



2020 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 92 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.

Title 13 United States Code (U.S.C.), Sections 131, 182, and 193, authorizes the Census Bureau to conduct this collection and to request your voluntary assistance. The U.S. Census Bureau is required by Section 9 of the same law to keep your information confidential and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. Although you are not required to respond to this statistical survey, your cooperation is needed to make the results comprehensive and accurate.

We estimate this survey will take an average of 20 minutes to complete, including the 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 this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: EID Survey Comments 0607-0008, U.S. Census Bureau, 4600 Silver Hill Road, Room EID-7K071, Washington, DC 20233. You may email comments to eid.m3.qs@census.gov. Be sure to use "EID Survey Comments 0607-0008" as the subject.

The data are available on the internet at [census.gov/m3](https://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 <https://econhelp.census.gov/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 **1-800-845-8238**.

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 92 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 [census.gov/eos/www/naics/index.html](https://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

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.

2. 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% resale, 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 immediate 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 immediate 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 adjustments, including price changes, which increase legal documents, such as signed contracts or letter adjustments, including price changes, which increase contracts.
- Orders for equipment to be leased or rented at the adjustments, including price changes, which increase estimated value.
- Orders for long-term contracts that are funded. If adjustments, including price changes, which increase funded on a flow basis, report only each phase that adjustments, including price changes, which increase is funded.
- Cancellations by deducting the value of existing adjustments, including price changes, which increase 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 method 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 receipts 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)
- Guided Missile, Space Vehicle, and Parts Manufacturing (36P/Q)
- Military Armored Vehicle, Tank, and Tank Component Manufacturing (36R/T)

(See Part G for more details.)

The defense industry categories should include sales, inventories, and orders relating to foreign governments 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.

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 <https://econhelp.census.gov/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 "Survey Log in" 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:
<https://econhelp.census.gov/m3>

If you have questions, problems or need additional assistance, please call 301-763-4832, or go to <https://econhelp.census.gov/m3/contactus.html> to email your request.

Part E - SAMPLE M-3(SD) REPORT FORM

A sample report form is shown below, reduced in size. Explanatory remarks are provided in the margins.

Industry category description (see Part G).

Month and year of report.

Prompt reporting ensures the timely receipt of your data.

Name and telephone number of person to contact at the Census Bureau regarding this report.

To start reporting via the internet, use this User ID and Original Password.

Mark the box which best describes current accounting period.

Data for new orders and unfilled orders are only requested for some industries (See Part G).



U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU
FORM **M-3(SD)**
(04-25-2018)

MANUFACTURERS' SHIPMENTS, INVENTORIES, AND ORDERS

OMB No. 0607-0008: Approval Expires 04/30/2021

Description:

<i>See instructions on reverse side</i>	CENSUS USE	RP	MC	# F	FP	AI
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PLEASE COMPLETE FORM BY THE 10TH BUSINESS DAY OF THE MONTH

TO START REPORTING VIA THE INTERNET, use the User ID and Original Password imprinted below.

Go to econhelp.census.gov/m3 to report your data or FAX FORM to 1-800-845-8238

U.S. Census Bureau
4600 Silver Hill Road, EID/M3
Washington, DC 20233-6900
<https://econhelp.census.gov/m3>

NOTICE - Title 13 United States Code (U.S.C.), Sections 131, 182, and 193, authorizes the Census Bureau to conduct this collection and to request your voluntary assistance. The U.S. Census Bureau is required by Section 9 of the same law to keep your information confidential and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0008 and appears at the upper right of this page. Without this approval we could not conduct this survey. We estimate this survey will take an average of 20 minutes to complete. More information about this estimate and an address where you may write with comments is on the back of this form.

