

Embargo: 11:00hrs 28 January 2016

RETAIL SALES GROWTH BROADLY STEADY IN JANUARY

Retail sales growth held broadly steady in January, beating expectations of a slight deceleration. Even though sales for the time of year were considered to be slightly above average, orders placed upon suppliers fell over the year, and at the fastest pace since May 2013. Sales growth is expected to slow somewhat next month, and orders are set to fall at a broadly similar pace.

Meanwhile, growth in the volume of internet sales slowed in the year to January, with the survey balance falling below the long run average. Internet sales growth is set to pick up slightly in February.

Within the retail sector, sales performance was fairly broad-based. Grocers reported a second month of solid growth in sales volumes, but sales fell in the clothing sector for the first time in almost a year.

Elsewhere, both wholesaling and motor trades reported slower sales volumes growth in the year to January and expect it to halt next month.

CONTENTS

Page 3 RETAILING - SALES GROWTH BROADLY STEADY

Retail sales growth held broadly steady in the year to January and sales remain above average for the time of year.

Page 5 WHOLESALING - GROWTH SLOWS

Sales volumes increased at a broadly unchanged pace over the year to January but are set to be flat in February.

Page 3 MOTOR TRADES – GROWTH SLOWS

Growth in sales volumes slowed in the year to January and none is anticipated over the year to February.

Page 5 TOTAL DISTRIBUTION – DECELERATES

Sales volumes slowed in January and are set to slow further in February.

Retailing

January 2016

Monthly questions

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	41	34	25	0
		- expected	29	52	19	0
2	Volume of orders placed upon suppliers	- reported	20	45	32	3
		- expected	20	47	30	3
What is your position with regards to your:		Good	Average	Poor	N/A	
3	Volume of sales for the time of year	- reported	30	55	14	0
		- expected	27	67	6	0
What is your position with regards to your:		High	Adequate	Low	N/A	
4	Volume of stocks in relation to expected sales	- reported	18	76	5	0
		- expected	14	81	5	0

		2015												2016	
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
1	Volume of sales	Reported	+39	+1	+18	+12	+51	+29	+21	+24	+49	+19	+7	+19	+16
		Expected	+35	+42	+27	+21	+40	+58	+33	+13	+35	+51	+24	+31	+9
	Volume of sales - 3 month moving average	Reported	+42	+34	+19	+10	+27	+31	+34	+25	+31	+31	+25	+15	+14
		Expected	+35	+38	+35	+30	+29	+40	+44	+35	+27	+33	+37	+35	+21
2	Volume of orders placed upon suppliers	Reported	+2	-7	+10	-8	+29	+15	+18	+2	+30	+19	-8	+8	-13
		Expected	+15	+12	+18	+4	+22	+41	+31	-10	+5	+44	+8	+9	0
3	Volume of sales for the time of year	Reported	+9	-5	+1	-1	+30	+6	-1	+17	+35	+24	+4	+4	+16
		Expected	+9	+11	+2	+8	+17	+28	+13	-1	+21	+29	+24	+12	+1
4	Volume of stocks in relation to expected demand	Reported	+28	+20	+21	+12	+21	+21	+9	+10	+8	+11	+20	+13	+13
		Expected	+24	+18	+13	+23	+15	+17	+14	+3	+14	+5	+8	+14	+6
8	Firms selling over the internet (%)	Reported	63	65	71	68	52	63	55	60	61	65	65	55	59
9	Volume of internet sales	Reported	+49	+47	+38	+55	+38	+32	+32	+39	+32	+38	+35	+53	+27
		Expected	+54	+49	+55	+47	+59	+49	+49	+44	+43	+37	+45	+51	+49

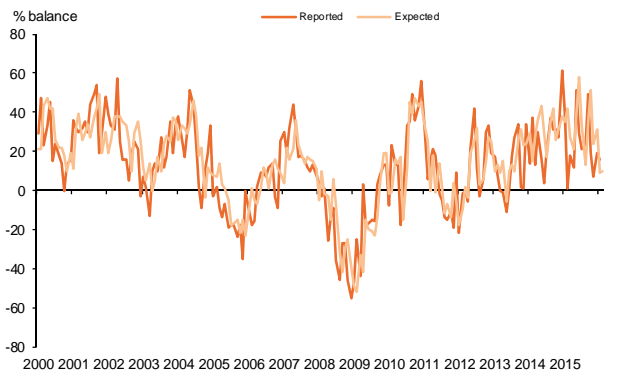
By sector: Q1 volume of sales (reported)

		2015												2016
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Grocers		+50	-20	0	-25	+50	0	0	+16	+32	+20	-10	+25	+24
Specialist food & drink		-13	+4	+4	+4	0	+4	+3	+3	+47	+3	-93	+2	0
Non-specialised (i.e. department stores)		+3	-54	+2	-47	+98	+52	+3	~	~	-45	+2	-45	+52
Clothing		+91	-9	-2	+58	+62	+57	+78	+61	+60	+36	+21	+56	-16
Footwear & leather		-6	-100	-24	-64	+57	-36	-29	-70	+17	+45	+53	-93	+42
Durable household goods		~	~	~	~	~	~	~	~	~	~	+42	~	~
Furniture & carpets		+77	+29	+86	+67	+19	+63	0	-33	+19	+40	+45	0	-33
Hardware & DIY		-19	-19	+23	+61	-67	+48	+11	-5	+26	+49	+47	+52	+27
Cultural Goods		~	+67	+33	~	+40	+33	~	~	~	~	~	~	~
Chemists		+16	+67	+89	+64	+39	+47	+39	+47	~	0	~	-19	+31
Recreational goods		-33	~	+66	~	+100	+67	~	~	~	~	~	+51	~
Non-store		+33	+8	-17	+59	+46	-50	-12	+100	+50	+25	+83	+66	+38
Other normal goods		+52	+44	+62	+67	+64	+82	+42	+42	+65	+40	-2	+1	+18

