

**TABLE B-57. Manufacturing and trade sales and inventories, 1970-2011**

[Amounts in millions of dollars; monthly data seasonally adjusted]

| Year or month              | Total manufacturing and trade |                          |                    | Manufacturing      |                          |                    | Merchant wholesalers <sup>1</sup> |                          |                    | Retail trade          |                          |                    | Retail and food services sales |
|----------------------------|-------------------------------|--------------------------|--------------------|--------------------|--------------------------|--------------------|-----------------------------------|--------------------------|--------------------|-----------------------|--------------------------|--------------------|--------------------------------|
|                            | Sales <sup>2</sup>            | Inventories <sup>3</sup> | Ratio <sup>4</sup> | Sales <sup>2</sup> | Inventories <sup>3</sup> | Ratio <sup>4</sup> | Sales <sup>2</sup>                | Inventories <sup>3</sup> | Ratio <sup>4</sup> | Sales <sup>2, 5</sup> | Inventories <sup>3</sup> | Ratio <sup>4</sup> |                                |
| <i>SIC: <sup>6</sup></i>   |                               |                          |                    |                    |                          |                    |                                   |                          |                    |                       |                          |                    |                                |
| 1970 .....                 | 108,221                       | 178,594                  | 1.65               | 52,805             | 101,599                  | 1.92               | 24,167                            | 33,354                   | 1.38               | 31,249                | 43,641                   | 1.40               | .....                          |
| 1971 .....                 | 116,895                       | 188,391                  | 1.62               | 55,906             | 102,567                  | 1.83               | 26,492                            | 36,568                   | 1.38               | 34,497                | 49,856                   | 1.45               | .....                          |
| 1972 .....                 | 131,081                       | 203,227                  | 1.55               | 63,027             | 108,121                  | 1.72               | 29,866                            | 40,297                   | 1.35               | 38,189                | 54,809                   | 1.44               | .....                          |
| 1973 .....                 | 153,677                       | 234,406                  | 1.53               | 72,931             | 124,499                  | 1.71               | 38,115                            | 46,918                   | 1.23               | 42,631                | 62,989                   | 1.48               | .....                          |
| 1974 .....                 | 177,912                       | 287,144                  | 1.61               | 84,790             | 157,625                  | 1.86               | 47,982                            | 58,667                   | 1.22               | 45,141                | 70,852                   | 1.57               | .....                          |
| 1975 .....                 | 182,198                       | 288,992                  | 1.59               | 86,589             | 159,708                  | 1.84               | 46,634                            | 57,774                   | 1.24               | 48,975                | 71,510                   | 1.46               | .....                          |
| 1976 .....                 | 204,150                       | 318,345                  | 1.56               | 98,797             | 174,636                  | 1.77               | 50,698                            | 64,622                   | 1.27               | 54,655                | 79,087                   | 1.45               | .....                          |
| 1977 .....                 | 229,513                       | 350,706                  | 1.53               | 113,201            | 188,378                  | 1.66               | 56,136                            | 73,179                   | 1.30               | 60,176                | 89,149                   | 1.48               | .....                          |
| 1978 .....                 | 260,320                       | 400,931                  | 1.54               | 126,905            | 211,691                  | 1.67               | 66,413                            | 86,934                   | 1.31               | 67,002                | 102,306                  | 1.53               | .....                          |
| 1979 .....                 | 297,701                       | 452,640                  | 1.52               | 143,936            | 242,157                  | 1.68               | 79,051                            | 99,679                   | 1.26               | 74,713                | 110,804                  | 1.48               | .....                          |
| 1980 .....                 | 327,233                       | 508,924                  | 1.56               | 154,391            | 265,215                  | 1.72               | 93,099                            | 122,631                  | 1.32               | 79,743                | 121,078                  | 1.52               | .....                          |
| 1981 .....                 | 355,822                       | 545,786                  | 1.53               | 168,129            | 283,413                  | 1.69               | 101,180                           | 129,654                  | 1.28               | 86,514                | 132,719                  | 1.53               | .....                          |
| 1982 .....                 | 347,625                       | 573,908                  | 1.67               | 163,351            | 311,852                  | 1.95               | 95,211                            | 127,428                  | 1.36               | 89,062                | 134,628                  | 1.49               | .....                          |
| 1983 .....                 | 369,286                       | 590,287                  | 1.56               | 172,547            | 312,379                  | 1.78               | 99,225                            | 130,075                  | 1.28               | 97,514                | 147,833                  | 1.44               | .....                          |