Census contact	Area Code	Number	CHANGE IN OPERATIONAL STATUS			
Your company contact	Area Code	Number	Ext	<input type="radio"/> Ceased operations Enter date in "Remarks" <input type="radio"/> Acquired another manufacturing operation Enter name and date in "Remarks" <input type="radio"/> Sold to another company Enter name and date in "Remarks"		
User ID:	Original Password:	CFN	Industry			

Description of reporting items (Definitions of terms are provided on the back of the form)	Accounting Period (SHADE ONLY ONE CIRCLE)	P	Cal. Mo.			4 Week			5 Week		
			End. date	End. date	End. date	End. date	End. date	End. date	End. date		
			\$Bil.	\$Mil.	\$Thou.	\$Bil.	\$Mil.	\$Thou.	\$Bil.	\$Mil.	\$Thou.
1 Accounting Period (SHADE ONLY ONE CIRCLE)	<input type="radio"/> Cal. Mo. <input type="radio"/> Other										
2 Net Shipments, Manufactured in U.S.	<input type="radio"/> 4 Week <input type="radio"/> 5 Week	S									
3 New Orders (Net of Cancellations) [If applicable]		N									
4 Order Backlog (Unfilled Orders) [If applicable]		U									
5 Total Inventories, Warehoused in U.S. (Current Cost or Market)		I									
6 Materials and Supplies		M									
7 Work-In-Process		W									
8 Finished-Goods		F									

REMARKS:

CERTIFICATION This form is substantially accurate and has been prepared in accordance with the instructions.

Title _____ Date _____

Signature of authorized person _____

Your company's Census File Number, (CFN).

Compare figures for current and previous periods. Correct previous periods if wrong. Explain substantial differences, or large month-to-month fluctuations in the data, in the "Remarks" section.

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 2017 NAICS codes)	Industry category	Industry category title (and component 6-digit 2017 NAICS codes)
11A	FOOD PRODUCTS¹ Grain and Oilseed Milling 311211 Flour Milling 311212 Rice Milling 311213 Malt Manufacturing 311221 Wet Corn Milling 311224 Soybean and Other Oilseed Processing 311225 Fats and Oils Refining and Blending 311230 Breakfast Cereal Manufacturing	11D	FOOD PRODUCTS¹ - continued Other Food Manufacturing 311111 Dog and Cat Food Manufacturing 311119 Other Animal Food Manufacturing 311313 Beet Sugar Manufacturing 311314 Cane Sugar Manufacturing 311340 Nonchocolate Confectionery Manufacturing 311351 Chocolate and Confectionery Manufacturing from Cacao Beans 311352 Confectionery Manufacturing from Purchased Chocolate 311411 Frozen Fruit, Juice, and Vegetable Manufacturing 311412 Frozen Specialty Food Manufacturing 311421 Fruit and Vegetable Canning 311422 Specialty Canning 311423 Dried and Dehydrated Food Manufacturing 311811 Retail Bakeries 311812 Commercial Bakeries 311813 Frozen Cakes, Pies, and Other Pastries Manufacturing 311821 Cookie and Cracker Manufacturing 311824 Dry Pasta, Dough, and Flour Mixes Manufacturing from Purchased 311830 Tortilla Manufacturing 311911 Roasted Nuts and Peanut Butter Manufacturing 311919 Other Snack Food Manufacturing 311920 Coffee and Tea Manufacturing 311930 Flavoring Syrup and Concentrate Manufacturing 311941 Mayonnaise, Dressing, and Other Prepared Sauce Manufacturing 311942 Spice and Extract Manufacturing 311991 Perishable Prepared Food Manufacturing 311999 All Other Miscellaneous Food Manufacturing
11B	Dairy Product Manufacturing 311511 Fluid Milk Manufacturing 311512 Creamery Butter Manufacturing 311513 Cheese Manufacturing 311514 Dry, Condensed, and Evaporated Dairy Product Manufacturing 311520 Ice Cream and Frozen Dessert Manufacturing		
11C	Animal Slaughtering and Processing, Seafood Product Preparation and Packaging 311611 Animal (except Poultry) Slaughtering 311612 Meat Processed from Carcasses 311613 Rendering and Meat Byproduct Processing 311615 Poultry Processing 311710 Seafood Product Preparation and Packaging		
	¹ Nondurable industry		

