Chart Your Company’s Sales Data Against 101 Industry Critical Metrics

Available to ASC MEMBERS ONLY at a discounted rate!

The ITR Market Forecasting Tool, available to ASC members only, is a powerful tool to help your company develop sales forecasts with a five month to one year outlook* in a specific market or sector using 101 key metrics specifically chosen for the adhesives and sealants industry (see list below). Each metric is dynamic with regular updates to provide ASC member companies access to the latest industry data.

This exclusive tool is ideal for analysts, product management and sales teams!

Attend a FREE WEBINAR on Wednesday, April 1, 2020 at 10 a.m. ET with ITR Economics to preview the tool, the metrics offered, and how to use and find value with this new service available to ASC members. Additionally, a link to the webinar recording will be posted online afterwards. Register or view the recorded webinar afterwards at www.ascouncil.org/forecastingtool

Review a BLOG from Steve Duren at ASC for a detailed discussion about this powerful new tool at www.ascouncil.org/forecastingtool

How it Works

The ITR Market Forecasting Tool is accessed via a secure online portal. Users upload company sales data and compare it to any of the 101 custom picked metrics in specific markets or sectors. Each metric was specifically chosen by ASC and many are unique to our industry. Companies can compare sales performance against these key metrics. Additionally, companies can seek publicly traded company quarterly reports** to plot against multiple metrics to help provide a five month to one year* sales forecast.

NOTE: *five month to one year outlook varies from metric to metric. **ASC nor ITR Economics supplies competitive sales data. Data must be found in the public domain.
Key Features:

• Allows users to securely and confidentially upload unlimited datasets for analysis
• Provides information on the Phases of the Business Cycle
• Identifies your business's correlations to the key economic and business drivers
• Generates a timing analysis between your company data and the economic indicators
• Online access – users pull reports autonomously
• Designed for ease of use by business executives and analysts who are not economists
• Users upload company information confidentially and generate trend comparisons
• Access to ITR Economics Customer Care Specialists
• Users create charts based on highly correlated indicators
• Access to the most relevant business indicators as well as those specifically chosen for ASC members
• Export all charts created in excel or PDF format

Values Provided:

• Understand events impacting business
• Increase internal forecasting accuracy
• Inform effective marketing strategies
• Benchmark internal success

Data is available in the following sectors:

• Building & Construction (17 Metrics)
• Transportation (13 Metrics)
• Paperboard and Related Products (10 Metrics)
• Assembly Operations (9 Metrics)
• Footwear & Leather (3 Metrics)
• Woodworking (7 Metrics)
• Consumer/DIY (11 Metrics)
• USA General Indicators (19 Metrics)
• Global Indicators (8 Metrics)
• Chemical-Oil/Gas Focused Indicators (4 Metrics)

View a breakdown of these sectors with definitions ON NEXT PAGES...
Or download a PDF online at www.ascouncil.org/forecastingtool

TO PURCHASE:

To purchase this powerful tool and discuss the affordable pricing options contact Myranda Nickoloff at myranda.nickoloff@ascouncil.org or 301-986-9767.
## 101 Key Metrics Included

### Building & Construction (17 Metrics)
- US Total New Construction
- US Total Residential Construction
- US Total Nonresidential Construction
- US Private Single-Family Residential Construction
- US Private Multi-Family Residential Construction
- US Total Commercial Construction
- US Construction Materials and Supplies New Orders
- US Housing Unit Building Permits
- US Total Education Construction
- US Total Hospital Construction
- US Private Multi-Tenant Retail Construction
- US Private Manufacturing Construction
- US Private Office Construction
- US Public Water and Sewer Facilities Construction
- US Private Warehouse Construction
- US Single-Unit Housing Starts
- US Multi-Unit Housing Starts

### Transportation (13 Metrics)
- US Motor Vehicle Parts Production Index
- US Transportation Equipment Production Index
- North America “Big Three” Light Truck Production
- US Light Vehicle Month-End Inventory Days Supply
- US Heavy Duty Truck Retail Sales
- US Light Duty Truck Retail Sales
- US Medium Duty Truck Retail Sales
- Total US Motor Vehicle Assemblies; s.a.
- US Auto Assemblies; s.a.
- US Autos and Light Truck Assemblies
- US Heavy Duty Truck Production Index
- US Civilian Aircraft Equipment Production Index
- North America Light Vehicle Production

### Paperboard and Related Products (10 Metrics)
- US Rubber Products Production Index
- US Plastics Products Production Index
- US Rubber and Plastics Products Production Index
- US Pulp, Paper, and Board Mills Production Index
- US Paper Mills Production Index
- Paperboard Production Index
- US Paper Bag and Coated and Treated Paper Production Index
- US Wholesale Inventories of Paper and Paper Products
- Printing and Related Support Activities Utilization Rate
- US Cleaning Supplies and Paper Products Price Index

### Woodworking (7 Metrics)
- GDP Gross Output by Industry for Wood Products
- Building Paper & Board Producer Price Index
- US Other Wood Products Production Index
- US Veneer and Plywood Production Index
- US Millwork Production Index
- US Veneer, Plywood, and Engineered Wood Product Production Index
- Wood Pulp Mills Production Index

### Assembly Operations (9 Metrics)
- US Machinery New Orders
- US Electrical Equipment, Appliance, and Component Production Index
- US Household Appliance Production Index
- US Electrical Equipment, Appliances and Components New Orders
- US Refrigeration and HVAC Equipment Production Index
- US Construction Machinery New Orders
- US Computer and Electronics New Orders
- US Electrical Equipment New Orders
- US Medical Equipment and Supplies Production Index

