



2011 INSTRUCTION MANUAL FOR REPORTING ON THE MONTHLY M3 SURVEY

MANUFACTURERS' SHIPMENTS, INVENTORIES, AND ORDERS

For questions call (301) 763-4832 or the Census contact listed on your report form.

DESCRIPTION OF M3 SURVEY

The Manufacturers' Shipments, Inventories, and Orders (M3) survey is currently the only survey which provides broad-based monthly statistical data on the economic conditions in the domestic manufacturing sector. It is designed to measure current industrial activity and to provide an indication of future production commitments. The value of shipments measures the value of goods delivered during the month by domestic manufacturers. Estimates of new orders serve as an indicator of future production commitments and represent the value of new orders received during the month, net of cancellations. Substantial accumulation or depletion of backlog of unfilled orders measures excess (or deficient) demand for manufactured products. The level of inventories, especially in relation to shipments, is frequently used to monitor the business cycle.

Survey results are used extensively by the executive branch of the Government in developing economic, fiscal, and monetary policies. Senior officials of the President's Council of Economic Advisers, the Federal Reserve Board, and the Treasury Department are some of the regular users of M3 data. In addition, these data provide important components of the widely used estimates of the gross domestic product (GDP). The business community, including trade associations and corporate economists, also recognizes the usefulness of these data to industrial analysis. Since the results of this survey contribute in such an important way to the assessment of economic conditions, particularly during periods of economic uncertainty, we urge you to study the specific reporting instructions for the survey and report as accurately and timely as possible.

The M3 survey panel includes nearly all manufacturing companies with \$500 million or more annual shipments and a selection of smaller firms. Data are compiled and published for shipments, new orders, order backlog (unfilled orders), and inventories for the entire manufacturing sector covering 89 industry categories. The monthly estimates are prepared by using the month-to-month percent change of the reporting panel to bring forward the industry estimates. **It is, therefore, important that the data reported in consecutive months be comparable.**

This survey has been approved by the Office of Management and Budget and given an OMB approval number. This number appears at the top of the report form. If this number was not displayed, we could not conduct this survey or request your participation.

This information collection conforms to legal and administrative standards established by the Federal Government (Title 13, United States Code) to assure confidential treatment of statistical information. The information you provide will be used only for statistical purposes and will not be published or released in any form that would reveal specific information reported by any individual identifiable respondent. The Census Bureau has determined that the information you provide, as well as the fact that you have participated in this survey, is exempt from public disclosure under the Freedom of Information Act. Although you are not required to respond to this statistical survey, your cooperation is needed to make the results comprehensive and accurate.

The reporting burden for this collection of information is estimated to vary from 10 to 40 minutes per report form, with an average of 20 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Paperwork Project 0607-0008, U.S. Census Bureau, 4600 Silver Hill Road, MCD/M3, Washington, DC 20233-6900. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0008" as the subject. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget.

The data are available on the internet at <http://www.census.gov/m3>. If you are interested in knowing more about the manufacturing statistics compiled by the Census Bureau, call (301) 763-4832 or the Census contact listed on your form.

Part A - REPORTING INSTRUCTIONS

1. Scope of survey

This survey collects statistics on **domestic manufacturing** activities of companies located in the United States. Activities of foreign affiliates or subsidiaries should be excluded. Whenever possible, divisional reporting rather than consolidated reporting is preferable if divisions of your company are engaged in diverse manufacturing activities. (See Part G for Industry Category List.)

2. When to report

You should submit your completed report as soon as possible because timely publication of data from this survey is most important. The first results of this survey are published about 18 days after the end of the survey month. Reports received by the preceding day can generally be included in the early (or advance) estimates. The second publication of the survey data is released one week later based on receipts through the 30th of the month; the final estimates include all other receipts.

3. How to report

The M3 survey is automated to allow quick inclusion of your reported data into our published estimates. There are two methods to report your data:

- (1) **Internet Reporting** - This option is our preferred method of collecting data. Internet reporting is now available for all companies. If you do not currently report via the Internet, your User ID and password can be found on the form. Visit <http://www.census.gov/econhelp/m3> to log on and report. If you need assistance or do not receive a form, please call our staff on 301-763-4832. For detailed instructions to report using this system, see Part D.
- (2) **Facsimile** - The survey form can be faxed to the toll-free number **1 (800) 272-4096**. Your data will be captured by optical recognition software.

PLEASE DO NOT MAIL IN YOUR SURVEY FORM.

Mailing in a form and also using another method of reporting can create a duplicate form in our system. If none of these reporting methods are acceptable to you, please contact our staff on 301-763-4832 or call the Census contact listed on your survey form.

4. Large changes in your data between months

If there are significant increases or decreases in the reported figures from the preceding month, please use the "Remarks" section of the form to explain whether such differences result from (1) accounting periods other than 4-week, 5-week, or calendar month; (2) strike or plant shutdowns; (3) unusual seasonal patterns; (4) acquisition or disposition of establishments or other units; and/or (5) changes in the basis for reporting.

5. The use of estimates

Many companies with late consolidation schedules can make reasonable estimates of their figures several days in advance of the availability of actual data. Under such conditions, we encourage you to provide early estimates. Later, when the actual data is available, you can resubmit it using any method listed above.

6. Reviewing previously reported data

It is important that the Census Bureau be aware of revisions to previously reported data. See sample report form on page 6. The data you reported for the two previous periods are imprinted on your form, if the reports were processed before the 21st day following each survey month. Please review and correct this data as necessary. If you have revised data for months not on the form, please provide the time frame and corrected data in the "Remarks" section or call and give this data to your Census contact on your report form.

7. Description of your manufacturing activity

Each manufacturing report has been classified into one of 89 separate industry categories, all of which are listed in Part G. A description of your industry category is printed on the front of your report form. Review your category description. If this description does not represent your manufacturing process, please indicate the discrepancy in the "Remarks" section of your report form. Categories are based on the North American Industry Classification System (NAICS). More information is available at <http://www.census.gov/eos/www/naics/index.html>.

