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MONTHLY WHOLESALE TRADE: SALES AND INVENTORIES JULY 2010

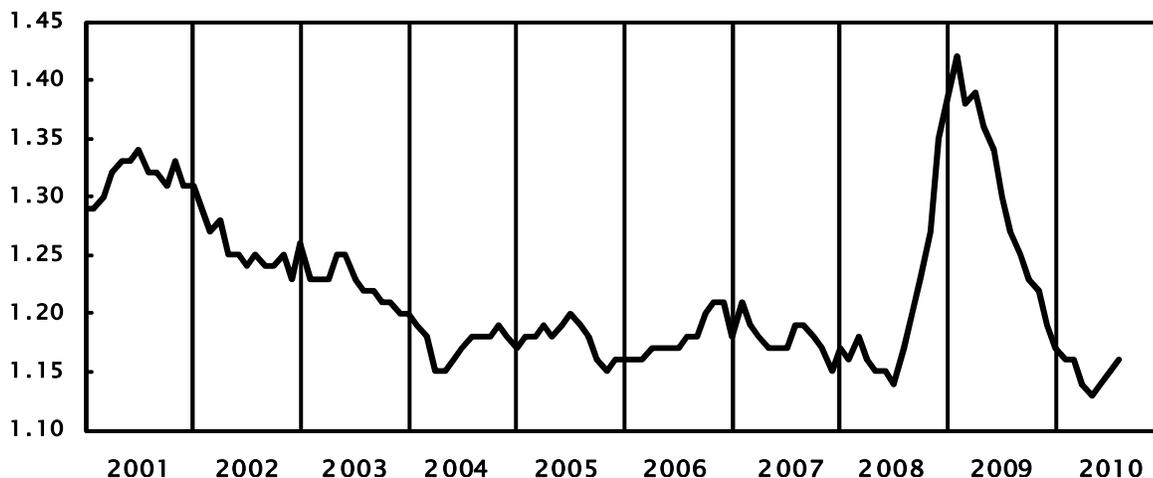
Sales. The U.S. Census Bureau announced today that July 2010 sales of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations and trading-day differences but not for price changes, were \$350.1 billion, up 0.6 percent (+/-0.5%) from the revised June level and were up 12.7 percent (+/-1.6%) from the July 2009 level. The June preliminary estimate was revised upward \$0.6 billion or 0.2 percent. July sales of durable goods were up 0.5 percent (+/-0.9%)* from last month and were up 14.8 percent (+/-1.6%) from a year ago. Sales of machinery, equipment, and supplies were up 3.3 percent from last month. Sales of nondurable goods were up 0.6 percent (+/-0.7%)* from last month and were up 10.9 percent (+/-2.3%) from last year.

Inventories. Total inventories of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations but not for price changes, were \$405.0 billion at the end of July, up 1.3 percent (+/-0.4%) from the revised June level and were up 2.5 percent (+/-1.2%) from a year ago. The June preliminary estimate was revised upward \$0.8 billion or 0.2 percent. End-of-month inventories of durable goods were up 1.0 percent (+/-0.4%) from last month, but were virtually unchanged (+/-1.6%)* from last July. Inventories of metals and minerals, except petroleum were up 2.7 percent from last month and electrical and electronic goods were up 2.1 percent. End-of-month inventories of nondurable goods were up 1.7 percent (+/-0.7%) from June and were up 6.4 percent (+/-2.1%) compared to last July. Inventories of farm product raw materials were up 11.6 percent from last month and inventories of apparel, piece goods, and notions were up 4.1 percent.

Inventories/Sales Ratio. The July inventories/sales ratio for merchant wholesalers, except manufacturers' sales branches and offices, based on seasonally adjusted data, was 1.16. The July 2009 ratio was 1.27.

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 can be found at: <http://www.census.gov/wholesale/www/how_surveys_are_collected/011340.html>.

Monthly Inventories/Sales Ratios of Merchant Wholesalers, Except Manufacturers'
Sales Branches and Offices: 2001 to 2010
(Estimates adjusted for seasonal and trading-day differences, but not for price changes)



Monthly Wholesale Trade for August is scheduled to be released October 8, 2010 at 10:00 a.m. EDT.

