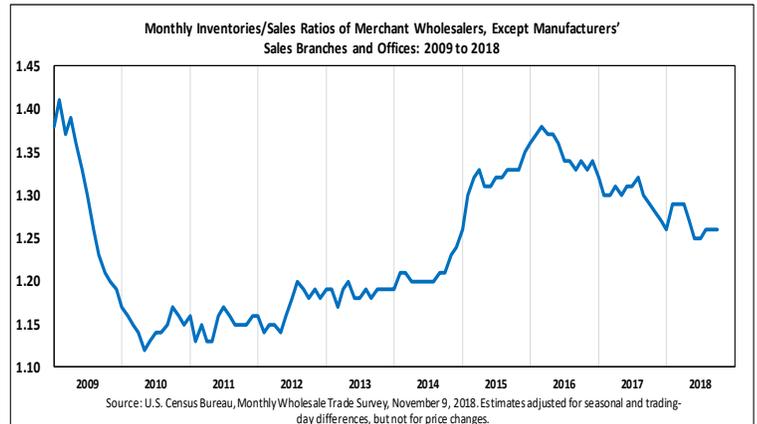


MONTHLY WHOLESALE TRADE: SALES AND INVENTORIES, SEPTEMBER 2018

Release Number: CB18-174

November 9, 2018 — The U.S. Census Bureau announced the following new wholesale trade statistics for September 2018:

 MONTHLY WHOLESALE INVENTORIES		
SEPTEMBER 2018	\$644.6 billion	+0.4%*
AUGUST 2018 (revised)	\$642.2 billion	+0.9%
Next release: December 7, 2018		
* The 90 percent confidence interval includes zero. There is insufficient evidence to conclude that the actual change is different from zero. Data adjusted for seasonality but not price changes. Source: U.S. Census Bureau, Monthly Wholesale Trade Survey, November 9, 2018.		



Sales

September 2018 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 \$511.2 billion, up 0.2 percent (± 0.5 percent)* from the revised August level and were up 7.8 percent (± 3.5 percent) from the September 2017 level. The July 2018 to August 2018 percent change was revised from the preliminary estimate of up 0.8 percent (± 0.4 percent) to up 0.7 percent (± 0.4 percent).

Inventories

Total inventories of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations but not for price changes, were \$644.6 billion at the end of September, up 0.4 percent (± 0.4 percent)* from the revised August level. Total inventories were up 5.2 percent (± 4.0 percent) from the revised September 2017 level. The August 2018 to September 2018 percent change was revised from the advance estimate of up 0.3 percent (± 0.2 percent) to up 0.4 percent (± 0.4 percent)*.

Inventories/Sales Ratio

The September inventories/sales ratio for merchant wholesalers, except manufacturers' sales branches and offices, based on seasonally adjusted data, was 1.26. The September 2017 ratio was 1.29.

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General Information

The October 2018 Monthly Wholesale Trade Report is scheduled for release on December 7, 2018. View the full schedule in the Economic Briefing Room: <www.census.gov/economic-indicators/>.

For additional survey information, including customizable time series estimates by industry, visit <www.census.gov/wholesale/>.

EXPLANATORY NOTES

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, 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.

Description of the Survey

The Census Bureau conducts the Monthly Wholesale Trade Survey 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

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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 4,200. For surveyed companies, approximately 62.8 percent provided data for this reporting period, resulting in a total quantity response rate of 64.7 percent for sales and 63.8 percent for inventories.

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: <www.census.gov/wholesale/>.

RESOURCES

API

The Census Bureau's application programming interface lets developers create custom apps to reach new users and makes key demographic, socio-economic and housing statistics more accessible than ever before. <www.census.gov/developers/>

FRED Mobile App



Receive the latest updates on the nation's key economic indicators by downloading the FRED App <<https://fred.stlouisfed.org/fred-mobile/>> for both Apple and Android devices. FRED, the signature database of the Federal Reserve Bank of St. Louis, now incorporates the Census Bureau's 13 economic indicators.

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* The 90 percent confidence interval includes zero. There is insufficient evidence to conclude that the actual change is different from zero.

