Wholesale, Retail, and International Trade Indicators in a Global Marketplace

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John Sperry is a Survey Statistician with the International Trade Macro Analysis Branch. Since joining the Census Bureau in 2012, John has worked in wholesale and international trade indicator offices. He is currently working on multiple international trade projects, and enjoys teaching data users how to access trade data.
Prior Webinar Series

Available at: www.census.gov/econ/webinar
“Intro to Economic Indicators” Tab

Webinars Include:

- U.S. International Trade in Goods and Services (FT-900)
- Advanced Monthly Sales for Retail and Food Services (MARTS)
- New Residential Construction and Sales (NRC & NRS)
- Monthly Wholesale Trade Survey (MWTS)
- Quarterly Financial Report – Manufacturing, Mining, Wholesale Trade, and Selected Service Industries (QFRM) & Retail Trade (QFRR)
- Advance Report on Durable Goods Manufacturers' Shipments, Inventories, and Orders (AdvM3) & Manufacturers' Shipments, Inventories, and Orders (M3)
- Housing Vacancies and Homeownership (HVS)
- Construction Put in Place (VIP)
- Quarterly Services Survey (QSS)
Webinar Overview

• Introduction
• Identify & Review Trade Indicators
• Link Trade Indicators with each other
• Link Trade Indicators to other Federal data
• Live Question and Answer session

SUBMIT QUESTIONS VIA CHAT TO ASK CENSUS
Definitions and Standards Used in the Webinar

Recession – The National Bureau of Economic Research (NBER) defines recession as "a period of falling economic activity spread across the economy, lasting more than a few months."

Seasonal Adjustment – the process of estimating and removing seasonal effects from a time series in order to better reveal certain non-seasonal features.

- SA – Seasonally Adjusted
- NSA – Not Seasonally Adjusted

Sampling Variability – statistics from the retail and wholesale sectors presented today are not depicted with associated levels of variability such as standard error.

Gross Domestic Product (GDP) – Measures the value of final goods and services produced in the United States in a given period of time.

North American Industry Classification System (NAICS) - The standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.
Trade: What is it and why is it important?

**Defined:**
- The act of buying or selling goods and services

**Importance:**
- Foundation of the economy
- Measuring trade is a way to measure the economy
- By measuring trade we can:
  - Assess impact of international trade and investment
  - Analyze Balances of transactions between the U.S. and other regions / countries
  - Enable businesses to assess their market size/market share
Trade: What is it and why is it important?

How is trade changing?

• Faster
• More complex
• Widespread

How do we adapt to a changing global marketplace?

Create new indicators and enhance existing indicators

• Quarterly Services Survey
• Manufacturing and International Trade Report (MITR)
• Advance Report: International Trade in Goods
Trade: What is it and why is it important?

Who uses trade data?

- Government
  - Federal Reserve Board
  - Bureau of Economic Analysis
- Businesses
- Academia
- Trade Policy Officials

Economic Indicators Measuring Trade Include:

- International Trade in Goods and Services
  - Advance Trade in Goods
- Monthly Wholesale Trade Survey
- Advance Monthly Sales for Retail and Food Services
  - Monthly Sales for Retail and Food Services
- Manufacturing and Trade Inventories and Sales Report
- Quarterly Services Survey
International Trade: Advance Goods & FT900

Methodology: census.gov/foreign-trade/guide/sec2.html
Available: census.gov/foreign-trade/data/index.html

**Advance Report: U.S. International Trade in Goods**

- New monthly report, released about a week before final FT900
- Goods data on only: Exports, Imports, Balance of Trade

**FT900: Joint Release with Bureau of Economic Analysis (BEA)**

- Census – Goods Data (Customs documentation, Automated Export System, Statistics Canada)
- BEA – Services Data (surveys, administrative data, industry reports, partner countries) and adjustments for balance of payments
- Monthly (34-36 days after the calendar month)
- Commodity, Country, and State level detail in NAICS, End-Use, and Harmonized System

- Key component of GDP
- Impact Trade Policy
- Provide Target Markets

**Advance**

U.S. International Trade in Goods
(Billions of Dollars, Seasonally Adjusted)

- Exports
- Balance
- Advance August 2015 Goods Balance
- -$67.2 Billion

**Final**

U.S. International Trade in Goods and Services
(Billions of Dollars, Seasonally Adjusted)

- Exports
- Balance
- August 2015 Trade Balance
- -$48.3 Billion

*Note: Trade in Goods Data are based on Final Trade statistics except for the current month, which is based on Advance statistics.