~ denotes not released due to low responses. * denotes expectations for following month

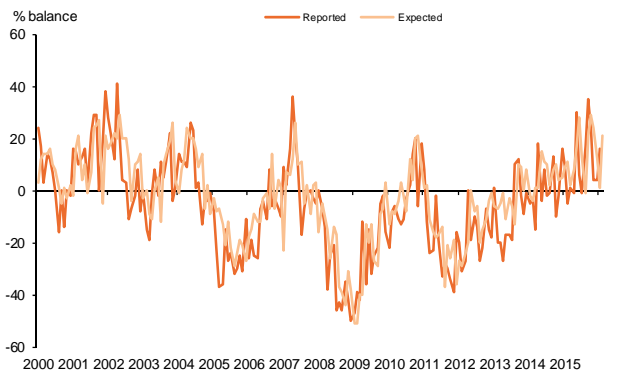
Retailing

Q 1 Volume of sales compared to a year earlier



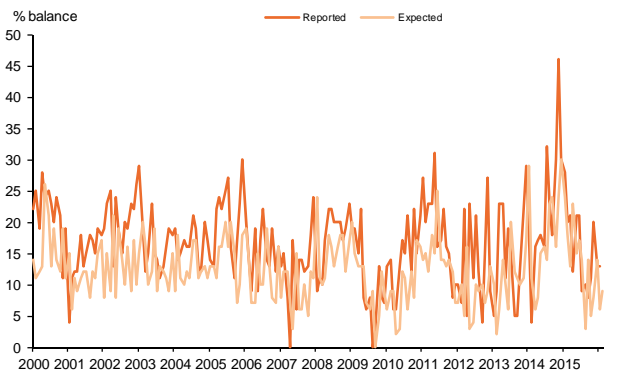
	Q1: rep	Q1: exp	
Latest	+16	+10	Sales growth held broadly steady in the year to January but with growth set to slow slightly in the year to February.
Previous	+19	+9	
Mean	+14	+18	

Q 3 Volume of sales for the time of year



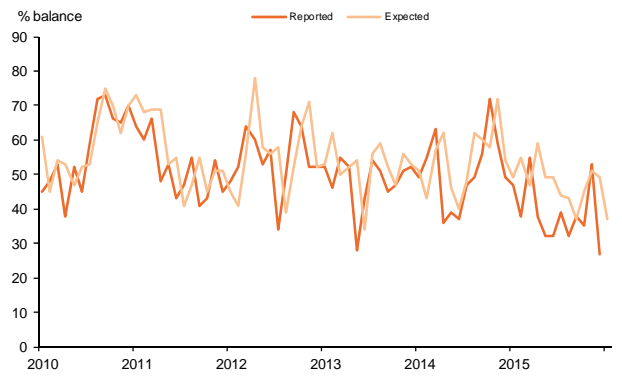
	Q3: rep	Q3: exp	
Latest	+16	+21	Sales volumes were slightly above average for the time of year.
Previous	+4	+1	
Mean	-4	-0	

Q 4 Volumes of stocks in relation to expected sales



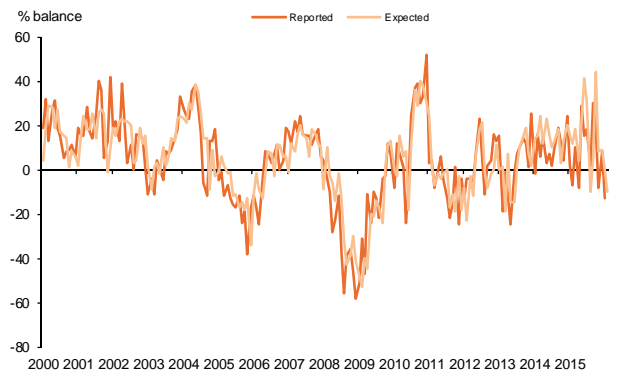
	Q4: rep	Q4: exp	
Latest	+13	+9	Stock remained slightly below its long run average.
Previous	+13	+6	
Mean	+17	+13	

Q 9 Volume of internet sales compared to a year ago



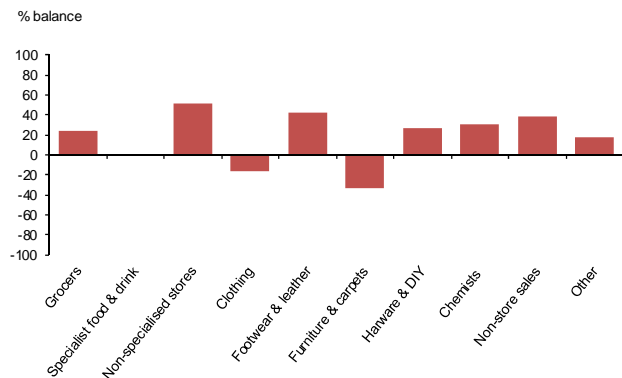
	Q9: rep	Q9: exp	
Latest	+27	+37	Growth in internet sales slowed and edged below the long run average.
Previous	+53	+49	
Mean	+50	+53	

Q 2 Orders placed on suppliers



	Q2: rep	Q2: exp	
Latest	-13	-10	Orders growth set to fall again in the year to February.
Previous	+8	0	
Mean	+6	+7	

Q 16 Sales sector breakdown



Note

The January 2016 CBI distributive trades survey was conducted between 29 December and 15 January. 60 retailers replied. 'Expected' questions cover expectations for the following month. Mean balances are the mean responses from January 1994 to date.