8. Company organization information

Please update your mailing address or company contact when changes occur. Indicate the changes in the "Remarks" section on the form.

Part B - DEFINITIONS OF DATA ITEMS

Item 1 - Accounting period

It is important that the data reported represent the manufacturing activities of the month specified. Mark the **one** box that best describes the accounting period for which you are reporting your firm's manufacturing activity (calendar month, 4-week, 5-week, or other). If you indicate "other" please provide the dates covered for the period on the form. If your records are based on thirteen 4-week periods, please enter in the "Remarks" section the exact dates covered by your report.

Items 2 through 8 - General Instructions

Report all figures in **thousands of dollars**, without decimals. You should report the net selling value after discounts and allowances. Values should not only include the direct cost of production, but also a reasonable portion of other costs (company overhead) and profits. Valuations for all inventory items should use any valuation method other than LIFO (last in, first out).

Part B - DEFINITIONS OF DATA ITEMS - Continued

Item 2 - Net Shipments (Sales)

Manufacturers' shipments measure the dollar value of products sold by manufacturing establishments and are based on net selling values, f.o.b. (free on board) plant, after discounts and allowances are excluded. Freight charges and excise taxes are excluded. Where the products of an industry are customarily delivered to distributors or consumers by the manufacturing establishment (such as in certain food industries - fluid milk, bakery, soft drinks), the value is based on delivered price rather than f.o.b. plant price.

Multi-industry companies report value information for each industry category as if it were a separate economic unit. Thus, products transferred from one plant to another are valued at their full economic value.

Include:

- **Domestic** manufacturing only.
- Shipments for the month requested, neither cumulative nor lagged.
- Transfers to your other manufacturing locations that do additional manufacturing in a **different** M3 industry category.
- Shipments **to** distributors.
- Services that are included in your contracts for products shipped.
- For long term contracts, such as large ships, aircraft, tanks, etc., the value should be reported as an estimate of the value of work done during the survey month.

The value of work done may be estimated by:

- Multiplying the estimated percentage of work completed during the month by the estimated price of the product, or
 - Net billings for work done during the month.
- Estimated value of newly produced products intended for lease or rental that were shipped in the reference month.

The value can be estimated by:

- Using the actual prices charged for comparable products sold.
 - Estimating the price that would be charged if the product were offered for sale, or
 - Using the capitalized value of the product plus indirect costs and profit margins that are not capitalized.
- Shipments of reconditioned equipment that was substantially rebuilt under factor conditions.

If the shipments value reported includes more than 20% resales, that is, products bought and sold without further manufacture, please indicate that in the "Remarks" section.

Exclude:

- Nonmanufacturing activities (wholesale, retail, etc.)
- Freight charges and excise taxes.
- Transfers to other manufacturing locations of your company that manufacture in the same M3 industry category **if** the value will be reported by other locations.

- Shipments by foreign subsidiaries.
- Shipments **from** distributors.
- Services-only type sales.
- Conversion of a lease or rental contract to a purchase (the full estimated sales value of the contract should have been reported at the time of delivery).
- Estimates for research and development, except prototype production.

Item 3 - New orders (Net of cancellations)

A new order is a communication of an intention to buy for immediate or future delivery. Orders data are not collected from industries that have mostly immediately deliveries. See Part G to determine if the M3 survey request orders data for your industry category. Only orders supported by binding legal documents (such as signed contracts, letters of intent, or letters of award) should be included. Reported data should include all new orders received during the month less cancellations.

Include:

- Value of orders received during the reporting period for products and services which will be delivered at a future date.
- Value of orders for immediately delivery that have resulted in sales or shipments during the reporting period.
- Net value of contract modifications, additions, and adjustments, including price changes, which increase or decrease the sales value of the related orders, when the parties concerned are in substantial agreement.
- Only those orders that are supported by binding legal documents, such as signed contracts or letter contracts.
- Orders for equipment to be leased or rented at the estimated value.
- Orders for long-term contracts that are funded. If funded on a flow basis, report only each phase that is funded.
- Cancellations by deducting the value of existing orders that were reported in previous periods.

Exclude:

- Options or contingencies.

Item 4 - Order Backlog (Unfilled orders), end of month

Generally, unfilled orders at the end of an accounting period are equal to unfilled orders at the beginning of the period, plus new orders net of cancellations received during the period, less net sales.

Include:

- Orders that have not yet passed through the sales account.
- Funded orders or portions of orders for which the value of work done has not been reported as sales.

Part B - DEFINITIONS OF DATA ITEMS - Continued

Item 5 - Total Inventory, end of month

Total inventories represent the value of the end-of-month stocks regardless of stage of fabrication (whether in the form of purchased materials and supplies, work in process, or finished goods). These inventories are valued at cost using any valuation method other than LIFO. Inventories associated with the non-manufacturing activities of your company are excluded.

Include:

- Current cost of total inventory (using any valuation except LIFO) of **all goods owned by you located anywhere in the U.S. and at all stages of fabrication.**
- Inventories held in U.S. Customs warehouses that have not cleared customs as an export from the U.S.
- Inventories being transported to or from the U.S. (owned by the U.S. manufacturer).
- Inventories held in U.S. Customs warehouses or Foreign Trade Zone warehouses.
- Inventories held at sales branches if you hold title.
- Inventories in transit **only if you own title** to them.
- Values for long-term contracts funded on a flow basis consistent with sales or receipts, such as:
 - If work done during the month is included in your monthly sales, the inventory should be reduced consistent with the sales report; or
 - If total recipients are expected at the time of delivery, the value of work done should be accumulated in the inventory.

Note: Unlike GAAP, do not deduct progress billings from the reported inventory line items, i.e. inventories should be reported gross not net of progress billings.

