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MONTHLY WHOLESALE TRADE: SALES AND INVENTORIES June 2016

Special Notice: On July 28, 2016 aggregate Retail and Wholesale Inventories estimates for June 2016 were included in the new "Advance Economic Indicators Report" to provide more timely, high level estimates of key economic statistics. The Advance Economic Indicators Report will be available each month at http://www.census.gov/econ/indicators/.

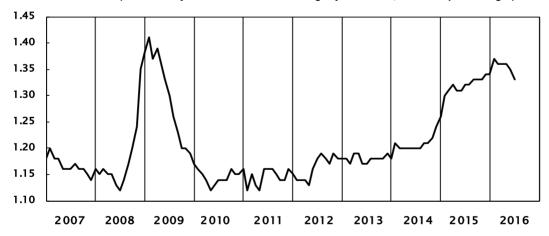
Sales. The U.S. Census Bureau announced today that June 2016 sales of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations and trading-day differences but not for price changes, were \$444.6 billion, up 1.9 percent (+/-0.5%) from the revised May level, but were down 0.4 percent (+/-1.1%)* from the June 2015 level. The April 2016 to May 2016 percent change was revised from the preliminary estimate of up 0.5 percent (0.5%)* to up 0.7 percent (0.5%). June sales of durable goods were up 1.2 percent (+/-0.9%) from last month and were up 1.8 percent (+/-1.8%)* from a year ago. Sales of hardware, and plumbing and heating equipment and supplies were up 7.7 percent from last month and sales of electrical and electronic goods were up 2.5 percent. Sales of nondurable goods were up 2.5 percent (+/-0.7%) from May, but were down 2.5 percent (+/-1.6%) from last June. Sales of farm product raw materials were up 5.1 percent from last month and petroleum and petroleum products were up 5.1 percent.

Inventories. Total inventories of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations but not for price changes, were \$590.9 billion at the end of June, up 0.3 percent (+/-0.2%) from the revised May level. Total inventories are up 0.2 percent (+/-1.6%)* from the revised June 2015 level. The May 2016 to June 2016 percent change was revised from the advance estimate of virtually unchanged (+/-0.4%)* to up 0.3 percent (+/-0.2%). June inventories of durable goods were down 0.3 percent (+/-0.4%)* from last month and were down 2.4 percent (+/-1.4%) from a year ago. Inventories of electrical and electronic goods were down 0.9 percent from last month, while inventories of lumber and other construction materials were up 1.8 percent. Inventories of nondurable goods were up 1.1 percent (+/-0.5%) from May and were up 4.5 percent (+/-2.5%) from last June. Inventories of drugs and druggists' sundries were up 4.9 percent from last month and inventories of farm product raw materials were up 4.0 percent.

Inventories/Sales Ratio. The June inventories/sales ratio for merchant wholesalers, except manufacturers' sales branches and offices, based on seasonally adjusted data, was 1.33. The June 2015 ratio was 1.32.

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 survey methodology can be found at: http://www.census.gov/wholesale/www/how_surveys_are_collected/monthly_methodology.html.

Monthly Inventories/Sales Ratios of Merchant Wholesalers, Except Manufacturers'
Sales Branches and Offices: 2007 to 2016
(Estimates adjusted for seasonal and trading-day differences, but not for price changes)



Monthly Wholesale Trade for July is scheduled to be released September 9, 2016 at 10:00 a.m. EDT.

Webinar Series. For more information, visit http://www.census.gov/econ/webinar.

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

To learn more about this release and the other indicators the U.S. Census Bureau publishes, join us for the Investigating Economic Indicators

To receive the latest updates on the nation's key economic indicators, download the America's Economy app for Apple and Android smartphones and tablets.

The U.S. Census Bureau updated its Application Programming Interface (API) with monthly and quarterly economic indicators. The API allows developers to combine Census Bureau statistics with other data sets to create tools for research on a variety of topics. For more information, visit http://www.census.gov/developers.

