

ICE-Alert

The Strategic Manager's Comprehensive Monthly Guide to Emerging Price, Cost and Demand Trends in U.S. Manufacturing



Management Briefing

Prepared by Victor J. Maliar, Chief Industrial Economist

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Core industries have large purchasing constituencies, are highly relevant to our readership and/or tend to significantly influence price and cost trends in other downstream industries. Currently, we report monthly on 30 core industries in ICE-Alert.

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SPECIAL NOTE: Cost Models Expand to Include Services

This month there is no select industry coverage as we have been expanding the cost model to include non-manufacturing industries. This includes 88 new service industry models for: Transportation & Warehousing; Publishing & Other Information Services; Finance, Insurance & Real Estate; Professional & Technical Services; Management, Health, & Education Services; Accommodation, Food & Entertainment Services. If you would like to see a detailed list of the new models under development, please send an email to the ICE-Alert editor. Also, we are still recruiting ICE-Alert subscribers to help us vet the new models and would be happy to email you early results. **Send your email to Elizabeth at ebaatz@ice-alert.com.** Thank you!

The ICE-Alert™ Mission... To provide supply chain specialists and other professionals with timely, reliable, easy to use, expert information about trends in U.S. prices, costs, demand strength and profitability. Our rigorous, proprietary industry data helps our subscribers to stay abreast of the risks and rewards that directly effect their day-to-day business decisions.

Thinking Cap Solutions Inc... Publisher of ICE-Alert™. Thinking Cap Solutions was founded by Elizabeth Baatz and Victor Maliar in 1994. With over 40 years of combined experience in tracking and modeling economic trends, the pair began by building a detailed cost escalation model of the U.S. manufacturing sector. By the end of 1994, Elizabeth and Victor were using their Industry Cost Escalation (ICE) model to supply clients with detailed tables and charts describing cost and price trends in more than 300 industries. Now small to mid-sized to Fortune 500 companies are subscribing to our monthly ICE-Alert™ report. In 2004, our more sophisticated Leveraged Metric Intelligence (LMIQ™) model expanded to cover more than 400 industries. The company maintains a strong commitment to producing high-quality information products and to keeping an open dialogue with our customers and partners on how to make these products better.

Our Proprietary LMIQ™ Model Data... All cost indexes, demand indexes, margin estimates and measurements of costs per \$100 of product are based on output from Thinking Cap Solutions' Leveraged Metric Intelligence (LMIQ™) model. These measures are considered proprietary and are protected by copyright. All price indexes are from the U.S. Bureau of Labor Statistics (BLS) and are not proprietary. We rebase all index data to 2001 in order to allow for cost/price comparisons. Also, we use unique bridge models to help transition price data from SIC to NAICS codes. The LMIQ™ model also accesses data from the U.S. Census Bureau; the U.S. Bureau of Economic Analysis; the U.S. Commerce Department; and the Federal Reserve Board.

Detailed Industry Reports... ICE-Alert™ presents summary statistics on price, cost and demand conditions. In order to be completely prepared to use LMIQ™ model data in negotiations, you may want to order an industry-specific Basic IQ (BIQ™) report. Each BIQ report provides...

- the most current data and complete historical data on industry costs,
- an industry cost profile and cost impact analysis,
- raw database in an easy-to-use spreadsheet, and
- chartbooks for quick reference.

ICE-Alert in electronic formats... Thinking Cap Solutions now offers our proprietary data and analysis in electronic formats (Adobe® Acrobat® PDF files and Microsoft® Excel interactive spreadsheets) delivered via email.

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Management Briefing *Prepared By Victor J. Maliar, Chief Economist*

After Rough Start, Fewer Industries Face Down Higher Costs in February

After a really rough start to the New Year, buyers had a chance to catch their collective breath in February. Of the 455 industries covered in ICE-Alert, 343 experienced an increase in per-unit manufacturing costs. That's down from 423 in January. With fewer industries facing cost hikes, the number of reciprocating price increases also fell. The overall effect of price/cost trends was positive for most of the manufacturing sector. LMIQ data shows 231 industries enjoyed rising margins. Producers of chemicals and nonmetallic minerals appeared to be the biggest bottom-line winners. In the case of the latter, margin gains were the result of widespread cost reductions combined with the type aggressive pricing positions that normally accompany the beginning of a new construction season. February's big inflation losers included the fabricated metals industry as well as both electrical and non-electrical machinery manufacturers. Among this group, 94 of 142 industries suffered inflation-related margin losses.

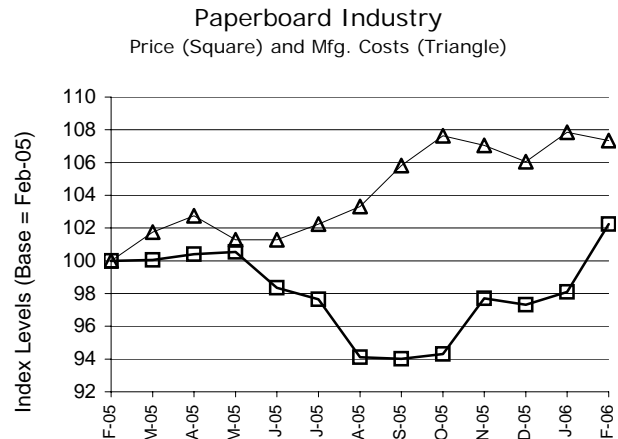
Punishing Price Hikes in Paperboard & Aluminum; Steel and Copper Up Too

Each of the following issues is addressed in more detail on the next two pages: **1**—Paperboard prices made a strong 4.22% move upward in February. This increase had widespread support across product lines. **2**—Steel prices pushed a little higher. LMIQ analysis suggests rising raw materials costs were the driving inflationary force. **3**—Aluminum prices, up another 5.83%, continue punishing buyers. Producers, meanwhile, are facing both rising costs and slipping production levels. **4**—Primary copper refiners took it easy in February by boosting tags just 1.34%. Despite this respite, supply chain managers continue to confront a daunting challenge when it comes to controlling red-hot costs in red metals.

NAICS Sector	Sector Name	Number of Industries—February 2006								
		Output Prices			Mfg. Costs			Margins		
		Up	Down	Flat	Up	Down	Flat	Up	Down	Flat
311	Food	18	25	3	15	31	0	28	18	0
312	Beverages and tobacco	3	2	3	3	5	0	6	2	0
313	Textile mills	6	2	4	7	5	0	10	2	0
314	Textile product mills	3	4	1	8	0	0	4	4	0
315	Apparel	8	7	9	22	2	0	5	19	0
316	Leather and allied products	4	2	4	5	5	0	9	1	0
321	Wood products	9	5	0	3	11	0	12	2	0
322	Paper and paperboard products	15	3	2	16	4	0	12	8	0
323	Printing and related support services	8	3	1	10	2	0	4	8	0
324	Petroleum and coal products	3	2	0	0	5	0	4	1	0
325	Chemicals and allied products	24	5	2	20	13	0	24	7	0
326	Plastics and rubber products	7	9	0	10	7	0	7	9	0
327	Nonmetallic mineral products	14	7	2	8	15	0	20	3	0
331	Primary metals	21	4	0	25	1	0	11	14	0
332	Fabricated metal products	31	7	4	41	1	0	12	30	0
333	Machinery	29	15	5	48	1	0	16	33	0
334	Computer and electronic products	11	9	9	25	4	0	12	17	0
335	Electrical equipment, appliances and components	13	8	1	22	0	0	8	14	0
336	Transportation equipment	17	5	2	28	2	0	16	8	0
337	Furniture and related products	6	3	3	6	7	0	6	6	0
339	Miscellaneous manufacturing	12	9	2	21	2	0	5	18	0
TOTAL		262	136	57	343	123	0	231	224	0

➔ Up an average 4.22%, Paperboard Prices Defy Seasonal Expectations

Paperboard tags exploded for a gain of 4.22%. That's the sharpest February increase in at least 16 years and it had widespread support across major product lines. Buyers of unbleached kraft packaging and industrial converting paperboard were especially hard hit with tags soaring 5.69%. Prices for recycled paperboard increased the same amount. From a trend perspective, industry prices aren't flashing as much heat; they're rising at a year-over-year rate of just 1.14%. That's a slowdown from the cyclical peak 10.83% established in May '05.