Wholesaling

January 2016

Monthly questions

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	34	39	26	0
		- expected	28	44	28	0
2	Volume of orders placed upon suppliers	- reported	16	49	33	2
		- expected	15	51	33	2
What is your position with regards to your:		Good	Average	Poor	N/A	
3	Volume of sales for the time of year	- reported	43	40	16	0
		- expected	37	51	13	0
What is your position with regards to your:		High	Adequate	Low	N/A	
4	Volume of stocks in relation to expected sales	- reported	32	66	2	0
		- expected	18	80	2	0

		2015												2016		
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
1	Volume of sales	Reported	+56	+48	+37	+45	+36	+32	+51	+34	+27	-3	+21	+16	+8	
		Expected	+47	+57	+45	+34	+24	+22	+41	+48	+44	+37	+3	+7	+33	0
	Volume of sales - 3 month moving average	Reported	+53	+53	+47	+43	+39	+38	+40	+39	+37	+19	+15	+11	+15	
		Expected	+48	+50	+50	+45	+34	+27	+29	+37	+44	+43	+28	+16	+14	+13
2	Volume of orders placed upon suppliers	Reported	+13	+11	-11	+24	+18	+23	+40	+18	-9	-6	+13	0	-17	
		Expected	+16	+15	+17	-17	+7	+16	+35	+26	+10	+2	-2	-8	+6	-17
3	Volume of sales for the time of year	Reported	+56	+36	+34	+39	+44	+32	+43	+32	+17	+5	+23	+28	+27	
		Expected	+49	+50	+47	+30	+24	+41	+39	+28	+49	+27	-5	+2	+26	+24
4	Volume of stocks in relation to expected demand	Reported	+29	+26	+20	+15	+38	+21	+13	+30	+11	+14	+23	+17	+31	
		Expected	+26	+29	+16	+20	+15	+38	+16	+15	+26	+26	+14	+18	+16	+17

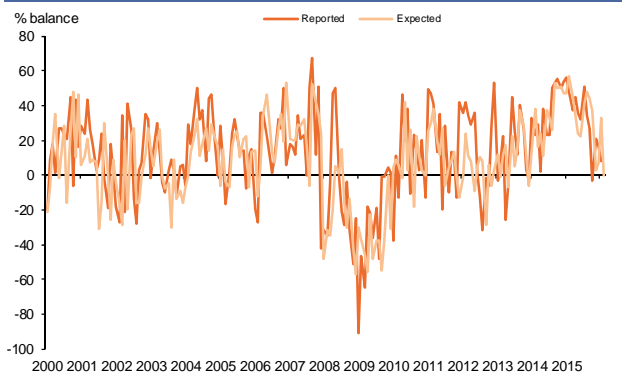
By sector: Q1 volume of sales (reported)

	2015												2016
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Industrial materials	+33	+61	+56	+100	+61	+17	+67	+60	-6	+67	-16	+51	-5
Building materials	+60	+37	+33	+27	+10	+50	-8	+36	-27	+13	+23	-7	+14
Agricultural & industrial machinery	0	+29	+35	+43	-22	+5	0	-14	-34	-57	-18	+29	-33
Computer, electronic & office equipment	~	~	~	~	~	+42	~	~	~	~	~	~	~
Clothing, textiles & footwear	+27	+5	+3	+24	+47	-27	+33	+15	+70	-70	0	0	0
Food & drink	+49	+51	-14	+18	+69	0	+39	+66	+60	-37	+49	-20	-19
Durable household goods	+24	+23	+47	+36	-8	-40	+35	-35	0	+1	-5	+18	+17
Other goods	+90	+50	+90	+60	+86	+93	+90	+90	+86	+50	+61	+50	+54

~ denotes not released due to low responses. * denotes expectations for following month

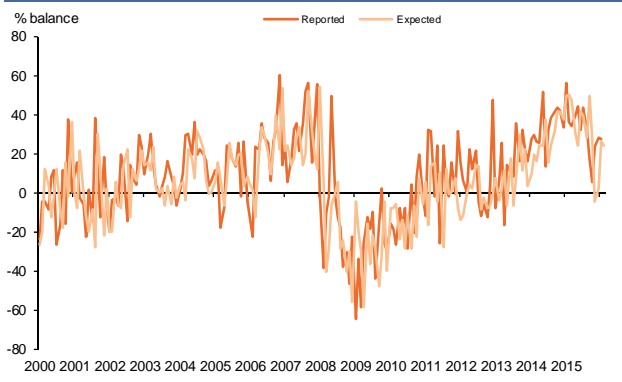
Wholesaling

Q 1 Volume of sales compared to a year earlier



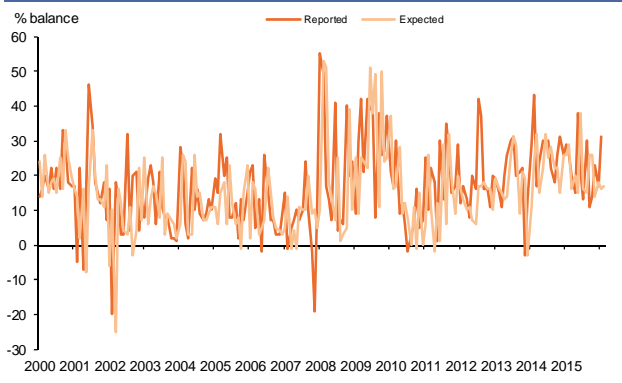
	Q1: rep	Q1: exp	
Latest	+8	0	Sales slowed somewhat in the year to January.
Previous	+16	+33	
Mean	+17	+13	

Q 3 Volume of sales for the time of year



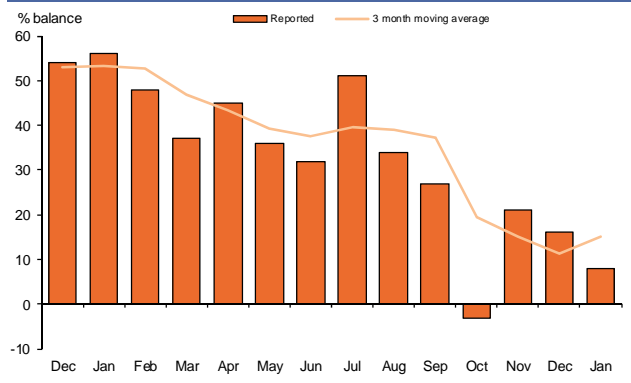
	Q3: rep	Q3: exp	
Latest	+27	+24	Sales were slightly above seasonal norms.
Previous	+28	+26	
Mean	+9	+6	