Exclude:

- Inventories held at foreign subsidiaries.
- Goods for which you do not hold title such as government or customer-owned goods.
- The value of equipment used in the manufacturing process.

Total inventory at the end of the month must equal the sum of materials-and-supplies, work-in-process and finished goods.

Item 6 - Materials-and-supplies inventory

Include:

- All unprocessed raw and semifabricated commodities and supplies for which you have title.

Item 7 - Work-in-process inventory

Include:

- Accumulated costs of all commodities undergoing fabrication within your plants.
- Long-term contracts where the inventory costs are for undelivered items and the value of work done that has not been reported in sales.

Item 8 - Finished goods inventory

Include:

- The value of all completed products ready for shipment.
- All inventories and goods bought for resale requiring no further processing or assembly.

No accumulation of finished goods inventories should occur with long-term contracts unless the total sales receipts are not recorded until the time of delivery.

Part C - NONDEFENSE AND DEFENSE INDUSTRY CATEGORIES

For the following industry categories, information for nondefense and defense activities are requested separately.

- Small arms and ordnance and accessories (32E/F)
- Communications equipment manufacturing (34D/E)
- Search and navigation equipment manufacturing (34I/J)
- Aircraft manufacturing (36F/G)
- Aircraft engine and parts manufacturing (36H/I)
- Ship and boat building (36L/M)

(See Part G for more details.)

The defense industry categories should include sales, inventories, and orders relating to foreign government contracted through the Department of Defense (Foreign Military Assistance Program). Also include subcontracts with other companies where the prime contract is known to be with the Department of Defense.

The nondefense industry categories should include sales, inventories, and orders relating to all contracts not covered above. This includes contracts for the sale of military goods to foreign governments that were made directly between your firm and the foreign government (excluding Foreign Military Assistance Program). Sales,

inventories and orders related to contracts with U.S. Government agencies other than the Department of Defense, such as National Aeronautics and Space Administration, Department of Energy, Federal Aviation Administration, and the Department of Homeland Security should also be included.

If your records do not permit reporting on the defense/nondefense basis described above, make reasonable estimates. If a reasonable estimate cannot be made, please call the Census contact listed on your report form so that further arrangements can be made. The quality of the defense/nondefense aggregate are some of the most useful estimates published for current economic analysis.

Note: Many Industries produce products for Department of Defense, however, it is not feasible to collect this defense portion separately. For industry category 36J, "Missiles, Space Vehicles, and Parts Manufacturing", the large majority is for defense so the entire category is called defense without a corresponding nondefense industry. Include all manufacturing for this industry, whether defense and/or nondefense.

Part D - "INTERNET REPORTING INSTRUCTIONS"

Your Manufacturer's Shipments, Inventories, and Orders (M3) survey data can be submitted electronically via the Internet. This system is designed to make reporting fast, easy, and convenient.

1. Go to the Business Help Site at <http://www.census.gov/econhelp/m3/> to access the M3 web survey.
2. Please follow links to the Manufacturers' Shipments, Inventories, and Orders (M3) login page.
3. Log in using your company's User ID and password and press the "Login" button. If you do not currently report via the Internet, your User ID and password can be found on the form. If you need assistance or do not receive a form, please call our staff on 301-763-4832.
4. Press the "Start" button on the Main Menu to begin reporting.
5. When finished, press "Submit This Form" at the bottom of the page. To ensure confidentiality, make sure you log out properly.
6. Please bookmark the following web page to report your data in future months:
<http://www.census.gov/econhelp/m3>

If you have questions, problems or need additional assistance, please call 301-763-4832, or go to <http://bhs.econ.census.gov/BHS/M3/ContactUs.html> to email your request.

Part F - YOUR COPY - This form serves as a worksheet for your monthly reports. A column for companies using 13 reporting periods is provided.

Form M-3							
MANUFACTURERS' SHIPMENTS, INVENTORIES, AND ORDERS <i>(Report figures in thousands of dollars)</i>							
Census file number (CFN)				Industry category			
NOTE – Mark with an "X" the box which best describes each accounting period. →	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.
	4 Weeks	4 Weeks	4 Weeks	4 Weeks	4 Weeks	4 Weeks	4 Weeks
Item	5 Weeks	5 Weeks	5 Weeks	5 Weeks	5 Weeks	5 Weeks	5 Weeks
Net Shipments, Manufactured in U.S.							
New Orders (Net of cancellations)							
Order backlog (Unfilled Orders)							
Total Inventories, Warehoused in U.S. (Current cost or market)							
Materials and Supplies							
Work-in-Process							
Finished-Goods							
NOTE – Mark with an "X" the box which best describes each accounting period. →	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	13TH ACCOUNTING PERIOD
	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.	1 Cal. Mo.	
	4 Weeks	4 Weeks	4 Weeks	4 Weeks	4 Weeks	4 Weeks	
Item	5 Weeks	5 Weeks	5 Weeks	5 Weeks	5 Weeks	5 Weeks	4 Weeks
Net Shipments, Manufactured in U.S.							
New Orders (Net of cancellations)							
Order backlog (Unfilled Orders)							
Total Inventories, Warehoused in U.S. (Current cost or market)							
Materials and Supplies							
Work-in-Process							
Finished-Goods							
Remarks							