Source: U.S. Census Bureau, Advance International Goods Report, August 2015

Source: U.S. Census Bureau, International Goods and Services Report, August 2015
Wholesale Trade: MWTS

Methodology: [census.gov/wholesale/www/how_surveys_are_collected/monthly_methodology.html](census.gov/wholesale/www/how_surveys_are_collected/monthly_methodology.html)

Available: [census.gov/wholesale/index.html](census.gov/wholesale/index.html)

Month-to-Month trends of Sales and Inventories of Wholesalers

- Historic data dating back to 1936
- Current time series on NAICS back to 1992
- Released approximately 40 calendar days after reference month
- Sales, Inventories, Inventories/Sales ratios, and standard errors

Monthly Wholesale Trade Survey (NAICS 42)

- Excludes manufacturers' sales branches and offices (MSBOs) and agents and brokers.
- Industry examples include:
  - Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers
  - Farm Product Raw Material Merchant Wholesalers
  - Petroleum and Petroleum Products Merchant Wholesalers
MWTS: Importance

- Input to GDP
- Provides only available government measure of monthly estimates of wholesale trade activity

**Wholesale Inventories to Sales Ratio**

January 1992 - June 2015, Seasonally Adjusted

Source: U.S. Census Bureau, MWTS
Retail Trade: MRTS & MRTS

MRTS Methodology: census.gov/retail/mrts/how_surveys_are_collected.html
MRTS Methodology: census.gov/retail/marts/how_surveys_are_collected.html
Available: census.gov/retail/index.html

Month-to-Month change in Sales for Retail and Food Services

- MRTS: monthly about 44 calendar days after reference month
- Advance Retail Sales estimates for reporting month
- Preliminary Sales data for previous month

Industry Coverage

- Retail and Food Services Companies (NAICS Sector 44-45 & Subsector 722). For example:
  - Motor Vehicle and Part Dealers
  - Gasoline Stations
  - Clothing and Clothing Accessories Stores
MARTS & MRTS: Importance

- MARTS is the earliest available government measure of monthly retail sales estimates of broad based retail trade activity
- Leading Economic Indicator

Total Sales for Retail Trade and Food Services NAICS 44X72
January 1992 - June 2015, Seasonally Adjusted

Source: U.S. Census Bureau, MARTS
Manufacturing and Trade Inventories and Sales: MTIS

Methodology: census.gov/mtis/how_surveys_are_collected.html
Available: census.gov/retail/index.html

Estimates in the report are based on data from three surveys:

- Monthly Retail Trade Survey (MRTS)
- Monthly Wholesale Trade Survey (MWTS)
- Manufacturers' Shipments, Inventories, and Orders Survey (M3)

Released approximately 43 days after close of reference month

Preliminary current month estimates and revised data for previous month

Data Items include:

- Total Business Sales
- Total Business Inventories
- Inventories/Sales Ratios
MTIS: Importance

- Provides the first monthly estimates of retail inventories which is used as an input in Gross Domestic Product.
- Provides a broad economic view across three major sectors of the economy.

![Total Inventories for Retail, Wholesaler Merchants, and Manufacturers](image-url)

Source: U.S. Census Bureau, MTIS
<table>
<thead>
<tr>
<th>Release</th>
<th>Acronym</th>
<th>Release Frequency</th>
<th>How is Data Collected</th>
<th>Sample Size</th>
<th>Key Statistics for Trade</th>
<th>Why is it important?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly Wholesale Trade Report</td>
<td>MWTS</td>
<td>Monthly, Approximately 40 Days after reference month</td>
<td>Report Online, Mail Questionnaire, Fax Reminder, Telephone Follow-up</td>
<td>Approximately 4,200 companies</td>
<td>Wholesale Inventories, Sales, and Inventories to Sales Ratio</td>
<td>Provides only available government measure of monthly estimates of wholesale trade activity.</td>
</tr>
<tr>
<td>Advanced Monthly Sales for Retail &amp; Food Services</td>
<td>MARTS</td>
<td>Monthly, Approximately 9 business days after reference month</td>
<td>Report Online, Mail Questionnaire, Fax Reminder, Telephone Follow-up</td>
<td>Approximately 4,900 companies</td>
<td>Retail and food services sales</td>
<td>Earliest available government measure of monthly retail sales estimates of broad based retail trade activity.</td>
</tr>
<tr>
<td>Monthly Sales for Retail &amp; Food Services</td>
<td>MRTS</td>
<td>Monthly, approximately 6 weeks after the end of the reference month</td>
<td>Report Online, Mail Questionnaire, Fax Reminder, Telephone Follow-up</td>
<td>Approximately 12,000 companies</td>
<td>Retail and food services sales</td>
<td>Contributes to two designated principal economic indicators and is an integral component of MARTS and MTIS. Provides current estimates of sales at retail and food services stores and inventories held by retail stores.</td>
</tr>
<tr>
<td>Quarterly Services Survey</td>
<td>QSS</td>
<td>Quarterly</td>
<td>Report Online, Mail Questionnaire, Fax Reminder, Telephone Follow-up</td>
<td>Approximately 19,500 companies</td>
<td>Selected Services Revenue</td>
<td>Earliest available government measure of Service Sector revenue.</td>
</tr>
<tr>
<td>Manufacturers’ Shipments, Inventories, and Orders</td>
<td>M3</td>
<td>Monthly</td>
<td>Report Online, Mail Questionnaire, Email Reminder, Telephone Follow-up</td>
<td>Approximately 3,000 companies</td>
<td>Value of Shipments, Inventories, Orders</td>
<td>It provides broad-based, monthly statistical data on economic conditions in the domestic manufacturing sector. The survey measures current industrial activity and provides an indication of future business trends.</td>
</tr>
<tr>
<td>Manufacturing and Trade Inventories and Sales</td>
<td>MTIS</td>
<td>Monthly</td>
<td>This data product combines results from MRTS, MWTS, and M3 and does not have its own collection or sample.</td>
<td>Business Inventories to Sales Ratios, Total Business Inventories, Total Business Sales</td>
<td>Provides broad economic view across three major sectors of the economy.</td>
<td></td>
</tr>
</tbody>
</table>
Submit Questions Via Chat to Ask Census