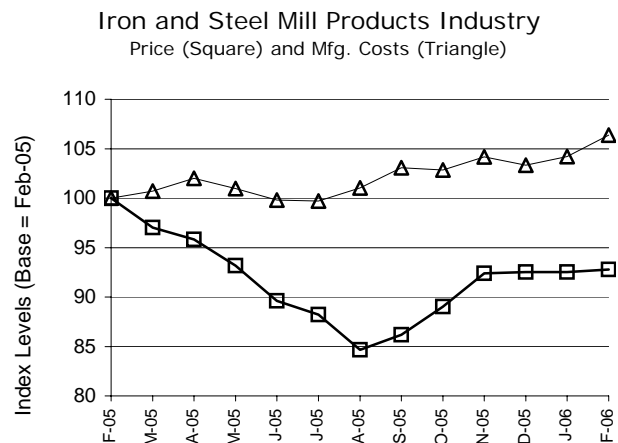


Downstream Impact Table

NAICS Code	Selected Buyer Industries	Changes from January '06 to February '06			
		Average Output Prices (Percent Change)	Per-Unit Manufacturing Costs (Percent Change)	Spending on Manufacturing per \$100 of Output	Spending on Raw Materials per \$100 of Output
322211	Corrugated & solid fiber boxes mfg.	1.00	0.97	-\$0.26	+\$0.34
322212	Folding paperboard boxes mfg.	0.82	1.08	-\$0.10	+\$0.43
322213	Setup paperboard boxes mfg.	0.38	-0.14	-\$0.42	+\$0.47
322214	Fiber cans, tubes & drums mfg.	1.93	0.67	-\$0.81	-\$0.11
322215	Paperboard sanitary food container mfg.	0.15	0.75	+\$0.30	+\$0.73

➔ Steel Producers' Struggle with Raw Materials Costs Goes On

Prices for iron and steel mill products increased an average of 0.27%. This hike had mixed support major lines of business. Prices for ingots and semifinished products (up 4.04%) and cold rolled sheet and strip (up 2.30%) showed the most strength. Buyers of hot rolled sheet and strip (including tin mill products) were treated to a 1.37% price cut. Rising production costs may have played a key roll in February's move toward higher output prices. The LMIQ model calculates the steel industry faced a 3.68% surge in per-unit spending on raw materials.

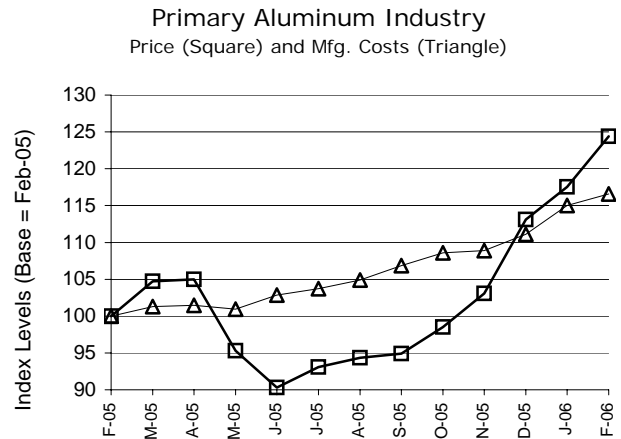


Downstream Impact Table

NAICS Code	Industry	Changes from January '06 to February '06			
		Average Output Prices (Percent Change)	Per-Unit Manufacturing Costs (Percent Change)	Spending on Manufacturing per \$100 of Output	Spending on Raw Materials per \$100 of Output
331513	Steel foundries (except investment)	1.02	1.14	-\$0.12	+\$0.88
332111	Iron & steel forging	0.91	1.05	-\$0.07	+\$0.40
332116	Metal stamping	0.07	0.82	+\$0.33	+\$0.55
332313	Fabricated metal plate work mfg.	0.00	1.05	+\$0.60	+\$0.58
332322	Sheet metal work manufacturing	0.12	1.18	+\$0.60	+\$0.73

➔ Aluminum Price Hikes Continue to Assault Buyers' Budgets

Primary aluminum producers pounded buyers with yet another sharp increase. Tags jumped 5.83%, which was the third largest monthly gain in the last 10 years. The inflation story looks even worse when examined from a trend point of view. Industry tags are currently rising at a year-over-year rate of 9.98%, accelerating from January's 9.01% rate. Prior to January, price escalation had been slowing down. Rising costs remain a major concern for suppliers, but now falling production levels may be an even bigger problem. February's price hikes offset the effects of slipping sales volumes.

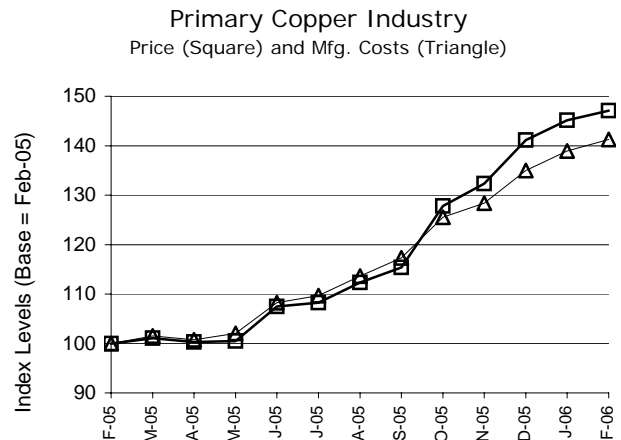


Downstream Impact Table

NAICS Code	Industry	Changes from January '06 to February '06			
		Average Output Prices (Percent Change)	Per-Unit Manufacturing Costs (Percent Change)	Spending on Manufacturing per \$100 of Output	Spending on Raw Materials per \$100 of Output
331315	Aluminum sheet, plate & foil manufacturing	3.62	4.12	+\$0.49	+\$1.06
331316	Extruded aluminum product manufacturing	2.13	3.83	+\$1.15	+\$1.75
331521	Aluminum die-casting foundries	1.44	2.31	+\$0.36	+\$1.08
331524	Aluminum foundries (except die-casting)	1.57	2.12	+\$0.17	+\$0.92
332431	Metal cans & lids manufacturing	-0.40	1.93	+\$1.73	+\$1.73

➔ Copper Prices (and Margins) Still Have the Marketplace Seeing Red

Copper prices increased an average 1.34%. That's the smallest monthly gain since July '05. Even so, on a scale of 0 to 100, industry pricing power earns a score of 94. Such a high rating suggests the inflation environment for copper is testing even the most seasoned supply chain professional. Consider the following two statistics: (1) on a same-month-year ago basis, prices are up 47.09% and (2) on a year-over-year basis, prices are up 32.28%. Thanks to this aggressiveness, the LMIQ model estimates industry gross margins stand 57.42% above a year ago.



Downstream Impact Table

NAICS Code	Industry	Changes from January '06 to February '06			
		Average Output Prices (Percent Change)	Per-Unit Manufacturing Costs (Percent Change)	Spending on Manufacturing per \$100 of Output	Spending on Raw Materials per \$100 of Output
331421	Copper rolling, drawing & extruding	4.76	2.69	-\$1.58	-\$1.16
331422	Copper wire drawing (except mechanical)	-0.99	3.39	+\$2.44	+\$2.30
331423	Secondary copper smelting & alloying	9.51	4.15	-\$1.99	-\$1.23
331525	Copper foundries (except die-casting)	0.24	2.44	+\$0.90	+\$1.13
335929	Other communication & energy wire mfg.	3.05	2.40	-\$0.62	-\$0.21

Core Industry Profiles *Prepared by Thinking Cap Solutions' Staff*

What is a Core Industry?

In the following pages you will find detailed text analysis and data coverage for core manufacturing industries. Core industries have large purchasing constituencies and often are highly relevant to ICE-Alert readership. Alternatively, many core industries tend to significantly influence price and cost trends further downstream in the supply chain and can be a leading indicator of sorts. Currently, we report monthly on 30 core industries in ICE-Alert. Summary data for each of these industries appear on the next page. Detailed profiles (in numeric NAICS order) follow on pages 6 through 20.

