

# Bulletin

## U.S. Data

Advance July 2005 Retail Sales • Released August 11, 2005

July continued to experience solid retail sales. Consumers continued to shop despite the unforgiving heat wave and they also shifted their spending to large ticket items.

All stores advanced 8.3%. The Motor Vehicle and Parts Dealers category skyrocketed to 13.2% mostly due to ongoing employee discount promotions offered by the Ford Motor Company, DaimlerChrysler, and General Motors Corporation. Gasoline sales also rose significantly to 18.8% due to high crude prices, which was enhanced by vacationers taking advantage of hot and humid tropical weather the country's been experiencing.

The heat has also left shelves bare of air conditioners and fans at building material stores, appliance stores, and general merchandise stores. Building Material and Garden Equipment sales rose 4.7%. Furniture, Home Furnishings, Electronics and Appliance Stores experienced a moderate growth of 2.5% and General Merchandise Stores rose a healthy 6.8%.

Clothing and accessory stores are known to clear out summer merchandise in July. Sales increased by 4.8%, even though the majority of the summer

merchandise was already sold in June, when it was triggered by the onset of the heat wave. As the heat lingered in July, consumers were unwilling to shop for fall's new merchandise set-up in the stores.

Sporting goods, Hobby, Book and Music Stores had a slight increase of 1%, down from stronger sales in the previous month.

Nonstore Retailers rose to a remarkable 8.7%. The release of the Harry Potter book spiked sales at many online retailers.

### FIRST HALF RECAP

This issue of the National Retail Bulletin includes retail sales for the first half of 2005 (January to June) with a more detailed list of categories.

The All Stores year-to-date sales increased to 7.2%. Generally, it has been a healthy first half of the year for most retailers. Outstanding categories include Gasoline Stations (16.4%), Nonstore Retailers (12.3%) and Building Material and Garden Equipment Stores (9.2%).

While the other store categories fluctuated between 4.4%–6.8%, the only category that did not perform as well as the other categories is Sporting Goods, Hobby, Book and Music Stores at 1.5%.