John Sperry  
Economic Indicators Division  
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Web site: http://www.census.gov/economic-indicators/  
Webinar Website: http://www.census.gov/econ/webinar
How are Trade Indicators Related?

A Possible Journey to the Store Shelf

1. A good, such as a shoe, is manufactured overseas
2. The good is **imported** into the country—into a **wholesale distributor**
3. The **wholesaler** sells the good to a **retailer**
4. The **retailer** sells the good to the household
Summary of Graphical Standards & Disclaimers

1. Graphs were created as a special analysis for this presentation.
2. Measures of error for wholesale, retail, and manufacturing estimates, if applicable, are not stated with the estimates in the graphs. An example of wholesale data with variability graphed is below.
3. Data on estimates of sampling variability are available for monthly wholesale and retail data at: census.gov/econ/currentdata
4. For more information on methodology on wholesale, retail, or manufacturing data presented today visit: census.gov/mtis/how_surveys_are_collected.html

Source: U.S. Census Bureau, MWTS; Census Indicators Database
Learn more about the Economic Census at: census.gov/econ/census

- Occurs in years ending in 2 and 7.
- Most recent full release 2007 Economic Census.
- 2012 Economic Census release schedule: census.gov/econ/census/schedule/

### Wholesale Motor Vehicle and Parts Sales

**NAICS, 4231 By Class of Customer**

- **2007 Economic Census**

  - Retailers for resale: 25.5%
  - Wholesale establishments for resale: 46.3%
  - Businesses for end use in their own operation, not for resale or production: 10.3%
  - Manufacturing and mining industrial users for use as input goods in production: 5.3%
  - Repair shops for use in repair work: 5.0%
  - All other customers: 7.6%

### Retail Motor Vehicle and Parts Sales

**NAICS, 441 By Class of Customer**

- **2007 Economic Census**

  - Household consumers and individual users: 80.7%
  - Wholesale establishments for resale: 6.7%
  - Retailers for resale: 3.9%
  - Repair shops for use in repair work: 3.6%
  - Businesses for end use in their own operation, not for resale or production: 2.8%
  - All other customers: 2.3%
How are Trade Indicators Related?

Motor Vehicle and Parts Trade
By Select Commodities and Industries
January 2005 - June 2015, Not Seasonally Adjusted

Source(s): U.S. Census Bureau, MARTS; U.S. Census Bureau, MWTS
U.S. Census Bureau, USA Trade Online

Recessionary period

NSA, Retail Sales NAICS 441: Motor Vehicle and Parts Dealers

NSA, Wholesale Sales NAICS 4231: Motor Vehicle and Motor Vehicle Parts and Supplies

NSA, General Customs Value Imports of Motor Vehicles and Motor Vehicle Parts (NAICS 3361 & 3363)
How are Trade Indicators Related?

Motor Vehicle and Parts Trade
By Select Commodities and Industries
January 2005- June 2015, Not Seasonally Adjusted

Recessionary period

- NSA, Retail Sales NAICS 441: Motor Vehicle and Parts Dealers
- NSA, Wholesale Sales NAICS 4231: Motor Vehicle and Motor Vehicle Parts and Supplies
- NSA, General Customs Value Imports of Motor Vehicles and Motor Vehicle Parts (NAICS 3361 & 3363)
- NSA, Motor Vehicles and Parts: U.S. Total Value of Shipments

Source(s): U.S. Census Bureau, MARTS; U.S. Census Bureau, MWTS; U.S. Census Bureau, USA Trade Online; U.S. Census Bureau, M3
How are Trade Indicators Related?