Technical Note on Industry Margins

The LMIQ model's methodology for reporting margin changes changed as of July 2004. Calculations now explicitly take into account the effect of fluctuations in output prices, per-unit manufacturing costs, and productivity. Additional adjustments are made to approximate the effects of changes in technology, industry structure, product line offerings and modeling bias. Margin data reported in ICE-Alert are consistent with data reported in Table 5 of the Basic IQ reports. Occasionally, readers may encounter the term "raw margin change" when reading ICE-Alert. This term is meant to describe the more limited impact of changes in output prices and per-unit manufacturing costs only. In other words, raw margin changes exclude the effect of productivity and all other non-price/non-cost variables.

NAICS Code	Core Industry Name	Profiles on page...
322110	Pulp Mills	6
322121	Paper Mills	
322130	Paperboard Mills	7
322211	Corrugated & Solid Fiber Boxes Manufacturing	
323110	Commercial Lithographic Printing	8
324110	Petroleum Refineries	
325110	Ethylene, Benzene & Petrochemical Manufacturing	9
325188	Sulfides & Other Inorganic Chemical Manufacturing	
325199	Fatty Acids & Other Organic Chemical Manufacturing	10
325211	Plastics Resins & Materials Manufacturing	
325510	Paint & Coating Manufacturing	11
325520	Adhesive Manufacturing	
326112	Unsupported Plastics Packaging Film & Sheet Mfg.	12
326160	Plastics Bottle Manufacturing	
331111	Iron & Steel Mills	13
331312	Primary Aluminum Production	
331315	Aluminum Sheet, Plate & Foil Manufacturing	14
331411	Primary Copper Smelting & Refining	
332116	Metal Stamping	15
332322	Sheet Metal Work Manufacturing	
332710	Machine Shops (Job Shops)	16
332722	Bolt, Nut, Screw, Rivet & Washer Manufacturing	
332991	Ball & Roller Bearing Manufacturing	17
333612	Speed Changers, Drives & Gears Manufacturing	
334413	Semiconductors & Related Device Manufacturing	18
334417	Electronic Connector Manufacturing	
334418	Printed Circuit Assemblies Manufacturing	19
335312	Motor & Generator Manufacturing	
335314	Relay & Industrial Control Manufacturing	20
335929	Other Communication & Energy Wire Manufacturing	

Core Industry Summary Tables

NAICS Code	Industry Name	Feb. '06 vs. Jan. '06			Feb. '06 vs. Feb. '05		
		Avg. Prices % chg.	Mfg. Costs % chg.	Margins Per \$100 of Product Sold	Avg. Prices % chg.	Mfg. Costs % chg.	Margins Per \$100 of Product Sold
322110	Pulp Mills	1.38	-0.30	up \$1.17	2.80	5.97	down \$1.59
322121	Paper Mills	-0.36	0.12	down 12 cents	3.00	6.69	down \$1.99
322130	Paperboard Mills	4.22	-0.47	up \$3.10	2.24	7.34	down \$2.79
322211	Corrugated & Solid Fiber Boxes Mfg.	1.00	0.97	up 26 cents	0.67	2.55	down 32 cents
323110	Commercial Lithographic Printing	0.55	0.66	down 14 cents	2.43	2.70	up 28 cents
324110	Petroleum Refineries	-4.67	-7.04	up \$2.09	26.64	33.20	down \$4.10
325110	Ethylene, Benzene & Petrochemical Mfg.	3.70	-0.22	up \$2.56	15.98	16.42	down \$1.28
325188	Sulfides & Other Inorganic Chemical Mfg.	0.96	0.10	up 35 cents	22.78	11.49	up \$3.58
325199	Fatty Acids & Other Organic Chemical Mfg.	2.17	0.19	up \$1.34	11.80	13.46	down \$1.56
325211	Plastics Resins & Materials Mfg.	0.58	0.44	up 22 cents	6.79	13.59	down \$3.99
325510	Paint & Coating Manufacturing	1.07	0.10	up 80 cents	7.56	6.53	up \$1.58
325520	Adhesive Manufacturing	0.77	0.88	up 20 cents	9.47	8.54	up 44 cents
326112	Unsupported Plastics Packaging Film & Sheet	0.91	-0.07	up 72 cents	7.47	7.34	down 9 cents
326160	Plastics Bottle Manufacturing	0.50	-0.32	up 49 cents	11.44	6.98	up \$2.27
331111	Iron & Steel Mills	0.27	2.06	down 81 cents	-7.22	6.36	down \$7.31
331312	Primary Aluminum Production	5.83	1.35	up \$2.10	24.40	16.56	up \$2.24
331315	Aluminum Sheet, Plate & Foil Manufacturing	3.62	4.12	down 49 cents	9.85	16.71	down \$2.58
331411	Primary Copper Smelting & Refining	1.34	1.65	down 16 cents	47.09	41.24	down 6 cents
332116	Metal Stamping	0.07	0.82	down 33 cents	1.88	1.89	up 55 cents
332322	Sheet Metal Work Manufacturing	0.12	1.18	down 60 cents	0.00	2.07	down 46 cents
332710	Machine Shops (Job Shops)	0.00	0.84	down 49 cents	1.13	2.95	down 79 cents
332722	Bolt, Nut, Screw, Rivet & Washer Mfg.	0.20	1.36	down 69 cents	2.26	2.88	up 6 cents
332991	Ball & Roller Bearing Manufacturing	0.42	1.42	up 26 cents	4.99	2.96	up 77 cents
333612	Speed Changers, Drives & Gears Mfg.	0.15	0.60	up 12 cents	5.41	3.53	up \$1.77
334413	Semiconductors & Related Device Mfg.	-1.81	0.75	down 58 cents	-7.40	5.52	down \$5.70
334417	Electronic Connector Manufacturing	-0.06	0.44	down 17 cents	1.21	1.17	down 33 cents
334418	Printed Circuit Assemblies Manufacturing	0.00	0.60	down 13 cents	-5.34	1.46	down \$4.16
335312	Motor & Generator Manufacturing	-0.19	1.34	down \$1.17	2.54	6.23	down \$1.19
335314	Relay & Industrial Control Manufacturing	0.12	0.62	down 44 cents	4.24	3.93	up 15 cents
335929	Other Communication & Energy Wire Mfg.	3.05	2.40	up 62 cents	21.68	20.51	up 34 cents
The LMIQ model considers...							
		Current Inflation-Adjusted Margins to be...			U.S. End Market Growth to be...		
322110	Pulp Mills	moderately below normal			slightly above normal		
322121	Paper Mills	near a five-year low			near a five-year high		
322130	Paperboard Mills	moderately below normal			near a five-year high		
322211	Corrugated & Solid Fiber Boxes Mfg.	slightly above normal			near a five-year high		
323110	Commercial Lithographic Printing	moderately below normal			near a five-year high		
324110	Petroleum Refineries	moderately below normal			far above normal		
325110	Ethylene, Benzene & Petrochemical Mfg.	far above normal			near a five-year low		
325188	Sulfides & Other Inorganic Chemical Mfg.	at a five-year high			far above normal		
325199	Fatty Acids & Other Organic Chemical Mfg.	normal			slightly below normal		
325211	Plastics Resins & Materials Mfg.	moderately above normal			far above normal		
325510	Paint & Coating Manufacturing	slightly below normal			near a five-year high		
325520	Adhesive Manufacturing	near a five-year low			near a five-year high		
326112	Unsupported Plastics Packaging Film & Sheet	near a five-year low			at a five-year high		
326160	Plastics Bottle Manufacturing	near a five-year high			at a five-year high		
331111	Iron & Steel Mills	slightly above normal			moderately above normal		
331312	Primary Aluminum Production	at a five-year high			slightly above normal		
331315	Aluminum Sheet, Plate & Foil Manufacturing	far below normal			far above normal		
331411	Primary Copper Smelting & Refining	far above normal			far above normal		
332116	Metal Stamping	far below normal			at a five-year high		
332322	Sheet Metal Work Manufacturing	at a five-year low			at a five-year high		
332710	Machine Shops (Job Shops)	at a five-year low			near a five-year high		
332722	Bolt, Nut, Screw, Rivet & Washer Mfg.	normal			near a five-year high		
332991	Ball & Roller Bearing Manufacturing	moderately below normal			far above normal		
333612	Speed Changers, Drives & Gears Mfg.	slightly above normal			moderately above normal		
334413	Semiconductors & Related Device Mfg.	at a five-year low			near a five-year high		
334417	Electronic Connector Manufacturing	far above normal			near a five-year high		
334418	Printed Circuit Assemblies Manufacturing	near a five-year low			near a five-year high		
335312	Motor & Generator Manufacturing	near a five-year low			near a five-year high		
335314	Relay & Industrial Control Manufacturing	normal			far above normal		
335929	Other Communication & Energy Wire Mfg.	moderately below normal			at a five-year high		