| 1984 .....                 | 410,124                       | 649,780                  | 1.53               | 190,682            | 339,516                  | 1.73               | 112,199                           | 142,452                  | 1.23               | 107,243               | 167,812                  | 1.49               | .....                          |
| 1985 .....                 | 422,583                       | 664,038                  | 1.56               | 194,538            | 334,749                  | 1.73               | 113,459                           | 147,409                  | 1.28               | 114,586               | 181,881                  | 1.52               | .....                          |
| 1986 .....                 | 430,419                       | 662,738                  | 1.55               | 194,657            | 322,654                  | 1.68               | 114,960                           | 153,574                  | 1.32               | 120,803               | 186,510                  | 1.56               | .....                          |
| 1987 .....                 | 457,735                       | 709,848                  | 1.50               | 206,326            | 338,109                  | 1.59               | 122,968                           | 163,903                  | 1.29               | 128,442               | 207,836                  | 1.55               | .....                          |
| 1988 .....                 | 497,157                       | 767,222                  | 1.49               | 224,619            | 369,374                  | 1.57               | 134,521                           | 178,801                  | 1.30               | 138,017               | 219,047                  | 1.54               | .....                          |
| 1989 .....                 | 527,039                       | 815,455                  | 1.52               | 236,698            | 391,212                  | 1.63               | 143,760                           | 187,009                  | 1.28               | 146,581               | 237,234                  | 1.58               | .....                          |
| 1990 .....                 | 545,099                       | 840,594                  | 1.52               | 242,686            | 405,073                  | 1.65               | 149,506                           | 195,833                  | 1.29               | 153,718               | 239,688                  | 1.56               | .....                          |
| 1991 .....                 | 542,815                       | 834,609                  | 1.53               | 239,847            | 390,950                  | 1.65               | 148,306                           | 200,448                  | 1.33               | 154,661               | 243,211                  | 1.54               | .....                          |
| 1992 .....                 | 567,176                       | 842,809                  | 1.48               | 250,394            | 382,510                  | 1.54               | 154,150                           | 208,302                  | 1.32               | 162,632               | 251,997                  | 1.52               | .....                          |
| <i>NAICS: <sup>6</sup></i> |                               |                          |                    |                    |                          |                    |                                   |                          |                    |                       |                          |                    |                                |
| 1992 .....                 | 540,573                       | 836,934                  | 1.53               | 242,002            | 378,651                  | 1.57               | 147,261                           | 196,914                  | 1.31               | 151,310               | 261,369                  | 1.67               | 168,261                        |
| 1993 .....                 | 567,580                       | 864,049                  | 1.50               | 251,708            | 379,681                  | 1.50               | 154,018                           | 204,842                  | 1.30               | 161,854               | 279,526                  | 1.68               | 179,858                        |
| 1994 .....                 | 610,253                       | 927,272                  | 1.46               | 269,843            | 399,852                  | 1.44               | 164,575                           | 221,978                  | 1.29               | 175,835               | 305,442                  | 1.66               | 194,638                        |
| 1995 .....                 | 655,097                       | 986,059                  | 1.48               | 289,973            | 424,742                  | 1.44               | 179,915                           | 238,392                  | 1.29               | 185,209               | 322,925                  | 1.72               | 204,677                        |
| 1996 .....                 | 687,350                       | 1,005,436                | 1.46               | 299,766            | 430,446                  | 1.44               | 190,362                           | 241,053                  | 1.27               | 197,222               | 333,937                  | 1.67               | 217,463                        |
| 1997 .....                 | 723,879                       | 1,046,701                | 1.42               | 319,558            | 443,529                  | 1.37               | 198,154                           | 258,557                  | 1.26               | 206,167               | 344,615                  | 1.64               | 227,670                        |
| 1998 .....                 | 742,837                       | 1,078,659                | 1.43               | 324,984            | 448,974                  | 1.39               | 202,260                           | 272,416                  | 1.32               | 215,952               | 357,269                  | 1.62               | 238,275                        |
| 1999 .....                 | 786,634                       | 1,138,831                | 1.40               | 335,991            | 463,529                  | 1.35               | 216,597                           | 290,317                  | 1.30               | 234,046               | 384,985                  | 1.59               | 257,793                        |