Motor Vehicle and Parts Trade
By Select Industries
January 2005- June 2015, Seasonally Adjusted

Source(s): U.S. Census Bureau, MAMTS; U.S. Census Bureau, MWTS;
U.S. Census Bureau, M3
2007 Economic Census: Grocery

Learn more about the Economic Census at: census.gov/econ/census
- Occurs in years ending in 2 and 7.
- Most recent full release 2007 Economic Census.
- 2012 Economic Census release schedule: census.gov/econ/census/schedule/

**Wholesale Grocery and Related Product Sales**
NAICS, 4244 By Class of Customer
2007 Economic Census

- Retailers for resale: 35.0%
- Restaurants, hotels, food services, and contract feeding: 33.6%
- Wholesale establishments for resale: 20.8%
- Manufacturing and mining industrial users for use as input goods in production: 4.2%
- Export sales: 3.1%
- All other customers: 3.3%

**Retail Grocery Stores Sales**
NAICS, 4451 By Class of Customer
2007 Economic Census

- Household consumers and individual users: 99.0%
- All other customers: 1.0%
How are Trade Indicators Related?

Grocery Trade
By Select Industries
January 2005- June 2015, Seasonally Adjusted

Source(s): U.S. Census Bureau, MARTS; U.S. Census Bureau, MWTS
2007 Economic Census: Beer, Wine, and Liquor

Learn more about the Economic Census at: census.gov/econ/census
- Occurs in years ending in 2 and 7.
- Most recent full release 2007 Economic Census.
- 2012 Economic Census release schedule: census.gov/econ/census/schedule/

### Wholesale Beer, Wine, and Distilled Alcoholic Beverage Sales
NAICS, 4248 By Class of Customer
2007 Economic Census

- Retailers for resale: 65.5%
- Wholesale establishments for resale: 21.2%
- Restaurants, hotels, food services, and contract feeding: 11.9%
- All other customers: 1.4%

### Retail Wine, Beer, & Liquor Stores Sales
NAICS, 441 By Class of Customer
2007 Economic Census

- Household consumers and individual users: 94.9%
- Restaurants, hotels, food services, and contract feeding: 2.5%
- Retailers for resale: 1.6%
- All other customers: 1.0%
How are Trade Indicators Related?

Beer, Wine, and Liquor Trade
By Select Commodities and Industries
January 2005- June 2015, Not Seasonally Adjusted

Recessionary period

NSA, Retail Sales NAICS 4453: Beer, Wine, and Liquor Stores
NSA, Wholesale Sales NAICS 4248: Beer, Wine, and Distilled Alcoholic Beverages
NSA, General Customs Value Imports of Malt, Beer, Wine, and Liquor (NAICS 31212, 31213, 31214)

Source(s): U.S. Census Bureau, MARTS; U.S. Census Bureau, MWTS
U.S. Census Bureau, USA Trade Online
How are Trade Indicators Related?

Beer, Wine, and Liquor Trade
By Select Industries
January 2005- June 2015, Seasonally Adjusted

Recessionary period
SA, Retail Sales NAICS 4453: Beer, Wine, and Liquor Stores
SA, Wholesale Sales NAICS 4248: Beer, Wine, and Distilled Alcoholic Beverages

Source(s): U.S. Census Bureau, MRTS; U.S. Census Bureau, MWTS
2007 Economic Census: Petroleum

Learn more about the Economic Census at: census.gov/econ/census

- Occurs in years ending in 2 and 7.
- Most recent full release 2007 Economic Census.
- 2012 Economic Census release schedule: census.gov/econ/census/schedule/

Wholesale Petroleum Sales By Customer

- Wholesale establishments for resale 49.8%
- Retailers for resale 25.8%
- Businesses for end use in their own operation, not for resale or production 9.1%
- Manufacturing and mining industrial users for use as input goods in production 3.9%
- Export sales 3.5%
- All other customers 7.9%

Wholesale Petroleum Sales By Product

- Motor gasoline 39.1%
- No. 2 distillate fuel oil 19.7%
- Crude oil 15.0%
- Residual fuel oil 6.1%
- Liquefied petroleum (LP) 5.1%
- All other petroleum products 15.0%
Other Commodity & Industry Price Data Sources

Consumer Price Index: bls.gov/cpi
  • Produces monthly data on changes in the prices paid by urban consumers for a representative basket of goods and services

Producer Price Index: bls.gov/ppi
  • Measures the average change over time in the selling prices received by domestic producers for their output

Import / Export Price Index: bls.gov/mxp
  • Tracks changes in the prices of nonmilitary goods and services traded between the U.S. and the rest of the world
How are Trade Indicators Related?

