. Additionally, estimates of sales and inventories prior to March 2001 have been restated from SIC-based estimates. The restatement methodology may have introduced additional nonsampling error. The calculated median standard errors of year-to-year change estimates may also be influenced by the methodology used to impute historical data for units in the NAICS sample. The effect of this historic imputation methodology on published estimates will decrease as more data from the NAICS sample is accumulated. Precautionary steps are taken to minimize nonsampling errors, but their magnitude is not directly measured.

Further information regarding the reliability of estimates can be found on the Internet on our web page at <http://www.census.gov/svsd/www/mwtsreliability.html>.

Table 3. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers

[Seasonal adjustment factors are computed using the Census Bureau's X-12 ARIMA program and are based on data from the Monthly Wholesale Trade Survey, Annual Wholesale Trade Survey, and administrative records.]

NAICS code	Kind of Business	Sales						Inventories					
		2003					2002	2003					2002
		Jul.	Jun.r	May r	Apr.	Mar.	Jun.r	Jul.	Jun.r	May r	Apr.	Mar.	Jun.r
42	U.S. Total ¹	1.018	1.015	1.014	1.013	1.014	0.990	0.996	0.990	0.989	1.003	1.003	0.990
421	Durable	1.028	1.036	1.007	1.013	1.021	1.006	1.012	1.001	1.004	1.010	0.999	1.002
4211	Automotive	1.024	1.018	1.009	1.058	1.031	0.999	0.990	0.984	0.998	1.020	1.015	0.985
4212	Furniture	1.010	1.032	1.003	0.994	1.013	0.986	1.036	1.010	0.997	0.978	0.972	1.010
4213	Lumber	1.098	1.089	1.065	1.058	0.994	1.054	1.011	1.018	1.024	1.033	1.031	1.021
4214	Prof. equip.	1.019	1.056	0.975	0.968	1.032	1.026	1.018	0.997	0.990	1.011	0.986	0.995
42143	Comp. equip.	1.015	1.068	0.943	0.946	1.030	1.042	1.038	0.999	0.998	1.022	0.972	0.993
4215	Metals	1.052	1.039	1.027	1.032	0.996	1.012	1.012	0.995	0.991	0.995	0.992	0.997
4216	Electrical	1.020	1.008	0.974	0.989	1.018	0.987	1.016	1.001	0.998	0.993	0.974	1.001
4217	Hardware	1.045	1.071	1.046	1.037	0.997	1.037	1.008	1.014	1.015	1.019	1.012	1.015
4218	Machinery	1.017	1.059	1.051	1.046	1.025	1.010	1.024	1.018	1.022	1.021	1.014	1.019
4219	Misc. Durable	1.016	0.995	0.969	0.980	1.017	0.983	1.006	0.994	0.997	1.005	0.985	0.995
422	Nondurable	1.013	0.995	1.024	1.021	1.014	0.972	0.967	0.969	0.965	0.989	1.009	0.969
4221	Paper	1.017	1.002	0.982	0.992	0.994	0.974	0.994	1.002	1.019	1.014	0.990	1.000
4222	Drugs	0.994	0.988	0.983	1.015	1.002	0.952	0.976	0.986	0.963	1.000	1.016	0.987
4223	Apparel	1.056	0.958	0.912	0.963	1.086	0.947	1.043	1.022	0.970	0.952	0.952	1.021
4224	Groceries	1.039	1.006	1.042	0.996	1.015	0.986	0.985	0.988	0.979	0.980	0.991	0.989
4225	Farm products	0.931	0.898	0.928	0.995	0.998	0.888	0.781	0.796	0.846	0.962	1.064	0.790
4226	Chemicals	1.028	1.029	1.043	1.029	1.017	1.004	1.007	1.003	1.012	1.003	1.005	1.003
4227	Petroleum	1.003	1.003	1.048	1.077	0.974	0.975	0.994	0.969	0.960	0.978	0.994	0.974
4228	Alcohol	1.064	1.054	1.054	1.000	0.949	1.024	1.009	1.010	1.005	1.011	0.991	1.012
4229	Misc. Nondur.	1.000	1.015	1.061	1.088	1.033	1.008	0.946	0.940	0.964	1.003	1.038	0.939

r Revised.

¹Adjusted sales and inventory estimates for detailed kind-of-business levels in Table 1 are computed by dividing each unadjusted estimate by the seasonal adjustment factor for the corresponding kind of business and month. Adjusted estimates for broad kind-of-business levels are obtained by summing adjusted estimates at the appropriate detailed levels. Seasonal factors shown for broad kind-of-business levels may be used to approximate adjusted estimates at these levels, but the resulting estimates may differ slightly from the published estimates.

Note: The seasonal adjustment factors shown are estimates derived from a model that uses sample survey data as input. Therefore, these estimates may contain model error, sampling error, and nonsampling error. Additional information on the general form of the model and the X-12 ARIMA program may be found at <http://www.census.gov/srd/www/x12a/>.