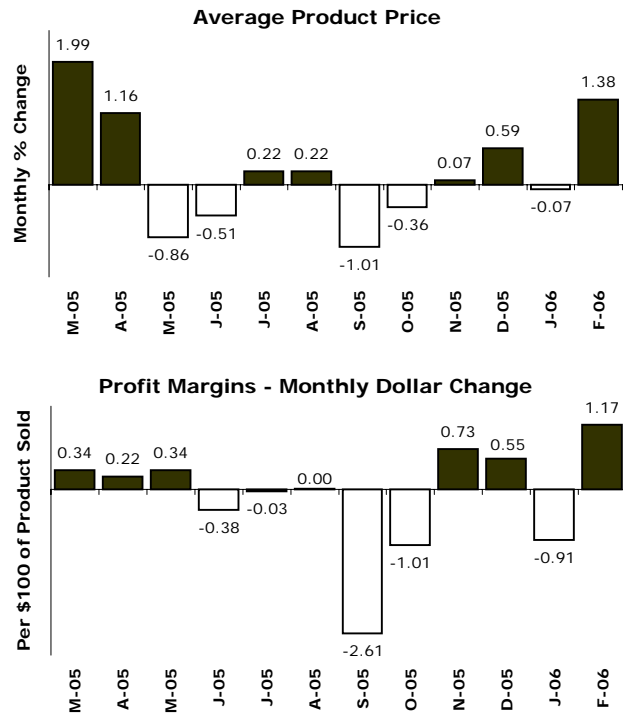
Core Industry Reports

► Pulp Mills—NAICS 322110

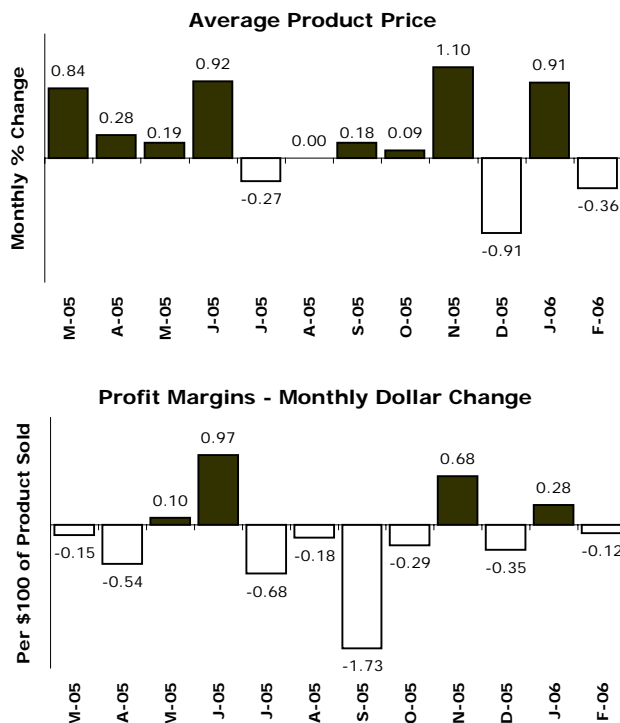
In February... Pulp mill operators raised average product prices by 1.38%. This increase had widespread support across major product lines. Up 1.57%, tags for non-wood pulp showed the most muscle. Overall, industry prices are considered to be moderately strong. Pricing power scores a 60 on a scale of 0 to 100. **Outlook:** We suspect pulp tags are reaching a short-run peak. Prices will decline roughly 2% between 2006:Q1 and 2006:Q4.

The LMIQ Perspective... Variable Costs: The amount spent to make a unit of industry output fell 0.30% in February. Savings were entirely the result of falling fuel costs (down 6.46%). On the raw materials front, suppliers continued to be challenged by rising prices for both inorganic and organic chemicals. Scrap costs were also a major spending issue. LMIQ projections show variable costs peaking in Q1 and then falling 1.90% by the end of 2006.

Profitability: Suppliers are currently spending \$60.12 to make \$100 of market-valued output. Such a spending level implies a below normal rate of return on direct costs. Generating a normal return requires a 1.69% increase in industry output prices. Generating a return equal to the one earned a year ago requires a 2.51% price hike. The LMIQ model estimates direct spending will move higher over the next six months, reaching \$62.24 per \$100 of output by Q3. Aggressive pricing will yield spending reductions throughout 2007.



Paper Mills—NAICS 322121◀



In February... Paper prices fell for just the second time since last July, dipping 0.36%. The bad news for buyers: price weakness was not widespread across major product lines. Deflation was concentrated in clay-coated printing and converting papers. A broader look shows the pace of price escalation has faltered. Tags are currently rising at a year-over-year rate of 5.41%, slowing from 5.71% in January. By Q4, the rate of inflation will slow to just 2.50%.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing edged ahead by 0.12% in February. Energy-related savings were more than offset by rising prices for raw materials. LMIQ data shows costs associated with domestic inputs surging higher by 1.75%. Import costs recorded a gain of 0.66%. Pulp, chemicals and scrap were important inflation concerns. **Outlook:** Variable costs are close to a peak and will fall 1.86% between Q1 and Q4.

Profitability: Calculations show that for every \$100 of product sold, \$57.70 goes toward direct costs. That's \$3.25 above normal. Over the next few quarters, expect paper suppliers to hold back per-unit cost savings and to push through modest price hikes as they attempt to bring spending (on a per \$100 of product basis) closer to normal. Such an effort is critical to bottom-line health. Production levels are falling. Consequently, generating a better rate of return on direct costs is the key to improving profitability.

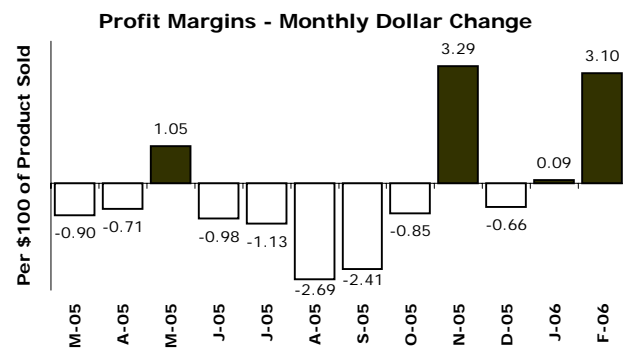
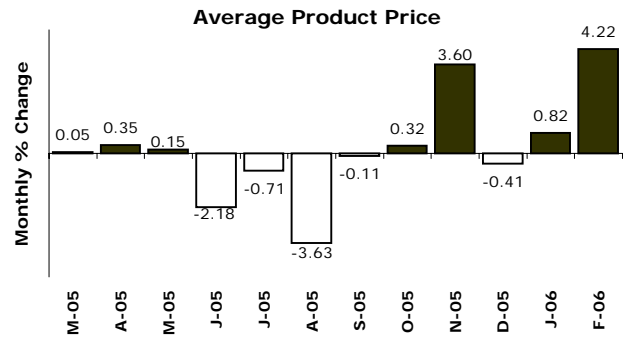
Core Industry Reports

► Paperboard Mills—NAICS 322130

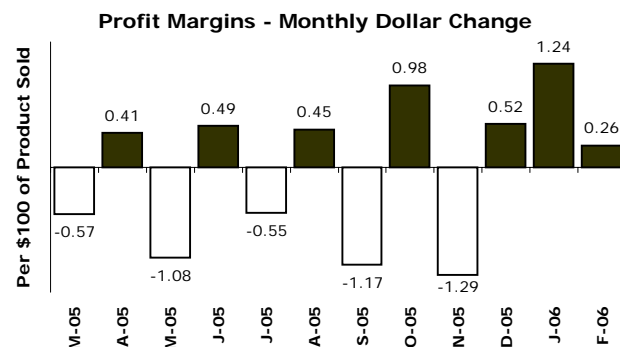
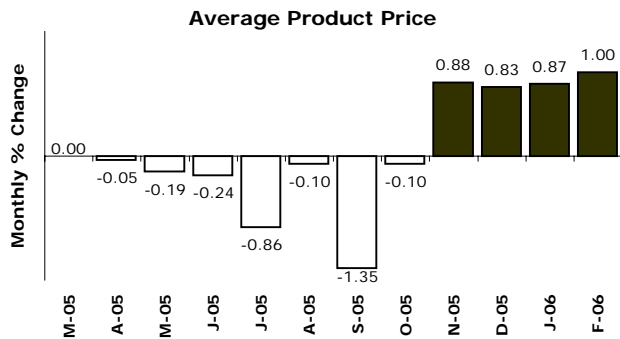
In February... With widespread support product lines, paperboard industry prices exploded for a gain of 4.22%. That's the sharpest February increase in at least 16 years. Buyers of unbleached kraft packaging and industrial converting paperboard were hit hard as here tags jumped 5.69%. From a trend perspective, we see industry prices expanding a mere 1.14% at a year-over-year rate, significantly slower than the 10.83% rate set in May '05.