**RELEASE DATE OF THE NEXT NATIONAL RETAIL BULLETIN:**  
September 14, 2005

### Please note:

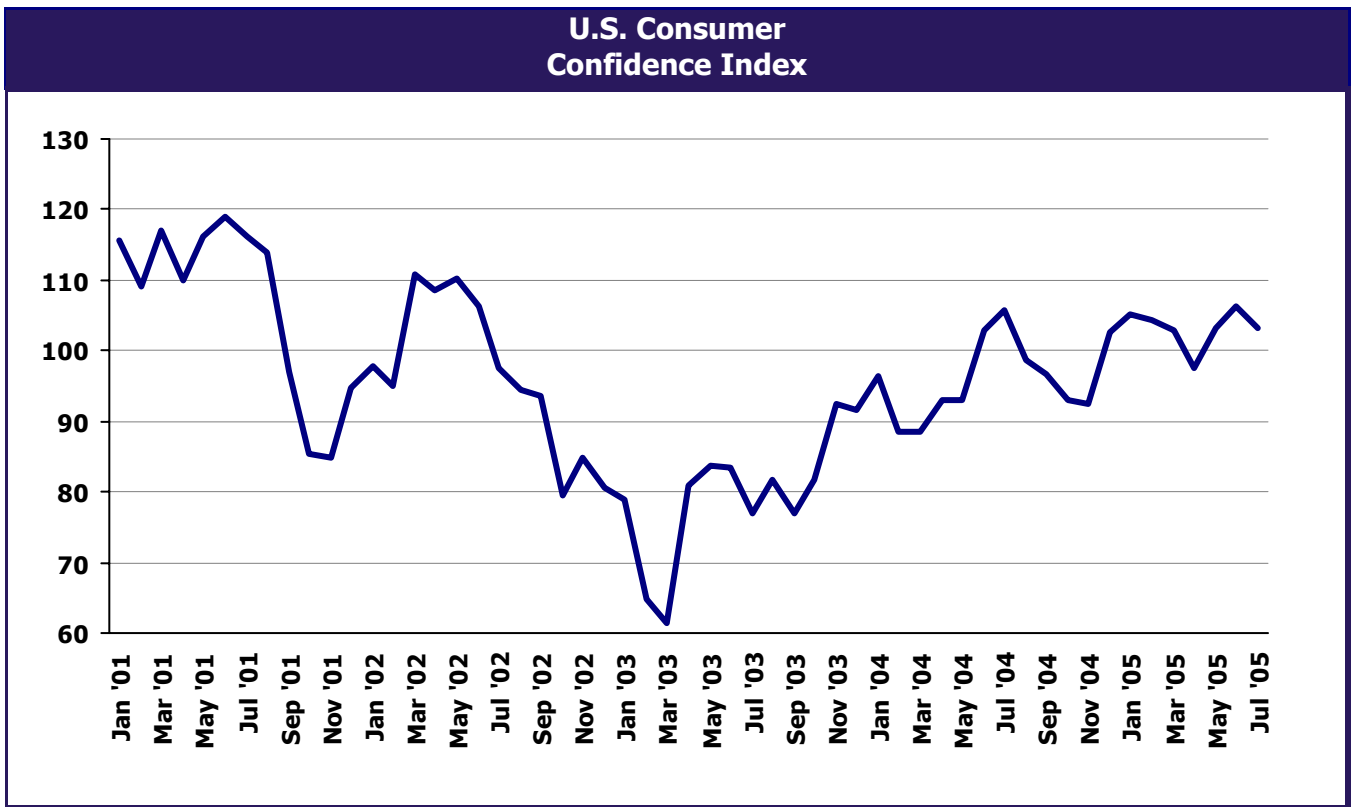
The J.C. Williams Group National Retail Bulletin compares the latest monthly release of "raw" (i.e., unadjusted for seasonality, holiday, and trading day) retail sales figures to those in the *same calendar month of the previous year*. The U.S. Census Bureau also reports seasonally adjusted sales that are compared to the *previous month within the current calendar year* to measure change in Gross Domestic Product (GDP). Although other sources use seasonally adjusted figures, J.C. Williams Group believes that using raw figures and making comparisons to the previous year's performance more accurately reflects the seasonality of the retail industry, and therefore, are more useful in analysis. Definitions can be found on the U.S. Census Website: [www.census.gov](http://www.census.gov).

<b>Advance Sales for the Month of July</b>	<b>2005</b>	<b>2004</b>	<b>% Change</b>
All Stores	360,496	333,020	8.3%
Motor Vehicle and Parts Dealers	90,897	80,310	13.2%
Gasoline Stations	34,290	28,857	18.8%
Food and Beverage Stores	44,664	43,223	3.3%
Grocery Stores	39,884	38,784	2.8%
Health and Personal Care Stores	17,625	16,848	4.6%
Building Material and Garden Equipment Stores	28,237	26,974	4.7%
General Merchandise Stores	42,846	40,111	6.8%
Department Stores (excluding leased departments)	16,421	16,440	-0.1%
Clothing and Accessories Stores	15,335	14,636	4.8%
Furniture, Home Furnishings, Electronics and Appliance Stores	16,729	16,319	2.5%
Furniture and Home Furnishing Stores	8,841	8,873	-0.4%
Electronics and Appliance Stores	7,888	7,446	5.9%
Sporting Goods, Hobby, Book and Music Stores	6,241	6,177	1.0%
Miscellaneous Store Retailers	9,328	8,749	6.6%
Nonstore Retailers	18,510	17,032	8.7%
Food Services and Drinking Places	35,794	33,784	5.9%
<b>Year-to-Date Sales Ending July</b>	<b>2005</b>	<b>2004</b>	<b>% Change</b>
All Stores	2,363,105	2,201,413	7.3%
Motor Vehicle and Parts Dealers	555,068	517,675	7.2%
Gasoline Stations	211,141	180,820	16.8%
Food and Beverage Stores	297,498	285,390	4.2%
Grocery Stores	267,571	257,587	3.9%
Health and Personal Care Stores	124,578	118,110	5.5%
Building Material and Garden Equipment Stores	191,058	176,042	8.5%
General Merchandise Stores	286,636	269,991	6.2%
Department Stores (excluding leased departments)	112,720	112,647	0.1%
Clothing and Accessories Stores	104,415	99,073	5.4%
Furniture, Home Furnishings, Electronics and Appliance Stores	112,426	107,707	4.4%
Furniture and Home Furnishing Stores	59,302	57,432	3.3%
Electronics and Appliance Stores	53,124	50,275	5.7%
Sporting Goods, Hobby, Book and Music Stores	41,956	41,352	1.5%
Miscellaneous Store Retailers	63,538	59,988	5.9%
Nonstore Retailers	140,984	126,134	11.8%
Food Services and Drinking Places	233,807	219,131	6.7%