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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 ⁴						Inventories/Sales Ratios		
		Monthly			Percent change			Monthly			Percent change			Sep. 2018 (p)	Aug. 2018 (r)	Sep. 2017 (r)
		Sep. 2018 (p)	Aug. 2018 (r)	Sep. 2017 (r)	Sep./Aug.	Aug./Jul.	Sep. 18/ Sep. 17	Sep. 2018 (p)	Aug. 2018 (r)	Sep. 2017 (r)	Sep./Aug.	Aug./Jul.	Sep. 18/ Sep. 17			
Adjusted²																
42	U.S. Total	511,169	510,369	474,091	0.2	0.7	7.8	644,556	642,214	612,650	0.4	0.9	5.2	1.26	1.26	1.29
423	.Durable	246,686	246,611	228,611	0.0	1.1	7.9	393,371	390,089	368,196	0.8	1.0	6.8	1.59	1.58	1.61
4231	..Automotive	41,276	41,526	39,684	-0.6	0.5	4.0	66,234	65,292	64,552	1.4	3.5	2.6	1.60	1.57	1.63
4232	..Furniture	7,149	7,167	6,859	-0.3	1.2	4.2	12,968	12,946	12,695	0.2	-0.1	2.2	1.81	1.81	1.85
4233	..Lumber	11,865	12,152	11,762	-2.4	-1.0	0.9	17,790	17,761	15,848	0.2	0.3	12.3	1.50	1.46	1.35
4234	..Prof. equip.	42,353	42,781	40,684	-1.0	2.8	4.1	46,273	45,871	44,372	0.9	0.5	4.3	1.09	1.07	1.09
42343	...Comp. equip.	21,592	22,539	21,275	-4.2	4.9	1.5	17,644	17,317	16,083	1.9	2.4	9.7	0.82	0.77	0.76
4235	..Metals	16,128	16,275	13,874	-0.9	1.8	16.2	33,590	33,296	28,090	0.9	0.3	19.6	2.08	2.05	2.02
4236	..Electrical	53,766	53,841	49,686	-0.1	2.4	8.2	56,088	55,568	53,894	0.9	-0.2	4.1	1.04	1.03	1.08
4237	..Hardware	12,225	11,977	11,519	2.1	-2.7	6.1	25,200	25,003	23,366	0.8	1.2	7.8	2.06	2.09	2.03
4238	..Machinery	41,018	40,613	35,123	1.0	1.2	16.8	103,472	102,772	94,836	0.7	0.6	9.1	2.52	2.53	2.70
4239	..Misc. Durable	20,906	20,279	19,420	3.1	-1.6	7.7	31,756	31,580	30,543	0.6	1.3	4.0	1.52	1.56	1.57
424	.Nondurable	264,483	263,758	245,480	0.3	0.3	7.7	251,185	252,125	244,454	-0.4	0.8	2.8	0.95	0.96	1.00
4241	..Paper	8,290	8,259	7,938	0.4	-0.5	4.4	10,263	10,289	9,514	-0.3	0.2	7.9	1.24	1.25	1.20
4242	..Drugs	59,901	59,337	56,204	1.0	0.3	6.6	63,262	64,354	62,828	-1.7	2.0	0.7	1.06	1.08	1.12
4243	..Apparel	12,009	12,286	12,853	-2.3	1.6	-6.6	26,217	26,007	26,781	0.8	0.1	-2.1	2.18	2.12	2.08
4244	..Groceries	52,778	53,352	53,430	-1.1	0.3	-1.2	37,436	37,391	38,395	0.1	-0.5	-2.5	0.71	0.70	0.72
4245	..Farm products	18,136	19,318	17,474	-6.1	-3.4	3.8	25,944	26,965	22,852	-3.8	1.7	13.5	1.43	1.40	1.31
4246	..Chemicals ³	11,281	11,096	10,279	1.7	-1.6	9.7	13,011	13,021	12,088	-0.1	2.1	7.6	1.15	1.17	1.18
4247	..Petroleum	66,346	64,779	53,304	2.4	1.3	24.5	25,523	24,315	22,575	5.0	2.3	13.1	0.38	0.38	0.42
4248	..Alcohol	13,237	13,075	12,123	1.2	-0.2	9.2	17,022	16,864	16,636	0.9	0.7	2.3	1.29	1.29	1.37