For information, visit the Census Bureau's Web site at <<http://www.census.gov/wholesale>>. 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. Estimates of Monthly Sales, Inventories, and Inventories/Sales Ratios of Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices

[Total sales and inventories estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey.]

NAICS ¹ code	Kind of Business	Sales						Inventories						Inventories/Sales Ratios		
		Monthly			Percent change			Monthly			Percent change			Ratios		
		Jul. 2010 (p)	Jun. 2010 (r)	Jul. 2009 (r)	Jul./ Jun.	Jun./ May	Jul. 10/ Jul. 09	Jul. 2010 (p)	Jun. 2010 (r)	Jul. 2009 (r)	Jul./ Jun.	Jun./ May	Jul. 10/ Jul. 09	Jul. 2010 (p)	Jun. 2010 (r)	Jul. 2009 (r)
Adjusted²																
42	U.S. Total	350,058	347,997	310,693	0.6	-0.5	12.7	404,984	399,907	395,259	1.3	0.3	2.5	1.16	1.15	1.27
423	.Durable	162,060	161,198	141,120	0.5	0.0	14.8	241,148	238,936	241,333	1.0	0.5	0.0	1.49	1.48	1.71
4231	..Automotive	24,361	24,208	21,046	0.6	3.1	15.8	35,138	34,699	35,056	1.3	1.3	0.2	1.44	1.43	1.67
4232	..Furniture	4,924	5,245	4,609	-6.1	2.4	6.8	6,943	6,834	6,887	1.6	1.3	0.8	1.41	1.30	1.49
4233	..Lumber	7,522	7,604	7,109	-1.1	-3.4	5.8	12,103	12,186	11,476	-0.7	0.2	5.5	1.61	1.60	1.61
4234	..Prof. equip.	30,351	30,225	28,045	0.4	-0.4	8.2	29,551	29,391	27,702	0.5	0.7	6.7	0.97	0.97	0.99
42343	...Comp. equip.	16,314	16,392	13,968	-0.5	-0.7	16.8	11,341	11,110	8,941	2.1	1.8	26.8	0.70	0.68	0.64
4235	..Metals	10,569	10,715	7,820	-1.4	0.7	35.2	20,030	19,499	18,626	2.7	-0.5	7.5	1.90	1.82	2.38
4236	..Electrical	32,143	31,850	26,066	0.9	1.5	23.3	36,683	35,926	33,037	2.1	2.6	11.0	1.14	1.13	1.27
4237	..Hardware	8,236	8,144	7,489	1.1	-0.2	10.0	15,227	15,197	16,190	0.2	0.2	-5.9	1.85	1.87	2.16
4238	..Machinery	27,183	26,323	23,530	3.3	2.9	15.5	62,311	61,520	66,966	1.3	-0.2	-7.0	2.29	2.34	2.85
4239	..Misc. Durable	16,771	16,884	15,406	-0.7	-8.8	8.9	23,262	23,684	25,393	-1.8	-1.4	-8.4	1.39	1.40	1.65
424	.Nondurable	187,998	186,799	169,573	0.6	-1.0	10.9	163,736	160,971	153,926	1.7	0.0	6.4	0.87	0.86	0.91
4241	..Paper ³	6,976	6,905	6,746	1.0	-0.2	3.4	6,597	6,580	6,584	0.3	1.5	0.2	0.95	0.95	0.98
4242	..Drugs	31,853	31,637	31,238	0.7	0.7	2.0	33,170	33,360	31,709	-0.6	0.9	4.6	1.04	1.05	1.02
4243	..Apparel	11,758	11,761	11,045	0.0	-1.1	6.5	17,956	17,257	18,234	4.1	2.5	-1.5	1.53	1.47	1.65
4244	..Groceries	44,856	44,143	39,510	1.6	1.5	13.5	28,439	28,235	26,130	0.7	1.9	8.8	0.63	0.64	0.66
4245	..Farm products	14,511	14,267	13,499	1.7	0.2	7.5	16,041	14,380	14,000	11.6	-2.5	14.6	1.11	1.01	1.04
4246	..Chemicals ³	8,819	8,859	7,676	-0.5	-2.1	14.9	9,635	9,338	8,591	3.2	3.5	12.2	1.09	1.05	1.12