### Footwear & Leather (3 Metrics)
- GDP Gross Output by Industry for Apparel and Leather and Allied Products
- Leather Producer Price Index
- Apparel and Leather Goods Utilization Rate

### USA General Indicators (19 Metrics)
- US Industrial Production Index
- US Real Gross Domestic Product
- US Private Sector Employment
- US Nondefense Capital Goods New Orders (excluding aircraft)
- US Wholesale Trade of Durable Goods
- US Wholesale Trade of Nondurable Goods
- US Total Industry Capacity Utilization Rate
- US Conference Board Leading Indicator
- US ISM PMI (Purchasing Managers Index)
- US Consumer Price Index
- US Government Long-Term Bond Yields
- US Producer Price Index
- S&P 500 Stock Prices Index
- US Steel Scrap Producer Price Index
- US Food Production Index
- US Industrial Machinery New Orders
- US Mining Production Index (excluding oil and gas)
- US Metal Working Machinery New Orders

### Global Indicators (8 Metrics)
- Canada Industrial Production
- Mexico Industrial Production Index
- Brazil Manufacturing and Mining Industrial Production Index
- Western Europe Industrial Production Index
- Eastern Europe Industrial Production Index
- India Industrial Production Index
- China Industrial Production Index
- ITR Leading Indicator™

### Chemical-Oil/Gas Focused Indicators (4 Metrics)
- Natural Gas Futures Prices
- US Crude Oil Futures Prices
- US Chemicals and Chemical Products Production Index
- US Oil and Gas Extraction Production Index
**METRICS DEFINITIONS**

**BUILDING & CONSTRUCTION**

**US Total New Construction**
New total construction put in place in the United States, including buildings and structures, additions, alterations, conversions, expansions, reconstruction, renovations, rehabilitations, and major replacements. Includes residential, lodging, office, commercial, health care, educational, religious, public safety, recreational, transportation, communication, power, highway and street, sewer, water, conservation, and manufacturing construction. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

**US Total Residential Construction**
Total residential construction for houses, town houses, apartments, and condominiums in the United States. Includes additions, alterations, and conversions. Does not include manufactured housing, houseboats, or residential units in buildings that are primarily nonresidential. Also does not include repairs and maintenance. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

**US Total Nonresidential Construction**
Total new construction put in place in the United States, including buildings and structures, additions, alterations, conversions, expansions, reconstruction, renovations, rehabilitations, and major replacements. Includes lodging, office, commercial, health care, educational, religious, public safety, recreational, transportation, communication, power, highway and street, sewer, water, conservation, and manufacturing construction. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).


**US Total Commercial Construction**
Total commercial construction in the United States. Includes buildings and structures used by the retail, wholesale and selected service industries, including automotive, food and beverage, multi-retail, warehouse, and other commercial. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

**US Construction Materials and Supplies New Orders — New Orders for construction materials and supplies in the United States, measured in billions of dollars, NSA. Includes asphalt paving materials, roofing materials, paints and coating and adhesive materials, nonmetallic mineral products, other fabricated metal products, ventilation, heating, air conditioning and refrigeration equipment, electric lighting equipment, other wood products, etc. Measured in trillions of dollars, NSA.**

**US Housing Unit Building Permits**
New privately owned housing units authorized by permit in the United States, measured in millions of units, NSA. Building permits represent the number of new privately-owned housing units authorized by building permits in the United States. A housing unit, as defined for purposes of these data, is a house, an apartment, a group of rooms, or a single room intended for occupancy as separate living quarters. Separate living quarters are those in which the occupants live separately from any other individuals in the building and which have a direct access from the outside of the building or through a common hall. In accordance with this definition, each apartment unit in an apartment building is counted as one housing unit. Housing units, as distinguished from “HUD-code” manufactured (mobile) homes, include conventional “site-built” units, prefabricated, panelized, sectional, and modular units. Housing unit statistics also exclude group quarters (such as dormitories and rooming houses), transient accommodations (such as transient hotels, motels, and tourist courts), moved or relocated buildings, and housing units created in an existing residential or nonresidential structure. Units in assisted living facilities are considered to be housing units, however, units in nursing homes are not considered to be housing units.

**US Total Education Construction**
Total construction of preschools, primary and secondary schools, higher educational buildings and facilities, galleries, museums, libraries, and archives in the United States. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

**US Total Hospital Construction**

**US Private Multi-Tenant Retail Construction** — Private construction of multi-retail buildings in the United States, including department stores and variety stores; shopping centers, shopping plazas, and town centers; and shopping malls and warehouse-type retail stores. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

**US Private Manufacturing Construction**
Private construction of manufacturing buildings in the United States. Includes buildings and structures at manufacturing sites for the following industries: food, beverage, and tobacco; textile, apparel, and leather; wood; paper; printing and publishing; petroleum and coal; chemicals; plastic and rubber; nonmetallic mineral; primary metal; fabricated metal; machinery; computer, electronic, and electrical; transportation equipment; furniture; and other miscellaneous industries. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).