^{*} 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 inventory estimates are shown in millions of dollars. Estimates are based on data from the Monthly Wholesale Trade Survey.]

-			Sales						Inventories ⁴						Inventories/Sales		
NAICS ¹	Kind of	Monthly			Percent change			Monthly Percent char									
code	Business	Jun.	May	Jun.	Jun./	May/	Jun. 16/	Jun.	May	Jun.	Jun./	May/	Jun. 16/	Jun.	May	Jun.	
code	Dusilless	2016	2016	2015	May	Apr.	Jun. 15	2016	2016	2015	May	Apr.	Jun. 15	2016	2016	2015	
		(p)	(r)	(r)				(p)	(r)	(r)				(p)	(r)	(r)	
Adjusted	j ²																
42	U.S. Total	444,596	436,388	446,586	1.9	0.7	-0.4	590,864	589,318	589,442	0.3	0.2	0.2	1.33	1.35	1.32	
423	.Durable	214,919	212,293	211,080	1.2	0.7	1.8	354,624	355,566	363,276	-0.3	0.2	-2.4	1.65	1.67	1.72	
4231	Automotive	35,557	36,045	36,774	-1.4	-1.9	-3.3	64,822	64,869	64,797	-0.1	-1.4	0.0	1.82	1.80	1.76	
4232	Furniture	7,189	7,212	6,866	-0.3	0.8	4.7	10,980	10,987	10,809	-0.1	-0.4		1.53	1.52	1.57	
4233	Lumber	9,935	9,976	9,643	-0.4	-1.2	3.0	14,523	14,271	14,138	1.8	1.2	2.7	1.46	1.43	1.47	
4234	Prof. equip.	37,372	37,560	36,411	-0.5	2.7	2.6	38,525	38,628	38,980	-0.3	1.8	-1.2	1.03	1.03	1.07	
42343	Comp. equip.	18,492	18,509	18,807	-0.1	3.9	-1.7	14,681	14,771	15,544	-0.6	1.8	-5.6	0.79	0.80	0.83	
4235	Metals	11,433	11,342	13,121	0.8	-0.9	-12.9	25,260	25,357	31,480	-0.4	-1.2		2.21	2.24	2.40	
4236	Electrical	47,092	45,934	45,524	2.5	2.3	3.4	46,353	46,766	48,051	-0.9	1.3		0.98	1.02	1.06	
4237	Hardware	11,727	10,892	10,937	7.7	-0.2	7.2	23,131	22,909	22,115	1.0	0.4		1.97	2.10	2.02	
4238	Machinery	35,735	34,777	33,664	2.8	0.3	6.2	104,348	104,462	105,794	-0.1	0.2		2.92	3.00	3.14	
4239	Misc. Durable	18,879	18,555	18,140	1.7	1.0	4.1	26,682	27,317	27,112	-2.3	1.0		1.41	1.47	1.49	
424	.Nondurable	229,677	224,095	235,506	2.5	0.8	-2.5	236,240	233,752	226,166	1.1	0.1	4.5	1.03	1.04	0.96	
4241	Paper	8,051	8,191	8,273	-1.7	-1.2	-2.7	8,370	8,362	8,157	0.1	-0.3		1.04	1.02	0.99	
4242	Drugs	54,981	53,918	50,876	2.0	0.6	8.1	62,491	59,569	56,022	4.9	-3.8		1.14	1.10	1.10	
4243	Apparel	13,715	13,624	13,499	0.7	3.0	1.6	30,556	31,024	29,552	-1.5	0.5		2.23	2.28	2.19	
4244	Groceries	50,221	49,761	50,197	0.9	0.0	0.0	33,782	33,946	34,187	-0.5	-0.3	-1.2	0.67	0.68	0.68	
4245	Farm products	17,196	16,359	18,812	5.1	1.7	-8.6	25,963	24,955	22,448	4.0	6.2	15.7	1.51	1.53	1.19	
4246	Chemicals ³	10,022	9,861	10,377	1.6	-0.6	-3.4	12,418	12,601	12,679	-1.5	0.3		1.24	1.28	1.22	
4247	Petroleum	41,934	39,899	50,479	5.1	5.6	-16.9	18,529	18,907	19,728	-2.0	3.3		0.44	0.47	0.39	