4247	..Petroleum	42,601	41,993	33,197	1.4	-5.3	28.3	20,125	19,889	15,427	1.2	-3.6	30.5	0.47	0.47	0.46
4248	..Alcohol	8,908	9,239	9,072	-3.6	0.7	-1.8	11,254	11,181	11,408	0.7	-0.9	-1.3	1.26	1.21	1.26
4249	..Misc. Nondur.	17,716	17,995	17,590	-1.6	-1.4	0.7	20,519	20,751	21,843	-1.1	-2.1	-6.1	1.16	1.15	1.24
Not Adjusted																
														Sales to date		
														2010		2009
42	U.S. Total	349,205	366,520	318,031	-4.7	5.7	9.8	403,427	397,365	393,999	1.5	0.7	2.4	2,401,797	2,126,363	
423	.Durable	161,123	172,578	144,040	-6.6	10.2	11.9	242,731	238,665	242,743	1.7	0.6	0.0	1,093,820	964,358	
4231	..Automotive	23,508	25,079	20,814	-6.3	10.0	12.9	34,681	34,040	34,600	1.9	1.7	0.2	163,236	135,050	
4232	..Furniture	4,875	5,402	4,692	-9.8	9.1	3.9	7,158	6,834	7,094	4.7	2.6	0.9	34,087	31,182	
4233	..Lumber	8,380	8,988	8,204	-6.8	8.2	2.1	12,357	12,478	11,728	-1.0	0.3	5.4	53,838	51,265	
4234	..Prof. equip.	29,562	32,945	28,017	-10.3	18.1	5.5	29,699	29,009	27,841	2.4	0.5	6.7	203,082	187,443	
42343	...Comp. equip.	15,580	18,556	13,703	-16.0	26.0	13.7	11,522	10,910	9,039	5.6	1.6	27.5	107,057	89,556	
4235	..Metals	10,875	11,637	8,297	-6.5	9.2	31.1	20,090	19,460	18,701	3.2	-1.0	7.4	71,200	61,891	
4236	..Electrical	31,982	33,028	26,613	-3.2	9.4	20.2	36,976	35,567	33,334	4.0	2.8	10.9	210,097	177,340	
4237	..Hardware	8,722	9,089	8,096	-4.0	11.6	7.7	15,410	15,273	16,384	0.9	0.3	-5.9	55,858	52,950	
4238	..Machinery	26,884	28,429	24,024	-5.4	12.3	11.9	63,121	62,320	67,770	1.3	-0.1	-6.9	178,530	171,043	
4239	..Misc. Durable	16,335	17,981	15,283	-9.2	-1.7	6.9	23,239	23,684	25,291	-1.9	-0.7	-8.1	123,892	96,194	
424	.Nondurable	188,082	193,942	173,991	-3.0	2.0	8.1	160,696	158,700	151,256	1.3	0.8	6.2	1,307,977	1,162,005	
4241	..Paper	6,843	7,160	6,861	-4.4	7.3	-0.3	6,597	6,580	6,584	0.3	1.5	0.2	47,814	47,895	
4242	..Drugs	30,929	31,985	31,519	-3.3	6.8	-1.9	33,004	33,227	31,519	-0.7	1.9	4.7	216,380	214,694	
4243	..Apparel	12,322	11,773	11,896	4.7	8.8	3.6	18,872	17,395	19,127	8.5	8.0	-1.3	79,518	75,995	
4244	..Groceries	44,811	45,070	39,787	-0.6	0.2	12.6	27,984	27,981	25,686	0.0	2.3	8.9	302,904	283,208	
4245	..Farm products	12,944	13,782	12,446	-6.1	2.4	4.0	12,865	11,892	11,312	8.2	-9.9	13.7	104,964	92,406	
4246	..Chemicals	9,004	9,506	8,060	-5.3	6.7	11.7	9,635	9,338	8,591	3.2	3.5	12.2	62,086	52,853	
4247	..Petroleum	43,922	43,421	35,587	1.2	-3.1	23.4	20,709	20,685	16,029	0.1	3.4	29.2	299,688	206,974	
4248	..Alcohol	8,953	10,551	9,471	-15.1	12.5	-5.5	11,434	11,349	11,613	0.7	0.4	-1.5	61,863	60,983	
4249	..Misc. Nondur.	18,354	20,694	18,364	-11.3	-2.5	-0.1	19,596	20,253	20,795	-3.2	-5.3	-5.8	132,760	126,997	

Footnotes:

^p Preliminary estimate.