**Unit Price Per Barrel of Imported Crude Oil**
January 2005- June 2015, Not Seasonally Adjusted

Source(s): U.S. Census Bureau, FT900
How are Trade Indicators Related?

Petroleum Trade
By Select Commodities and Industries
January 2005- June 2015, Not Seasonally Adjusted

Millions of Dollars

Source(s): U.S. Census Bureau, MWTS
U.S. Census Bureau, USA Trade Online
U.S. Census Bureau, M3
Submit Questions Via Chat to Ask Census

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Web site: http://www.census.gov/economic-indicators/
Webinar Website: http://www.census.gov/econ/webinar
How does Services data compare?

bea.gov/international/index.htm

**Trade in Goods and Services**

Monthly, quarterly, and annual estimates of trade in goods and services.

- News Release: Trade in Goods and Services
  - includes highlights, information section, and associated tables
- News Release: Trade in Goods and Services Annual Revision
  - includes associated tables
- U.S. Trade in Goods and Services, 1992–present (Excel)
- U.S. Trade in Goods and Services by Selected Countries and Areas, 1999–present (Excel)
  - Seasonal Adjustment by Selected Countries and Areas, Frequently Asked Questions (PDF)
- Detailed trade in goods data
- See International Services for detailed annual services trade data

**International Services**

Annual estimates of U.S. trade in services and of services supplied to international markets through U.S. and foreign affiliates of multinational enterprises.

- Definition of International Services
- Interactive Tables: International Services
- U.S. International Economic Accounts: Concepts and Methods
- International Services Articles
How do trade indicators contribute to Gross Domestic Product (GDP)?

Expenditure approach to measuring GDP

- GDP = Consumption + Investment + Government Spending + Net Exports (Exports – Imports)

All Gross Domestic Product data represented today is from Second Quarter 2015 (Second Estimate) released August 27, 2015
Gross Domestic Product

Breakdown of Trade Indicators in **Net Exports** (Exports – Imports)

<table>
<thead>
<tr>
<th>Net exports of goods and services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Exports</strong></td>
</tr>
<tr>
<td><strong>Goods</strong></td>
</tr>
<tr>
<td><strong>Services</strong></td>
</tr>
<tr>
<td><strong>Imports</strong></td>
</tr>
<tr>
<td><strong>Goods</strong></td>
</tr>
<tr>
<td><strong>Services</strong></td>
</tr>
</tbody>
</table>

Source: BEA Gross Domestic Product, Table 3

- **Exports**
- **Imports**
  - Advance International Trade in Goods Report
  - International Trade in Goods and Services Report

**Services** data provided by **Bureau of Economic Analysis**

**Goods** data provided by **Census**
**Trade Indicators in Net Exports (Exports – Imports)**

**2015 Second Quarter GDP, Expenditure Approach**

Values in Billions of Dollars

- **Personal consumption expenditures**
- **Government consumption expenditures and gross investment**
- **Gross private domestic investment**

Source: BEA, GDP Table 3, Gross Domestic Product Second Quarter Second Estimate
Exploring BEA and Census International Trade Figures

Trade Indicators in Net Exports (Exports – Imports)

### Table 3. Gross Domestic Product: Level and Change From Preceding Period

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>I</td>
<td>II</td>
<td>III</td>
<td>IV</td>
<td>I’</td>
<td>II’</td>
</tr>
<tr>
<td>Exports</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goods</td>
<td>2,341.9</td>
<td>2,562.0</td>
<td>2,356.1</td>
<td>2,349.5</td>
<td>2,257.3</td>
<td>2,280.3</td>
</tr>
<tr>
<td>Services</td>
<td>1,618.0</td>
<td>1,641.9</td>
<td>1,616.5</td>
<td>1,517.5</td>
<td>1,535.6</td>
<td></td>
</tr>
<tr>
<td>Imports</td>
<td>2,871.9</td>
<td>2,887.0</td>
<td>2,875.2</td>
<td>2,894.6</td>
<td>2,808.9</td>
<td>2,797.7</td>
</tr>
<tr>
<td>Goods</td>
<td>2,388.5</td>
<td>2,403.8</td>
<td>2,392.7</td>
<td>2,400.0</td>
<td>2,311.7</td>
<td>2,297.0</td>
</tr>
<tr>
<td>Services</td>
<td>483.4</td>
<td>483.3</td>
<td>482.5</td>
<td>494.6</td>
<td>497.2</td>
<td>500.8</td>
</tr>
</tbody>
</table>

