

Monthly Wholesale Trade Data

December 2011 wholesale revenues were \$413.1 billion, up 1.3 percent from November and up 11.8 percent from December 2010, according to the U.S. Census Bureau. December sales of durable goods were up 2.4 percent from last month and were up 13.3 percent from a year ago. Sales of lumber and other construction materials were up 9.3 percent from last month. Sales of nondurable goods were up 0.4 percent from November and up 10.7 percent from last December.

Inventories. Inventories of wholesalers were \$473.2 billion at the end of December, up 1 percent November and up 10 percent from December 2010. December inventories of durable goods were up 0.7 percent from last month and were up 10.6 percent from a year ago. Invento-



Source: U.S. Census Bureau

ries of nondurable goods were up 1.3 percent from November and were up 9.3 percent from last December.

Inventories/Sales Ratio. The December inventories/sales ratio was 1.15. The December 2010 ratio was 1.16.

Sales and Inventories Trends: December 2011

NAICS Code	Business Type	Sales \$Millions	Inventory \$Millions	Stock/Sales Ratio	Percent Change Sales 11/11-12/11	Percent Change Sales 12/10-12/11	Percent Change Inventory 11/11-12/11	Percent Change Inventory 12/10-12/11
42	U.S. Total	413,105	473,170	1.15	1.3	11.8	1.0	10.0
423	Durable	188,520	276,327	1.47	2.4	13.3	0.7	10.6
4231	Automotive	31,774	44,537	1.40	3.9	25.0	2.8	17.1
4232	Furniture & Home Furnishings	4,582	6,999	1.53	0.1	-1.4	-0.4	0.7
4233	Lumber & Other Construction Materials	9,552	11,854	1.24	9.3	22.9	-1.1	1.6
4234	Prof. & Commercial Equip. & Supplies	31,421	31,658	1.01	-1.1	1.5	-0.5	4.2
42343	Computer Equipment & Software	16,287	11,720	0.72	-3.6	-0.5	-4.6	-0.1
4235	Metals & Minerals	14,001	26,455	1.89	6.5	21.7	0.3	17.6
4236	Electrical Goods	34,145	40,889	1.20	-0.1	7.6	-0.8	8.7
4237	Hardware, Plumbing, & Heating Equipment	9,066	17,784	1.96	1.6	7.6	0.1	10.3
4238	Machinery, Equipment & Supplies	33,456	70,792	2.12	5.2	22.3	0.8	12.9
4239	Miscellaneous Durable	20,523	25,359	1.24	0.3	10.3	3.3	5.9
424	Nondurable Goods	224,585	196,843	0.88	0.4	10.7	1.3	9.3
4241	Paper & Paper Products	7,042	7,503	1.07	1.0	1.6	1.1	0.5
4242	Drugs	35,160	32,930	0.94	-0.1	8.0	2.1	5.4
4243	Apparel, Piece Goods & Notions	11,549	22,834	1.98	5.3	9.3	1.7	17.5
4244	Groceries & Related Products	52,167	33,553	0.64	1.9	16.6	0.2	14.3
4245	Farm-product Raw Materials	20,779	21,774	1.05	-2.6	-3.2	-3.5	-13.7
4246	Chemicals & Allied Products	9,601	11,799	1.23	-2.6	8.4	2.2	16.4
4247	Petroleum & Petroleum Products	59,644	25,250	0.42	0.6	16.5	2.2	16.1
4248	Beer, Wine & Distilled Beverages	9,874	12,641	1.28	0.9	6.3	0.7	4.5
4249	Miscellaneous Nondurable Goods	18,769	28,559	1.52	-1.2	8.2	4.7	22.3

U.S. Bureau of the Census, Current Business Reports, Monthly Wholesale Trade, Sales and Inventories Series: MDM compilation and analysis. Adjusted for seasonal and trading day differences. Figures for sales and inventories are preliminary adjusted estimates.