The LMIQ Perspective... Variable Costs: The amount spent to make a typical unit of output fell 0.47% in February. Most of this decline can be attributed to lower prices paid for fuels (down 6.62%). Mills generated additional savings from reductions in production worker wage rates. The bottom-line impact from fuel and labor cost cuts would have been much greater if not for sharp increases in prices paid for organic chemicals and scrap.

Profitability: NAICS 322130 spends \$61.26 to make \$100 of market-valued output. That's down \$3.10 from January, but still well above average. In order to generate a normal rate of return on direct costs, the average mill must increase product prices by 5.34%. Demand: Growth in U.S. end markets is considered moderately strong, and is expected to improve over the next six months. Higher production levels could reduce this industry's reliance on pricing as its main tactic for bolstering the bottom line.



Corrugated & Solid Fiber Boxes Manufacturing—NAICS 322211◀



In February... Prices for corrugated and solid fiber boxes rose a sharp 1.00%, but the increase did not have broad roots. Inflation was heavily concentrated in paperboard sold in sheets and rolls. Here, tags scorched buyers with a gain of 9.68%. Taking a broader look at industry prices suggests inflation continues to cool. On a year-over-year basis, tags rose 2.26% in February, slowing from 3.07% in January and 8.84% in June '05.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing rose 0.97% in February. The entire increase can be linked to higher prices paid for raw materials—especially those made in the U.S. As one might expect, paperboard provided suppliers with their most difficult inflation challenge. Board costs, however, will stabilize between now and the end of 1996. During this span, overall direct costs will edge lower by 0.12%.

Profitability: Suppliers are currently spending an estimated \$71.98 to make \$100 of market-valued output. That's a healthy 41 cents below normal. Demand conditions also appear favorable. Current industry production is 2.84% above year-ago factory output. Lastly, other economic factors such as enhanced productivity appear to be bolstering bottom-line strength. LMIQ calculations suggest suppliers are in good shape. Total gross margins are estimated to be 9.86% above five-year average levels.

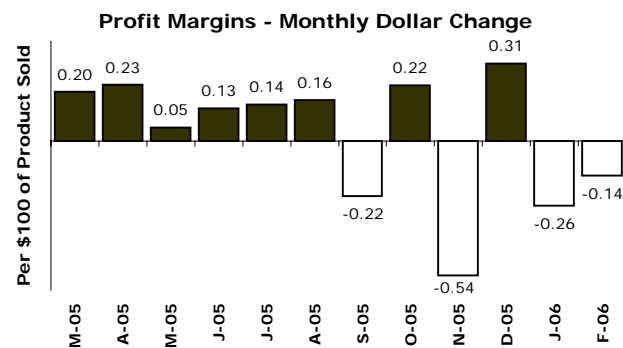
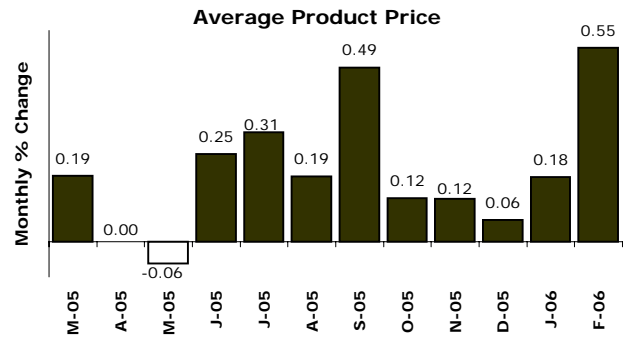
Core Industry Reports

► Commercial Lithographic Printing—NAICS 323110

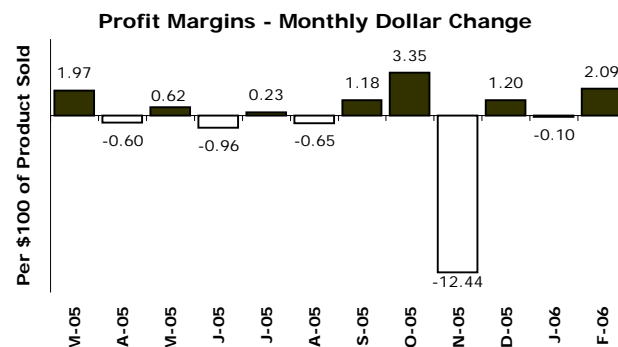
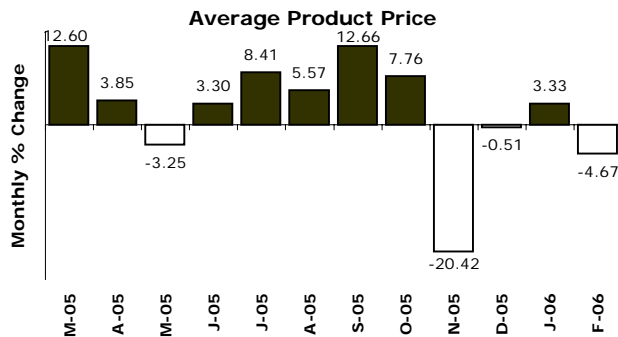
In February... Commercial lithographic printers pushed prices higher for the ninth month in a row. Tags gained an average of 0.55% due, in large part, to a 2.28% surge in prices for financial and legal printing. Prices for advertising-related output were also strong. Looking at the bigger picture suggests industry prices ate still hot, rising at a year-over-year rate of 2.01%. Projections show the pace of inflation peaking at 2.05% in 2006:Q2 and then slowing to 1.45% by Q4.

The LMIQ Perspective... Variable Costs: Suppliers suffered a 1.85% jump in paper prices in February. This increase powered an overall 0.66% jump in per-unit manufacturing costs. That would have been even larger if not for a 2.37% decline in per-unit spending on energy. Outlook: Production costs are expected to remain on an upward path into the second quarter and the start a slow decline thereafter. Per-unit savings will add up to 0.35% between Q2 and Q4.

Profitability: The return earned on manufacturing-related spending is running a little below normal. This is due to a failure among suppliers to fully pass along the full effects of inflation. Compared to a year-ago, output prices have gone up just 0.90% for each 1% rise in direct costs (measured on a per-unit basis). Evidence suggests the bottom-line damage suffered by swallowing cost increases is being offset by rising sales volume. Total gross margins are estimated to be up 7.62% compared to February '05.



Petroleum Refineries—NAICS 324110◀



In February... Prices for refined petroleum products fell an average of 4.67%. This decline had widespread support across major business lines. Tags for gasoline (down 9.43%) and LPGs (down 9.65%) were especially soft. On a year-over-year basis, prices for refined petroleum products look hot—posting an inflation rate of 36.89%. The latest LMIQ projections suggest buyers won't see significant price relief until the second half of the year.

The LMIQ Perspective... Variable Costs: The amount spent to refine a typical unit of industry output fell 7.04% in February. This decline was powered by a 7.65% tumble in crude oil costs. As noted above, industry prices fell just 4.67%. The disparity between price/cost escalation rates generated a fairly substantial bottom-line windfall. The LMIQ model estimates manufacturing-related spending fell \$2.09 (for every \$100 worth of product sold) from \$85.04 to \$82.95.