**US Public Water and Sewer Facilities Construction** — Public (state, local, and federal) water and sewer facility construction in the United States. Includes filtration, treatment, water supply, and water softening plants; water wells; culverts; water transmission pipelines, tunnels, and water lines; gatehouses and lift/pump stations; potable water supply reservoirs; and water storage tanks and towers. Also includes solid waste disposals (incinerator or burial), sewage treatment plants, sewage disposal plants, sanitary sewers, sewage pipeline, interceptors and lift/pump stations, waste water disposal plants, water collection systems (nonpotable water) and storm drains, resource recovery and recycling centers, and pond sewage systems. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

**US Private Warehouse Construction**
Private warehouse buildings construction the United States. Includes warehouses and storage buildings, cold storage plants, grain elevators, and silos located at manufacturing sites are included in the manufacturing category. Includes commercial warehouses, storage warehouses, distribution buildings, grain elevators, greenhouses, mini-storage centers and self-storage centers. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

**US Single-Unit Housing Starts**
Total number of privately owned single-family housing units started in the United States. Start of construction occurs when excavation begins for the footings or foundation of a building. Source: US Census Bureau. Measured in millions of units, not seasonally adjusted (NSA).

**US Multi-Unit Housing Starts**
Total number of privately-owned multi-family housing units started in the United States. Start of construction occurs when excavation begins for the footings or foundation of a building. Multi-family housing is residential buildings containing units built one on top of another and those built side-by-side which do not have a ground-to-roof wall and/or have common facilities (i.e., attic, basement, heating plant, plumbing, etc.). Source: US Census Bureau. Measured in thousands of units, not seasonally adjusted (NSA).

**TRANSPORTATION**

**US Motor Vehicle Parts Production Index** — Production index for the manufacture of motor vehicle parts, 2012 = 100, NSA. Includes the following parts for motor vehicles: engines and engine parts; alternators, generators; automotive lighting fixtures, coils and ignitions, distributors; spark plugs, windshield washer pumps, fuel pumps, starters; voltage regulators, wiring harnesses, steering and suspension components, brake systems, transmission and power train parts, seating and interior trim, fenders, tops, body parts, air bags, catalytic converters, mufflers, radiators, wheels, air conditioners, and other motor vehicle parts.
US Transportation Equipment Production

North America “Big Three” Light Truck Production – Light-duty truck production (classes 1-3), by Ford, General Motors, and FCA Group (Chrysler) in the US, Canada and Mexico combined, measured in millions of units, not seasonally adjusted.

US Light Vehicle Month-End Inventory Days Supply – Days’ inventory supply at month-end for passenger car and light-duty trucks (classes 1-3), including transplants, in the US, measured in millions of units, not seasonally adjusted. A passenger car is a road motor vehicle, other than a motorcycle, intended for the carriage of passengers and designed to seat no more than nine persons (including the driver). The Class 1 truck gross vehicle weight rating (GVWR) ranges from 0–6000 lb (0–2722 kg). The Class 2 truck gross vehicle weight rating (GVWR) ranges from 6,001–10,000 pounds (2,722–4,536 kg). Class 2 is subdivided into Class 2a (½-ton) and Class 2b (¾-ton), with class 2a being 6,001–8,500 pounds (2,722–3,856 kg), and class 2b being 8,501–10,000 pounds (3,856–4,536 kg). Class 2a is commonly referred to as a light-duty truck, with class 2b being the lowest heavy-duty class, also called the light heavy-duty class. The Class 3 truck gross vehicle weight rating (GVWR) ranges from 10001–14000 lb (4536–6350 kg) (1-ton pickup trucks).

US Light Vehicle Month-End Inventory

US Days Supply

US Medium Duty Truck Retail Sales – Retail sales of medium duty trucks (16,001 to 33,000 pounds) in the United States, measured in thousands of units. NSA.

Total US Motor Vehicle Assemblies; s.a. – Total number of motor vehicle assemblies manufactured in the US, measured in millions of units, seasonally adjusted. This industry comprises establishments primarily engaged in manufacturing complete automobiles (i.e., body and chassis or unibody) or (2) manufacturing automobile chassis only.

US Auto Assemblies; s.a. – Total number of automobile assemblies manufactured in the US, measured in millions of units, seasonally adjusted. This industry comprises establishments primarily engaged in (1) manufacturing complete automobiles (i.e., body and chassis or unibody) or (2) manufacturing automobile chassis only, and establishments primarily engaged in (1) manufacturing complete light trucks and utility vehicles (i.e., body and chassis) or (2) manufacturing light truck and utility vehicle chassis only. Vehicles made include light-duty vans, pick-up trucks, minivans, and sport utility vehicles.

US Heavy Duty Truck Production Index

Heavy Duty Truck Production. This industry comprises establishments primarily engaged in (1) manufacturing heavy duty truck chassis and assembling complete heavy duty trucks, buses, heavy duty motor homes, and other special purpose heavy duty motor vehicles for highway use or (2) manufacturing heavy duty truck chassis only. Includes trucks weighing 14,000 pounds or more. 2012 = 100, NSA.

US Civilian Aircraft Equipment Production Index

Index for US establishments primarily engaged in (1) manufacturing aircraft engines and engine parts; (2) developing and making prototypes of aircraft engines and engine parts; (3) aircraft propulsion system conversion (i.e., major modifications to systems); (4) aircraft propulsion systems overhaul and rebuilding (i.e., periodic restoration of aircraft propulsion system to original design specifications). Source: Federal Reserve Board. NAICS Code: 336412.3. Index, 2012 = 100, not seasonally adjusted (NSA).

US North America Light Vehicle Production

Passenger car and light-duty truck production (classes 1-3) in the US, Canada, and Mexico combined, including transplants. A passenger car is a road motor vehicle, other than a motorcycle, intended for the carriage of passengers and designed to seat no more than nine persons (including the driver). Source Wards Auto. Measured in millions of units, not seasonally adjusted (NSA).