4248	Alcohol	11,548	11,184	11,280	3.3	-3.7	2.4	15,392	15,563	15,519	-1.1	0.9		1.33	1.39	1.38	
4249	Misc. Nondur.	22,009	21,298	21,713	3.3	-3.5	1.4	28,739	28,825	27,874	-0.3	0.7	3.1	1.31	1.35	1.28	
Not Adj	<u>usted</u> 													2010	les to da	2015	
42	U.S. Total	467,627	445,352	470,507	5.0	3.6	-0.6	583,935	584,838	582,812	-0.2	-0.9	0.2	2,582		,631,756	
423				225.518	8.4	2.2	1.5	•		363.328	-0.2	0.2		1,248		,250,931	
	.Durable	228,939	211,145					354,656	355,942								
4231	Automotive	36,873	36,514	38,282 7,051	1.0	-0.5	-3.7	64,498 10,914	64,480 10,767	64,473 10,744	0.0	-2.8 0.9			,692 ,113	218,121 38,986	
4232 4233	Furniture Lumber	7,397 11,495	7,284 10,704	11,080	1.6 7.4	5.6 4.5	4.9 3.7	15,060	14,828	14,633	1.4 1.6	1.0			,089	55,750	
4234	Prof. equip.	41,520	35,119	40,343	18.2	0.8	2.9	38,294	38,319	38,785	-0.1	1.7	-1.3		,197	211,576	
42343	Comp. equip.	21,136	16,640	21,402	27.0	-0.2	-1.2	14,769	14,653	15,731	0.8	2.0	-		,302	108,771	
4235	Metals	12,096	11,569	13,935	4.6	1.9	-13.2	25,412	25,433	31,637	-0.1	-1.2	-19.7		,292	83,409	
4236	Electrical	48,929	44,602	47,391	9.7	5.8	3.2	45,936	46,626	47,667	-1.5	2.9	-3.6	265	,340	264,825	
4237	Hardware	13,193	11,360	12,381	16.1	4.9	6.6	23,362	23,184	22,358	0.8	-0.4	4.5	67	,066	64,159	
4238	Machinery	37,915	35,716	36,189	6.2	-0.2	4.8	104,765	105,507	106,217	-0.7	0.5	-1.4	208	,215	205,862	
4239	Misc. Durable	19,521	18,277	18,866	6.8	3.0	3.5	26,415	26,798	26,814	-1.4	0.9	-1.5	106	,533	108,243	
424	.Nondurable	238,688	234,207	244,989	1.9	4.8	-2.6	229,279	228,896	219,484	0.2	-2.4	4.5	1,333	,760 1	,380,825	
4241	Paper	8,293	8,248	8,538	0.5	1.4	-2.9	8,420	8,395	8,206	0.3	-1.2	2.6	48	,804	47,182	
4242	Drugs	56,026	54,403	52,097	3.0	3.3	7.5	62,429	58,795	55,742	6.2	-3.9	12.0	320	,744	295,755	
4243	Apparel	13,372	12,534	13,121	6.7	7.9	1.9	30,923	29,938	29,907	3.3	2.4	3.4		,407	75,719	
4244	Groceries	50,874	51,652	50,950	-1.5	4.8	-0.1	33,106	33,335	33,572	-0.7	-0.2	-1.4		,722	300,683	
4245	Farm products	16,629	15,983	18,003	4.0	-0.1	-7.6	20,589	21,686	17,487	-5.1	-8.6			,964	112,831	
4246	Chemicals	10,673	10,019	11,083	6.5	-0.9	-3.7	12,418	12,601	12,679	-1.5	0.3			,560	63,017	
4247	Petroleum	44,115	43,171	53,306	2.2	13.2	-17.2	19,678	19,739	20,793	-0.3	4.3			,836	284,068	
4248 4249	Alcohol	13,153	11,788	12,791	11.6	6.8	2.8	15,592	16,014	15,705	-2.6	1.6			,484	63,238 138,332	
Footnotes	Misc. Nondur.	25,553	26,409	25,100	-3.2	-0.2	1.8	26,124	28,393	25,393	-8.0	-9.5	2.9	141	, 707	130,332	

Footnotes:

^p Preliminary estimate.

r Revised estimate.