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)	Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)
11A	FOOD PRODUCTS ¹ Grain and Oilseed Milling 311211 Flour 311212 Rice 311213 Malt 311221 Wet Corn 311222 Soybean Processing 311223 Other Oilseed Processing 311225 Fats and Oils Refining and Blending 311230 Breakfast Cereals	11D	FOOD PRODUCTS - Continued Other Food Manufacturing - Continued 311919 Other Snack Foods 311920 Coffee and Tea 311930 Flavoring Syrups and Concentrates 311941 Mayonnaise, Dressing, and Other Prepared Sauces 311942 Spices and Extracts 311991 Perishable Prepared Foods 311999 All Other Miscellaneous Foods
11B	Dairy Product Manufacturing 311511 Fluid Milk 311512 Creamery Butter 311513 Cheese 311514 Dry, Condensed and Evaporated Milk 311520 Ice Cream and Frozen Desserts	12A	BEVERAGE AND TOBACCO PRODUCTS ¹ Beverage Manufacturing 312111 Soft Drinks 312112 Bottled Water 312113 Ice 312120 Breweries 312130 Wineries 312140 Distilleries
11C	Meat, Poultry, and Seafood Product Processing 311611 Animal (except Poultry) Slaughtering 311612 Meat Processed from Carcasses 311613 Rendering and Meat Byproducts 311615 Poultry 311711 Seafood Canning 311712 Fresh and Frozen Seafood	12B	Tobacco Manufacturing 312210 Tobacco Stemming and Redrying 312221 Cigarettes 312229 Other Tobacco Products
11D	Other Food Manufacturing 311111 Dog and Cat Food 311119 Other Animal Food 311311 Sugarcane 311312 Cane Sugar Refining 311313 Beet Sugar 311320 Chocolate and Confectionery from Cacao Beans 311330 Confectionery from Purchased Chocolate 311340 Nonchocolate Confectionery 311411 Frozen Fruits, Juices and Vegetables 311412 Frozen Specialty Foods 311421 Fruit and Vegetable Canning 311422 Specialty Canning 311423 Dried and Dehydrated Foods 311811 Retail Bakeries 311812 Commercial Bakeries 311813 Frozen Cakes, Pies, and Other Pastries 311821 Cookies and Crackers 311822 Flour Mixes and Dough from Purchased Flour 311823 Dry Pasta 311830 Tortillas 311911 Roasted Nuts and Peanut Butter	13A	TEXTILE MILLS ¹ Textile Mills 313111 Yarn Spinning 313112 Yarn Texturing, Throwing, and Twisting 313113 Thread 313210 Broadwoven Fabric 313221 Narrow Fabric 313222 Schiffli Machine Embroidery 313230 Nonwoven Fabric 313241 Weft Knit Fabric 313249 Other Knit Fabric and Lace 313311 Broadwoven Fabric Finishing 313312 Textile and Fabric Finishing (except Broadwoven Fabric) 313320 Fabric Coating

¹Nondurable industry

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)	Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)
14A	TEXTILE PRODUCTS ¹ Textile Product Mills 314110 Carpets and Rugs 314121 Curtains and Draperies 314129 Other Household Textile Products 314911 Textile Bags 314912 Canvas and Related Products 314991 Rope, Cordage, and Twine 314992 Tire Cord and Tire Fabrics 314999 All Other Miscellaneous Textile Products	16A	LEATHER AND ALLIED PRODUCTS ¹ Leather and Allied Product Manufacturing 316110 Leather and Hide Tanning and Finishing 316211 Rubber and Plastics Footwear 316212 House Slippers 316213 Men's Footwear (except Athletic) 316214 Women's Footwear (except Athletic) 316219 Other Footwear 316991 Luggage 316992 Women's Handbags and Purses 316993 Personal Leather Goods (except Women's Handbags and Purses) 316999 All Other Leather Goods
15A	APPAREL ¹ Apparel Manufacturing 315111 Sheer Hosiery 315119 Other Hosiery and Socks 315191 Outerwear Knitting 315192 Underwear and Nightwear Knitting 315211 Men's and Boys' Cut and Sew Apparel Contractors 315212 Women's and Girls', and Infants' Cut and Sew Apparel Contractors 315221 Men's and Boys' Cut and Sew Underwear and Nightwear 315222 Men's and Boys' Cut and Sew Suit, Coats, and Overcoats 315223 Men's and Boys' Cut and Sew Shirts (except Work Shirt) 315224 Men's and Boys' Cut and Sew Trousers, Slacks and Jeans 315225 Men's and Boys' Cut and Sew Work Clothing 315228 Men's and Boys' Cut and Sew Other Outerwear 315231 Women's and Girls' Cut and Sew Lingerie, Loungewear, and Nightwear 315232 Women's and Girls' Cut and Sew Blouses and Shirts 315233 Women's and Girls' Cut and Sew Dresses 315234 Women's and Girls' Cut and Sew Suit, Coats, Tailored Jackets, and Skirts 315239 Women's and Girls' Cut and Sew Other Outerwear 315291 Infants' Cut and Sew Apparel 315292 Fur and Leather Apparel 315299 All Other Cut and Sew Apparel 315991 Hats, Caps, and Millinery 315992 Gloves and Mittens 315993 Men's and Boys' Neckwear 315999 Other Apparel Accessories and Other Apparel	21A	WOOD PRODUCTS ² Wood Building and Mobile Home Manufacturing 321991 Manufactured Homes (Mobile Homes) 321992 Prefabricated Wood Buildings 21B Other Wood Product Manufacturing 321113 Sawmills 321114 Wood Preservation 321211 Hardwood Veneer and Plywood 321212 Softwood Veneer and Plywood 321213 Engineered Wood Members (except Trusses) 321214 Trusses 321219 Reconstituted Wood Products 321911 Wood Windows and Doors 321912 Cut Stock, Resawing Lumber, and Planing 321918 Other Millwork (including Flooring) 321920 Wood Containers and Pallets 321999 All Other Miscellaneous Wood Products
		22A	PAPER PRODUCTS ¹ Pulp, Paper, and Paperboard Mills 322110 Pulp 322121 Paper (except Newsprint) 322122 Newsprint 322130 Paperboard 22B Paperboard Container Manufacturing 322211 Corrugated and Solid Fiber Boxes 322212 Folding Paperboard Boxes 322213 Setup Paperboard Boxes 322214 Fiber Cans, Tubes, Drums, and Similar Products 322215 Nonfolding Sanitary Food Containers