US Paper Mills Production Index

This industry comprises establishments primarily engaged in manufacturing paper from pulp. These establishments may manufacture or purchase pulp.

In addition, the establishments may convert the paper they make. The activity of making paper classifies an establishment into this industry regardless of the output. 2012 = 100, NSA.

Paperboard and Related Products

US Rubber Products Production Index

This industry comprises establishments primarily engaged in tire manufacturing, retreading, rubber and plastics hoses and belting, rubber product manufacturing for mechanical use and all other rubber product. 2012 = 100, NSA.

US Plastics Products Production Index

This industry group comprises establishments primarily engaged in processing new or spent (i.e., recycled) plastics resins into intermediate or final products, using such processes as compression molding, extrusion molding, injection molding, blow molding, and casting. Within most of these industries, the production process is such that a wide variety of products can be made. 2012 = 100, NSA.

US Rubber and Plastics Products

Manufacturing subsector make goods by processing plastics materials and raw rubber. The core technology employed by establishments in this subsector is that of plastics or rubber product production. Plastics and rubber are combined in the same subsector because plastics are increasingly being used as a substitute for rubber; however the subsector is generally restricted to the production of products made of just one material, either solely plastics or rubber. 2012 = 100, NSA.

US Pulp, Paper, and Board Mills

Production Index – This industry group comprises establishments primarily engaged in manufacturing pulp, paper, or paperboard. 2012 = 100, NSA. Includes deinking plant products, groundwood pulp, and wood pulp. Also includes the following types of paper: absorbent, asphalt, bond, book, building, cigarette, construction, cotton fiber, groundwood, kraft, looseleaf, office, sanitary, sheathing, tar, tissue, toilet, writing, and newsprint. Also includes paper towels, diapers, sanitary napkins, kleenex, napkins, and other paper products. Also includes the following types of board: binder's, card, Bristol, chip, coated, container, leather, paper, pulp, etc.

US Paper Mills Production Index

This industry comprises establishments primarily engaged in manufacturing paper from pulp. These establishments may manufacture or purchase pulp.

In addition, the establishments may convert the paper they make. The activity of making paper classifies an establishment into this industry regardless of the output. 2012 = 100, NSA.

Paperboard Production Index

This industry comprises establishments primarily engaged in manufacturing paperboard from pulp. These establishments may manufacture or purchase pulp. In addition, the establishments may also convert the paperboard they make. 2012 = 100, NSA.

US Paper Bag and Coated and Treated

Paper Production Index – This industry comprises establishments primarily engaged in one

Paper Production Index

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Paperboard Production Index

This industry comprises establishments primarily engaged in manufacturing paperboard from pulp. These establishments may manufacture or purchase pulp. In addition, the establishments may also convert the paperboard they make. 2012 = 100, NSA.
or more of the following: (1) cutting and coating paper and paperboard; (2) cutting and laminating paper, paperboard, and other flexible materials (except plastics film to plastics film); (3) manufacturing bags, multiwall bags, sacks of paper, metal foil, coated paper, laminates, or coated combinations of paper and foil with plastics film; (4) manufacturing laminated aluminum and other converted metal foils from purchased foils; and (5) surface coating paper or paperboard. 2012 = 100, NSA.

**US Wholesale Inventories of Paper and Paper Products** — Total US wholesale inventories of paper and paper products. This industry comprises establishments primarily engaged in the merchant wholesale distribution of bulk printing and/or writing paper generally on rolls for further processing; and the merchant wholesale distribution of stationery, office supplies, and/or gift wrap; and the merchant wholesale distribution of kraft wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

**Printing and Related Support Activities Utilization Rate** — United States capacity utilization rate for printing and related support activities. Industries in the Printing and Related Support Activities subsector print products, such as newspapers, books, labels, business cards, stationery, business forms, and other materials, and perform support activities, such as data imaging, platemaking services, and bookbinding. The support activities included here are an integral part of the printing industry, and a product (a printing plate, a bound book, or a computer disk or file) that is an integral part of the printing industry is almost always provided by these operations. The capacity utilization rate is equal to an output index divided by a capacity index. Processes used in printing include a variety of methods used to transfer an image from a plate or screen to the medium (lithographic, gravure, screen, and flexographic printing). A rapidly growing new technology uses a computer file to directly “drive” the printing mechanism to create the image and new electrostatic and other types of equipment (digital or nonimpact printing).

**US Cleaning Supplies and Paper Products Price Index** — Producer price index for cleaning supplies and paper products. The Producer Price Index (PPI) is a family of indexes that measures the average change in selling prices received by domestic producers of goods and services over time. Source: US Bureau of Labor Statistics (BLS). Index, [Mar 2009 = 100], not seasonally adjusted (NSA).

**US Assembly Operations**

**US Machinery New Orders** — New Orders for machinery in the United States. Industries in the machinery manufacturing subsector create end products that apply mechanical force, for example, the application of gears and levers, to perform work. Some important processes for the manufacture of machinery are forging, stamping, bending, forming, and machining that are used to shape individual pieces of metal. Processes, such as welding and assembling are used to join separate parts together. Although these processes are similar to those used in metal fabricating establishments, machinery manufacturing is different because it typically employs multiple metal forming processes in manufacturing the various parts of the machine. Moreover, complex assembly operations are an inherent part of the production process.