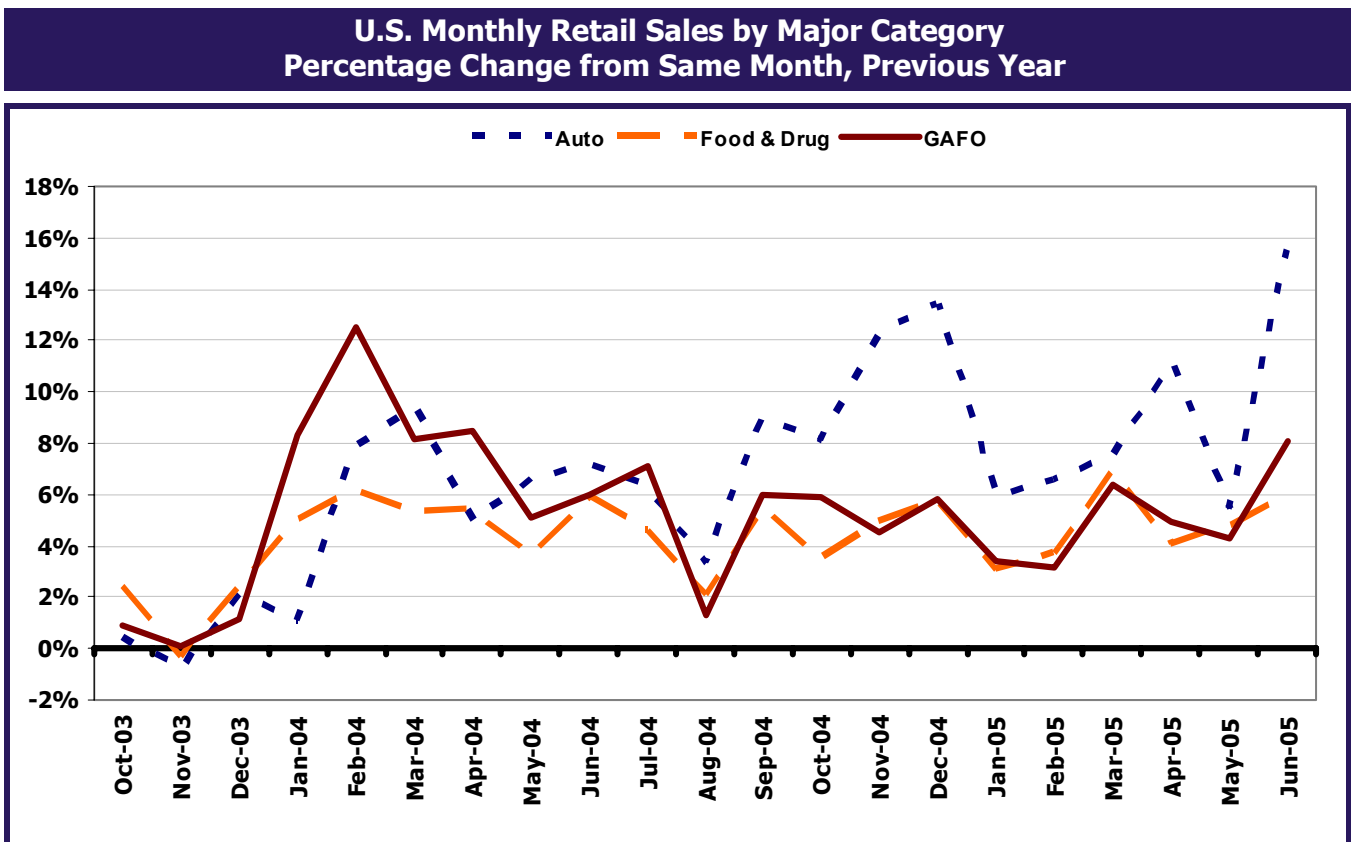
Source: US Census Bureau. All values are expressed in millions of US dollars and are not seasonally adjusted.