4249	..Misc. Nondur.	22,505	22,256	21,875	1.1	1.7	2.9	32,507	32,919	32,785	-1.3	-1.1	-0.8	1.44	1.48	1.50
														Sales to date		
														2018		2017
42	U.S. Total	493,995	532,740	470,823	-7.3	6.9	4.9	641,671	631,984	610,399	1.5	0.4	5.1	4,466,909	4,119,706	
423	.Durable	243,060	260,245	232,140	-6.6	9.1	4.7	396,378	392,400	370,901	1.0	0.5	6.9	2,149,485	1,978,070	
4231	..Automotive	38,882	43,519	38,057	-10.7	7.6	2.2	65,108	62,746	63,519	3.8	-0.2	2.5	366,582	341,687	
4232	..Furniture	6,977	7,955	6,845	-12.3	14.1	1.9	13,448	13,321	13,177	1.0	0.8	2.1	61,544	60,667	
4233	..Lumber	11,473	14,011	11,833	-18.1	7.8	-3.0	17,665	18,116	15,721	-2.5	-0.8	12.4	110,178	103,529	
4234	..Prof. equip.	42,988	43,380	42,718	-0.9	4.8	0.6	47,013	46,743	45,038	0.6	1.2	4.4	374,441	355,591	
42343	...Comp. equip.	22,477	22,742	22,871	-1.2	2.6	-1.7	18,367	17,854	16,726	2.9	3.9	9.8	194,883	182,567	
4235	..Metals	15,451	17,544	13,791	-11.9	11.5	12.0	33,926	33,929	28,343	0.0	0.3	19.7	142,651	119,795	
4236	..Electrical	56,347	55,564	52,965	1.4	13.9	6.4	57,322	56,791	55,080	0.9	1.0	4.1	452,030	417,079	
4237	..Hardware	11,797	13,199	11,496	-10.6	2.0	2.6	25,326	25,153	23,483	0.7	0.8	7.8	108,837	103,256	
4238	..Machinery	38,762	43,415	34,491	-10.7	10.2	12.4	103,575	103,389	94,836	0.2	0.1	9.2	350,449	306,624	
4239	..Misc. Durable	20,383	21,658	19,944	-5.9	8.9	2.2	32,995	32,212	31,704	2.4	2.4	4.1	182,773	169,842	
424	.Nondurable	250,935	272,495	238,683	-7.9	4.9	5.1	245,293	239,584	239,498	2.4	0.3	2.4	2,317,424	2,141,636	
4241	..Paper	7,958	9,019	7,906	-11.8	8.8	0.7	10,140	10,104	9,390	0.4	-2.0	8.0	74,301	73,121	
4242	..Drugs	56,247	62,422	55,249	-9.9	6.7	1.8	64,274	63,131	63,833	1.8	2.2	0.7	525,095	500,259	
4243	..Apparel	12,898	14,313	14,215	-9.9	19.1	-9.3	27,947	27,776	28,549	0.6	0.3	-2.1	110,548	110,936	
4244	..Groceries	51,195	56,020	53,056	-8.6	5.3	-3.5	38,110	37,391	39,086	1.9	0.5	-2.5	477,411	485,352	
4245	..Farm products	15,035	17,811	14,748	-15.6	-2.6	1.9	19,484	17,905	17,185	8.8	-6.5	13.4	163,069	148,618	
4246	..Chemicals	10,661	11,740	10,104	-9.2	3.4	5.5	13,011	13,021	12,088	-0.1	2.1	7.6	100,343	90,934	
4247	..Petroleum	64,886	66,010	52,238	-1.7	1.9	24.2	25,089	23,026	22,191	9.0	-0.7	13.1	553,200	425,323	
4248	..Alcohol	12,363	14,239	11,917	-13.2	12.8	3.7	17,039	16,780	16,653	1.5	-1.1	2.3	112,477	108,541	
4249	..Misc. Nondur.	19,692	20,921	19,250	-5.9	0.2	2.3	30,199	30,450	30,523	-0.8	1.8	-1.1	200,980	198,552	