**US Electrical Equipment, Appliance, and Component Production Index** — Industries in the Electrical Equipment, Appliance, and Component Manufacturing subsector manufacture products that generate, distribute and use electrical power. Electric Lighting Equipment Manufacturing establishments produce electric lamp bulbs, lighting fixtures, and parts. Household Appliance Manufacturing establishments make both small and major electrical appliances and parts. Electrical Equipment Manufacturing establishments make goods, such as electric motors, generators, transformers, and switchgear apparatus. Other Electrical Equipment and Component Manufacturing establishments make devices for storing electrical power (e.g., batteries), for transmitting electricity (e.g., insulated wire), and wiring devices (e.g., electrical outlets, fuse boxes, and light switches).

**US Refrigeration and HVAC Equipment Production Index** — This industry comprises establishments primarily engaged in manufacturing ventilating, heating, air-conditioning, and commercial and industrial refrigeration and freezer equipment. Includes air purification equipment, such as industrial dust and fume collection equipment, electrostatic precipitation equipment, warm air furnace filters, air washers, and other dust collection equipment; attic fans and industrial and commercial fans and blowers, such as commercial exhaust fans and commercial ventilating fans, heating boilers, heating stoves, floor and wall furnaces and wall and baseboard heating units. 2012 = 100, NSA.


**US Electrical Equipment New Orders** New orders for electrical equipment in the United States. This industry comprises establishments primarily engaged in manufacturing power, distribution, and specialty transformers; electric motors, generators, and motor generator sets; switchgear and switchboard apparatus; relays; and industrial controls. Source: US Census Bureau. NAICS Code: 33351. Measured in billions of dollars, not seasonally adjusted (NSA).

**US Medical Equipment and Supplies Production Index** — Medical equipment and supplies manufacturing index for the United States. Examples of products made by these establishments are surgical and medical instruments, surgical appliances and supplies, dental equipment and supplies, orthodontic goods, ophthalmic goods, dentures, and orthodontic appliances. Source: Federal Reserve Board. NAICS Code: 3391. Index, 2012 = 100, not seasonally adjusted (NSA).
FOOTWEAR & LEATHER

GDP Gross Output by Industry for Apparel and Leather and Allied Products

Gross domestic product gross output by industry for private apparel and leather and allied products manufacturing in the United States. The gross output of an industry is the market value of the goods and services produced by an industry, including commodity taxes. The components of gross output include sales or receipts and other operating income, commodity taxes, plus inventory change. Because gross output reflects double-counting — both the sales of intermediate and final products — it is often referred to as “gross duplicated output.” Private industry refers to the part of the economy that is run by individuals and companies for profit and is not state controlled. Industries in the apparel manufacturing subsector group establishments with two distinct manufacturing processes: (1) cut and sew (i.e., purchasing fabric and cutting and sewing to make a garment) and (2) the manufacture of garments in establishments that first knit fabric and then cut and sew the fabric into a garment. Establishments in the leather and allied product manufacturing subsector transform hides into leather by tanning or curing and fabricating the leather into products for final consumption. This subsector also includes the manufacture of similar products from other materials, including products (except apparel) made from “leather substitutes,” such as rubber, plastics, or textiles. NAICS codes: 315, 316. Source: US Bureau of Economic Analysis (BEA), Measured in trillions of US dollars, seasonally adjusted at annual rates (SAAR).

Leather Producer Price Index – Producer Price Index for leather in the US. Includes finished and unfinished leather. The Producer Price index (PPI) is a family of indexes that measures the average change in selling prices received by domestic producers of goods and services over time. Source, US Bureau of Labor Statistics (BLS), Index 1982 = 100, not seasonally adjusted (NSA).

Apparel and Leather Goods Utilization Rate – United States capacity utilization rate for apparel and leather goods. Industries in the Apparel Manufacturing subsector group establishments with two distinct manufacturing processes: (1) cut and sew (i.e., purchasing fabric and cutting and sewing to make a garment), and (2) the manufacture of garments in establishments that first knit fabric and then cut and sew the fabric into a garment. The Apparel Manufacturing subsector includes a diverse range of establishments manufacturing full lines of ready-to-wear apparel and custom apparel: apparel contractors, performing cutting or sewing operations on materials owned by others; jobbers performing entrepreneurial functions involved in apparel manufacture; and tailors, manufacturing custom garments for individual clients are all included. Knitting, when done alone, is classified in the Textile Mills subsector, but when knitting is combined with the production of complete garments, the activity is classified in Apparel Manufacturing. The capacity utilization rate is equal to an output index divided by a capacity index.

WOODWORKING

GDP Gross Output by Industry for Wood Products – Gross domestic product gross output by industry for private wood products manufacturing in the United States. The gross output of an industry is the market value of the goods and services produced by an industry, including commodity taxes. The components of gross output include sales or receipts and other operating income, commodity taxes, plus inventory change. Because gross output reflects double-counting — both the sales of intermediate and final products — it is often referred to as “gross duplicated output.” Private industry refers to the part of the economy that is run by individuals and companies for profit and is not state controlled. Establishments in the Wood Product Manufacturing subsector manufacture wood products, such as lumber, plywood, veneers, wood containers, wood flooring, wood trusses, manufactured homes (i.e., mobile homes), and prefabricated wood buildings. The production processes of the Wood Product Manufacturing subsector include sawing, planing, shaping, laminating, and assembling wood products starting from logs that are cut into bolts, or lumber that then may be further cut, or shaped by lathes or other shaping tools. The lumber or other transformed wood shapes may also be subsequently planed or smoothed, and assembled into finished products, such as wood containers. The Wood Product Manufacturing subsector includes establishments that make wood products from logs and bolts that are sawed and shaped, and establishments that purchase sawed lumber and make wood products. NAICS code: 321. Source: US Bureau of Economic Analysis (BEA), Measured in trillions of US dollars, seasonally adjusted at annual rates (SAAR).

