

ITEM 5: SALES, SHIPMENTS, RECEIPTS, OR REVENUES

5A. What was the total value of products shipped and other receipts for this establishment? (Report detail in **Item 22.**)

Include:

All products physically shipped from this establishment during 2019

Check If None

	2019	2018
\$	[]	[]
0	,000.0	,000.0

Exclude:

Freight charges
Excise taxes

5B. What percent of the \$xxx,000.00 reported in **Item 5**, line A was for goods that were ordered or whose movement was controlled or coordinated over electronic networks? (Report whole percent.)

E-shipments are online orders accepted for manufactured products from customers. These include shipments to other domestic plants of your own company for further manufacture, assembly, or fabrication. The price and terms of sale for these shipments are negotiated over an online system. Payment may or may not be made online.

Include:

Electronic Data Interchange (EDI)
E-mail
Internet
Extranet
Other online systems

_____ %	_____ %
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\$	[]	[]
0	,000.0	,000.0

5C. What was the value of this establishment's unfilled orders (order backlog) as of December 31?

Include:

- All orders which have not been shipped as of December 31

Report "0" for each respective year if all orders had been shipped by December 31.

Instructions for Unfilled Orders (will be part of ASM User Manual)

Include -

- Orders that have not yet passed through the sales account - future orders or bookings for delivery.
- Commitments to deliver under long-standing agreements or other formal or informal agreements.
- Interdivisional unfilled orders.
- Funded orders or portions of orders for which the value of work done has not been reported as sales.
- Net value of contract modifications, additions, and adjustments, including price changes, when the parties concerned are in substantial agreement.
- Orders that are supported by binding legal documents such as signed contracts or letter contracts.
- Orders for long-term contracts that are funded. If funded on a flow basis, report only the phase that is funded. ° Cancellations by deducting the value of existing orders.

Exclude -

- Data for manufacturing done abroad.
- Contract options or extensions to existing contracts which have not been exercised by the customer.
- Intradivisional unfilled orders.

Special Instructions for Companies with Long-Term Contracts:

- **For fixed price contracts**, unfilled orders should reflect the full value of the contract less actual shipments.
- **For cost plus contracts**, such as shipbuilding, unfilled orders should reflect the full contract value less the accumulated value of work done for which progress payments have been received.
- **For defense contracts**, unfilled orders should include only those orders which have been authorized or funded.