| 2000 .....                 | 834,325                       | 1,197,344                | 1.41               | 350,715            | 481,233                  | 1.35               | 234,546                           | 309,299                  | 1.29               | 249,063               | 406,812                  | 1.59               | 274,511                        |
| 2001 .....                 | 818,615                       | 1,201,103                | 1.43               | 330,875            | 427,806                  | 1.38               | 232,096                           | 297,657                  | 1.32               | 255,644               | 394,640                  | 1.58               | 282,122                        |
| 2002 .....                 | 823,714                       | 1,140,578                | 1.36               | 326,227            | 422,953                  | 1.29               | 236,294                           | 301,440                  | 1.26               | 261,194               | 416,185                  | 1.55               | 288,834                        |
| 2003 .....                 | 854,760                       | 1,148,886                | 1.34               | 334,616            | 408,273                  | 1.24               | 247,798                           | 308,321                  | 1.23               | 272,346               | 432,292                  | 1.56               | 301,586                        |
| 2004 .....                 | 925,785                       | 1,242,087                | 1.30               | 359,081            | 440,780                  | 1.19               | 276,668                           | 339,971                  | 1.18               | 290,036               | 461,336                  | 1.56               | 321,253                        |
| 2005 .....                 | 1,004,510                     | 1,313,706                | 1.27               | 395,173            | 473,977                  | 1.17               | 301,280                           | 367,535                  | 1.18               | 308,058               | 472,194                  | 1.51               | 341,171                        |
| 2006 .....                 | 1,066,641                     | 1,406,860                | 1.28               | 417,963            | 522,693                  | 1.20               | 325,334                           | 397,823                  | 1.18               | 323,345               | 486,344                  | 1.49               | 358,681                        |
| 2007 .....                 | 1,124,962                     | 1,483,244                | 1.29               | 443,288            | 562,058                  | 1.22               | 347,857                           | 422,813                  | 1.18               | 333,817               | 498,373                  | 1.48               | 370,973                        |
| 2008 .....                 | 1,154,686                     | 1,465,304                | 1.32               | 455,675            | 550,196                  | 1.27               | 369,601                           | 438,461                  | 1.21               | 329,411               | 476,647                  | 1.51               | 367,458                        |
| 2009 .....                 | 981,801                       | 1,328,900                | 1.39               | 369,683            | 512,889                  | 1.41               | 308,912                           | 386,846                  | 1.30               | 303,206               | 429,165                  | 1.46               | 340,977                        |
| 2010 .....                 | 1,074,129                     | 1,442,548                | 1.29               | 401,654            | 557,617                  | 1.32               | 348,353                           | 429,439                  | 1.16               | 324,122               | 455,492                  | 1.37               | 362,954                        |
| 2010: Jan .....            | 1,033,676                     | 1,330,844                | 1.29               | 391,192            | 513,731                  | 1.31               | 329,180                           | 387,319                  | 1.18               | 313,304               | 429,794                  | 1.37               | 351,079                        |
| Feb .....                  | 1,036,520                     | 1,339,482                | 1.29               | 389,580            | 518,607                  | 1.33               | 333,259                           | 388,751                  | 1.17               | 313,681               | 432,124                  | 1.38               | 352,109                        |
| Mar .....                  | 1,058,286                     | 1,347,309                | 1.27               | 397,323            | 520,370                  | 1.31               | 339,776                           | 391,073                  | 1.15               | 321,187               | 435,866                  | 1.36               | 359,877                        |
| Apr .....                  | 1,067,887                     | 1,353,757                | 1.27               | 400,920            | 523,410                  | 1.31               | 343,974                           | 392,904                  | 1.14               | 322,993               | 437,443                  | 1.35               | 361,735                        |
| May .....                  | 1,061,363                     | 1,356,650                | 1.28               | 396,819            | 523,255                  | 1.32               | 343,911                           | 395,041                  | 1.15               | 320,633               | 438,354                  | 1.37               | 359,262                        |
| June .....                 | 1,056,919                     | 1,366,666                | 1.29               | 393,959            | 527,044                  | 1.34               | 342,915                           | 396,093                  | 1.16               | 320,045               | 443,529                  | 1.39               | 358,722                        |
| July .....                 | 1,069,471                     | 1,379,763                | 1.29               | 402,458            | 530,012                  | 1.32               | 346,266                           | 401,909                  | 1.16               | 320,747               | 447,842                  | 1.40               | 359,446                        |
| Aug .....                  | 1,074,608                     | 1,390,434                | 1.29               | 401,696            | 532,323                  | 1.33               | 348,340                           | 406,008                  | 1.17               | 324,572               | 452,103                  | 1.39               | 363,666                        |