¹Nondurable industry ²Durable industry

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)	Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)
22C	<p>PAPER PRODUCTS - Continued</p> <p>Other Paper Manufacturing</p> <p>322221 Coated and Laminated Packaging Paper and Plastics Film</p> <p>322222 Coated and Laminated Paper</p> <p>322223 Plastic, Foil and Coated Paper Bags</p> <p>322224 Uncoated Paper and Multiwall Bags</p> <p>322225 Laminated Aluminum Foil for Flexible Packaging Uses</p> <p>322226 Surface-Coated Paperboard</p> <p>322231 Die-Cut Paper and Paperboard Office Supplies</p> <p>322232 Envelopes</p> <p>322233 Stationery, Tablets, and Related Products</p> <p>322291 Sanitary Paper Products</p> <p>322299 All Other Converted Paper Products</p>	25B	<p>BASIC CHEMICALS - Continued</p> <p>Pharmaceutical and Medicine Manufacturing</p> <p>325411 Medicinals and Botanicals</p> <p>325412 Pharmaceutical Preparations</p> <p>325413 In-Vitro Diagnostic Substances</p> <p>325414 Biological Products (except Diagnostic)</p> <p>25C Paint, Coating, and Adhesive Manufacturing</p> <p>325510 Paints and Coatings</p> <p>325520 Adhesives</p> <p>25D Other Chemical Manufacturing</p> <p>325110 Petrochemicals</p> <p>325120 Industrial Gases</p> <p>325131 Inorganic Dyes and Pigments</p> <p>325132 Synthetic Organic Dyes and Pigments</p> <p>325181 Alkalies and Chlorines</p> <p>325182 Carbon Black</p> <p>325188 All Other Basic Inorganic Chemicals</p> <p>325191 Gum and Wood Chemicals</p> <p>325192 Cyclic Crudes and Intermediates</p> <p>325193 Ethyl Alcohol</p> <p>325199 All Other Basic Organic Chemicals</p> <p>325211 Plastics Material and Resins</p> <p>325212 Synthetic Rubber</p> <p>325221 Cellulosic Organic Fibers</p> <p>325222 Noncellulosic Organic Fibers</p> <p>325611 Soaps and Detergents</p> <p>325612 Polish and Other Sanitation Goods</p> <p>325613 Surface Active Agents</p> <p>325620 Toilet Preparations</p> <p>325910 Printing Inks</p> <p>325920 Explosives</p> <p>325991 Custom Compounding of Purchased Resins</p> <p>325992 Photographic Film, Paper, Plates, and Chemicals</p> <p>325998 All Other Miscellaneous Chemical Products and Preparations</p>
23A	<p>PRINTING ¹</p> <p>Printing and Related Support Activities</p> <p>323110 Commercial Lithographic</p> <p>323111 Commercial Gravure</p> <p>323112 Commercial Flexographic</p> <p>323113 Commercial Screen</p> <p>323114 Quick</p> <p>323115 Digital</p> <p>323116 Manifold Business Forms</p> <p>323117 Books</p> <p>323118 Blankbook, Looseleaf Binders, and Devices</p> <p>323119 Other Commercial</p> <p>323121 Tradebinding and Related Work</p> <p>323122 Prepress Services</p>		
24A	<p>PETROLEUM AND COAL PRODUCTS ¹</p> <p>Petroleum Refineries</p> <p>324110 Petroleum</p>		
24B	<p>Asphalt Paving, Roofing, and Saturated Materials Manufacturing</p> <p>324121 Asphalt Paving Mixtures and Blocks</p> <p>324122 Asphalt Shingle and Coating Materials</p>		
24C	<p>Other Petroleum and Coal Products Manufacturing</p> <p>324191 Petroleum Lubricating Oils and Greases</p> <p>324199 All Other Petroleum and Coal Products</p>	26A	<p>PLASTICS AND RUBBER PRODUCTS ¹</p> <p>Tire Manufacturing</p> <p>326211 Tires (except Retreading)</p> <p>326212 Tire Retreading</p>
25A	<p>CHEMICAL PRODUCTS ¹</p> <p>Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing</p> <p>325311 Nitrogenous Fertilizer</p> <p>325312 Phosphatic Fertilizer</p> <p>325314 Fertilizer (Mixing Only)</p> <p>325320 Pesticides and Agricultural Chemicals</p>		

