

## Monthly Wholesale Trade: Sales and Inventories for October 2007

October 2007 sales of wholesalers, except manufacturers' sales branches and offices, were \$369.8 billion, up 0.7 percent from the revised September level and were up 11.5 percent from the October 2006 level. The September estimate was revised upward \$0.4 billion. October sales of durable goods were up 0.6 percent from last month and were up 5.3 percent from a year ago. Compared to last month, sales of computer and computer peripheral equipment and software were up 4.3 percent and sales of metals and minerals, except petroleum, were up 3.8 percent. Sales of nondurable goods were up 0.7 percent from last month and were up 17.7 percent from

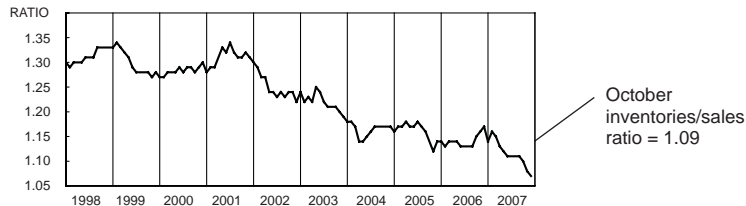
last year. Sales of drugs and druggists' sundries were up 4.0 percent from last month, and sales of chemicals and allied products were up 2.9 percent.

**Inventories.** Total inventories of wholesalers, except manufacturers' sales branches and offices, were \$403.7 billion at the end of October, virtually unchanged from the revised September level and were up 4.6 percent from a year ago. The September preliminary estimate was revised downward \$0.6 billion, or 0.2 percent. End-of-month inventories of durable goods were down 0.1 percent from last month, but up 0.5 percent from last October. Inventories of electrical and electronic goods were up 0.9 percent. End-of-month inventories of nondurable goods increased 0.1 percent from September and were up 12.1 percent compared to last October.

**Inventories/Sales Ratio.** The October inventories/sales ratio for merchant wholesalers, except manufacturers' sales branches and offices, based on seasonally adjusted data, was 1.09. The October 2006 ratio was 1.16.

Monthly Inventories/Sales Ratios  
of Merchant Wholesalers: 1997-2007

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



Source: U.S. Census Bureau

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NAICS Code	Business Type	Sales \$ millions	Inventories \$ millions	Stock and Sales ratio	% Change in Sales 9/07-10/07	% Change in Sales 10/06-10/07	% Change Inventory 9/07-10/07	% Change Inventory 10/06-10/07
42	U.S. Total	369,797	403,715	1.09	0.7	11.5	0.0	4.6
423	Durable	173,030	249,972	1.44	0.6	5.3	-0.1	0.5
4231	Automotive	27,875	37,335	1.34	-2.1	2.3	-1.5	-4.8
4232	Furniture & Home Furnishings	6,270	7,981	1.27	3.2	7.1	0.1	6.0
4233	Lumber & Other Construction Materials	10,279	14,357	1.40	-0.5	-10.9	0.6	-5.2
4234	Prof. & Commercial Equip. & Supplies	30,680	32,035	1.04	2.5	7.7	-1.1	4.0
42343	Computer Equipment & Software	16,350	12,227	0.75	4.3	9.8	-0.5	3.7
4235	Metals & Minerals	13,566	22,856	1.68	3.8	-0.1	-1.9	-7.0
4236	Electrical Goods	26,091	32,579	1.25	0.2	3.9	0.9	0.1
4237	Hardware, Plumbing, & Heating Equipment	8,130	15,441	1.90	1.9	6.8	0.5	4.9
4238	Machinery, Equipment & Supplies	30,276	64,761	2.14	-0.3	12.5	0.9	3.8
4239	Miscellaneous Durable	19,863	22,627	1.14	1.1	10.4	-0.2	3.6
424	Nondurable Goods	196,767	153,743	0.78	0.7	17.7	0.1	12.1
4241	Paper & Paper Products	8,364	6,940	0.83	1.4	6.6	1.1	7.9
4242	Drugs	34,206	31,309	0.92	4.0	7.9	-0.3	3.0
4243	Apparel, Piece Goods & Notions	10,662	15,765	1.48	-3.3	-1.7	-0.3	6.3
4244	Groceries & Related Products	43,955	27,143	0.62	1.1	13.1	-0.6	10.6
4245	Farm-product Raw Materials	16,086	20,018	1.24	-9.0	39.8	-1.2	54.7
4246	Chemicals & Allied Products	8,941	9,098	1.02	2.9	12.2	-1.2	5.2
4247	Petroleum & Petroleum Products	45,273	13,415	0.30	1.2	38.0	3.7	4.9
4248	Beer, Wine & Distilled Beverages	8,920	10,575	1.19	1.6	9.7	-0.1	13.2
4249	Miscellaneous Nondurable Goods	20,360	19,480	0.96	2.6	15.9	1.5	12.9

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.