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit 2017 NAICS codes)	Industry category	Industry category title (and component 6-digit 2017 NAICS codes)
12A	BEVERAGE AND TOBACCO PRODUCTS¹ Beverage Manufacturing 312111 Soft Drink Manufacturing 312112 Bottled Water Manufacturing 312113 Ice Manufacturing 312120 Breweries 312130 Wineries 312140 Distilleries	21A	WOOD PRODUCTS² Wood Building and Mobile Home 321991 Manufactured Home (Mobile Home) Manufacturing 321992 Prefabricated Wood Building Manufacturing
12B	Tobacco Manufacturing 312230 Tobacco Manufacturing	21B	Other Wood Product Manufacturing 321113 Sawmills 321114 Wood Preservation 321211 Hardwood Veneer and Plywood Manufacturing 321212 Softwood Veneer and Plywood Manufacturing 321213 Engineered Wood Member (except Truss) Manufacturing 321214 Truss Manufacturing 321219 Reconstituted Wood Product Manufacturing 321911 Wood Window and Door Manufacturing 321912 Cut Stock, Resawing Lumber, and Planning 321918 Other Millwork (including Flooring) 321920 Wood Container and Pallet Manufacturing 321999 All Other Miscellaneous Wood Product Manufacturing
13A	TEXTILE MILLS¹ Textile Mills 313110 Fiber, Yarn, and Thread Mills 313210 Broadwoven Fabric Mills 313220 Narrow Fabric Mills and Schiffli Machine Embroidery 313230 Nonwoven Fabric Mills 313240 Knit Fabric Mills 313310 Textile and Fabric Finishing Mills 313320 Fabric Coating Mills		
14A	TEXTILE PRODUCT MILLS¹ Textile Product Mills 314110 Carpet and Rug Mills 314120 Curtain and Linen Mills 314910 Textile Bag and Canvas Mills 314994 Rope, Cordage, Twine, Tire Cord, and Tire Fabric Mills 314999 All Other Miscellaneous Textile Product Mills	22A	PAPER PRODUCTS¹ Pulp, Paper, and Paperboard Mills 322110 Pulp Mills 322121 Paper (except Newsprint) Mills 322122 Newsprint Mills 322130 Paperboard Mills
15A	APPAREL¹ Apparel Manufacturing 315110 Hosiery and Sock Mills 315190 Other Apparel Knitting Mills 315210 Cut and Sew Apparel Contractors 315220 Men's and Boys' Cut and Sew Apparel Manufacturing 315240 Women's, Girls', and Infants' Cut and Sew Apparel Manufacturing 315280 Other Cut and Sew Apparel Manufacturing 315990 Apparel Accessories and Other Apparel Manufacturing	22B	Paperboard Container Manufacturing 322211 Corrugated and Solid Fiber Box Manufacturing 322212 Folding Paperboard Box Manufacturing 322219 Other Paperboard Container Manufacturing
16A	LEATHER AND ALLIED PRODUCTS¹ Leather and Allied Product Manufacturing 316110 Leather and Hide Tanning and Finishing 316210 Footwear Manufacturing 316992 Women's Handbag and Purse Manufacturing 316998 All Other Leather Good and Allied Product Manufacturing	22C	Other Paper Manufacturing 322220 Paper Bag and Coated and Treated Paper Manufacturing 322230 Stationery Product Manufacturing 322291 Sanitary Paper Product Manufacturing 322299 All Other Converted Paper Product Manufacturing
		23A	PRINTING AND RELATED SUPPORT ACTIVITIES¹ Printing and Related Support Activities Manufacturing 323111 Commercial Printing (except Screen and Books) 323113 Commercial Screen Printing 323117 Books Printing 323120 Support Activities for Printing