### Part A: Seasonally Adjusted (by Commodity/Service)

Exhibit 10. Real U.S. Trade in Goods by Principal End-Use Category

Chained (2009) Dollars

<table>
<thead>
<tr>
<th></th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td></td>
<td></td>
</tr>
<tr>
<td>January</td>
<td>120,581</td>
<td>174,891</td>
</tr>
<tr>
<td>February</td>
<td>118,022</td>
<td>170,265</td>
</tr>
<tr>
<td>March</td>
<td>118,743</td>
<td>185,209</td>
</tr>
<tr>
<td>April</td>
<td>121,804</td>
<td>178,815</td>
</tr>
<tr>
<td>May</td>
<td>119,585</td>
<td>177,163</td>
</tr>
<tr>
<td>June</td>
<td>119,642</td>
<td>178,625</td>
</tr>
</tbody>
</table>

Source: BEA Gross Domestic Product

Second Quarter 2015 (Second Estimate), Table 3

Source: Census Bureau, July 2015 FT900, Exhibit 10

How can we match Census to BEA figures?
## Gross Domestic Product

### Breakdown of Trade Indicators in Consumption

<table>
<thead>
<tr>
<th></th>
<th>Personal consumption expenditures</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Goods</td>
</tr>
<tr>
<td>4</td>
<td>Durable goods</td>
</tr>
<tr>
<td>5</td>
<td>Motor vehicles and parts</td>
</tr>
<tr>
<td>6</td>
<td>Furnishings and durable household equipment</td>
</tr>
<tr>
<td>7</td>
<td>Recreational goods and vehicles</td>
</tr>
<tr>
<td>8</td>
<td>Other durable goods</td>
</tr>
<tr>
<td>9</td>
<td>Nondurable goods</td>
</tr>
<tr>
<td>10</td>
<td>Food and beverages purchased for off-premises</td>
</tr>
<tr>
<td></td>
<td>consumption</td>
</tr>
<tr>
<td>11</td>
<td>Clothing and footwear</td>
</tr>
<tr>
<td>12</td>
<td>Gasoline and other energy goods</td>
</tr>
<tr>
<td>13</td>
<td>Other nondurable goods</td>
</tr>
<tr>
<td>14</td>
<td>Services</td>
</tr>
<tr>
<td>15</td>
<td>Household consumption expenditures (for services)</td>
</tr>
<tr>
<td>16</td>
<td>Housing and utilities</td>
</tr>
<tr>
<td>17</td>
<td>Health care</td>
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<td>18</td>
<td>Transportation services</td>
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<td>19</td>
<td>Recreation services</td>
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<tr>
<td>20</td>
<td>Food services and accommodations</td>
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<tr>
<td>21</td>
<td>Financial services and insurance</td>
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<tr>
<td>22</td>
<td>Other services</td>
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<tr>
<td>23</td>
<td>Final consumption expenditures of nonprofit</td>
</tr>
<tr>
<td></td>
<td>institutions serving households</td>
</tr>
<tr>
<td>24</td>
<td>Gross output of nonprofit institutions</td>
</tr>
<tr>
<td>25</td>
<td>Less: Receipts from sales of goods and services</td>
</tr>
</tbody>
</table>

**Source:** BEA Gross Domestic Product, Table 3

---

### Goods

- Advanced Monthly Sales for Retail and Food Services
- Monthly Retail Trade and Food Services Report

### Services

- Quarterly Services Survey
- Advanced Monthly Sales for Retail and Food Services
- Monthly Retail Trade and Food Services Report
Gross Domestic Product

Breakdown of Trade Indicators in Consumption

2015 Second Quarter GDP, Expenditure Approach
Values in Billions of Dollars

- $517.5

$3,026.3

$3,179.2

$3,977.9

$8,236.0

SUM: $12,213.9

Source: BEA, GDP Table 3, Gross Domestic Product Second Quarter Second Estimate
# Gross Domestic Product

## Breakdown of Trade Indicators in Investment

<p>| | |</p>
<table>
<thead>
<tr>
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<tbody>
<tr>
<td>26</td>
<td><strong>Gross private domestic investment</strong></td>
</tr>
<tr>
<td>27</td>
<td><strong>Fixed investment</strong></td>
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<tr>
<td>28</td>
<td>Nonresidential</td>
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<tr>
<td>29</td>
<td>Structures</td>
</tr>
<tr>
<td>30</td>
<td>Equipment</td>
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<tr>
<td>31</td>
<td>Information processing equipment</td>
</tr>
<tr>
<td>32</td>
<td>Computers and peripheral equipment</td>
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<tr>
<td>33</td>
<td>Other</td>
</tr>
<tr>
<td>34</td>
<td>Industrial equipment</td>
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<tr>
<td>35</td>
<td>Transportation equipment</td>
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<td>36</td>
<td>Other equipment</td>
</tr>
<tr>
<td>37</td>
<td>Intellectual property products</td>
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<td>38</td>
<td>Software</td>
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<td>39</td>
<td>Research and development</td>
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<tr>
<td>40</td>
<td>Entertainment, literary, and artistic originals</td>
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<td>41</td>
<td>Residential</td>
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<tr>
<td>42</td>
<td><strong>Change in private inventories</strong></td>
</tr>
<tr>
<td>43</td>
<td>Farm</td>
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<tr>
<td>44</td>
<td>Nonfarm</td>
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</tbody>
</table>