Building Paper & Board Producer Price Index – Producer price index for building paper and board in the US. The Producer Price index (PPI) is a family of indexes that measures the average change in selling prices received by domestic producers of goods and services over time. Includes hardboard, particleboard & fiberboard products, waferboard and oriented strandboard (OSB), medium density fiberboard (MDF), and hardboard products. Source: US Bureau of Labor Statistics (BLS). Index, [1982 = 100], not seasonally adjusted (NSA).

US Other Wood Products Production Index – This industry group comprises establishments primarily engaged in manufacturing wood products (except establishments operating sawmills and wood preservation facilities) and establishments manufacturing veneer, plywood, or engineered wood products). 2012 = 100, NSA.

US Veneer, Plywood, and Engineered Wood Product Production Index

This industry comprises establishments primarily engaged in one or more of the following: (1) manufacturing veneer and/or plywood; (2) manufacturing engineered wood members, such as arches, l-joints, parallel strand lumber, trusses, etc.; and (3) manufacturing reconstituted wood products, such as chipboard, particle board, fiberboard, flakeboard, etc. This industry includes manufacturing plywood from veneer made in the same establishment or from veneer made in other establishments, and manufacturing plywood faced with nonwood materials, such as plastics or metal. 2012 = 100, NSA.

US Hardware Production Index – Production index for hardware manufacturing. This industry comprises establishments primarily engaged in manufacturing metal hardware, such as metal hinges, metal handles, keys, and locks (except coin-operated, time locks). Includes hardware for doors, locks, luggage, cabinets, automobiles, aircraft, pianos, etc. 2012 = 100, NSA.

US Medial New Home Sales Price

Median price of new homes in the United States, measured in thousands of dollars, NSA. This represents a price level where half of the homes are more expensive and half are less.

US Furniture and Home Furnishings Retail Sales – Industries in the Furniture and Home Furnishings Stores subsector retail new furniture and home furnishings from fixed point-of-sale locations. Establishments in this subsector usually operate from showrooms and have substantial areas for the presentation of their products. Many offer interior decorating services in addition to the sale of products. Includes bed and mattress stores, office furniture stores, home furniture stores, carpet and floor covering stores, curtain and drapery stores, and stores selling bath/ kitchen accessories, lamps, linens, etc. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

US Home Furnishings Retail Sales

Industries in the Home Furnishings Stores subsector retail new home furnishings from fixed point-of-sale locations. Includes bath supplies, kitchenware, glassware, window treatments, floor coverings (carpet, tile etc.), lamps, linens, picture frames, etc. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

US Hardware Production Index – Production index for hardware manufacturing. This industry comprises establishments primarily engaged in manufacturing metal hardware, such as metal hinges, metal handles, keys, and locks (except coin-operated, time locks). Includes hardware for doors, locks, luggage, cabinets, automobiles, aircraft, pianos, etc. 2012 = 100, NSA.
US Hardware Stores Retail Sales
This industry comprises establishments known as hardware stores primarily engaged in retailing a general line of new hardware items, such as tools (power and handtools) and builders’ hardware. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

US Building Materials and Supplies Dealers Retail Sales — This industry includes establishments known as home centers primarily engaged in retailing a general line of new home repair and improvement materials and supplies, such as lumber, plumbing goods, electrical goods, tools, housewares, hardware, and lawn and garden supplies, with no one merchandise line predominating. The merchandise lines are normally arranged in separate departments. It also includes hardware stores, paint and wallpaper stores, window and glass stores, tile and floor material stores, cabinet stores, lighting supply stores, electrical supply stores, plumbing supply stores, roofing material dealers, lumber dealers, siding dealers, prefabricated building dealers, etc. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

Home Depot Sales — Home Depot Corporation sales revenue, measured in billions of dollars, NSA.

Lowes Sales — Total sales revenue for Lowe’s Corporation, measured in billions of dollars, NSA.

US Private Home Improvement Construction — Private home improvement construction. Includes remodeling, additions, and major replacements to properties subsequent to completion of original building. It includes construction of additional housing units in existing residential structures, finishing of basements and attics, modernization of kitchens, bathrooms, etc. Also included are improvements outside of residential structures, such as the addition of swimming pools and garages, and replacement of major equipment items such as water heaters, furnaces and central air-conditioners. Maintenance and repair work is not included.

ITR Retail Sales Leading Indicator™
The ITR Retail Sales Leading Indicator™ is a proprietary indicator modeled by ITR Economics to serve as a four quarter leading indicator to US Retail Sales. Source: Various. Not seasonally adjusted (NSA).

US Total Retail Sales — Total retail sales in the United States, including motor vehicles and parts, furniture and home furnishings, electronics and appliances, building materials and garden supplies, food and beverages, health and personal care products, gasoline stations, clothing, and other miscellaneous goods. Includes store and non-store retail sales. Non-store retailers include those that sell via television commercials, catalogs, the internet, etc. Source: US Census Bureau. Measured in trillions of dollars, not seasonally adjusted (NSA).

US Wholesale Trade of Durable Goods
Total wholesale trade of durable goods in the United States. Industries in the Merchant Wholesalers, Durable Goods subsector sell capital or durable goods to other businesses. Merchant wholesalers generally take title to the goods that they sell (i.e., they buy and sell goods on their own account). Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods merchant wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts. Source: US Census Bureau. Measured in trillions of dollars, not seasonally adjusted (NSA).