¹Nondurable industry

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)	Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)
26B	<p>PLASTICS AND RUBBER PRODUCTS - Continued</p> <p>Other Plastics and Rubber Product Manufacturing</p> <p>326111 Unsupported Plastics Bags</p> <p>326112 Unsupported Plastics Packaging Film and Sheets</p> <p>326113 Unsupported Plastics Film and Sheets (except Packaging)</p> <p>326121 Unsupported Plastics Profile Shapes</p> <p>326122 Plastic Pipe and Pipe Fitting</p> <p>326130 Laminated Plastics Plate, Sheet and Shapes</p> <p>326140 Polystyrene Foam Products</p> <p>326150 Urethane and Other Foam Products (except Polystyrene)</p> <p>326160 Plastics Bottles</p> <p>326191 Plastics Plumbing Fixtures</p> <p>326192 Resilient Floor Coverings</p> <p>326199 All Other Plastics Products</p> <p>326220 Rubber and Plastics Hoses and Belting</p> <p>326291 Rubber Products for Mechanical Use</p> <p>326299 All Other Rubber Products</p>	31A³	<p>PRIMARY METALS ²</p> <p>Iron and Steel Mills and Ferroalloy and Steel Product Manufacturing</p> <p>331111 Iron and Steel</p> <p>331112 Electrometallurgical Ferroalloy Products</p> <p>331210 Iron and Steel Pipes and Tubes from Purchased Steel</p> <p>331221 Rolled Steel Shapes</p> <p>331222 Steel Wire Drawing</p>
27A	<p>NONMETALLIC MINERAL PRODUCTS ²</p> <p>Nonmetallic Mineral Product Manufacturing</p> <p>327111 Vitreous China Plumbing Fixture and China and Earthenware Bathroom Accessories</p> <p>327112 Vitreous China, Fine Earthenware, and Other Pottery Products</p> <p>327113 Porcelain Electrical Supplies</p> <p>327121 Brick and Structural Clay Tiles</p> <p>327122 Ceramic Wall and Floor Tiles</p> <p>327123 Other Structural Clay Products</p> <p>327124 Clay Refractories</p> <p>327125 Nonclay Refractories</p> <p>327211 Flat Glass</p> <p>327212 Other Pressed and Blown Glass and Glassware</p> <p>327213 Glass Containers</p> <p>327215 Glass Product Made of Purchased Glass</p> <p>327310 Cement</p> <p>327320 Ready-Mix Concrete</p> <p>327331 Concrete Block and Brick</p> <p>327332 Concrete Pipe</p> <p>327390 Other Concrete Products</p> <p>327410 Lime</p> <p>327420 Gypsum Products</p> <p>327910 Abrasive Products</p> <p>327991 Cut Stone and Stone Products</p> <p>327992 Ground or Treated Mineral and Earth</p> <p>327993 Mineral Wool</p> <p>327999 All Other Miscellaneous Nonmetallic Mineral Products</p>	31B³	<p>Alumina, Aluminum and Nonferrous Metal Production and Processing</p> <p>331311 Alumina Refining</p> <p>331312 Primary Aluminum Production</p> <p>331314 Secondary Smelting and Alloying of Aluminum</p> <p>331315 Aluminum Sheet, Plate and Foil</p> <p>331316 Aluminum Extruded Products</p> <p>331319 Other Aluminum Rolling and Drawing</p> <p>331411 Primary Smelting and Refining of Copper</p> <p>331419 Primary Smelting and Refining of Nonferrous Metal (except Copper and Aluminum)</p> <p>331421 Copper Rolling, Drawing, and Extruding</p> <p>331422 Copper Wire (except Mechanical) Drawing</p> <p>331423 Secondary Smelting, Refining, and Alloying of Copper</p> <p>331491 Nonferrous Metal (except Copper and Aluminum) Rolling, Drawing, Extruding, and Alloying</p> <p>331492 Secondary Smelting, Refining, and Alloying of Nonferrous Metal (except Copper and Aluminum)</p>
		31C³	<p>Ferrous Metal Foundries</p> <p>331511 Iron</p> <p>331512 Steel Investment</p> <p>331513 Steel (except Investment)</p>
		31D³	<p>Nonferrous Metal Foundries</p> <p>331521 Aluminum Die-Casting</p> <p>331522 Nonferrous (except Aluminum) Die-Casting</p> <p>331524 Aluminum (except Die-Casting)</p> <p>331525 Copper (except Die-Casting)</p> <p>331528 Other Nonferrous (except Die-Casting)</p>
	² Durable industry ³ Order/Data collected		

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)	Industry category	Industry category title (and component 6-digit NAICS titles and 6-digit codes)
32A³	FABRICATED METAL PRODUCTS ² Forging and Stamping 332111 Iron and Steel Forging 332112 Nonferrous Forging 332114 Custom Roll Forming 332115 Crowns and Closures 332116 Metal Stampings 332117 Powder Metallurgy Parts	32G³-cont.	Other Fabricated Metal Product Manufacturing - Continued 332812 Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers 332813 Electroplating, Plating, Polishing, Anodizing, and Coloring 332991 Ball and Roller Bearings 332996 Fabricated Pipe and Pipe Fittings 332997 Industrial Patterns 332998 Enameled Iron and Metal Sanitary Ware 332999 All Other Miscellaneous Fabricated Metal Products
32B	Cutlery and Handtool Manufacturing 332211 Cutlery and Flatware (except Precious) 332212 Hand and Edge Tools 332213 Saw Blades and Handsaws 332214 Kitchen Utensils, Pots, and Pans		
32C³	Boiler, Tank, and Shipping Container Manufacturing 332410 Power Boilers and Heat Exchangers 332420 Metal Tanks (Heavy Gauge) 332431 Metal Cans 332439 Other Metal Containers	33A	MACHINERY ² Farm Machinery and Equipment Manufacturing 333111 Farm Machinery and Equipment
32D³	Metal Valve Manufacturing 332911 Industrial Valves 332912 Fluid Power Valves and Hose Fittings 332913 Plumbing Fixture Fittings and Trim 332919 Other Metal Valve and Pipe Fittings	33B	Lawn and Garden Tractors and Equipment Manufacturing 333112 Lawn and Garden Tractors and Home Lawn and Garden Equipment
32E³	Small Arms and Ordnance Manufacturing, Nondefense 332992 Small Arms Ammunition 332993 Ammunition (except Small Arms) 332994 Small Arms 332995 Other Ordnance and Accessories	33C³	Construction Machinery Manufacturing 333120 Construction Machinery
32F³	Small Arms and Ordnance Manufacturing, Defense 332992 Small Arms Ammunition 332993 Ammunition (except Small Arms) 332994 Small Arms 332995 Other Ordnance and Accessories	33D³	Mining, Oil, and Gas Field Machinery Manufacturing 333131 Mining Machinery and Equipment 333132 Oil and Gas Field Machinery and Equipment
32G³	Other Fabricated Metal Product Manufacturing 332311 Prefabricated Metal Buildings and Components 332312 Fabricated Structural Metal 332313 Plate Work 332321 Metal Windows and Doors 332322 Sheet Metal Work 332323 Ornamental and Architectural Metal Work 332510 Hardware 332611 Spring (Heavy Gauge) 332612 Spring (Light Gauge) 332618 Other Fabricated Wire Products 332710 Machine Shops 332721 Precision Turned Products 332722 Bolts, Nuts, Screws, Rivets, and Washers 332811 Metal Heat Treating	33E³	Industrial Machinery Manufacturing 333210 Sawmill and Woodworking Machinery 333220 Plastics and Rubbery Industry Machinery 333291 Paper Industry Machinery 333292 Textile Machinery 333293 Printing Machinery and Equipment 333294 Food Product Machinery 333295 Semiconductor Machinery 333298 All Other Industrial Machinery
		33F³	Vending, Laundry, and Other Machinery Manufacturing 333311 Automatic Vending Machines 333312 Commercial Laundry, Drycleaning, and Pressing Machines 333319 Other Commercial and Service Industry Machinery
		33G³	Photographic Equipment Manufacturing 333313 Office Machinery 333314 Optical Instruments and Lenses 333315 Photographic and Photocopying Equipment

