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## MANUFACTURING AND TRADE INVENTORIES AND SALES July 2008

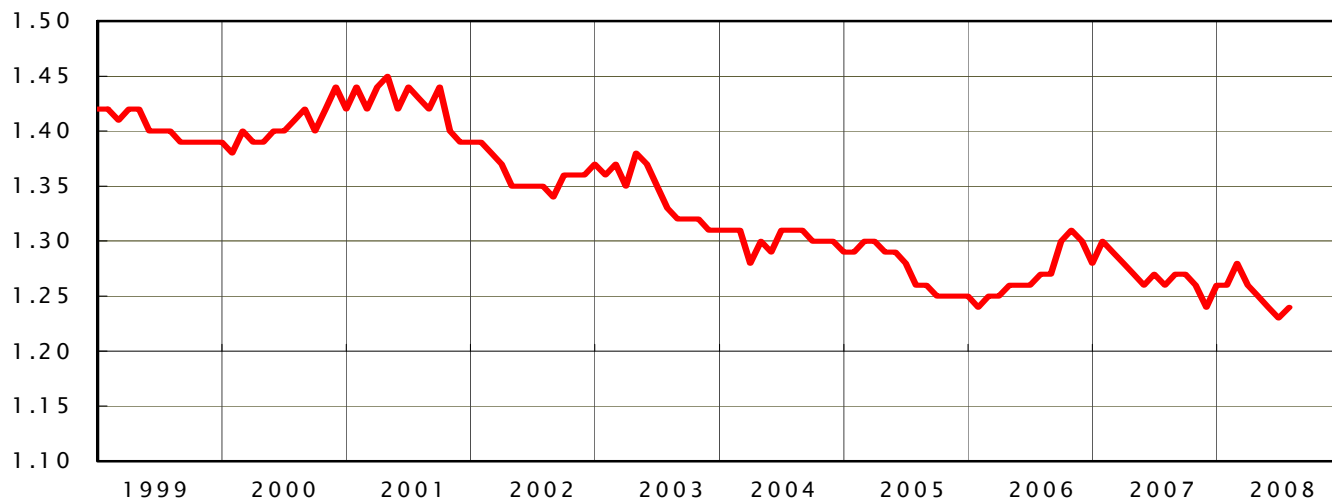
**Sales.** The U.S. Census Bureau announced today that the combined value of distributive trade sales and manufacturers' shipments for July, adjusted for seasonal and trading-day differences but not for price changes, was estimated at \$1,219.5 billion, up 0.5 percent ( $\pm 0.2\%$ ) from June 2008 and up 8.8 percent ( $\pm 0.4\%$ ) from July 2007.

**Inventories.** Manufacturers' and trade inventories, adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,507.1 billion, up 1.1 percent ( $\pm 0.1\%$ ) from June 2008 and up 6.4 percent ( $\pm 0.5\%$ ) from July 2007.

**Inventories/Sales Ratio.** The total business inventories/sales ratio based on seasonally adjusted data at the end of July was 1.24. The July 2007 ratio was 1.26.

### Total Business Inventories/Sales Ratios: 1999 to 2008

(Data adjusted for seasonal, holiday and trading-day differences but not for price changes)



The Manufacturing and Trade Inventories and Sales Report for August is scheduled to be released October 15, 2008 at 10:00 a.m. EDT.

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			Inventories/Sales Ratios		
	Jul. 2008	Jun. 2008	Jul. 2007	Jul. 2008	Jun. 2008	Jul. 2007	Jul. 2008	Jun. 2008	Jul. 2007
	(p)	(r)	(r)	(p)	(r)	(r)	(p)	(r)	(r)
<b>Adjusted<sup>2</sup></b>									
Total business.....	1,219,467	1,213,469	1,121,298	1,507,148	1,490,874	1,416,225	1.24	1.23	1.26
Manufacturers <sup>3</sup> .....	465,281	455,873	431,756	558,210	555,627	518,644	1.20	1.22	1.20
Retailers.....	343,622	345,636	337,120	507,683	500,100	498,711	1.48	1.45	1.48
Merchant wholesalers <sup>4</sup> .....	410,564	411,960	352,422	441,255	435,147	398,870	1.07	1.06	1.13
<b>Not Adjusted</b>									
Total business.....	1,219,360	1,246,145	1,090,023	1,493,726	1,479,322	1,403,231	1.23	1.19	1.29
Manufacturers <sup>3</sup> .....	449,268	479,381	403,222	562,418	553,170	522,281	1.25	1.15	1.30
Retailers.....	351,513	346,727	337,869	492,570	494,305	483,471	1.40	1.43	1.43
Merchant wholesalers <sup>4</sup> .....	418,579	420,037	348,932	438,738	431,847	397,479	1.05	1.03	1.14