US Wholesale Trade of Nondurable Goods
Total wholesale trade of nondurable goods in the United States. Industries in the Merchant Wholesalers, Nondurable Goods subsector sell nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods merchant wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products. Source: US Census Bureau. Measured in trillions of dollars, not seasonally adjusted (NSA).

USA GENERAL INDICATORS

US Industrial Production Index — Index of total industrial production in the United States; includes manufacturing, mining, and utilities. Source: Federal Reserve Board. 2012 = 100, not seasonally adjusted (NSA).

US Real Gross Domestic Product
Real (inflation-adjusted) gross domestic product (GDP) in the United States. GDP is the monetary value of all the finished goods and services produced within a country’s borders in a specific time period. GDP includes all private and public consumption, government outlays, investments and exports minus imports that occur within a defined territory. Put simply, GDP is a broad measurement of a nation’s overall economic activity. Source: Bureau of Economic Analysis. Measured in trillions of 2012 chained dollars, seasonally adjusted annual rate (SAAR).

US Private Sector Employment
Total persons employed in the private sector in the United States. Measured in millions, not seasonally adjusted. Includes all industries and services owned by private individuals or companies.

US Nondefense Capital Goods New Orders (excluding aircraft) — New orders for nondefense capital goods, excluding aircraft, in the United States. Includes farm machinery and equipment, construction machinery, mining machinery, nondefense small arms and ordinance, industrial machinery, commercial and service industry equipment, other general purpose machinery, photographic equipment, metalworking machinery, turbine and generator manufacturing, power transmission equipment, pumps and compressors, material handling equipment, electronic computers, computer storage devices and peripheral equipment, communications equipment, nondefense search and navigation equipment, electrometrical equipment, electrical equipment, heavy duty truck manufacturing, railroad rolling stock, nondefense ship and boat building, office and institutional furniture, and medical equipment and supplies. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

US Wholesale Trade of Durable Goods
Total wholesale trade of durable goods in the United States. Industries in the Merchant Wholesalers, Durable Goods subsector sell capital or durable goods to other businesses. Merchant wholesalers generally take title to the goods that they sell (i.e., they buy and sell goods on their own account). Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods merchant wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts. Source: US Census Bureau. Measured in trillions of dollars, not seasonally adjusted (NSA).

US Nondefense Capital Goods New Orders (excluding aircraft) — New orders for nondefense capital goods, excluding aircraft, in the United States. Includes farm machinery and equipment, construction machinery, mining machinery, nondefense small arms and ordinance, industrial machinery, commercial and service industry equipment, other general purpose machinery, photographic equipment, metalworking machinery, turbine and generator manufacturing, power transmission equipment, pumps and compressors, material handling equipment, electronic computers, computer storage devices and peripheral equipment, communications equipment, nondefense search and navigation equipment, electrometrical equipment, electrical equipment, heavy duty truck manufacturing, railroad rolling stock, nondefense ship and boat building, office and institutional furniture, and medical equipment and supplies. Source: US Census Bureau. Measured in billions of dollars, not seasonally adjusted (NSA).

US Wholesale Trade of Durable Goods
Total wholesale trade of durable goods in the United States. Industries in the Merchant Wholesalers, Durable Goods subsector sell capital or durable goods to other businesses. Merchant wholesalers generally take title to the goods that they sell (i.e., they buy and sell goods on their own account). Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods merchant wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts. Source: US Census Bureau. Measured in trillions of dollars, not seasonally adjusted (NSA).

US Wholesale Trade of Nondurable Goods
Total wholesale trade of nondurable goods in the United States. Industries in the Merchant Wholesalers, Nondurable Goods subsector sell nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods merchant wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products. Source: US Census Bureau. Measured in trillions of dollars, not seasonally adjusted (NSA).

US Total Industry Capacity Utilization Rate — United States capacity utilization rate for total industrial production, with modified rates-of-change (actual rate plus three); includes manufacturing (71 industries), mining (16 industries), and utilities (2 industries). The capacity utilization rate is equal to an output index divided by a capacity index. Source: Federal Reserve Board. Measured in percent, seasonally adjusted (SA).

US Conference Board Leading Indicator
Leading United States economic indicator published by The Conference Board. The USLI is made up of 10 components: average weekly hours, manufacturing; average weekly initial claims for unemployment insurance; manufacturers’ new orders, consumer goods and materials; ISM® new orders index; manufacturers’ new orders, nondefense capital goods excluding aircraft orders; building permits, new private housing units: stock prices, 500 common stocks; Leading Credit Index™; interest rate spread, 10-year Treasury bonds less federal funds; and average consumer expectations for business conditions.

US ISM PMI (Purchasing Managers Index) — The Institute for Supply Management’s manufacturing index is based on: new orders (seasonally adjusted), production (seasonally adjusted), employment (seasonally adjusted), supplier deliveries (seasonally adjusted), and inventories. Source: Institute for Supply Management. Diffusion index: a reading above 50 percent indicates that the manufacturing economy is generally expanding; below 50 percent indicates that it is generally declining.

US Consumer Price Index — Consumer price index (CPI) for all urban consumers in the United States. CPI measures the weighted average of prices of a basket of consumer goods and services, such as transportation, food, and medical care. Changes in the CPI are used to assess price changes associated with the cost of living. Often used as a statistic for identifying periods of inflation or deflation. Source: Bureau of Labor Statistics. Index, 1982-84 = 100.