Q 4 Volumes of stocks in relation to expected sales

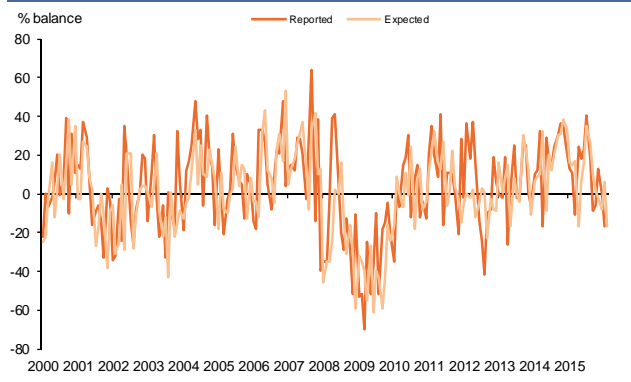


	Q4: rep	Q4: exp	
Latest	+31	+17	Stock adequacy grew above the long run average.
Previous	+17	+16	
Mean	+17	+15	

Q 1 Volume of sales compared to a year earlier

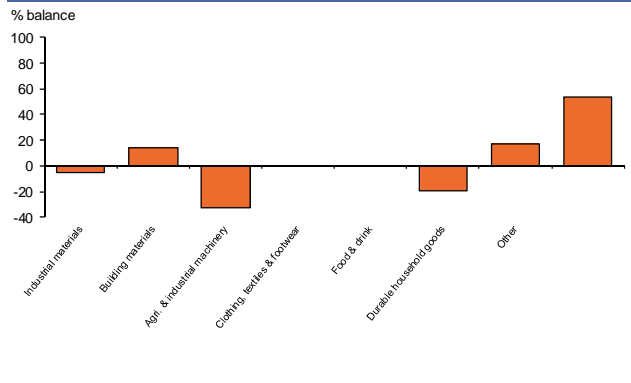


Q 2 Orders placed on suppliers



	Q2: rep	Q2: exp	
Latest	-17	-17	Orders fell in the year to January.
Previous	0	+6	
Mean	+8	+5	

Q 1 Sales sector breakdown



Note
The January 2016 CBI distributive trades survey was conducted between 29 December and 15 January. 56 wholesalers replied. 'Expected' questions cover expectations for the following month. Mean balances are the mean responses from January 1994 to date.

Motor trades

January 2016

Monthly questions

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	25	75	0	0
		- expected	7	90	3	0
2	Volume of orders placed upon suppliers	- reported	42	58	0	0
		- expected	18	78	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	57	26	0	17
		- expected	57	26	0	17
What is your position with regards to your:		High	Adequate	Low	N/A	
4	Volume of stocks in relation to expected sales	- reported	50	50	0	0
		- expected	47	53	0	0

		2015												2016	
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
1	Volume of sales	Reported	+20	+7	+18	+8	+59	+37	+18	+33	+82	+85	+32	+48	+25
		Expected	+35	+15	+24	+35	+6	+23	+37	+12	+39	+29	+64	+8	+61
	Volume of sales - 3 month moving average	Reported	+24	+22	+15	+11	+28	+35	+38	+29	+44	+67	+66	+55	+35
		Expected	+16	+16	+25	+25	+22	+21	+22	+24	+29	+27	+44	+34	+44
2	Volume of orders placed upon suppliers	Reported	+18	0	+6	-18	+53	+19	+35	+33	+71	+30	+31	+37	+42
		Expected	+29	+18	+8	+35	-6	+28	+19	0	+39	+29	+8	+8	+50
3	Volume of sales for the time of year	Reported	-4	+18	-4	+3	+34	+24	+31	+61	+70	+28	+17	+54	+57
		Expected	+29	+20	+16	-4	0	+34	+13	+24	+49	+33	+20	0	+27
4	Volume of stocks in relation to expected demand	Reported	+6	+27	0	0	0	+22	-6	+4	+3	+4	+8	+23	+50
		Expected	+17	0	+18	0	0	-7	+22	+11	+4	+9	0	+31	+23

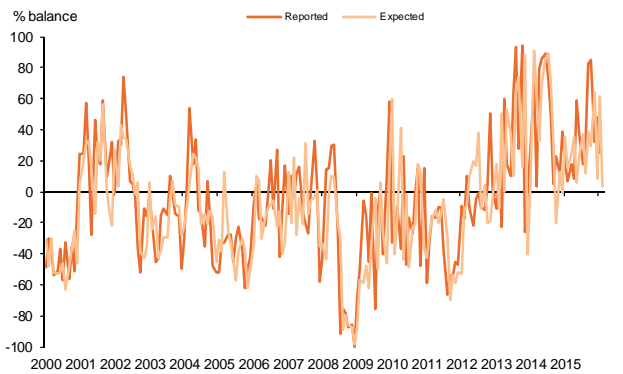
By sector: Q1 volume of sales (reported)

		2015												2016
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Vehicles		-7	+26	+12	+88	+92	+61	+12	+41	+88	+72	+60	+91	+47
Parts & accessories		~	-14	+24	-76	+24	+12	+24	+24	+76	~	~	0	0

~ denotes not released due to low responses. * denotes expectations for following month

