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Henry Shavell: 967-3273

MANUFACTURING AND TRADE INVENTORIES AND SALES - AUGUST 1972

Manufacturing and trade inventories rose \$1.0 billion in August, compared with \$400 million (revised) in July, according to the Bureau of Economic Analysis, an agency of the Commerce Department's Social and Economic Statistics Administration.

Manufacturers added \$680 million to their stocks, accounting for two-thirds of the total increase. Wholesalers' inventories increased \$200 million in August and retailers' \$135 million.

Combined business sales rose 2 percent in August -- the strongest increase since last March -- to a new peak of \$126.2 billion. Sales increased 2 percent for manufacturers, 3 percent for wholesalers, and 1-1/2 percent for retailers.

As sales rose faster than stocks, the stock-to-sales ratio fell from 1.50 in July to 1.48 in August, compared with 1.57 in August 1971.

All figures in the text of this report are adjusted for seasonal variation but not for price change.

Retailer inventories of durable goods fell \$190 million in August, as auto dealers' holdings decreased \$220 million. Nondurable goods retailers added \$320 million to their stocks. The largest increases were reported by general merchandise stores -- up \$170 million, and food stores -- up \$145 million.

Merchant wholesalers' stocks increased \$340 million in nondurables but declined \$140 million in durable goods.

Manufacturers' inventories rose \$480 million in durables and \$200 million in nondurables.

Retail sales of durable goods rose 2-1/2 percent in August, buoyed by a 4-1/2 percent gain in auto dealers' sales. Nondurable goods sales rose 1/2 of 1 percent, as a result of moderate increases for most major kinds of business except department stores, food stores and eating and drinking places.

Wholesalers' shipments of durable goods advanced 4 percent in August, overshadowing a 2-1/2 percent increase in nondurable goods shipments.

Manufacturers' shipments rose 2-1/2 percent for durable goods and 2 percent for nondurables, with most major industries advancing.

New orders increased 3 percent and exceeded sales by \$1.1 billion. Unfilled orders reached \$80.3 billion and equaled 2.13 months of sales, compared with 2.14 in July and 2.22 in August 1971.

Additional data appear in the statistical pages of the Survey of Current Business, a monthly magazine of the Bureau of Economic Analysis.

The Survey is available from field offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of \$9, including weekly supplements; single copy, \$1.

Details of sales and inventories are given in the following table.

TABLE 1.--TOTAL MANUFACTURING AND TRADE
(Millions of dollars)

	Unadjusted			Seasonally adjusted			First 8 months	
	1971	1972		1972			1971	1972
	Aug	July ^r	Aug ^p	June	July ^x	Aug ^p	1971	1972
<u>SALES</u>								
TOTAL.....	111,241	116,810	125,779	122,263	123,605	126,189	884,979	973,698
Manufacturing.....	54,253	56,358	61,231	61,231	61,869	63,186	440,679	487,641
Durable.....	28,129	29,895	32,627	33,129	34,059	34,835	237,600	265,998
Nondurable.....	26,124	26,463	28,604	28,102	27,810	28,351	203,079	221,643
Retail.....	33,840	36,961	37,871	36,802	37,342	37,843	267,664	292,075
Durable.....	10,923	12,624	12,739	12,246	12,468	12,800	85,006	96,770
Nondurable.....	22,917	24,337	25,132	24,556	24,874	25,043	182,658	195,305
Merchant wholesalers..	23,148	23,491	26,677	24,230	24,394	25,160	176,636	193,982
Durable.....	10,788	11,085	12,542	11,248	11,326	11,792	80,207	89,946
Nondurable.....	12,361	12,406	14,135	12,982	13,068	13,368	96,429	104,036
<u>INVENTORIES</u>								
TOTAL.....	177,113	184,277	183,880	184,905	185,306	186,321		
Manufacturing.....	100,872	103,446	104,106	103,505	103,888	104,569		
Durable.....	65,997	67,485	68,018	67,427	67,645	68,127		
Nondurable.....	34,875	35,961	36,088	36,078	36,243	36,442		
Retail.....	48,657	50,930	49,813	51,759	51,362	51,495		
Durable.....	21,759	22,828	20,998	23,262	22,699	22,512		
Nondurable.....	26,898	28,102	28,815	28,497	28,663	28,983		
Merchant wholesalers..	27,584	29,901	29,961	29,641	30,056	30,257		
Durable.....	16,645	18,332	18,152	17,780	18,182	18,043		
Nondurable.....	10,939	11,569	11,809	11,861	11,874	12,214		

TABLE 2.--RETAIL INVENTORIES
(Millions of dollars)

KIND OF BUSINESS	1971	1972	1972	1972	1972	1972
TOTAL.....	48,657	50,930	49,813	51,759	51,362	51,495
Durable.....	21,759	22,828	20,998	23,262	22,699	22,512
Automotive.....	10,453	10,880	8,975	11,206	10,677	10,460
Furniture-appliance.	3,462	3,600	3,581	3,608	3,629	3,595
Lumber-hardware....	2,815	3,082	3,076	3,063	3,079	3,123
Nondurable.....	26,898	28,102	28,815	28,497	28,663	28,983
Apparel.....	4,648	4,631	4,868	4,707	4,764	4,791
Food.....	5,410	5,779	5,850	5,783	5,831	5,975
General merchandise.	10,625	11,255	11,614	11,549	11,479	11,649
Department stores.	6,031	6,430	6,667	6,755	6,581	6,687

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