Profitability: Though manufacturing-related spending fell sharply in February, it remains somewhat above its normal level. LMIQ calculations indicate refiners must boost tags by 4.45% in order to generate a "fair" return on direct costs. Generating a return equal to the one earned a year ago requires an even bigger hike of 5.21%. The need to become more price aggressive is greatly offset by sales volume. The LMIQ model estimates total gross margin potential in the petroleum industry to be 20.61% above its five-year average.

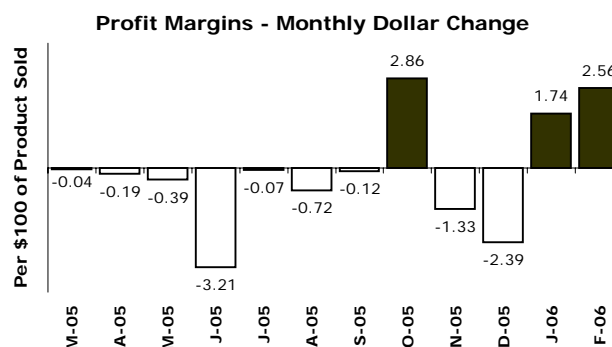
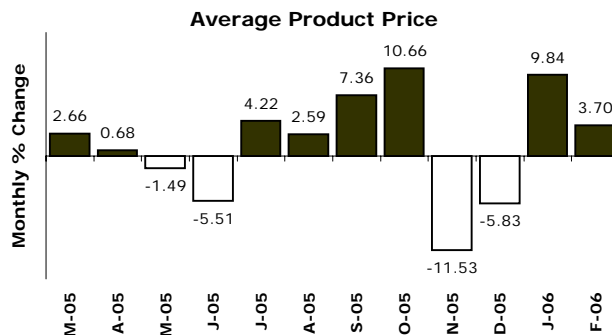
Core Industry Reports

► Ethylene, Benzene & Petrochemical Manufacturing—NAICS 325110

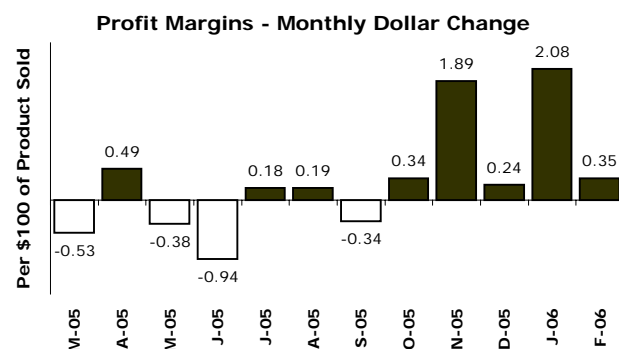
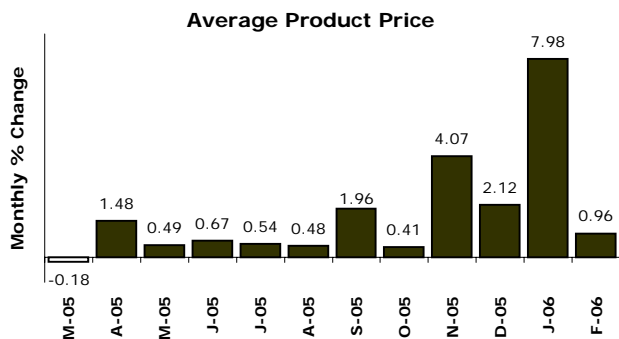
In February... Buyers swallowed another big dose of inflation as prices in NAICS 325110 jumped an average 3.70%. Price escalation was strongest for aromatics and secondary industry products. Tags for liquefied petroleum gases recorded a modest 0.84% gain. On a year-over-year basis, the rate of inflation has slowed to 19.91% from 21.06% in January. Price escalation will continue to slow down and will hit a low 5.60% by the end of 2006.

The LMIQ Perspective... Variable Costs: The amount spent to make a typical unit of industry output fell 0.22% in February. Savings were tied almost exclusively to lower prices paid for fuels and electricity. These savings fully offset a 0.71% jump in raw materials costs. Organic chemicals as well as inputs purchased from other suppliers in NAICS 325110 were the top-two inflation hotspots. Inorganic chemicals remained a secondary concern.

Profitability: The current rate of return earned on manufacturing-related costs sits significantly above average now. The industry spends \$64.11 to make \$100 of market-valued output, which is \$4.30 below five-year average levels. Bad news from the CFO's financial viewpoint: spending is up \$1.28 from a year-ago. The bottom-line impact of short-run spending increases is being compounded by falling sales volumes. Total industry gross margins are down 0.87% from February '05.



Sulfides & Other Inorganic Chemical Manufacturing—NAICS 325188◀



In February... Industry prices rose for the eleventh month in a row, gaining 0.96%. That's the biggest February increase since 1995. Good news for buyers : higher prices had only mixed support at the product-line level. Jumping 6.09%, tags for inorganic potassium and sodium compounds were the primary hotspot. The latest LMIQ forecast shows industry prices peaking in the current quarter and then declining between 5% and 6% by 2006:Q4.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing increased just 0.10% in February thanks largely to falling energy costs. LMIQ data shows prices paid for fuels used for heat and power fell 4.61% in February. Electricity rates also fell 0.28%. Production worker wages, down 0.18%, provided additional savings. Outlook: Direct costs are expected to start falling in 2006:Q2. Over the next three quarters cost declines will add up to 2.10%.

Profitability: The bottom line looks good. The industry spends just \$38.86 to make \$100 of market-valued output, which is \$5.86 below average. Suppliers could cut product prices by 9.11% and still earn an average return on manufacturing-related spending. Declines in manufacturing spending have helped offset the margin effects of weak demand. Production levels for the NAICS 32518 family of end-market industries are down an average 2.34% from a year ago. Aggressive pricing, therefore, is critical to earnings growth.

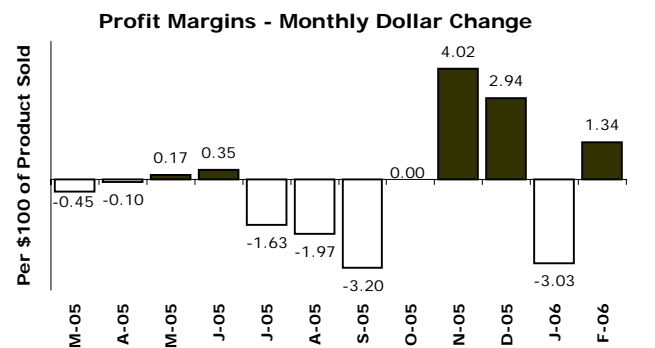
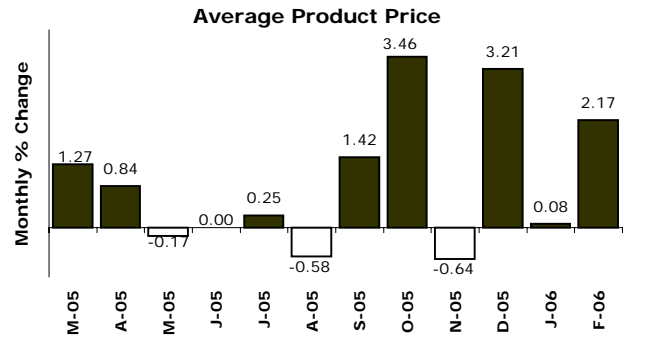
Core Industry Reports

► Fatty Acids & Other Organic Chemical Manufacturing—NAICS 325199

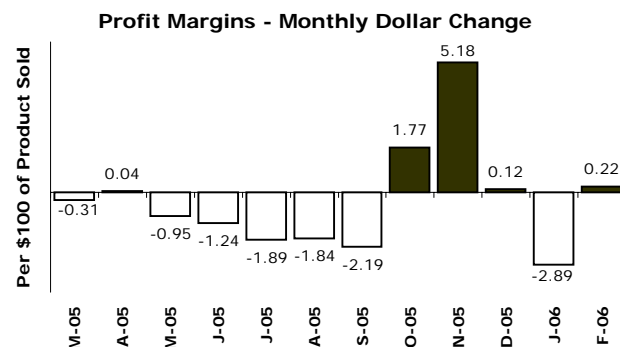
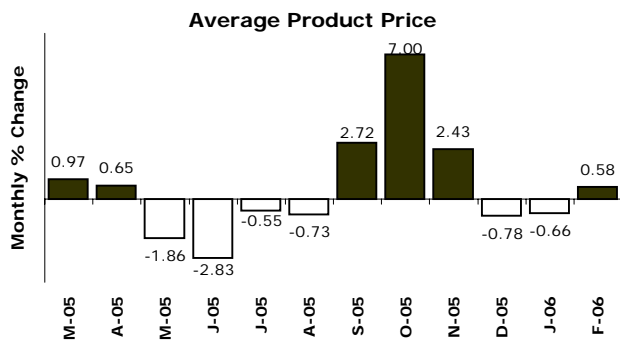
In February... Prices for industrial organics increased a sharp 2.17%, which was the biggest February jump in at least 16 years. But the recent price jump had only mixed product-line support. In fact, buyers of synthetic organic rubber processing chemicals actually benefited from a price decline of 4.11%. From a trend point of view, industry price escalation continues to slow. Expect the year-over-year rate of inflation to fall from its current perch of 12.97% to 6.30% by 2006:Q4.