| Sept .....                 | 1,083,695                     | 1,405,404                | 1.30               | 405,645            | 537,957                  | 1.33               | 350,599                           | 412,769                  | 1.18               | 327,451               | 454,678                  | 1.39               | 366,417                        |
| Oct .....                  | 1,098,722                     | 1,421,984                | 1.29               | 408,082            | 544,410                  | 1.33               | 359,126                           | 424,107                  | 1.18               | 331,514               | 453,467                  | 1.37               | 370,676                        |
| Nov .....                  | 1,113,873                     | 1,428,094                | 1.28               | 412,779            | 550,059                  | 1.33               | 366,508                           | 424,466                  | 1.16               | 334,586               | 453,569                  | 1.36               | 373,952                        |
| Dec .....                  | 1,129,968                     | 1,442,548                | 1.28               | 423,543            | 557,617                  | 1.32               | 369,568                           | 429,439                  | 1.16               | 336,857               | 455,492                  | 1.35               | 376,208                        |
| 2011: Jan .....            | 1,152,600                     | 1,456,470                | 1.26               | 431,064            | 565,167                  | 1.31               | 381,889                           | 433,785                  | 1.14               | 339,647               | 457,518                  | 1.35               | 379,257                        |
| Feb .....                  | 1,156,451                     | 1,467,232                | 1.27               | 431,886            | 571,854                  | 1.32               | 380,832                           | 438,114                  | 1.15               | 343,733               | 457,264                  | 1.33               | 384,044                        |
| Mar .....                  | 1,184,017                     | 1,485,581                | 1.25               | 445,386            | 580,076                  | 1.30               | 392,436                           | 443,611                  | 1.13               | 346,195               | 461,894                  | 1.33               | 386,960                        |
| Apr .....                  | 1,185,358                     | 1,499,705                | 1.27               | 443,493            | 588,509                  | 1.33               | 394,549                           | 448,319                  | 1.14               | 347,316               | 462,877                  | 1.33               | 387,705                        |
| May .....                  | 1,183,605                     | 1,513,687                | 1.28               | 443,344            | 592,935                  | 1.34               | 393,520                           | 456,028                  | 1.16               | 347,414               | 464,724                  | 1.34               | 387,522                        |
| June .....                 | 1,189,393                     | 1,519,853                | 1.28               | 446,021            | 595,119                  | 1.33               | 396,023                           | 458,883                  | 1.16               | 347,349               | 465,851                  | 1.34               | 388,284                        |
| July .....                 | 1,197,413                     | 1,527,659                | 1.28               | 451,182            | 598,758                  | 1.33               | 397,264                           | 462,401                  | 1.16               | 348,967               | 466,500                  | 1.34               | 389,934                        |
| Aug .....                  | 1,202,502                     | 1,533,170                | 1.27               | 451,411            | 600,709                  | 1.33               | 401,187                           | 462,699                  | 1.15               | 349,904               | 469,762                  | 1.34               | 391,074                        |
| Sept .....                 | 1,209,576                     | 1,533,506                | 1.27               | 452,874            | 601,587                  | 1.33               | 402,383                           | 462,849                  | 1.15               | 354,319               | 469,077                  | 1.32               | 396,049                        |
| Oct .....                  | 1,217,102                     | 1,545,123                | 1.27               | 454,918            | 607,016                  | 1.33               | 405,640                           | 468,281                  | 1.15               | 356,544               | 469,826                  | 1.32               | 398,645                        |
| Nov P .....                | 1,220,852                     | 1,550,126                | 1.27               | 455,028            | 609,814                  | 1.34               | 407,901                           | 468,878                  | 1.15               | 357,923               | 471,434                  | 1.32               | 400,268                        |

<sup>1</sup> Excludes manufacturers' sales branches and offices.

<sup>2</sup> Annual data are averages of monthly not seasonally adjusted figures.

<sup>3</sup> Seasonally adjusted, end of period. Inventories beginning with January 1982 for manufacturing and December 1980 for wholesale and retail trade are not comparable with earlier periods.

<sup>4</sup> Inventory/sales ratio. Monthly inventories are inventories at the end of the month to sales for the month. Annual data beginning with 1982 are the average of monthly ratios for the year. Annual data for 1970-81 are the ratio of December inventories to monthly average sales for the year.

<sup>5</sup> Food services included on Standard Industrial Classification (SIC) basis and excluded on North American Industry Classification System (NAICS) basis. See last column for retail and food services sales.

<sup>6</sup> Effective in 2001, data classified based on NAICS. Data on NAICS basis available beginning with 1992. Earlier data based on SIC. Data on both NAICS and SIC basis include semiconductors.

Source: Department of Commerce (Bureau of the Census).