Footnotes:

^p Preliminary estimate.

^r Revised estimate.

¹ For a full description of the NAICS codes used in this table, see the 2012 NAICS manual or <www.census.gov/eos/www/naics>.

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 significant 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.

⁴ Adjusted and not adjusted inventories for aggregate NAICS levels 42, 423, and 424 are revised from the Advance Economic Indicators Report.

Data adjusted for seasonality but not price changes. Explanations of confidence intervals and sampling variability can be found on our website at <www.census.gov/wholesale/www/how_surveys_are_collected/monthly_methodology.html>.

Source: U.S. Census Bureau, Monthly Wholesale Trade Survey, November 9, 2018.

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	1.3	1.4	1.2	1.4	0.3	0.2	2.0	2.3	1.1	1.1	1.9
423	..Durable	1.8	2.1	1.7	2.2	0.5	0.2	2.8	3.0	1.6	1.5	2.8
4231	..Automotive	2.8	2.8	2.7	2.6	0.5	0.4	4.6	5.1	2.4	3.9	4.4
4232	..Furniture	5.0	7.9	3.7	8.2	1.8	0.6	13.5	19.7	4.0	6.0	13.5
4233	..Lumber	3.9	5.7	3.9	5.8	0.7	0.5	7.4	5.7	3.6	5.0	8.0
4234	..Prof. equip.	3.8	5.8	3.2	5.7	1.5	0.6	3.7	6.8	3.3	3.8	3.6
42343	...Comp. equip.	5.9	5.5	3.2	5.8	2.3	0.4	5.3	8.8	4.3	4.5	5.3
4235	..Metals	5.5	4.5	5.3	4.6	0.9	0.4	9.0	9.2	4.8	4.9	8.7
4236	..Electrical	3.1	4.2	3.5	4.2	0.8	0.5	4.1	5.4	3.1	2.4	4.4
4237	..Hardware	6.0	9.7	6.1	9.7	1.6	0.2	7.3	14.8	5.7	3.3	7.8
4238	..Machinery	2.8	4.1	3.4	4.4	1.1	0.3	5.9	6.3	2.9	2.9	5.7
4239	..Misc. Durable	4.3	8.5	4.7	8.6	1.1	0.5	9.7	14.6	4.5	5.4	8.3
424	..Nondurable	1.2	1.4	1.1	1.3	0.3	0.3	2.2	1.9	1.1	1.7	2.2
4241	..Paper	6.1	10.1	6.2	10.3	1.0	0.4	9.1	13.1	5.9	4.7	8.8
4242	..Drugs	2.8	3.5	2.9	3.5	0.4	0.2	3.2	4.5	2.7	2.4	3.4
4243	..Apparel	4.8	4.2	4.3	4.1	1.7	0.3	8.9	9.4	4.2	7.2	9.2
4244	..Groceries	3.4	3.8	3.1	3.9	0.4	0.8	5.5	10.5	3.0	4.2	5.3
4245	..Farm products	3.2	6.2	2.9	4.9	1.4	1.9	5.1	11.5	3.1	3.7	5.0
4246	..Chemicals	4.6	8.8	4.3	9.3	1.3	0.6	6.6	12.4	4.9	3.4	5.8
4247	..Petroleum	3.0	2.3	3.0	2.3	0.3	0.2	6.4	6.0	2.9	5.3	6.4
4248	..Alcohol	6.1	8.7	6.2	8.7	2.4	0.5	8.8	12.8	6.2	5.3	8.8
4249	..Misc. Nondur.	5.1	4.5	5.0	4.7	1.0	0.5	7.2	9.5	4.5	3.1	6.1

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 <www.census.gov/wholesale/www/how_surveys_are_collected/monthly_methodology.html>.

Data adjusted for seasonality but not price changes. Explanations of confidence intervals and sampling variability can be found on our website at <www.census.gov/wholesale/www/how_surveys_are_collected/monthly_methodology.html>.