¹ Nondurable industry² Durable industry

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit 2017 NAICS codes)	Industry category	Industry category title (and component 6-digit 2017 NAICS codes)
24A	PETROLEUM AND COAL PRODUCTS¹ Petroleum Refineries 324110 Petroleum Refineries	25D	CHEMICAL PRODUCTS¹ - continued Other Chemical Manufacturing - continued 325992 Photographic Film, Paper, Plate, and Chemical Manufacturing 325998 All Other Miscellaneous Chemical Product and Preparation Manufacturing
24B	Asphalt Paving, Roofing, and Saturated Materials Manufacturing 324121 Asphalt Paving Mixture and Block Manufacturing 324122 Asphalt Shingle and Coating Materials Manufacturing	26A	PLASTIC AND RUBBER PRODUCTS¹ Tire Manufacturing 326211 Tire Manufacturing (except Retreading) 326212 Tire Retreading
24C	Other Petroleum and Coal Products Manufacturing 324191 Petroleum Lubricating Oil and Grease Manufacturing 324199 All Other Petroleum and Coal Products Manufacturing	26B	Other Plastics and Rubber Products Manufacturing 326111 Plastics Bag and Pouch Manufacturing 326112 Plastics Packaging Film and Sheet (including Laminated) Manufacturing 326113 Unlaminated Plastics Film and Sheet (except Packaging) Manufacturing 326121 Unlaminated Plastics Profile Shape Manufacturing 326122 Plastics Pipe and Pipe Fitting Manufacturing 326130 Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing 326140 Polystyrene Foam Product Manufacturing 326150 Urethane and Other Foam Product (except Polystyrene) Manufacturing 326160 Plastics Bottle Manufacturing 326191 Plastics Plumbing Fixture Manufacturing 326199 All Other Plastics Product Manufacturing 326220 Rubber and Plastics Hoses and Belting Manufacturing 326291 Rubber Product Manufacturing for Mechanical Use 326299 All Other Rubber Product Manufacturing
25A	CHEMICAL PRODUCTS¹ Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing 325311 Nitrogenous Fertilizer Manufacturing 325312 Phosphatic Fertilizer Manufacturing 325314 Fertilizer (Mixing Only) Manufacturing 325320 Pesticide and Other Agricultural Chemical Manufacturing	27A	NONMETALLIC MINERAL PRODUCTS² Nonmetallic Mineral Product Manufacturing 327110 Pottery, Ceramics, and Plumbing Fixture Manufacturing 327120 Clay Building Material and Refractories Manufacturing 327211 Flat Glass Manufacturing 327212 Other Pressed and Blown Glass and Glassware Manufacturing 327213 Glass Container Manufacturing 327215 Glass Product Manufacturing Made of Purchased Glass 327310 Cement Manufacturing 327320 Ready-Mix Concrete Manufacturing 327331 Concrete Block and Brick Manufacturing 327332 Concrete Pipe Manufacturing 327390 Other Concrete Product Manufacturing 327410 Lime Manufacturing 327420 Gypsum Product Manufacturing 327910 Abrasive Product Manufacturing 327991 Cut Stone and Stone Product Manufacturing 327992 Ground or Treated Mineral and Earth Manufacturing 327993 Mineral Wool Manufacturing 327999 All Other Miscellaneous Nonmetallic Mineral Product Manufacturing
25B	Pharmaceutical and Medicine Manufacturing 325411 Medicinal and Botanical Manufacturing 325412 Pharmaceutical Preparation Manufacturing 325413 In-Vitro Diagnostic Substance Manufacturing 325414 Biological Product (except Diagnostic) Manufacturing		
25C	Paint, Coating, and Adhesive Manufacturing 325510 Paint and Coating Manufacturing 325520 Adhesive Manufacturing		
25D	Other Chemical Manufacturing 325110 Petrochemical Manufacturing 325120 Industrial Gas Manufacturing 325130 Synthetic Dye and Pigment Manufacturing 325180 Other Basic Inorganic Chemical Manufacturing 325193 Ethyl Alcohol Manufacturing 325194 Cyclic Crude, Intermediate, and Gum and Wood Chemical Manufacturing 325199 All Other Basic Organic Chemical Manufacturing 325211 Plastics Material and Resin Manufacturing 325212 Synthetic Rubber Manufacturing 325220 Artificial and Synthetic Fibers and Filaments Manufacturing 325611 Soap and Other Detergent Manufacturing 325612 Polish and Other Sanitation Good Manufacturing 325613 Surface Active Agent Manufacturing 325620 Toilet Preparation Manufacturing 325910 Printing Ink Manufacturing 325920 Explosives Manufacturing 325991 Custom Compounding of Purchased Resins		
	¹ Nondurable industry ² Durable industry		