Revised Year-to-Date Sales Ending June	2005	2004	% Change
<b>All Stores</b>	<b>2,002,609</b>	<b>1,868,393</b>	<b>7.2%</b>
<b>Motor Vehicle and Parts Dealers</b>	<b>464,171</b>	<b>437,365</b>	<b>6.1%</b>
<b>Gasoline Stations</b>	<b>176,851</b>	<b>151,963</b>	<b>16.4%</b>
<b>Food and Beverage Stores</b>	<b>252,834</b>	<b>242,167</b>	<b>4.4%</b>
Grocery Stores	227,687	218,803	4.1%
Beer, Wine and Liquor Stores	15,370	14,662	4.8%
<b>Health and Personal Care Stores</b>	<b>106,953</b>	<b>101,262</b>	<b>5.6%</b>
Pharmacies and Drug Stores	91,456	86,644	5.6%
<b>Building Material and Garden Equipment Stores</b>	<b>162,821</b>	<b>149,068</b>	<b>9.2%</b>
Building Material and Supplies Stores	141,129	128,762	9.6%
Hardware Stores	9,726	9,188	5.9%
<b>GAFO (general merchandise, apparel, furniture, and other)</b>	<b>482,204</b>	<b>458,884</b>	<b>5.1%</b>
<b>General Merchandise Stores</b>	<b>115,750</b>	<b>109,433</b>	<b>5.8%</b>
Department Stores (excluding leased departments)	96,299	96,207	0.1%
<i>Discount Department Stores (excluding leased departments)</i>	<i>58,000</i>	<i>57,722</i>	<i>0.5%</i>
<i>Conventional and National Dept. Stores (ex. leased depts.)</i>	<i>38,299</i>	<i>38,485</i>	<i>-0.5%</i>
Warehouse Clubs and Superstores	128,616	115,378	11.5%
All Other General Merchandise Stores	18,875	18,295	3.2%
<b>Clothing and Accessories Stores</b>	<b>89,080</b>	<b>84,437</b>	<b>5.5%</b>
Men's Clothing Stores	4,460	4,116	8.4%
Women's Clothing Stores	17,346	16,548	4.8%
Family Clothing Stores	32,669	30,292	7.8%
Shoe Stores	11,310	11,264	0.4%
Jewelry Stores	11,631	11,486	1.3%
<b>Furniture, Home Furnishings, Electronics and Appliance Stores</b>	<b>95,697</b>	<b>91,388</b>	<b>4.7%</b>
Furniture Stores	28,080	27,162	3.4%
Home Furnishing Stores	22,381	21,397	4.6%
Household Appliance Stores	8,172	7,525	8.6%
Radio, TV and Other Electronics Stores	26,521	24,926	6.4%
Computer and Software Stores	8,849	8,727	1.4%
<b>Sporting Goods, Hobby, Book and Music Stores</b>	<b>35,715</b>	<b>35,175</b>	<b>1.5%</b>
Sporting Goods Stores	14,513	13,575	6.9%
Book Stores	7,113	7,395	-3.8%
<b>Miscellaneous Store Retailers</b>	<b>54,210</b>	<b>51,239</b>	<b>5.8%</b>
<b>Nonstore Retailers</b>	<b>122,474</b>	<b>109,102</b>	<b>12.3%</b>
Electronic Shopping and Mail-Order Houses	75,223	68,916	9.2%
Fuel Dealers	20,416	16,874	21.0%
<b>Food Services and Drinking Places</b>	<b>198,013</b>	<b>185,347</b>	<b>6.8%</b>

Source: US Census Bureau. All values are expressed in millions of US dollars and are not seasonally adjusted.



Source: U.S. Conference Board



Source: U.S. Census Bureau