

# CBI Distributive Trades Survey

## Retailing

### September 2007

How do your SALES and ORDERS for this month and your expectations for the next month compare with a year earlier?		Up	Same	Down	N/A
1	Volume of sales - reported	37	37	25	0
	- expected	33	49	18	0
2	Volume of orders placed upon suppliers - reported	32	46	21	1
	- expected	30	55	14	1
What is your position with regards to your:		Good	Average	Poor	N/A
3	Volume of sales for the time of year - reported	18	63	19	0
	- expected	12	67	21	0
What is your position with regards to your:		High	Adequate	Low	N/A
4	Volume of stocks in relation to expected sales - reported	14	84	2	0
	- expected	7	92	1	0

### Recent results

		2007													
		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
1	Volume of sales	Reported	+14	-4	-9	+25	+30	+19	+32	+44	+31	+17	+18	+15	+12
		Expected	+13	+16	+11	+9	+4	+22	+16	+21	+36	+23	+19	+14	+17
	Volume of sales - 3 month moving average	Reported	+11	+7	+0	+4	+15	+25	+27	+32	+36	+31	+22	+17	+15
		Expected	+8	+10	+13	+12	+8	+12	+14	+20	+24	+27	+26	+19	+17
2	Volume of orders placed upon suppliers	Reported	+11	0	+4	+19	+17	+12	+22	+17	+24	+16	+15	+15	+11
		Expected	+11	+11	+6	+6	-1	+12	+8	+16	+20	+16	+14	+6	+18
3	Volume of sales for the time of year	Reported	-6	-3	-7	-10	+9	+2	+16	+36	+21	+10	-17	-7	-1
		Expected	+14	-7	+4	+1	-23	+7	+6	+12	+26	+10	+11	-5	+2
4	Volume of stocks in relation to expected demand	Reported	+13	+19	+12	+16	+13	+15	+8	0	+17	+6	+14	+14	+12
		Expected	+13	+8	+7	+16	+8	+12	+12	+7	+3	+15	+6	+6	+10

### By sector: Q1 volume of sales (reported)

		2007													
		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
Grocers		+35	+28	-53	+49	+63	+23	+32	+64	+67	+25	+30	+18	+19	
Specialist food		-9	-71	+58	+88	+27	+30	+30	+66	-1	+30	+32	+2	-22	
Confectionery, tobacco & news		-45	+15	0	~	~	0	+39	+41	+64	0	~	~	~	
Clothing		+32	+46	-31	-28	+2	+27	+1	+16	+12	-52	-3	-37	-16	
Footwear & leather		-34	-87	-91	+42	+67	+67	+48	+67	+61	+58	+61	+70	+49	
Durable household goods		+54	+57	+41	-9	+62	+49	+48	+56	-13	-21	-14	-15	-13	
Furniture & carpets		+50	-51	+36	+23	+49	+19	+18	-5	+36	-2	+43	+46	+56	
Hardware, china & DIY		-5	+56	-9	0	-52	-1	+53	+63	+62	+36	-29	+16	+42	
Booksellers & stationers		-52	-42	-43	-71	-33	-63	-5	-13	-34	+2	-15	+41	-77	
Chemists		-34	+19	+22	+2	-12	-18	+10	+19	-3	+12	-21	+1	+36	
Other retail		+6	+3	-14	+1	+6	+15	+39	+50	+25	+43	+15	+39	+27	

#### SURVEY DETAILS

The September 2007 CBI Distributive Trades Survey was conducted between 30th August and 19th September 2007. 90 retailers replied. ~ denotes not released due to a low response

# CBI Distributive Trades Survey

## Wholesaling

September 2007

How do your SALES and ORDERS for this month and your expectations for the next month compare with a year earlier?		Up	Same	Down	N/A
1	Volume of sales - reported	71	24	5	0
	- expected	44	53	3	0
2	Volume of orders placed upon suppliers - reported	69	26	5	0
	- expected	46	51	3	0
What is your position with regards to your:		Good	Average	Poor	N/A
3	Volume of sales for the time of year - reported	59	37	3	0
	- expected	33	65	2	0
What is your position with regards to your:		High	Adequate	Low	N/A
4	Volume of stocks in relation to expected sales - reported	10	89	0	1
	- expected	9	90	0	1