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit 2017 NAICS codes)	Industry category	Industry category title (and component 6-digit 2017 NAICS codes)
	MACHINERY²		MACHINERY² - continued
33A	Farm Machinery and Equipment Manufacturing 333111 Farm Machinery and Equipment Manufacturing	33J³	Turbine and Turbine Generator Set Units Manufacturing 333611 Turbine and Turbine Generator Set Units Manufacturing
33B	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing 333112 Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing	33K³	Other Power Transmission Equipment Manufacturing 333612 Speed Changer, Industrial High-Speed Drive, and Gear Manufacturing 333613 Mechanical Power Transmission Equipment Manufacturing 333618 Other Engine Equipment Manufacturing
33C³	Construction Machinery Manufacturing 333120 Construction Machinery Manufacturing	33L³	Pump and Compressor Manufacturing 333912 Air and Gas Compressor Manufacturing 333914 Measuring, Dispensing, and Other Pumping Equipment Manufacturing
33D³	Mining and Oil and Gas Field Machinery Manufacturing 333131 Mining Machinery and Equipment Manufacturing 333132 Oil and Gas Field Machinery and Equipment Manufacturing	33M³	Material Handling Equipment Manufacturing 333921 Elevator and Moving Stairway Manufacturing 333922 Conveyor and Conveying Equipment Manufacturing 333923 Overhead Traveling Crane, Hoist, and Monorail System Manufacturing 333924 Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing
33E³	Industrial Machinery Manufacturing 333241 Food Product Machinery Manufacturing 333242 Semiconductor Machinery Manufacturing 333243 Sawmill, Woodworking, and Paper Machinery Manufacturing 333244 Printing Machinery and Equipment Manufacturing 333249 Other Industrial Machinery Manufacturing	33N³	All Other General Purpose Machinery Manufacturing 333991 Power-Driven Handtool Manufacturing 333992 Welding and Soldering Equipment Manufacturing 333993 Packaging Machinery Manufacturing 333994 Industrial Process Furnace and Oven Manufacturing 333995 Fluid Power Cylinder and Actuator Manufacturing 333996 Fluid Power Pump and Motor Manufacturing 333997 Scale and Balance Manufacturing 333999 All Other Miscellaneous General Purpose Machinery Manufacturing
33F³	Commercial and Service Industry Machinery Manufacturing 333318 Other Commercial and Service Industry Machinery Manufacturing		
33G³	Photographic Equipment Manufacturing 333314 Optical Instrument and Lens Manufacturing 333316 Photographic and Photocopying Equipment Manufacturing		
33H³	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing 333413 Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing 333414 Heating Equipment (except Warm Air Furnaces) Manufacturing 333415 Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing		
33I³	Metalworking Machinery Manufacturing 333511 Industrial Mold Manufacturing 333514 Special Die and Tool, Die Set, Jig, and Fixture Manufacturing 333515 Cutting Tool and Machine Tool Accessory Manufacturing 333517 Machine Tool Manufacturing 333519 Rolling Mill and Other Metalworking Machinery Manufacturing		
	² Durable industry ³ Order Data Collected		