¹ For a full description of the NAICS codes used in this table, see the 2007 NAICS manual or http://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 indicator Report.

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/monthly_methodology.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.]

•	Kind of Business	Coefficie	nt of variati				dard error f		Coefficient of variation for total		Standard error for percent change	
NAICS code		Preliminary	/ estimates	Final estimates			of two ve months	current n	month to nonth last ear	Sales to date		Current year sales to date to
		Sales	Inv.	Sales	Inv.	Sales	Inv.	Sales	Inv.	Current year	Previous year	previous year sales to date
42	U.S. Total	1.0	1.6	1.1	1.5	0.3	0.1	0.6	0.9	1.1	0.9	0.6
423	.Durable	1.5	1.7	1.4	1.7	0.5	0.2	1.0	0.8	1.5	1.2	0.9
4231	Automotive	4.2	4.6	4.1	4.6	0.7	0.4	1.6	2.3	3.7	3.0	1.5
4232	Furniture	7.9	6.8	8.2	6.8	2.6	0.5	4.2	3.5	7.6	6.8	2.3
4233	Lumber	5.4	5.7	5.2	5.7	1.1	0.3	2.5	2.1	5.1	4.9	2.1
4234	Prof. equip.	3.6	3.8	3.4	3.6	1.3	0.4	2.3	2.1	3.5	3.6	2.2
42343	Comp. equip.	4.8	5.3	4.3	5.5	1.6	0.7	2.4	1.8	4.4	4.0	1.9
4235	Metals	4.9	8.4	5.2	8.6	1.1	0.4	2.1	2.1	5.1	4.8	1.7
4236	Electrical	2.8	3.3	2.7	3.3	0.6	0.3	1.7	1.5	2.8	2.5	0.8
4237	Hardware	3.2	3.9	3.0	3.9	1.0	0.2	1.7	0.9	2.8	2.4	1.3
4238	Machinery	3.2	3.7	2.9	3.9	2.5	0.4	3.1	1.7	2.5	2.9	2.5
4239	Misc. Durable	4.7	5.2	4.5	5.2	1.5	0.6	3.2	1.7	4.6	3.8	2.0
424	.Nondurable	1.7	2.4	1.9	2.1	0.4	0.3	0.9	1.4	1.8	1.7	1.0
4241	Paper	5.3	5.9	5.1	5.7	1.0	0.6	1.4	2.2	5.0	4.6	1.2
4242	Drugs	3.3	7.5	3.3	6.6	0.6	0.6	1.8	2.8	3.4	2.9	1.5
4243	Apparel	6.9	6.0	5.9	6.2	1.8	0.9	2.8	2.1	6.8	6.7	2.5
4244	Groceries	3.5	6.0	3.7	6.2	0.6	0.4	1.7	2.7	3.6	3.3	1.6
4245	Farm products	2.7	5.5	3.2	4.7	1.2	1.3	2.8	3.4	2.5	2.6	2.1
4246	Chemicals	3.4	5.2	3.7	5.2	1.1	0.4	2.1	1.9	3.8	4.0	1.5
4247	Petroleum	5.5	4.1	5.7	4.1	0.4	0.4	1.3	1.1	5.5	6.3	1.5
4248	Alcohol	4.7	5.7	4.9	5.7	1.0	0.5	1.8	3.0	4.9	4.7	1.8
4249	Misc. Nondur.	4.1	5.5	4.0	5.3	0.8	1.0	2.0	1.8	3.4	3.7	1.8