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		
	Jul. 08/ Jun. 08	Jun. 08/ May 08	Jul. 08/ Jul. 07	Jul. 08/ Jun. 08	Jun. 08/ May 08	Jul. 08/ Jul. 07	Jul. 08/ Jun. 08	Jun. 08/ May 08	Jul. 08/ Jul. 07	Jul. 08/ Jun. 08	Jun. 08/ May 08	Jul. 08/ Jul. 07
Total business.....	0.5	1.7	8.8	1.1	0.8	6.4	-2.1	1.0	11.9	1.0	0.2	6.4
Manufacturers <sup>3</sup> .....	2.1	1.9	7.8	0.5	1.2	7.6	-6.3	4.0	11.4	1.7	0.0	7.7
Retailers.....	-0.6	0.1	1.9	1.5	0.1	1.8	1.4	-4.9	4.0	-0.4	-0.7	1.9
Merchant wholesalers <sup>4</sup> .....	-0.3	3.0	16.5	1.4	0.9	10.6	-0.3	2.9	20.0	1.6	1.5	10.4

**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		
		Jul. 2008 (p)	Jun. 2008 (r)	Jul. 2007 (r)	Jul. 2008 (p)	Jun. 2008 (r)	Jul. 2007 (r)	Jul. 08/ Jun. 08	Jun. 08/ May 08	Jul. 08/ Jul. 07	Jul. 08 (p)	Jun. 08 (r)	Jul. 07 (r)
	<b>Adjusted<sup>2</sup></b>												
	Retail trade, total.....	343,622	345,636	337,120	507,683	500,100	498,711	1.5	0.1	1.8	1.48	1.45	1.48
	Total (excl. motor veh. & parts).....	277,374	276,431	261,320	347,685	345,074	340,007	0.8	0.3	2.3	1.25	1.25	1.30
441	Motor vehicle & parts dealers.....	66,248	69,205	75,800	159,998	155,026	158,704	3.2	-0.4	0.8	2.42	2.24	2.09
442,3	Furniture, home furn., elect. & appl. stores.....	18,833	18,863	19,199	33,445	33,007	32,574	1.3	0.9	2.7	1.78	1.75	1.70
444	Building materials, garden equip & supplies.....	27,929	27,840	28,125	50,405	49,983	49,114	0.8	0.1	2.6	1.80	1.80	1.75
445	Food & beverage stores.....	49,613	49,405	46,996	37,638	37,525	35,481	0.3	0.3	6.1	0.76	0.76	0.75
448	Clothing & clothing access. stores.....	19,152	19,071	18,928	46,613	46,260	47,390	0.8	0.2	-1.6	2.43	2.43	2.50
452	General merchandise stores.....	50,626	50,508	48,173	76,170	75,930	76,470	0.3	-0.1	-0.4	1.50	1.50	1.59
4521	Dept. str. (excl. leased depts.).....	17,091	17,131	17,533	35,810	35,931	37,565	-0.3	-1.0	-4.7	2.10	2.10	2.14
	<b>Not Adjusted</b>												
	Retail trade, total.....	351,513	346,727	337,869	492,570	494,305	483,471	-0.4	-0.7	1.9	1.40	1.43	1.43
	Total (excl. motor veh. & parts).....	279,566	275,248	257,850	340,134	336,680	332,472	1.0	-0.3	2.3	1.22	1.22	1.29
441	Motor vehicle & parts dealers.....	71,947	71,479	80,019	152,436	157,625	150,999	-3.3	-1.4	1.0	2.12	2.21	1.89
442,3	Furniture, home furn., elect. & appl. stores.....	18,275	17,720	18,340	32,876	32,215	31,988	2.1	1.2	2.8	1.80	1.82	1.74
444	Building materials, garden equip & supplies.....	30,841	31,597	29,948	49,901	50,633	48,623	-1.4	-2.1	2.6	1.62	1.60	1.62
445	Food & beverage stores.....	51,176	48,876	47,536	36,972	37,256	34,851	-0.8	0.9	6.1	0.72	0.76	0.73
448	Clothing & clothing access. stores.....	17,715	17,344	17,123	46,007	44,826	46,774	2.6	0.3	-1.6	2.60	2.58	2.73
452	General merchandise stores.....	48,566	49,273	45,636	72,300	71,907	72,624	0.5	-1.7	-0.4	1.49	1.46	1.59
4521	Dept. str. (excl. leased depts.).....	15,518	16,014	15,671	33,554	33,308	35,236	0.7	-3.1	-4.8	2.16	2.08	2.25

(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.