The LMIQ Perspective... Variable Costs: Per-unit spending on raw materials jumped 0.96% in February. The bulk of this increase, however, was offset by falling energy costs. We saw a 4.84% drop in prices paid for fuels and a 0.28% decline in industrial electricity rates. Once the inflation dust had settled, overall manufacturing costs were limited to a gain of just 0.19%. Outlook: Per-unit direct costs are expected to fall 2.27% over the next three quarters.

Profitability: The return earned on manufacturing-related spending is running a little below normal. This is due to a failure among suppliers to fully pass along the full effects of inflation. Compared to a year-ago, output prices have gone up just 0.88% for each 1% rise in direct costs (measured on a per-unit basis). Evidence suggests the bottom-line damage suffered by swallowing cost increases is being compounded by falling sales volume. Total gross margins now are estimated to be down 5.30% compared to February '05.



Plastics Resins & Materials Manufacturing—NAICS 325211 ◀



In February... Industry prices in NAICS 325211 edged up 0.58%. That's in line with what buyers might have expected; in any given February tags rise 0.60%. Detailed data shows higher industry prices had broad support across both primary and secondary product lines. From a trend point of view, the pace of industry price escalation continues to slow. Tags increased at a year-over-year rate of 14.83% in February and will slow to 4.00% by 2006:Q4.

The LMIQ Perspective... Variable Costs: The amount spent to make a typical unit of industry output grew 0.44% in February. That entire increase can be linked to higher prices paid for raw materials. LMIQ data shows costs associated with imported goods up 1.80%, were especially challenging. Prices paid for U.S. made inputs recorded a smaller gain of 0.39%. Outlook: Per-unit manufacturing costs should peak in 2006:Q1 and then fall 0.98% by Q4.

Profitability: The latest LMIQ estimates indicate a typical supplier currently shells out \$60.55 to make \$100 of market-valued output. This figure is very low by historical standards and suggests suppliers can afford to discount prices by 6.39% without deviating from the average industry return earned on manufacturing-related expenses. Unfortunately for buyers, suppliers probably are focusing on short-run profitability concerns. Generating a return equal to that earned a year ago requires a price *hike* of 7.08%.

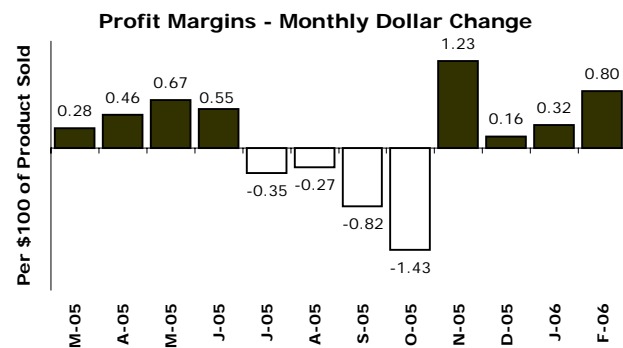
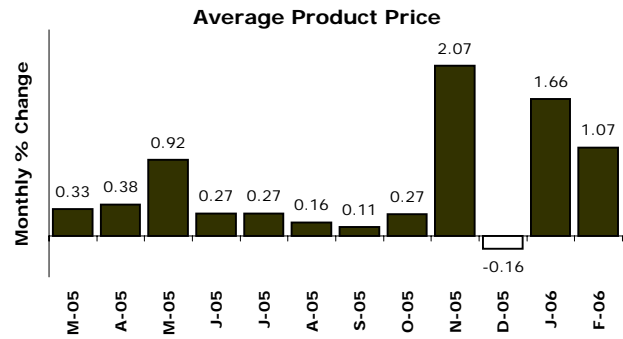
Core Industry Reports

► Paint & Coating Manufacturing—NAICS 325510

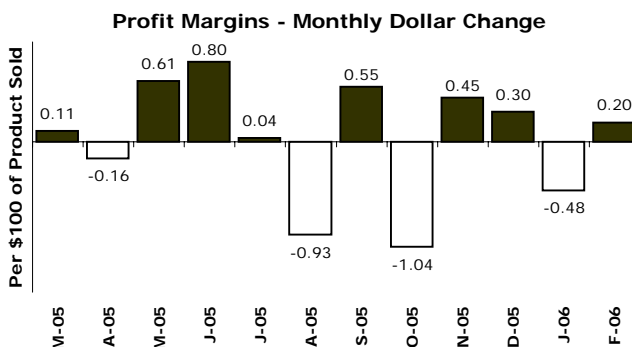
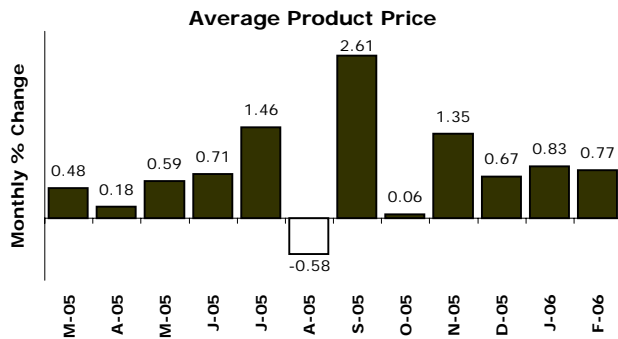
In February... Paint prices, up 1.07%, scored yet another sharp increase. This hike is the second strongest February gain faced by buyers in the last 16 years. Detailed data shows higher prices had widespread support across major product lines. Inflation was strongest among "miscellaneous" products such as thinners and paint removers. Here, tags rose 4.22%. Expect industry prices to continue moving higher throughout 2006, but at a slower pace.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing edged higher by 0.10% in February. LMIQ data shows that a 0.30% rise in prices paid for raw materials was greatly offset by a 1.48% tumble in wage rates for production workers and a 3.16% drop in energy costs. February's top inflation concern was basic organics chemicals. Outlook: Per-unit manufacturing costs will peak in Q1 and then fall 1.20% over the next three quarters.

Profitability: Spending on manufacturing is currently pegged at \$55.63 per \$100 of market-valued output. That's 62 cents above average spending over the last five year, but \$1.58 below a year ago. From a financial reporting perspective, a better short-run return on costs should be making a positive contribution to earnings potential. Suppliers also appear to be benefiting from strong sales volumes. The LMIQ model estimates that total gross margins are up 23.94% above year-ago levels.



Adhesive Manufacturing—NAICS 325520◀



In February... Adhesive manufacturers boosted prices for the sixth straight month by raising tags a solid 0.77%. Inflation had widespread roots across major product lines. Buyers of structural sealants faced the toughest challenge. Here, tags jumped 2.23%. A broader look at industry prices suggests inflation is accelerating. Tags rose at a year-over-year rate of 6.73% in February, which was the fastest pace since October '95. Inflation will grow even hotter in 2006: Q2.

The LMIQ Perspective... Variable Costs: Suppliers continued to be plagued by fast rising prices for raw materials. LMIQ data shows per-unit spending on U.S. made inputs jumped 1.03% in February. Costs for imports turned in an even larger gain of 1.44%. Key inflation drivers included both inorganic and organic chemicals as well as synthetic rubber. Outlook: Per-unit manufacturing costs are expected to peak in Q1 and fall 1.27% by the 2006:Q4.