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/monthly_methodology.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 ± 1.4 or ± 1.4 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 $\pm 1.753 \times \text{CV} \times \text{(the estimated monthly total)}$. 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. Combined 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	Kind of	Sales							Inventories						
code	Business			2016			2015	2016					2015		
		Jul.	Jun.r	May r	Apr.	Mar.	Jun.r	Jul.	Jun.r	May r	Apr.	Mar.	Jun.r		
42	U.S. Total ²	0.968	1.055	1.024	0.995	1.061	1.055	0.991	0.988	0.993	1.004	1.007	0.987		
423	.Durable	0.954	1.063	0.994	0.979	1.067	1.065	1.008	1.001	1.002	1.001	0.995	1.001		
4231	Automotive	0.965	1.037	1.013	0.999	1.091	1.041	1.003	0.995	0.994	1.008	1.004	0.995		
4232	Furniture	0.951	1.029	1.010	0.964	1.020	1.027	1.022	0.994	0.980	0.968	0.966	0.994		
4233	Lumber	1.027	1.157	1.073	1.015	1.034	1.149	1.031	1.037	1.039	1.041	1.028	1.035		
4234	Prof. equip.	0.959	1.111	0.935	0.953	1.089	1.108	1.002	0.994	0.992	0.993	0.977	0.995		
42343	Comp. equip.	0.992	1.143	0.899	0.936	1.071	1.138	1.010	1.006	0.992	0.990	0.973	1.012		
4235	Metals	0.968	1.058	1.020	0.992	1.075	1.062	1.008	1.006	1.003	1.003	1.001	1.005		
4236	Electrical	0.911	1.039	0.971	0.939	1.044	1.041	1.009	0.991	0.997	0.982	0.965	0.992		
4237	Hardware	1.021	1.125	1.043	0.992	1.037	1.132	1.010	1.010	1.012	1.021	1.011	1.011		
4238	Machinery	0.941	1.061	1.027	1.033	1.087	1.075	1.006	1.004	1.010	1.007	1.010	1.004		
4239	Misc. Durable	0.917	1.034	0.985	0.965	1.072	1.040	1.009	0.990	0.981	0.982	0.974	0.989		
424	.Nondurable	0.981	1.049	1.051	1.007	1.052	1.043	0.964	0.971	0.978	1.009	1.025	0.968		
4241	Paper	0.951	1.030	1.007	0.982	1.056	1.032	1.009	1.006	1.004	1.014	0.987	1.006		
4242	Drugs	0.945	1.019	1.009	0.983	1.080	1.024	1.003	0.999	0.987	0.988	1.004	0.995		
4243	Apparel	0.990	0.975	0.920	0.878	1.021	0.972	1.055	1.012	0.965	0.947	0.941	1.012		
4244	Groceries	0.986	1.013	1.038	0.991	1.055	1.015	0.988	0.980	0.982	0.981	0.993	0.982		
4245	Farm products	0.860	0.967	0.977	0.995	1.076	0.957	0.717	0.793	0.869	1.010	1.131	0.779		
4246	Chemicals ³	0.992	1.065	1.016	1.019	1.067	1.068	1.000	1.000	1.000	1.000	1.000	1.000		
4247	Petroleum	1.058	1.052	1.082	1.009	1.004	1.056	1.037	1.062	1.044	1.034	1.007	1.054		
4248	Alcohol	0.956	1.139	1.054	0.950	1.020	1.134	1.016	1.013	1.029	1.022	0.998	1.012		
4249	Misc. Nondur.	0.932	1.161	1.240	1.199	1.108	1.156	0.870	0.909	0.985	1.096	1.153	0.911		

Footnotes

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 http://www.census.gov/srd/www/x13as/.

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 4,200. For surveyed Wholesale companies, approximately 65.1% provided data for this reporting period, resulting in a total quantity response rate of 65.8% for sales and 66.3% 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: http://www.census.gov/wholesale.

^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.