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit 2017 NAICS codes)	Industry category	Industry category title (and component 6-digit 2017 NAICS codes)
34A³	COMPUTERS AND ELECTRONIC PRODUCTS²	34J³	COMPUTERS AND ELECTRONIC PRODUCTS² - continued
34B	Electronic Computer Manufacturing 334111 Electronic Computer Manufacturing		Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing , Defense
34C	Computer Storage Device Manufacturing 334112 Computer Storage Device Manufacturing		334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing
34D³	Computer Terminal and Other Computer Peripheral Equipment Manufacturing 334118 Computer Terminal and Other Computer Peripheral Equipment Manufacturing	34K³	Measuring, Electromedical, and Control Instruments Manufacturing
34E³	Communications Equipment Manufacturing, Nondefense 334210 Telephone Apparatus Manufacturing 334220 Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing 334290 Other Communications Equipment Manufacturing		334510 Electromedical and Electrotherapeutic Apparatus Manufacturing 334512 Automatic Environmental Control Manufacturing for Residential, Commercial, and Appliance Use 334513 Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables 334514 Totalizing Fluid Meter and Counting Device Manufacturing 334515 Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals 334516 Analytical Laboratory Instrument Manufacturing 334517 Irradiation Apparatus Manufacturing 334519 Other Measuring and Controlling Device Manufacturing
34F	Communications Equipment Manufacturing, Defense 334210 Telephone Apparatus Manufacturing 334220 Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing 334290 Other Communications Equipment Manufacturing		
34G	Audio and Video Equipment Manufacturing 334310 Audio and Video Equipment Manufacturing	34L	Manufacturing and Reproducing Magnetic and Optical Media
34H³	Semiconductor and Other Electronic Component Manufacturing 334413 Semiconductor and Related Device Manufacturing		334613 Blank Magnetic and Optical Recording Media Manufacturing 334614 Software and Other Prerecorded Compact Disc, Tape, and Record Reproducing
34I³	Other Electronic Component Manufacturing 334412 Bare Printed Circuit Board Manufacturing 334416 Capacitor, Resistor, Coil, Transformer, and Other Inductor Manufacturing 334417 Electronic Connector Manufacturing 334418 Printed Circuit Assembly (Electronic Assembly) Manufacturing 334419 Other Electronic Component Manufacturing		
34I³	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing, Nondefense 334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing		
	² Durable industry ³ Order Data Collected		

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit 2017 NAICS codes)	Industry category	Industry category title (and component 6-digit 2017 NAICS codes)
35A³	ELECTRICAL EQUIPMENT, APPLIANCES, AND COMPONENTS² Electric Lighting Equipment Manufacturing 335110 Electric Lamp Bulb and Part Manufacturing 335121 Residential Electric Lighting Fixture Manufacturing 335122 Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing 335129 Other Lighting Equipment Manufacturing	36A	TRANSPORTATION EQUIPMENT² Automobile Manufacturing 336111 Automobile Manufacturing
35B³	Household Appliance Manufacturing 335210 Small Electrical Appliance Manufacturing 335220 Major Household Appliance Manufacturing	36B	Light Truck and Utility Vehicle Manufacturing 336112 Light Truck and Utility Vehicle Manufacturing
35C³	Electrical Equipment Manufacturing 335311 Power, Distribution, and Specialty Transformer Manufacturing 335312 Motor and Generator Manufacturing 335313 Switchgear and Switchboard Apparatus Manufacturing 335314 Relay and Industrial Control Manufacturing	36C	Heavy Duty Truck Manufacturing 336120 Heavy Duty Truck Manufacturing
35D	Battery Manufacturing 335911 Storage Battery Manufacturing 335912 Primary Battery Manufacturing	36D³	Motor Vehicle Body and Trailer Manufacturing 336211 Motor Vehicle Body Manufacturing 336212 Truck Trailer Manufacturing 336213 Motor Home Manufacturing 336214 Travel Trailer and Camper Manufacturing
35E³	Other Electrical Equipment and Component Manufacturing 335921 Fiber Optic Cable Manufacturing 335929 Other Communication and Energy Wire Manufacturing 335931 Current-Carrying Wiring Device Manufacturing 335932 Noncurrent-Carrying Wiring Device Manufacturing 335991 Carbon and Graphite Product Manufacturing 335999 All Other Miscellaneous Electrical Equipment and Component Manufacturing	36E³	Motor Vehicle Parts Manufacturing 336310 Motor Vehicle Gasoline Engine and Engine Parts Manufacturing 336320 Motor Vehicle Electrical and Electronic Equipment Manufacturing 336330 Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing 336340 Motor Vehicle Brake System Manufacturing 336350 Motor Vehicle Transmission and Power Train Parts Manufacturing 336360 Motor Vehicle Seating and Interior Trim Manufacturing 336370 Motor Vehicle Metal Stamping 336390 Other Motor Vehicle Parts Manufacturing
		36F³	Aircraft Manufacturing, Nondefense 336411 Aircraft Manufacturing
		36G³	Aircraft Manufacturing, Defense 336411 Aircraft Manufacturing
		36H³	Aircraft Engine and Engine Parts Manufacturing, Nondefense 336412 Aircraft Engine and Engine Parts Manufacturing 336413 Other Aircraft Parts and Auxiliary Equipment Manufacturing
		36I³	Aircraft Engine and Engine Parts Manufacturing, Defense 336412 Aircraft Engine and Engine Parts Manufacturing 336413 Other Aircraft Parts and Auxiliary Equipment Manufacturing
		36K³	Railroad Rolling Stock Manufacturing 336510 Railroad Rolling Stock Manufacturing
		36L³	Ship and Boat Building, Nondefense 336611 Ship Building and Repairing 336612 Boat Building
		36M³	Ship and Boat Building, Defense 336611 Ship Building and Repairing 336612 Boat Building