^r Revised estimate.

¹ For a full description of the NAICS codes used in this table, see the 2002 NAICS manual or <http://www.census.gov/epcd/naics02/naicod02.htm#N42>.

² Except where indicated, sales and inventories estimates are adjusted for seasonal variation. Estimates of sales are also adjusted for trading-day differences and moving holidays. See Table 3 for the combined adjustment factors. Adjusted sales-to-date estimates are not tabulated.

³ No discernible seasonal pattern for this NAICS code was detected in the latest annual review of the seasonal adjustment for inventories. Consequently, the "Adjusted" inventories estimates are equal to the "Not Adjusted" estimates.

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/wholesale/www/how_surveys_are_collected/011340.html.

Table 2. Estimated Measures of Sampling Variability of Monthly Wholesale Sales and Inventory Estimates

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

NAICS code	Kind of Business	Coefficient of variation for monthly total				Standard error for monthly total				Coefficient of variation for total		Standard error for percent change
		Preliminary estimates		Final estimates		Ratio of two consecutive months		Current month to current month last year		Sales to date		Current year sales to date to previous year sales to date
		Sales	Inv.	Sales	Inv.	Sales	Inv.	Sales	Inv.	Current year	Previous year	
42	U.S. Total	1.0	1.4	1.0	1.4	0.3	0.2	0.9	0.7	0.9	1.1	0.7
423	.Durable	1.1	1.9	1.1	1.9	0.5	0.2	0.9	0.9	1.1	1.0	0.9
4231	..Automotive	3.2	4.9	3.3	5.0	0.6	0.5	1.4	0.8	3.4	3.0	1.0
4232	..Furniture	5.6	7.3	6.1	7.5	1.6	0.6	2.6	2.6	5.2	4.3	3.5
4233	..Lumber	5.5	7.7	5.8	7.6	0.8	0.4	1.6	2.1	5.7	5.5	1.6
4234	..Prof. equip.	4.4	4.0	4.1	4.0	0.9	0.5	1.8	1.6	4.2	4.2	1.7
42343	...Comp. equip.	7.8	6.0	6.9	6.4	1.3	0.6	3.2	2.8	7.5	7.3	2.0
4235	..Metals	6.5	5.0	6.1	5.3	0.9	0.6	4.0	3.8	5.4	5.9	3.3
4236	..Electrical	3.2	3.7	3.0	3.6	0.8	0.7	2.4	1.6	3.1	2.7	1.8
4237	..Hardware	6.2	4.9	5.6	5.1	0.9	0.3	2.7	2.8	5.5	5.0	2.2
4238	..Machinery	3.3	5.3	3.7	5.2	1.2	0.4	2.1	1.9	3.5	3.3	2.3
4239	..Misc. Durable	5.5	4.4	5.9	4.5	1.2	0.7	3.3	2.0	5.4	5.4	3.7
424	.Nondurable	1.6	1.9	1.6	1.9	0.4	0.4	1.3	1.2	1.4	1.7	0.9
4241	..Paper	7.7	6.9	7.2	7.0	1.6	0.5	3.0	3.6	7.4	7.8	3.0
4242	..Drugs	4.1	5.1	3.9	5.0	0.7	0.4	2.2	1.9	3.5	3.6	1.4
4243	..Apparel	4.4	6.0	4.1	6.1	1.5	0.7	3.5	2.9	3.8	3.9	3.3
4244	..Groceries	5.1	6.4	5.0	6.9	1.4	1.2	2.8	5.6	4.9	4.6	2.0
4245	..Farm products	5.7	8.0	5.1	8.3	3.8	1.3	5.3	2.8	5.3	4.2	3.0
4246	..Chemicals	7.6	9.1	6.9	8.9	1.2	0.9	3.3	2.7	6.9	6.0	2.4
4247	..Petroleum	4.2	3.0	4.0	2.9	0.9	0.7	4.0	3.9	4.0	4.3	2.7
4248	..Alcohol	5.9	3.9	5.3	4.0	1.5	1.0	2.4	1.7	5.3	6.4	2.4
4249	..Misc. Nondur.	5.1	6.9	4.5	6.5	1.3	0.7	2.6	3.9	5.0	5.7	2.1