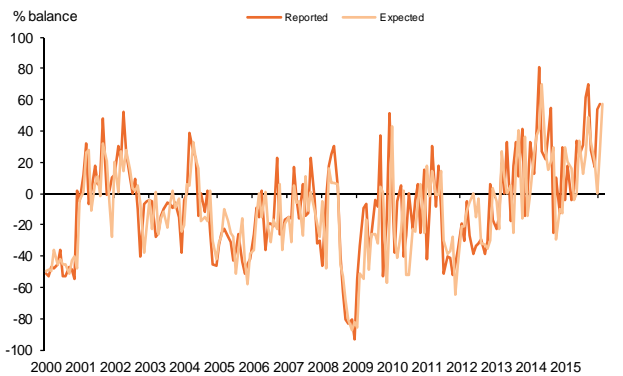
Motor trades

Q 1 Volume of sales compared to a year earlier



	Q1: rep	Q1: exp	Notes
Latest	+25	+3	Sales volumes slowed in the year to January and set to be broadly flat in the year to February.
Previous	+48	+61	
Mean	-5	-7	

Q 3 Volume of sales for the time of year



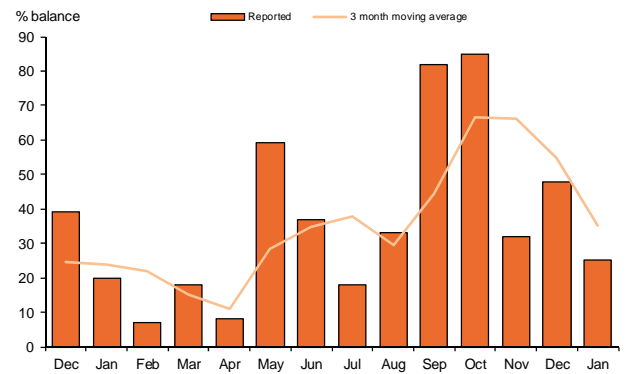
	Q3: rep	Q3: exp	Notes
Latest	+57	+57	Sales remained well above average for the time of year.
Previous	+54	+27	
Mean	-9	-11	

Q 4 Volumes of stocks in relation to expected sales

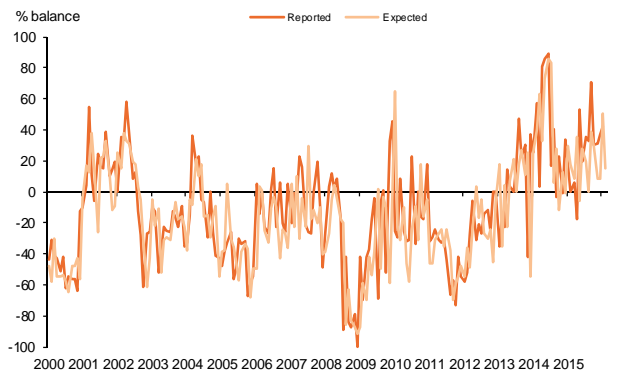


	Q4: rep	Q4: exp	Notes
Latest	+50	+47	Volume of stocks were adequate to meet expected demand in January.
Previous	+23	+23	
Mean	+16	+14	

Q 1 Volume of sales compared to a year earlier

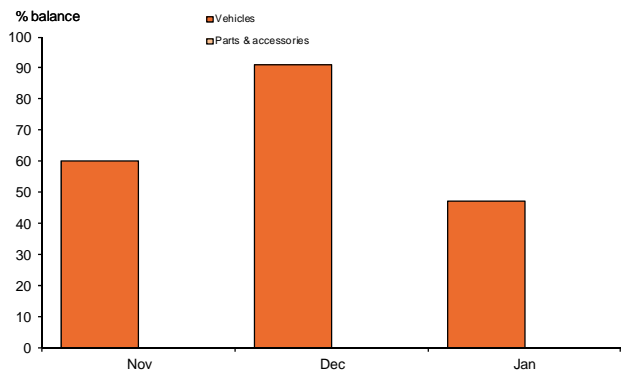


Q 2 Orders placed on suppliers



	Q2: rep	Q2: exp	Notes
Latest	+42	+15	Orders growth picked up in the year to January, but growth is expected to slow in the year to February.
Previous	+37	+50	
Mean	-10	-13	

Q 1 Sales sector breakdown



Note

The January 2016 CBI distributive trades survey was conducted between 29 December and 15 January. 10 motor traders replied. 'Expected' questions cover expectations for the following month. Mean balances are the mean responses from January 1994 to date.

Total distribution

January 2016

Monthly questions

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	36	42	22	0
		- expected	25	54	20	0
2	Volume of orders placed upon suppliers	- reported	21	48	28	2
		- expected	18	53	27	2
What is your position with regards to your:		Good	Average	Poor	N/A	
3	Volume of sales for the time of year	- reported	39	45	13	2
		- expected	35	55	8	2
What is your position with regards to your:		High	Adequate	Low	N/A	
4	Volume of stocks in relation to expected sales	- reported	29	68	3	0
		- expected	21	76	3	0

		2015												2016		
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
1	Volume of sales	Reported	+43	+20	+26	+24	+46	+32	+32	+29	+45	+20	+16	+22	+14	
		Expected	+40	+44	+34	+28	+29	+39	+37	+27	+39	+43	+22	+18	+26	+5
	Volume of sales - 3 month moving average	Reported	+44	+39	+30	+23	+32	+34	+37	+31	+35	+31	+27	+19	+17	
		Expected	+38	+40	+39	+35	+30	+32	+35	+34	+34	+36	+35	+28	+22	+16
2	Volume of orders placed upon suppliers	Reported	+9	+1	+1	+3	+28	+18	+29	+12	+21	+11	+6	+9	-7	
		Expected	+18	+14	+16	0	+12	+30	+31	+6	+12	+26	+4	+2	+10	-10
3	Volume of sales for the time of year	Reported	+26	+14	+13	+15	+36	+19	+21	+29	+33	+18	+13	+21	+27	
		Expected	+27	+27	+22	+15	+17	+34	+23	+14	+36	+28	+12	+6	+15	+27
4	Volume of stocks in relation to expected demand	Reported	+25	+23	+18	+11	+25	+21	+8	+17	+9	+11	+20	+16	+25	
		Expected	+24	+20	+15	+19	+13	+22	+16	+9	+17	+14	+9	+18	+13	+18