² Durable industry³ Order Data Collected

Part G - INDUSTRY CATEGORY REFERENCE LIST

Industry category	Industry category title (and component 6-digit 2017 NAICS codes)	Industry category	Industry category title (and component 6-digit 2017 NAICS codes)
36P³	TRANSPORTATION EQUIPMENT² - continued Guided Missile, Space Vehicle, and Parts Manufacturing, Nondefense 336414 Guided Missile and Space Vehicle Manufacturing 336415 Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing 336419 Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	37A³	FURNITURE AND RELATED PRODUCTS² Household and Kitchen Cabinet Manufacturing 337110 Wood Kitchen Cabinet and Countertop Manufacturing 337121 Upholstered Household Furniture Manufacturing 337122 Nonupholstered Wood Household Furniture Manufacturing 337124 Metal Household Furniture Manufacturing 337125 Household Furniture (except Wood and Metal) Manufacturing 37B³ Office Furniture (including Fixtures) and Institutional Furniture Manufacturing 337127 Institutional Furniture Manufacturing 337211 Wood Office Furniture Manufacturing 337212 Custom Architectural Woodwork and Millwork Manufacturing 337214 Office Furniture (except Wood) Manufacturing 337215 Showcase, Partition, Shelving, and Locker Manufacturing 37C Other Furniture Related Product Manufacturing 337910 Mattress Manufacturing 337920 Blind and Shade Manufacturing
36Q³	Guided Missile, Space Vehicle, and Parts Manufacturing, Defense 336414 Guided Missile and Space Vehicle Manufacturing 336415 Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing 336419 Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	39A	MISCELLANEOUS PRODUCTS² Medical Equipment and Supplies Manufacturing 339112 Surgical and Medical Instrument Manufacturing 339113 Surgical Appliance and Supplies Manufacturing 339114 Dental Equipment and Supplies Manufacturing 339115 Ophthalmic Goods Manufacturing 339116 Dental Laboratories 39B³ Sporting and Athletic Goods, Doll, Toy, and Game Manufacturing 339920 Sporting and Athletic Goods Manufacturing 339930 Doll, Toy, and Game Manufacturing 39C Office Supplies (except Paper) Manufacturing 339940 Office Supplies (except Paper) Manufacturing 39D Other Miscellaneous Manufacturing 339910 Jewelry and Silverware Manufacturing 339950 Sign Manufacturing 339991 Gasket, Packing, and Sealing Device Manufacturing 339992 Musical Instrument Manufacturing 339993 Fastener, Button, Needle, and Pin Manufacturing 339994 Broom, Brush, and Mop Manufacturing 339995 Burial Casket Manufacturing 339999 All Other Miscellaneous Manufacturing
36R³	Military Armored Vehicle, Tank, and Tank Component Manufacturing, Nondefense 336992 Military Armored Vehicle, Tank, and Tank Component Manufacturing		
36T³	Military Armored Vehicle, Tank, and Tank Component Manufacturing, Defense 336992 Military Armored Vehicle, Tank, and Tank Component Manufacturing		
36U³	Other Transportation Equipment Manufacturing 336991 Motorcycle, Bicycle, and Parts Manufacturing 336999 All Other Transportation Equipment Manufacturing		

² Durable industry
³ Order Data Collected