Note:

Estimated measures of sampling variability are based on estimates not adjusted for seasonal variation, trading-day differences, or moving holidays. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/011340.html.

Reliability of the Estimates

Because the estimates presented in this report are based on a sample survey, they contain sampling error and nonsampling error.

Sampling error is the difference between the estimate and the result that would be obtained from a complete enumeration of the sampling frame conducted under the same survey conditions. This error occurs because only a subset of the entire sampling frame is measured in a sample survey. Standard errors and coefficients of variation (CV), as given in Table 2 of this report, are estimated measures of sampling variation.

The margin of sampling error, as used on page 1, gives a range about the estimate, which can be used to construct a 90-percent confidence interval. If, for example, the percent change estimate is +1.2 percent and its estimated standard error is 0.8 percent, then the margin of sampling error is $\pm 1.753 \times 0.8$ percent or ± 1.4 percent, and the 90 percent confidence interval is 1.2 \pm 1.4 or -0.2 percent to 2.6 percent. If the interval contains 0, then one does not have sufficient statistical evidence to conclude at the 90 percent confidence level that the actual change is different from zero. Estimated changes shown in the text are statistically significant unless otherwise noted. For a monthly total, the estimated coefficient of variation is given. The resulting confidence interval is the estimated monthly total $\pm 1.753 \times CV \times$ (the estimated monthly total). The Census Bureau recommends that individuals using estimates in this report incorporate this information into their analyses, as sampling error could affect the conclusions drawn from the estimates.

Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. This type of error can occur because of nonresponse, insufficient coverage of the universe of wholesale businesses, mistakes in the recording and coding of data, model error, and other errors of collection, response, coverage, or processing. Although nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.

Table 3. Combined¹ Adjustment Factors for Monthly Wholesale Sales and Inventory Estimates