US Government Long-Term Bond Yields
Market yield on United States Treasury securities, 10-year, constant maturity, quoted on investment basis. Value on the last day of the month. Source: Federal Reserve Board.
US Producer Price Index — Producer price index (PPI) for finished goods in the United States. The PPI is a family of indexes that measures the average change in selling prices received by domestic producers of goods and services over time. Finished goods are completely manufactured products that are ready for sale and delivery to the marketplace. Source: Bureau of Labor Statistics. Index, 1982 = 100, not seasonally adjusted (NSA).


US Steel Scrap Producer Price Index — Producer price index for iron and steel scrap in the United States. Includes heavy melting carbon steel scrap, carbon steel scrap bundles, shredded carbon steel scrap, cut plate and structural carbon steel scrap, stainless and other alloy steel scrap, cast iron scrap, and other ferrous scrap. Source: Bureau of Labor Statistics. The Producer Price index (PPI) is a family of indexes that measures the average change in selling prices received by domestic producers of goods and services over time. Source: US Bureau of Labor Statistics (BLS). Index 1982 = 100, not seasonally adjusted (NSA).

US Food Production Index — Industries in the US Food Manufacturing subsector transform livestock and agricultural products into products for intermediate or final consumption. The industry groups are distinguished by the raw materials (generally of animal or vegetable origin) processed into food products. The food products manufactured in these establishments are typically sold to wholesalers or retailers for distribution to consumers. Source: Federal Reserve Board. NAICS Code: 311. Index, 2012 = 100, not seasonally adjusted (NSA).


US Mining Production Index (excluding oil and gas) — United States industries that primarily engage in mining, mine site development, and beneficiating (i.e., preparing) metallic minerals and nonmetallic minerals, excluding coal. The term “mining” is used in the broad sense to include ore extraction, quarrying, and beneficiating (e.g., crushing, screening, washing, sizing, concentrating, and flotation), customarily done at the mine site. Source: Federal Reserve Board. NAICS Code: 212. Index, 2012 = 100, not seasonally adjusted (NSA).

US Metal Working Machinery New Orders — New orders for metal working machinery in the United States. This industry comprises establishments primarily engaged in manufacturing metalworking machinery, such as metal cutting and metal forming machine tools; cutting tools; and accessories for metalworking machinery; special dies, tools, jigs, and fixtures; industrial molds; rolling mill machinery; assembly machinery, coil handling, conversion, or straightening equipment; and wire drawing and fabricating machines. Source: US Census Bureau. NAICS Code: 33351. Measured in billions of dollars, not seasonally adjusted (NSA).

GLOBAL INDICATORS

Canada Industrial Production — Total industrial production in Canada; includes NAICS 21 (mining and quarrying), 22 (utilities), 31-33 (manufacturing), and 562 (waste management and remediation services). Source: Statistics Canada. Measured in billions of chained 2012 Canadian dollars, seasonally adjusted annual rate (SAAR).

Mexico Industrial Production Index — Industrial production index for Mexico; includes mining, manufacturing, and utilities. Source: CEIC. Index, 2013 = 100, not seasonally adjusted (NSA).

Brazil Manufacturing and Mining Industrial Production Index — Industrial production index for Brazil; includes mining and manufacturing. Source: CEIC. Index, 2012 = 100, not seasonally adjusted (NSA).

Western Europe Industrial Production Index — Industrial production index for Western Europe, combining Germany, France, UK, Italy, Spain, Benelux, and Scandinavia. Includes manufacturing, mining, and utilities. Source: CEIC. Index, 2015 = 100, not seasonally adjusted (NSA).

Eastern Europe Industrial Production Index — Industrial production index for Eastern Europe, combining Bulgaria, Czech Republic, Poland, Romania, Slovakia, and Ukraine. Includes manufacturing, mining, and utilities. Source: CEIC. Index, 2015 = 100, not seasonally adjusted (NSA).

India Industrial Production Index — Industrial production index for India; includes mining, manufacturing, and electricity. Source: CEIC. Index, 2011-12 = 100, not seasonally adjusted (NSA).


Chemical-Oil/Gas Focused Indicators


US Crude Oil Futures Prices — Futures price of crude oil, light and sweet, in the United States. NYMEX, following month delivery. Measured in dollars per barrel, not seasonally adjusted NSA.

US Chemicals and Chemical Products Production Index — The US Chemicals and Chemical Products Production Index is a measure of the production of basic chemicals that comprise the first industry group from the production of intermediate and end products produced by further processing of basic chemicals that make up the remaining industry groups. Source: Federal Reserve Board. NAICS Code: 325. Index, 2012 = 100, not seasonally adjusted NSA.

US Oil and Gas Extraction Production Index — Includes exploration and extraction of crude petroleum and natural gas; drilling, completing, and equipping wells; operating separators, emulsion breakers, desilting equipment, and field gathering lines for crude petroleum and natural gas; and all other activities in the preparation of oil and gas up to the point of shipment from the producing property. Also includes the production of crude petroleum, the mining and extraction of oil from oil shale and oil sands, and the production of natural gas, sulfur recovery from natural gas, and recovery of hydrocarbon liquids. Source: Federal Reserve Board. NAICS Code: 211. Index, 2012 = 100, not seasonally adjusted (NSA).

ITR Leading Indicator™ — The ITR Leading Indicator is a proprietary index comprised of consumer, industrial, financial, and global components. Movements in the Leading Indicator suggest the possible course of business cycle movements in US Industrial Production, a measure of the overall economy’s activity, approximately three quarters in advance. A reading of zero or lower is indicative of recession.