## Recent results

		2007													
		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
1	Volume of sales	Reported	+32	+27	+50	+6	+18	+16	+12	+34	+21	+23	0	+51	+67
		Expected	+27	+35	+19	+53	+21	+20	+20	+29	+28	+32	+16	-6	+52
	Volume of sales - 3 month moving average	Reported	+14	+23	+36	+28	+25	+13	+15	+21	+22	+26	+15	+25	+39
		Expected	+16	+23	+27	+36	+31	+31	+20	+23	+26	+30	+25	+14	+21
2	Volume of orders placed upon suppliers	Reported	+22	+21	+48	+4	+13	+15	+12	+29	+28	+21	-3	+29	+64
		Expected	+23	+31	+17	+53	+5	+13	+18	+26	+31	+37	+14	-8	+33
3	Volume of sales for the time of year	Reported	+26	+32	+60	+14	+24	+5	+17	+32	+35	+21	+35	+52	+56
		Expected	+21	+39	+22	+53	+21	+24	+14	+17	+28	+33	+14	+20	+52
4	Volume of stocks in relation to expected demand	Reported	+7	+3	+3	+9	+15	-1	+5	+7	+10	+7	+10	+24	+10
		Expected	+8	+5	+4	+3	+5	+14	-1	+4	-1	+11	+10	+10	+20

## By sector: Q1 volume of sales (reported)

		2007													
		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
Industrial materials		+22	+3	-53	-35	-23	+10	-36	+6	+3	-11	+36	+39	+47	
Builders' merchants		+26	-10	+9	+33	+14	+37	+11	+83	+65	+52	+3	+11	+22	
Elec. installation material		~	~	+67	~	~	~	~	~	~	~	~	~	~	
Agricultural machinery		-36	-41	-25	-20	-29	-17	+40	+17	-32	-14	+32	+37	-42	
Machinery & office equipment		~	~	~	~	~	~	~	~	~	~	~	~	~	
Clothing, textiles & footwear		-35	-6	-6	+13	-58	-68	-21	-15	-44	-75	+12	+36	+14	
Food and drink		+24	+17	+27	+5	+39	0	-36	+16	+16	+26	-77	+7	+21	
Durable household goods		+64	0	+81	-19	+23	+73	+21	+36	+36	+17	+100	+74	+100	
Other goods		+43	+45	+100	+19	+35	+9	+29	+51	+34	+41	0	+71	~	

### SURVEY DETAILS

The September 2007 CBI Distributive Trades Survey was conducted between 30th August and 19th September 2007. 48 wholesalers replied. ~ denotes not released due to a low response

# CBI Distributive Trades Survey

## Motor traders

### September 2007

How do your SALES and ORDERS for this month and your expectations for the next month compare with a year earlier?		Up	Same	Down	N/A	
1	Volume of sales	- reported	38	24	38	0
		- expected	11	75	14	0
2	Volume of orders placed upon suppliers	- reported	35	31	35	0
		- expected	11	58	31	0
What is your position with regards to your:		Good	Average	Poor	N/A	
3	Volume of sales for the time of year	- reported	33	56	11	0
		- expected	0	89	11	0
What is your position with regards to your:		High	Adequate	Low	N/A	
4	Volume of stocks in relation to expected sales	- reported	11	85	4	0
		- expected	8	88	4	0

### Recent results

		2007													
		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
1	Volume of sales	Reported	+27	-42	-12	+17	-14	+10	-3	+12	+16	-13	-21	-27	0
		Expected	-23	-13	-40	-33	+13	-20	+22	-28	-4	-21	+31	-14	-6
	Volume of sales - 3 month moving average	Reported	+12	-9	-9	-12	-3	+4	-2	+6	+8	+5	-6	-20	-16
		Expected	-12	-14	-25	-29	-20	-13	+5	-9	-3	-18	+2	-1	+4
2	Volume of orders placed upon suppliers	Reported	+6	-20	-26	+5	-20	-1	-3	+23	+16	-22	-26	-27	0
		Expected	-43	-24	-27	-36	+5	-23	+10	-30	-4	-23	+29	-18	-12
3	Volume of sales for the time of year	Reported	+23	-26	-26	-17	-15	-16	+17	-3	-16	+6	-14	-13	+23
		Expected	-23	+6	-36	-19	-15	-31	+5	-6	-5	-27	+11	-11	+1
4	Volume of stocks in relation to expected demand	Reported	0	+15	+20	+34	+12	+6	-7	+26	+17	+10	+15	+13	+8
		Expected	+7	+26	+15	+17	+19	+12	+3	-10	+6	+10	+5	+3	+9

### By sector: Q1 volume of sales (reported)

		2007													
		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
Vehicles		+27	-57	-29	+4	-6	+5	-7	-2	+5	-31	-32	-33	-6	
Parts & accessories		+24	+24	+62	+76	-49	+33	+16	+74	+62	+62	+26	0	+26	

#### SURVEY DETAILS

The September 2007 CBI Distributive Trades Survey was conducted between 30th August and 19th September 2007. 14 motor traders replied.