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Part G - INDUSTRY CATEGORY REFERENCE LIST

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33H³	MACHINERY - Continued Ventilation, Heating, Air-Conditioning, and Refrigeration Equipment Manufacturing 333411 Air Purification Equipment 333412 Industrial and Commercial Fans and Blowers 333414 Heating Equipment (except Warm Air Furnaces) 333415 Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment	33N³	All Other Machinery Manufacturing 333991 Power-Driven Handtools 333992 Welding and Soldering Equipment 333993 Packaging Machinery 333994 Industrial Process Furnaces and Ovens 333995 Fluid Power Cylinders and Actuators 333996 Fluid Power Pumps and Motors 333997 Scales and Balances 333999 All Other Miscellaneous General Purpose Machinery
33I³	Metalworking Machinery Manufacturing 333511 Industrial Molds 333512 Machine Tools (Metal Cutting Types) 333513 Machine Tools (Metal Forming Types) 333514 Special Dies and Tools, Die Sets, Jigs, and Fixtures 333515 Cutting Tools and Machine Tool Accessories 333516 Rolling Mill Machinery and Equipment 333518 Other Metalworking Machinery	34A³	COMPUTER AND ELECTRONIC² PRODUCTS Electronic Computer Manufacturing 334111 Electronic Computers
33J³	Turbine and Generator Manufacturing 333611 Turbines and Turbine Generator Set Units	34B	Computer Storage Device Manufacturing 334112 Computer Storage Devices
33K³	Other Power Transmission Equipment Manufacturing 333612 Speed Changers, Industrial High-Speed Drives, and Gears 333613 Mechanical Power Transmission Equipment 333618 Other Engine Equipment	34C	Other Computer Peripheral Equipment Manufacturing 334113 Computer Terminals 334119 Other Computer Peripheral Equipment
33L³	Pump and Compressor Manufacturing 333911 Pumps and Pumping Equipment 333912 Air and Gas Compressors 333913 Measuring and Dispensing Pumps	34D³	Communication Equipment Manufacturing, Nondefense 334210 Telephone Apparatus 334220 Radio and Television Broadcasting and Wireless Communications Equipment 334290 Other Communications Equipment
33M³	Material Handling Equipment Manufacturing 333921 Elevators and Moving Stairways 333922 Conveyors and Conveying Equipment 333923 Overhead Traveling Cranes, Hoists, and Monorail Systems 333924 Industrial Trucks, Tractors, Trailers, and Stacker Machinery	34E³	Communication Equipment Manufacturing, Defense 334210 Telephone Apparatus 334220 Radio and Television Broadcasting and Wireless Communications Equipment 334290 Other Communications Equipment
		34F	Audio and Video Equipment Manufacturing 334310 Audio and Video Equipment
		34G	Semiconductor and Related Device Manufacturing 334413 Semiconductors and Related Devices

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34H³	COMPUTERS AND ELECTRONIC PRODUCTS - Continued Other Electronic Component Manufacturing 334411 Electron Tubes 334412 Core Printed Circuit Boards 334414 Electronic Capacitors 334415 Electronic Resistors 334416 Electronic Coils, Transformers, and Other Inductors 334417 Electronic Connectors 334418 Printed Circuit Assemblies (Electronic Assemblies) 334419 Other Electronic Components	35A³	ELECTRICAL EQUIPMENT, APPLIANCES, AND COMPONENTS ² Electric Lighting Equipment Manufacturing 335110 Electric Lamp Bulbs and Parts 335121 Residential Electric Lighting Fixtures 335122 Commercial, Industrial, and Institutional Electric Lighting Fixtures 335129 Other Lighting Equipment
34I³	Search and Navigation Equipment Manufacturing, Nondefense 334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical Systems and Instruments	35B³	Household Appliance Manufacturing 335211 Electric Housewares and Household Fans 335212 Household Vacuum Cleaners 335221 Household Cooking Appliances 335222 Household Refrigerators and Home Freezers 335224 Household Laundry Equipment 335228 Other Major Household Appliances
34J³	Search and Navigation Equipment Manufacturing, Defense 334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical Systems and Instruments	35C³	Electrical Equipment Manufacturing 335311 Power, Distribution, and Specialty Transformers 335312 Motors and Generators 335313 Switchgear and Switchboard Apparatus 335314 Relays and Industrial Controls
34K³	Electromedical, Measuring, and Control Instrument Manufacturing 334510 Electromedical and Electrotherapeutic Apparatus 334512 Automatic Environmental Controls for Residential, Commercial, and Appliance Use 334513 Instruments and Related Products for Measuring, Displaying, and Controlling Industrial Process Variables 334514 Totalizing Fluid Meters and Counting Devices 334515 Instruments for Measuring and Testing Electricity and Electrical Signals 334516 Analytical Laboratory Instruments 334517 Irradiation Apparatus 334518 Watches, Clocks, and Parts 334519 Other Measuring and Controlling Devices	35D	Battery Manufacturing 335911 Storage Batteries 335912 Primary Batteries
34L	Manufacturing and Reproducing Magnetic and Optical Media 334611 Software Reproducing 334612 Prerecorded Compact Discs (except Software), Tapes, and Record Reproducing 334613 Magnetic and Optical Recording Media	35E³	Other Electrical Equipment, Appliance, and Component Manufacturing 335921 Fiber Optic Cables 335929 Other Communication and Energy Wires 335931 Current-Carrying Wiring Devices 335932 Noncurrent-Carrying Wiring Devices 335991 Carbon and Graphite Products 335999 All Other Miscellaneous Electrical Equipment and Components
		36A	TRANSPORTATION EQUIPMENT ² Automobile Manufacturing 336111 Automobiles
		36B	Light Truck and Utility Vehicle Manufacturing 336112 Light Trucks and Utility Vehicles
		36C	Heavy Duty Truck Manufacturing 336120 Heavy Duty Trucks
		36D³	Motor Vehicle Body and Trailer Manufacturing 336211 Motor Vehicle Bodies 336212 Truck Trailers 336213 Motor Homes 336214 Travel Trailers and Campers