**Investment**
- Quarterly Services Survey

**Inventories**
- Manufacturing and Trade Inventories and Sales Report
  - Monthly Wholesale Trade Survey
  - Monthly Retail Trade and Food Services Report
  - Manufacturers’ Shipments, Inventories, and Orders

Source: BEA Gross Domestic Product, Table 3
Wrapping Up

John Sperry  
Economic Indicators Division  
U.S. Census Bureau  

Phone: (301) 763-3431  
Email: John.Sperry@census.gov  
Web site: http://www.census.gov/economic-indicators/  
Webinar Website: http://www.census.gov/econ/webinar
Other Census Trade Data

Available: census.gov/econ/isp

<table>
<thead>
<tr>
<th>Industry</th>
<th>Description</th>
<th>Data Source</th>
<th>Frequency</th>
<th>Area</th>
<th>Industry</th>
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<tbody>
<tr>
<td>21 Mining, quarrying, and oil and gas extraction</td>
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<td>22 Utilities</td>
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<td>23 Construction</td>
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<td>31-33 Manufacturing</td>
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<tr>
<td>42 Wholesale trade</td>
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<tr>
<td>44-45 Retail trade</td>
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<td>48-49 Transportation and warehousing</td>
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<tr>
<td>51 Information</td>
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<tr>
<td>52 Finance and insurance</td>
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<tr>
<td>53 Real estate and rental and leasing</td>
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<tr>
<td>54 Professional, scientific, and technical services</td>
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<tr>
<td>55 Management of companies and enterprises</td>
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<tr>
<td>56 Administrative and support and waste management and remediation services</td>
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<td>61 Educational services</td>
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<tr>
<td>62 Health care and social assistance</td>
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<tr>
<td>71 Arts, entertainment, and recreation</td>
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<tr>
<td>72 Accommodation and food services</td>
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<td></td>
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<tr>
<td>81 Other services (except public administration)</td>
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Guide to All Census Bureau Data Sources for this Industry