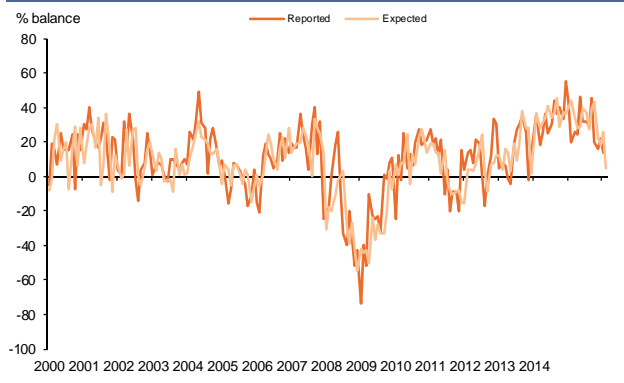
By sector: Q1 volume of sales (reported)

	2015												2016	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Retailing	+39	+1	+18	+12	+51	+29	+21	+24	+49	+19	+7	+19	+16	
Wholesaling	+56	+48	+37	+45	+36	+32	+51	+34	+27	-3	+21	+16	+8	
Motor trades	+20	+7	+18	+8	+59	+37	+18	+33	+82	+85	+32	+48	+25	

~ denotes not released due to low responses. * denotes expectations for following month

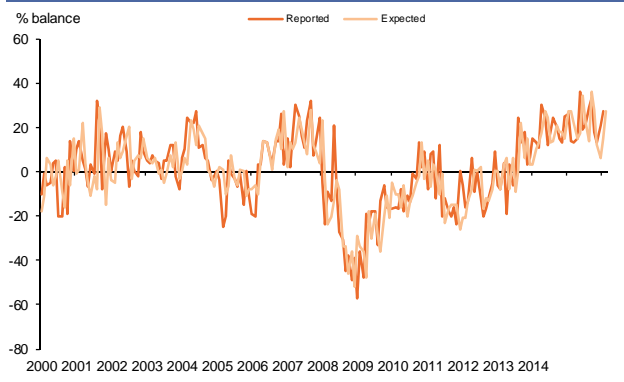
Total distribution

Q 1 Volume of sales compared to a year earlier



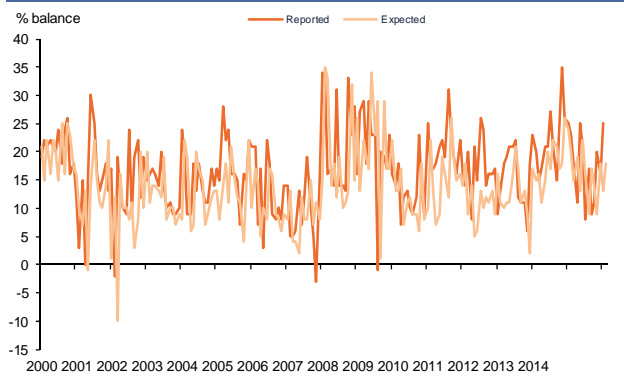
	Q1: rep	Q1: exp	
Latest	+14	+5	Sales volumes slowed slightly in the year to January with growth set to slow somewhat further in February.
Previous	+22	+26	
Mean	+14	+13	

Q 3 Volume of sales for the time of year



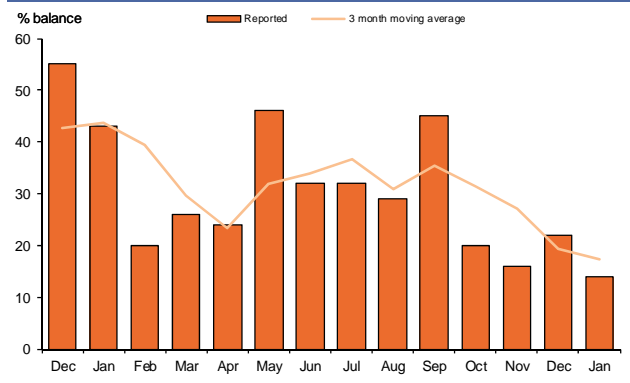
	Q3: rep	Q3: exp	
Latest	+27	+27	Sales remained well above seasonal norms.
Previous	+21	+15	
Mean	+2	+2	

Q 4 Volumes of stocks in relation to expected sales

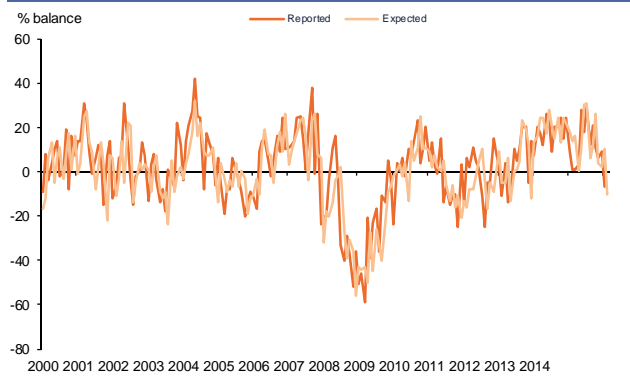


	Q4: rep	Q4: exp	
Latest	+25	+18	Stock adequacy ticked above its long run average in January.
Previous	+16	+13	
Mean	+17	+13	

Q 1 Volume of sales compared to a year earlier

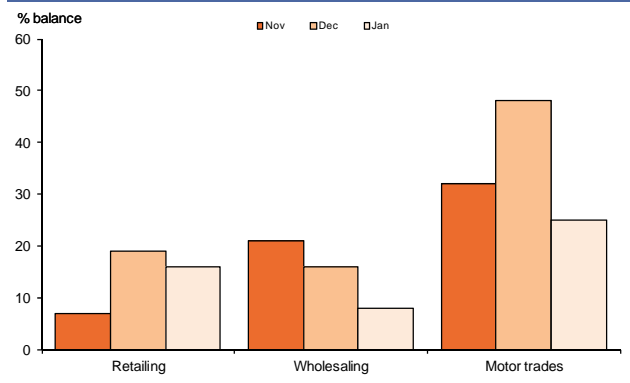


Q 2 Orders placed on suppliers



	Q2: rep	Q2: exp	
Latest	-7	-10	Orders fell over the year to January.
Previous	+9	+10	
Mean	+5	+4	