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

NAICS code	Kind of Business	Sales						Inventories					
		2010					2009	2010					2009
		Aug.	Jul.r	Jun.r	May	Apr.	Jul.r	Aug.	Jul.r	Jun.r	May	Apr.	Jul.r
42	U.S. Total²	1.026	0.994	1.052	0.992	1.018	1.020	0.990	0.997	0.991	0.989	0.998	0.997
423	.Durable	1.029	0.992	1.069	0.969	1.020	1.017	1.000	1.005	0.997	0.996	0.998	1.005
4231	..Automotive	1.022	0.965	1.036	0.971	1.029	0.989	0.937	0.987	0.981	0.977	1.001	0.987
4232	..Furniture	1.039	0.990	1.030	0.967	0.991	1.018	1.035	1.031	1.000	0.987	0.976	1.030
4233	..Lumber	1.134	1.114	1.182	1.055	1.059	1.154	1.014	1.021	1.024	1.023	1.024	1.022
4234	..Prof. equip.	0.986	0.974	1.090	0.919	0.959	0.999	1.008	1.005	0.987	0.989	0.990	1.005
42343	...Comp. equip.	0.953	0.955	1.132	0.892	0.906	0.981	1.007	1.016	0.982	0.984	0.993	1.011
4235	..Metals	1.065	1.029	1.086	1.002	1.044	1.061	1.005	1.003	0.998	1.003	0.993	1.004
4236	..Electrical	1.043	0.995	1.037	0.962	0.987	1.021	1.014	1.008	0.990	0.988	0.984	1.009
4237	..Hardware	1.077	1.059	1.116	0.998	1.035	1.081	1.013	1.012	1.005	1.004	1.004	1.012
4238	..Machinery	1.058	0.989	1.080	0.990	1.063	1.021	1.002	1.013	1.013	1.012	1.009	1.012
4239	..Misc. Durable	1.010	0.974	1.065	0.988	1.046	0.992	1.027	0.999	1.000	0.993	1.002	0.996
424	.Nondurable	1.020	0.998	1.038	1.011	1.021	1.025	0.981	0.987	0.985	0.977	1.001	0.989
4241	..Paper ³	1.056	0.981	1.037	0.965	0.991	1.017	1.000	1.000	1.000	1.000	1.000	1.000
4242	..Drugs	0.997	0.971	1.011	0.953	0.999	1.009	0.997	0.995	0.996	0.987	0.997	0.994
4243	..Apparel	1.137	1.048	1.001	0.910	0.952	1.077	1.066	1.051	1.008	0.957	0.951	1.049
4244	..Groceries	1.009	0.999	1.021	1.034	1.027	1.007	0.997	0.984	0.991	0.987	0.987	0.983
4245	..Farm products	0.901	0.892	0.966	0.945	1.015	0.922	0.779	0.802	0.827	0.895	1.016	0.808
4246	..Chemicals ³	1.054	1.021	1.073	0.985	0.990	1.050	1.000	1.000	1.000	1.000	1.000	1.000
4247	..Petroleum	1.093	1.031	1.034	1.010	0.991	1.072	0.997	1.029	1.040	0.969	0.986	1.039
4248	..Alcohol	1.036	1.005	1.142	1.022	1.001	1.044	0.989	1.016	1.015	1.002	1.013	1.018
4249	..Misc. Nondur.	1.018	1.036	1.150	1.164	1.158	1.044	0.950	0.955	0.976	1.009	1.043	0.952

Footnotes:

¹ Revised factors.

¹ Combined factors for sales include the effects of seasonal variation, trading day differences, and moving holidays. Combined factors for inventories include only the effects of seasonal variation.

² Adjusted sales and inventories estimates for detailed kind-of-business levels in Table 1 are computed by dividing each "Not Adjusted" estimate by the combined 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. Combined 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.

³ No discernible seasonal pattern for this NAICS code was detected in the latest annual review of the seasonal adjustment for inventories. Therefore, the combined adjustment factors for inventories are set to one for this NAICS code.

Note:

The seasonal adjustment factors shown are estimates derived from a model that uses sample survey data as input. Therefore, these estimates may contain 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/>.

Description of the Survey

The Census Bureau conducts the Monthly Wholesale Trade Survey (MWTS) to provide national estimates of monthly sales, end-of-month inventories, and inventories-to-sales ratios by kind of business for wholesale firms located in the United States. Specifically, the MWTS covers wholesale merchants who sell goods on their own account and include such businesses as wholesale merchants or jobbers, industrial distributors, exporters, and importers. Sales offices and branches maintained by manufacturing, refining, or mining firms for the purpose of marketing their products are not covered in this report. Also excluded is NAICS Industry Group 4251: Wholesale Electronic Markets and Agents and Brokers.

The MWTS sample was selected using a stratified, one-stage design with strata defined by kind of business (e.g., Automotive, Furniture, Lumber, etc.) and annual sales size. The sample includes firms of all sizes and is updated on a quarterly basis to account for new wholesale firms, deaths, and other changes to the wholesale universe. Each month, questionnaires are mailed to employer firms selected in a probability sample of approximately 4,500. Approximately 75% of those mailed provided data for this reporting period. Data for nonresponding firms are imputed based on data for similar-sized firms classified in the same kind of business. Approximately 32% of the total sales estimate and 28% of the total end-of-month inventories estimate is based on imputed data.

Monthly sales and inventories estimates are obtained by summing weighted data (either reported or imputed). The monthly estimates are benchmarked to annual survey estimates and are adjusted for seasonal variation and trading-day differences. Individuals who use estimates in this report to create new estimates should cite the Census Bureau as the source of only the original estimates. Additional information on the MWTS can be found on the Census Bureau website at: <http://www.census.gov/wholesale>.