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<thead>
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<th>Dataset</th>
<th>Frequency</th>
<th>Area</th>
<th>Industry</th>
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<tbody>
<tr>
<td>Monthly Wholesale Trade Report</td>
<td>Monthly</td>
<td>U.S.</td>
<td>Selected 2 thru 4-digits</td>
</tr>
<tr>
<td>Quarterly Financial Report (QFR)</td>
<td>Quarterly</td>
<td>U.S.</td>
<td>Selected 3 digits</td>
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<tr>
<td>Quarterly Workforce Indicators (QWI)</td>
<td>Quarterly</td>
<td>States, counties, metro areas</td>
<td>Selected 2 thru 4-digits</td>
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<tr>
<td>American Community Survey (ACS)</td>
<td>Annual</td>
<td>U.S., states, counties, places, metro areas</td>
<td>Selected 3 thru 5-digits</td>
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<tr>
<td>Annual Capital Expenditure Survey (ACES)</td>
<td>Annual</td>
<td>U.S.</td>
<td>Selected 3 thru 5-digits</td>
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<tr>
<td>Annual Wholesale Trade Survey (AWTS)</td>
<td>Annual</td>
<td>U.S.</td>
<td>Selected Wholesale Trade 2 thru 5-digits</td>
</tr>
<tr>
<td>Business Dynamics Statistics (BDS)</td>
<td>Annual</td>
<td>U.S., states</td>
<td>Selected 2-digits</td>
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<tr>
<td>County Business Patterns (CBP)</td>
<td>Annual</td>
<td>U.S., states, counties, metro areas, ZIP Codes, and island areas</td>
<td>Selected 2 thru 5-digits</td>
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<td>Information and Communication Technology Survey (ICTS)</td>
<td>Annual</td>
<td>U.S.</td>
<td>2-digit</td>
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<tr>
<td>Medical Expenditure Panel Survey (MEPS)</td>
<td>Annual</td>
<td>U.S.</td>
<td>Selected 2-digits</td>
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<tr>
<td>Nonemployer Statistics (NES)</td>
<td>Annual</td>
<td>U.S., states, metro areas, counties</td>
<td>Selected 2 thru 5-digits</td>
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<td>Profile of U.S. Importing and Exporting Companies (Exporter)</td>
<td>Annual</td>
<td>U.S., states</td>
<td>Selected 2 thru 5-digits</td>
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<tr>
<td>Statistics of U.S. Businesses (SUSB)</td>
<td>Annual</td>
<td>U.S., states, metro areas, counties</td>
<td>Selected 3 thru 5-digits</td>
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<td>Business Expenses (BEE)</td>
<td>Every 5 years</td>
<td>U.S.</td>
<td>Selected 2 thru 5-digits</td>
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<tr>
<td>Commodity Flow Survey (CFS)</td>
<td>Every 5 years</td>
<td>U.S., states, metro areas</td>
<td>Selected 2 thru 5-digits</td>
</tr>
<tr>
<td>Economic Census (EC)</td>
<td>Every 5 years</td>
<td>U.S., states, counties, metropolitan areas, ZIP Codes</td>
<td>2 thru 5-digits</td>
</tr>
<tr>
<td>Economic Census of Island Areas (ECIA)</td>
<td>Every 5 years</td>
<td>American Samoa, Commonwealth of the Northern Mariana Islands, Guam, Puerto Rico, and the U.S. Virgin Islands</td>
<td>2 thru 5-digits</td>
</tr>
<tr>
<td>Survey of Business Owners (SBO)</td>
<td>Every 5 years</td>
<td>U.S., states, counties, metro areas</td>
<td>Selected 2 thru 5-digits</td>
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<tr>
<td>Database</td>
<td>Website</td>
<td>Description</td>
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<td>----------------------------------------------------</td>
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<tr>
<td>Bureau of Economic Analysis: International Services</td>
<td><a href="http://bea.gov/iTable/index_ita.cfm">http://bea.gov/iTable/index_ita.cfm</a></td>
<td>Interactive database to pull detailed international services data for.</td>
<td></td>
</tr>
<tr>
<td>Economic Census data through American Factfinder</td>
<td><a href="http://www.census.gov/econ/census/data/historical_data.html">http://www.census.gov/econ/census/data/historical_data.html</a></td>
<td>Find detailed Economic Census historical data broken out by NAICS category for the Retail and Wholesale sectors</td>
<td></td>
</tr>
<tr>
<td>Census Economic Indicators Briefing Room</td>
<td><a href="http://www.census.gov/economic-indicators/">http://www.census.gov/economic-indicators/</a></td>
<td>Links, schedules, and copies of reports for each economic indicator Census produces.</td>
<td></td>
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</table>
America’s Economy: Mobile App

https://www.youtube.com/watch?v=cd9c9sPSpl

Indicators Available:

- Advance Monthly Retail Sales
- Advance Report Durable Goods
- Business Inventories
- Construction Spending
- Consumer Price Index
- Homeownership Rate
- International Trade
- Manufacturers’ Goods
- Monthly Wholesale
- New Residential Construction
- New Residential Sales
- Nonfarm Payroll
- Personal Income
- Producer Price Index
- QFR—Manufacturing
- QFR—Retail Trade
- Quarterly Services Survey
- Real Gross Domestic Product
- Unemployment Rate

www.census.gov/mobile

Available for iPhone, iPad, and Android devices
Upcoming Webinars

Exciting Changes with USA Trade Online

The official source for U.S. merchandise data, USA Trade Online (UTO), is now FREE to the public. In this webinar, you will learn about how to set up and manage your account in UTO. In addition, we’ll cover new data features, new fields and various functions of the database.

November 4, 2015 @ 1:00 PM EST

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New in USA Trade Online

Exports
- Card Count
- Quantity 2
- Domestic/Foreign Indicator

As of October 15, 2015
USA Trade Online is now FREE to all users

Imports
- Card Count
- Country Subcode
- Rate Provision Code

General Imports
- Quantity 2
- Unit Value
- CIF Value

Imports for Consumption
- Total Value
- Unit Value
- Calculated Duty

Dial-In Information for Audio
1-888-324-7209

Participant Passcode
1260036
Manufacturing, Products, and Goods Across Indicators

Do you want to learn more about Manufacturers’ Shipments, Inventories, and Orders (M3) statistics? Are you interested in how manufacturing indicators relate to other federal data? In this webinar, we will explore the relationships between the different manufacturing-related Economic Indicators.

December 16, 2015 @ 1:00 PM EST

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For More Information & Feedback

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U.S. Census Bureau

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Web site: http://www.census.gov/economic-indicators/
Webinar Website: http://www.census.gov/econ/webinar