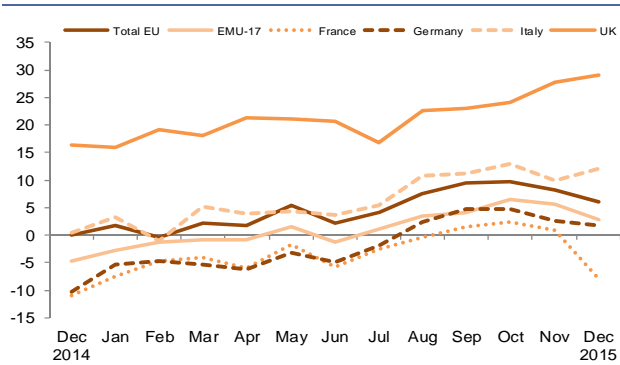
Q 1 Sales sector breakdown



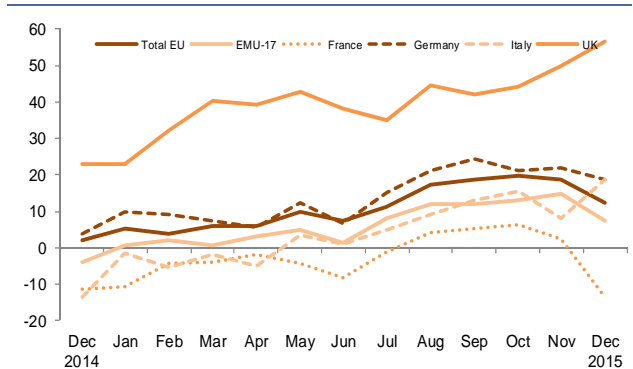
Note
The December 2015 CBI distributive trades survey was conducted between 26 November and 14 December. 126 firms replied. 'Expected' questions cover expectations for the following month. Mean balances are the mean responses from January 1994 to date.

EU monthly survey of retail trade

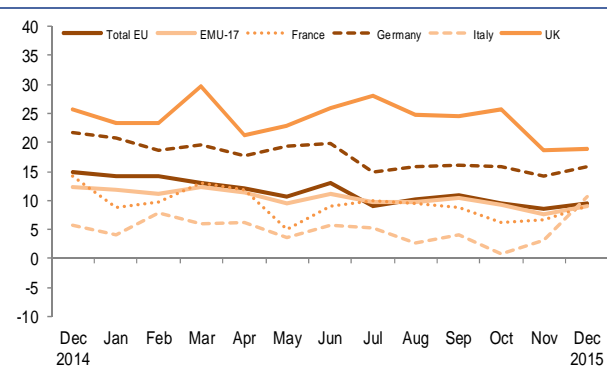
Retail confidence



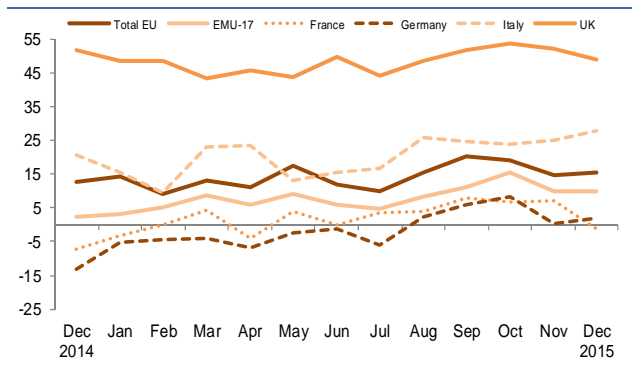
Volume of sales — past three months



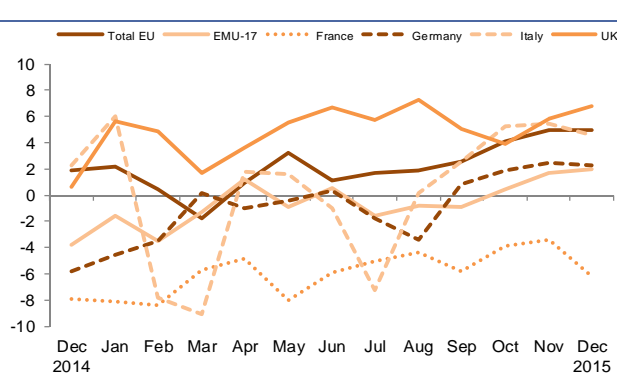
Stocks



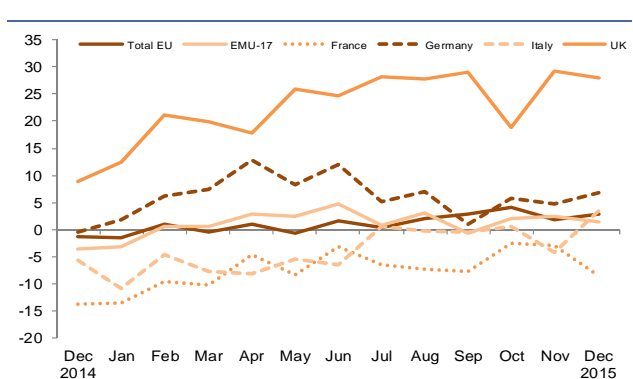
Orders placed on suppliers — next three months



Numbers employed — next three months



Prices — next three months



European Commission monthly survey of retail trade

The European Commission collates the results of surveys undertaken by national organisations in the 27 EU member states. In the case of the UK, this data is based on the CBI distributive trades survey but harmonised and seasonally adjusted to make it comparable with that supplied by other EU nations. The CBI acknowledges the European Union's financial support for the technical development and supply of this data.