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36E³	TRANSPORTATION EQUIPMENT - Continued	36K³	Railroad Rolling Stock 336510 Railroad Rolling Stock						
	Motor Vehicle Parts Manufacturing		36L³	Ship and Boat Building, Nondefense 336611 Ship Building and Repairing 336612 Boat Building					
	336311 Carburetors, Pistons, Piston Rings, and Valves			36M³	Ship and Boat Building, Defense 336611 Ship Building and Repairing 336612 Boat Building				
	336312 Gasoline Engines and Engine Parts				36N³	Other Transportation Equipment Manufacturing 336991 Motorcycles, Bicycles, and Parts 336992 Military Armored Vehicles, Tanks, and Tank Components 336999 All Other Transportation Equipment			
	336321 Vehicular Lighting Equipment					37A³	FURNITURE AND RELATED PRODUCTS ²		
	336322 Other Motor Vehicle Electrical and Electronic Equipment						Household Furniture and Kitchen Cabinet Manufacturing 337110 Wood Kitchen Cabinets and Counter Tops 337121 Upholstered Household Furniture 337122 Wood Household Furniture (except Upholstered) 337124 Metal Household Furniture 337125 Household Furniture (except Wood and Metal) 337129 Wood Television, Radio, and Sewing Machine Cabinets		
	336330 Motor Vehicle Steering and Suspension Components (except Spring)						37B³	Office Furniture and Institutional Furniture Manufacturing 337127 Institutional Furniture 337211 Wood Office Furniture 337212 Custom Architectural Woodwork and Millwork 337214 Office Furniture (except Wood) 337215 Showcases, Partitions, Shelving, and Lockers	
	336340 Motor Vehicle Brake Systems							37C	Other Furniture Related Product Manufacturing 337910 Mattresses 337920 Blinds and Shades
	336350 Motor Vehicle Transmission and Power Train Parts								
	336360 Motor Vehicle Seating and Interior Trim								
336370 Motor Vehicle Metal Stamping									
336391 Motor Vehicle Air-Conditioning									
336399 All Other Motor Vehicle Parts									
36F³	Aircraft Manufacturing, Nondefense 336411 Aircraft								
36G³	Aircraft Manufacturing, Defense 336411 Aircraft								
36H³	Aircraft Engine and Parts Manufacturing, Nondefense 336412 Aircraft Engines and Engine Parts 336413 Other Aircraft Parts and Auxiliary Equipment								
36I³	Aircraft Engine and Parts Manufacturing, Defense 336412 Aircraft Engines and Engine Parts 336413 Other Aircraft Parts and Auxiliary Equipment								
36J³	Missile, Space Vehicle, and Parts Manufacturing, Defense 336414 Guided Missiles and Space Vehicles 336415 Guided Missiles and Space Vehicles Propulsion Units and Propulsion Unit Parts 336419 Other Guided Missiles and Space Vehicle Parts and Auxiliary Equipment								

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<p>39A</p> <p>39B³</p> <p>39C</p>	<p>MISCELLANEOUS PRODUCTS ²</p> <p>Medical Equipment and Supplies Manufacturing</p> <p>339112 Surgical and Medical Instruments</p> <p>339113 Surgical Appliances and Supplies</p> <p>339114 Dental Equipment and Supplies</p> <p>339115 Ophthalmic Goods</p> <p>339116 Dental Laboratories</p> <p>Sporting Goods, Doll, Toy, and Game Manufacturing</p> <p>339920 Sporting and Athletic Goods</p> <p>339931 Dolls and Stuffed Toys</p> <p>339932 Games, Toys, and Children’s Vehicles</p> <p>Office Supplies (except Paper) Manufacturing</p> <p>339941 Pens and Mechanical Pencils</p> <p>339942 Lead Pencils and Art Goods</p> <p>339943 Marking Devices</p> <p>339944 Carbon Paper and Inked Ribbons</p>	<p>39D</p>	<p>Other Miscellaneous Manufacturing</p> <p>339911 Jewelry (except Costume)</p> <p>339912 Silverware and Holloware</p> <p>339913 Jeweler’s Material and Lapidary Work</p> <p>339914 Costume Jewelry and Novelties</p> <p>339950 Signs</p> <p>339991 Gaskets, Packing, and Sealing Devices</p> <p>339992 Musical Instruments</p> <p>339993 Fasteners, Buttons, Needles, and Pins</p> <p>339994 Brooms, Brushes, and Mops</p> <p>339995 Burial Caskets</p> <p>339999 All Other Miscellaneous Products</p>
	<p>²Durable industry ³Order/Data collected</p>		