Source: U.S. Census Bureau, Monthly Wholesale Trade Survey, November 9, 2018.

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

[Combined adjustment factors are computed using the Census Bureau's X-13 ARIMA-SEATS program and are based on data from the Monthly Wholesale Trade Survey.]

NAICS code	Kind of Business	Sales						Inventories					
		2018					2017	2018					2017
		Oct.	Sep.r	Aug.r	Jul.	Jun.	Sep.r	Oct.	Sep.r	Aug.r	Jul.	Jun.	Sep.r
42	U.S. Total²	1.076	0.969	1.046	0.982	1.023	0.995	1.006	0.996	0.985	0.990	0.990	0.996
423	..Durable	1.085	0.985	1.054	0.975	1.028	1.014	1.005	1.007	1.006	1.009	0.999	1.006
4231	..Automotive	1.061	0.942	1.048	0.978	1.003	0.959	1.000	0.983	0.961	0.996	0.992	0.984
4232	..Furniture	1.145	0.976	1.110	0.984	0.986	0.998	1.028	1.037	1.029	1.019	0.992	1.038
4233	..Lumber	1.110	0.967	1.153	1.059	1.080	1.006	0.966	0.993	1.020	1.031	1.029	0.992
4234	..Prof. equip.	1.061	1.015	1.014	0.995	1.071	1.050	1.024	1.016	1.019	1.012	0.995	1.015
42343	...Comp. equip.	1.072	1.041	1.009	1.032	1.127	1.075	1.024	1.041	1.031	1.016	1.008	1.040
4235	..Metals	1.056	0.958	1.078	0.984	1.031	0.994	0.994	1.010	1.019	1.019	0.999	1.009
4236	..Electrical	1.134	1.048	1.032	0.928	1.005	1.066	1.021	1.022	1.022	1.010	0.993	1.022
4237	..Hardware	1.073	0.965	1.102	1.052	1.088	0.998	0.990	1.005	1.006	1.010	1.012	1.005
4238	..Machinery	1.050	0.945	1.069	0.982	1.028	0.982	0.993	1.001	1.006	1.011	1.005	1.000
4239	..Misc. Durable	1.118	0.975	1.068	0.965	0.999	1.027	1.043	1.039	1.020	1.009	0.990	1.038
424	..Nondurable	1.064	0.956	1.036	0.988	1.018	0.975	1.007	0.979	0.953	0.959	0.974	0.979
4241	..Paper	1.092	0.960	1.092	0.999	1.010	0.996	1.002	0.988	0.982	1.004	1.002	0.987
4242	..Drugs	1.070	0.939	1.052	0.988	0.994	0.983	0.982	1.016	0.981	0.979	1.015	1.016
4243	..Apparel	1.260	1.074	1.165	0.994	0.932	1.106	1.016	1.066	1.068	1.065	1.014	1.066
4244	..Groceries	1.051	0.970	1.050	1.000	1.001	0.993	1.039	1.018	1.000	0.990	0.979	1.018
4245	..Farm products	1.202	0.829	0.922	0.914	0.943	0.844	1.075	0.751	0.664	0.722	0.795	0.752
4246	..Chemicals ³	1.051	0.945	1.058	1.007	1.026	0.983	1.000	1.000	1.000	1.000	1.000	1.000
4247	..Petroleum	1.021	0.978	1.019	1.013	1.041	0.980	0.983	0.983	0.947	0.975	1.034	0.983
4248	..Alcohol	1.067	0.934	1.089	0.964	1.122	0.983	1.027	1.001	0.995	1.014	1.003	1.001
4249	..Misc. Nondur.	0.978	0.875	0.940	0.954	1.081	0.880	0.946	0.929	0.925	0.899	0.922	0.931

Footnotes:

^r 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 significant 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-13 ARIMA-SEATS program may be found at <www.census.gov/srd/www/x13as/>.

Data adjusted for seasonality but not price changes. Explanations of confidence intervals and sampling variability can be found on our website at <www.census.gov/wholesale/www/how_surveys_are_collected/monthly_methodology.html>.

Source: U.S. Census Bureau, Monthly Wholesale Trade Survey, November 9, 2018.