Please see http://ec.europa.eu/economy_finance/db_indicators/surveys/time_series/index_en.htm

From June 2013, the Italian partner institute (ISTAT) introduced some methodological improvements concerning sampling and survey techniques that could affect data comparability with previous month

	2015												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Retail confidence													
Total EU	0	+2	-1	+2	+2	+6	+2	+4	+8	+9	+10	+8	+6
EMU-17	-5	-3	-1	-1	-1	+2	-1	+1	+4	+4	+6	+6	+3
France	-11	-8	-5	-4	-6	-2	-6	-3	0	+2	+2	+1	-8
Germany	-10	-5	-5	-5	-6	-3	-5	-2	+3	+5	+5	+3	+2
Italy	+1	+3	-1	+5	+4	+4	+4	+5	+11	+11	+13	+10	+12
UK	+16	+16	+19	+18	+21	+21	+21	+17	+23	+23	+24	+28	+29
Volume of sales — next three months													
Total EU	+2	+5	+4	+6	+6	+10	+7	+11	+17	+19	+20	+19	+12
EMU-17	-4	+1	+2	+1	+3	+5	+1	+8	+12	+12	+13	+15	+7
France	-11	-11	-5	-4	-2	-4	-8	-1	+4	+5	+6	+8	-14
Germany	+4	+10	+9	+7	+6	+12	+7	+10	+21	+24	+21	+22	+19
Italy	-14	-2	-5	-2	-5	+3	+1	-3	+9	+13	+16	+8	+19
UK	+23	+23	+32	+40	+39	+43	+38	+35	+45	+42	+44	+50	+57
Stocks													
Total EU	+15	+14	+14	+13	+12	+11	+13	+9	+10	+11	+10	+9	+10
EMU-17	+12	+12	+11	+12	+11	+10	+11	+10	+10	+10	+9	+8	+9
France	+14	+9	+10	+13	+12	+5	+9	+10	+9	+9	+6	+7	+9
Germany	+22	+21	+19	+20	+18	+19	+20	+15	+16	+16	+16	+14	+16
Italy	+6	+4	+8	+6	+6	+4	+6	+5	+3	+4	+1	+3	+11
UK	+26	+23	+23	+30	+21	+23	+26	+28	+25	+25	+26	+19	+19
Overall business situation — next three months													
Total EU	+13	+14	+9	+13	+11	+17	+12	+10	+16	+20	+19	+15	+16
EMU-17	+2	0	-2	+9	+6	+9	+6	+5	+8	+11	+15	+10	+10
France	-7	-3	0	+4	-4	+4	0	+4	+4	+8	+7	+7	-1
Germany	-13	-5	-4	-4	-7	-2	-1	-6	+2	+6	+9	+2	+1
Italy	+21	+15	+10	+23	+23	+13	+15	+17	+26	+25	+24	+25	+28
UK	+52	+49	+49	+43	+46	+44	+50	+44	+48	+52	+54	+52	+49
Volume of orders placed on suppliers — next three months													
Total EU	+2	+7	+1	+5	+1	+8	+2	+1	+5	+9	+5	+4	+4
EMU-17	-5	-1	-1	+1	-2	-1	-2	-3	+1	+2	+5	+3	0
France	-13	-4	-5	-4	-7	-3	-1	-3	-1	-1	0	-2	-4
Germany	-15	-4	-6	-5	-5	-10	-7	-5	-2	+4	+4	-1	-3
Italy	-2	-1	0	+7	+5	+6	+3	+0	+8	+8	+5	+3	+4
UK	+21	+21	+17	+13	+19	+18	+21	+17	+24	+20	+28	+23	+15
Numbers employed — next three months													
Total EU	+2	0	-2	+1	+3	+1	+2	+2	+3	+4	+5	+5	+3
EMU-17	-2	-4	-1	+1	-1	+1	-2	-1	-1	0	+2	+2	+2
France	-8	-8	-6	-5	-8	-6	-5	-4	-6	-4	-3	-6	-5
Germany	-5	-4	+0	-1	0	+0	-2	-3	+1	+2	+3	+2	+4
Italy	+6	-8	-9	+2	+2	-1	-7	0	+3	+5	+5	+5	+5
UK	+6	+5	+2	+4	+6	+7	+6	+7	+5	+4	+6	+7	+8
Prices — next three months													
Total EU	-1	-2	+1	0	+1	-1	+2	0	+2	+3	+4	+2	+3
EMU-17	-4	-3	+1	+1	+3	+2	+5	+1	+3	-1	+2	+2	+1
France	-14	-14	-10	-10	-5	-8	-3	-7	-7	-8	-3	-3	-9
Germany	-1	+2	+6	+7	+13	+8	+12	+5	+7	+1	+6	+5	+7
Italy	-6	-11	-5	-8	-8	-5	-7	+1	0	0	+1	-4	+4
UK	+9	+13	+21	+20	+18	+26	+25	+28	+28	+29	+19	+29	+28

FURTHER INFORMATION

Contact details

CBI, Cannon Place, 78 Cannon Street, London EC4N 6HN
T: +44 (0)20 7379 7400 F: +44 (0)20 7240 1578

Further information about the CBI: www.cbi.org.uk

CBI economics website: www.cbi.org.uk/economics

For members' economics enquiries contact:

Mia Andersson DL: +44 (0)20 7395 8172

E: mia.andersson@cbi.org.uk. We regret that the CBI's enquiry service does not extend to non-members.

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Kevin Monahan
CBI publication sales
Cannon Place
78 Cannon Street
London EC4N 6HN

DL: +44 (0) 207 395 8270
DF: +44 (0) 207 497 3646
E: kevin.monahan@cbi.org.uk

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If you wish to participate in our various business surveys or require further information, please contact:

Nicola Grimwood
CBI survey management group
Cannon Place
78 Cannon Street
London EC4N 6HN

DL: +44 (0) 207 395 8081
DF: +44 (0) 207 836 5856
E: nicola.grimwood@cbi.org.uk

