

Monthly Wholesale Trade: Sales and Inventories for March 2007

March 2007 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 \$346.3 billion, up 1.8 percent from the revised February level and were up 8.4 percent from the March 2006 level. The February preliminary estimate was revised downward \$0.6 billion or 0.2 percent. March sales of durable goods were up 2.1 percent from last month and were up 6.6 percent from a year ago. Compared to last month, sales of computer and computer peripheral equipment and supplies were up 6.1 percent and sales of lumber and other construc-

tion materials increased 5.9 percent. March sales of nondurable goods were up 1.5 percent (+/-0.7%) from last month and were up 10.1 percent (+/-2.0%) from last year. Compared to last month, sales of beer, wine, and distilled alcoholic beverages increased 3.0 percent.

Inventories. Total inventories of merchant wholesalers, except manufacturers' sales branches and offices, after adjustment for seasonal variations but not for price changes, were \$393.2 billion at the end of March, up 0.3 percent (+/-0.3%)* from last month and were up 8.1 percent (+/-1.7%) from a year ago. The February preliminary estimate was revised downward \$0.4 billion or 0.1 percent. Inventories of furniture and home furnishings increased 2.1 percent from last month, while inventories of machinery, equipment, and supplies decreased 1.3 percent.

Inventories/Sales Ratio. The March inventories/sales ratio for merchant wholesalers, based on seasonally adjusted data, was 1.14. The March 2006 ratio was 1.14.



Source: U.S. Census Bureau

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NAICS Code	Business Type	Sales \$ millions	Inventories \$ millions	Stock and Sales ratio	% Change in Sales 2/07-3/07	% Change in Sales 3/06-3/07	% Change Inventory 2/07-3/07	% Change Inventory 3/06-3/07
42	U.S. Total	346,322	393,234	1.14	1.8	8.4	0.3	8.1
423	Durable	168,615	250,407	1.49	2.1	6.6	0.0	7.6
4231	Automotive	28,015	38,206	1.36	1.3	6.8	0.5	0.7
4232	Furniture & Home Furnishings	6,095	7,902	1.30	1.2	11.1	2.1	11.4
Lumber & 4233	Other Construction Materials	11,048	14,810	1.34	5.9	-13.7	-0.9	0.3
4234	Prof. & Commercial Equip. & Supplies	29,260	31,881	1.09	1.3	5.7	0.4	11.4
42343	Computer Equipment & Software	15,611	11,544	0.74	6.1	10.9	-0.7	6.0
4235	Metals & Minerals	14,054	24,394	1.74	2.1	13.1	-0.4	23.8
4236	Electrical Goods	25,541	32,145	1.26	0.3	9.5	-0.1	8.3
4237	Hardware, Plumbing, & Heating Equipment	7,624	14,670	1.92	-1.0	-0.2	1.7	2.8
4238	Machinery, Equipment & Supplies	28,284	63,150	2.23	3.4	8.1	-1.3	9.1
4239	Miscellaneous Durable	18,694	23,249	1.24	4.7	14.0	1.7	2.7
424	Nondurable Goods	177,707	142,827	0.80	1.5	10.1	0.8	9.0
4241	Paper & Paper Products	8,092	6,547	0.81	0.3	3.3	0.4	4.0
4242	Drugs	32,007	30,429	0.95	0.3	4.1	-0.7	2.0
4243	Apparel, Piece Goods & Notions	10,446	15,301	1.46	-2.7	7.3	-0.2	5.2
4244	Groceries & Related Products	42,288	26,533	0.63	1.5	14.8	1.8	16.9
4245	Farm-product Raw Materials	13,387	14,456	1.08	2.5	26.3	-0.1	41.1
4246	Chemicals & Allied Products	8,268	8,943	1.08	2.3	8.9	-0.2	5.0
4247	Petroleum & Petroleum Products	36,431	12,226	0.34	0.8	8.0	3.1	-2.8
4248	Beer, Wine & Distilled Beverages	8,282	9,994	1.21	3.0	7.7	0.3	9.9
4249	Miscellaneous Nondurable Goods	18,506	18,398	0.99	7.1	11.4	3.2	6.8

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.