Profitability: The latest LMIQ calculations indicate total gross margins for the adhesives industry are running 24.80% above a year ago. Bottom-line health can be attributed to strong sales volumes and a reasonable cost-pass-through ratio. With respect to sales volumes, production levels for the NAICS 325520 family of end-market industries are up 12.81% from February '05. Meanwhile, average output prices for the adhesives industry have gone up 1.11% for each 1% rise in direct costs over the last 12 months.

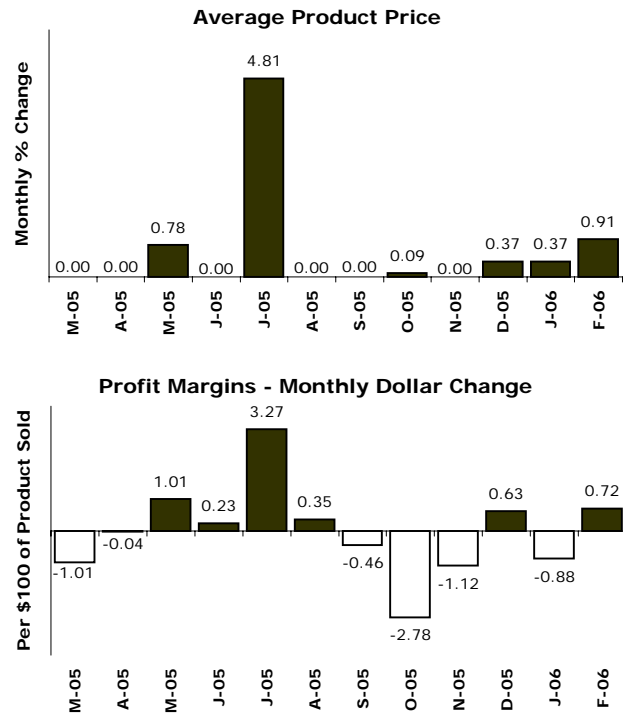
Core Industry Reports

► Unsupported Plastics Packaging Film & Sheet Mfg.—NAICS 326112

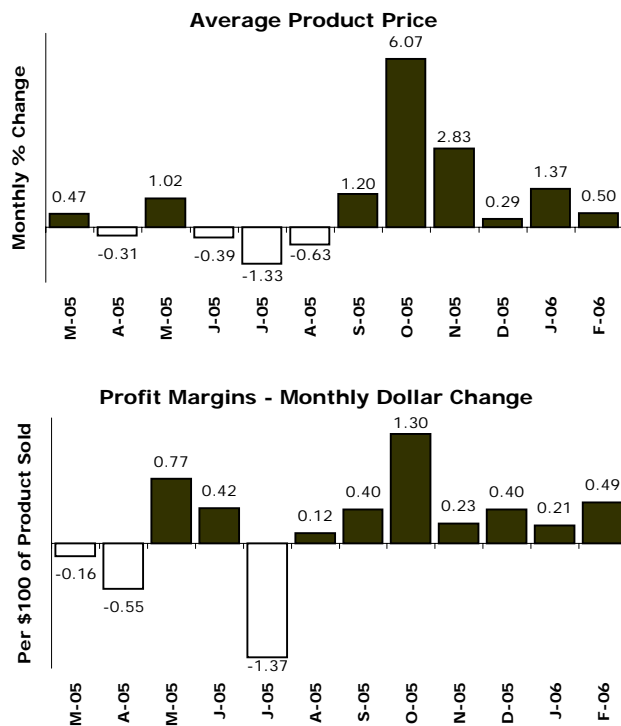
In February... Average prices in NAICS 326112 jumped 0.91%, which was the largest increase since July '05. The bulk of inflationary pressures were concentrated in secondary product lines. Coated single-web film, rolls and sheets, where tags increased 0.32%, sported the biggest price hike. On a year-over-year basis, industry price escalation continues to accelerate, hitting a rate of 7.36% in February and will peak at 7.90% in 2006:Q2.

The LMIQ Perspective... Variable Costs: A 0.49% drop in prices paid for imported raw materials helped push overall manufacturing costs down 0.07% in February. Suppliers also saw per-unit spending declines of 6.45% for fuels, 0.28% for electricity, and 0.13% for production worker wages. Cost control concerns were limited to domestic organic chemicals. Outlook: Per-unit manufacturing costs are expected to decline 1.39% over the next three quarters.

Profitability: From a short-run perspective, bottom-line conditions look good. Total gross margins are estimated to be 11.95% above year-ago levels. This increase can be linked to rising production levels and to a healthy cost-pass through ratio. The long-run picture, however, doesn't have the same luster. Estimates show suppliers spending \$69.37 to make \$100 of market-valued output. That's well above average. This suggests suppliers will face serious financial risks when demand strength begins to cool.



Plastics Bottle Manufacturing—NAICS 326160◀



In February... Plastic bottle prices remained on an upward path by rising 0.50%. This was the smallest February increase in the last four years. The inflation news is mixed when viewed from a trend perspective. The year-over-year pace of industry price escalation is currently pegged at 11.31% and is showing signs of moving past its cyclical peak. Unfortunately, if the LMIQ model is correct, we won't see a significant deceleration in escalation until late fall.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing fell 0.32% in February. This decline had widespread support across major budget categories. A roundup of key cost declines shows: imported raw materials down 1.07%, production worker wages down 1.61%, fuels down 6.32%, electricity down 0.28%, and inbound freight rates down 0.15%. Outlook: Manufacturing costs will fall another 0.98% by the end of 2006.

Profitability: The current rate of return earned on manufacturing-related spending is considered to be well above normal. This, combined with solid growth in production levels suggests bottom-line conditions are healthy. Total gross margins now stand 23.16% above year-ago levels. Our latest LMIQ projections indicate the return earned on manufacturing spending will continue to edge higher throughout most of 2006. In addition, end-market demand is projected to remain fairly strong.

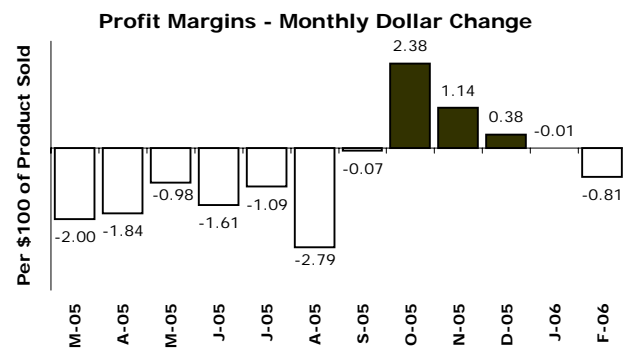
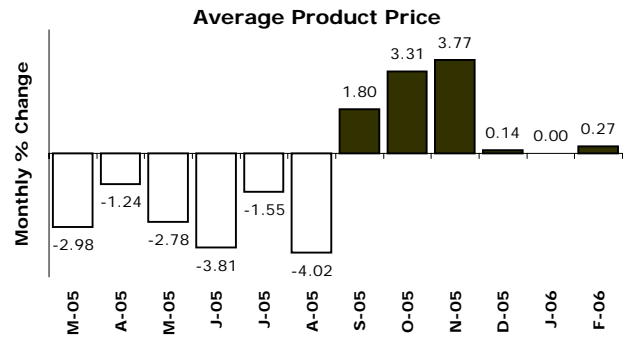
Core Industry Reports

► Iron & Steel Mills—NAICS 331111

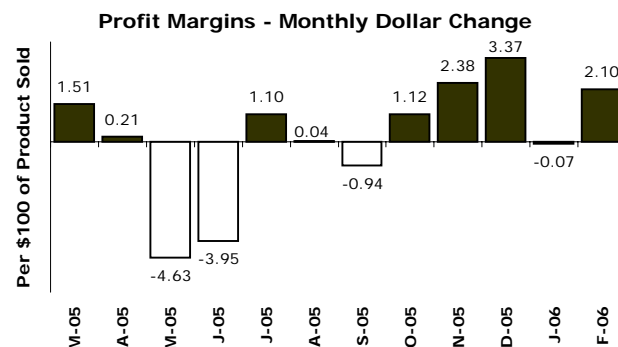
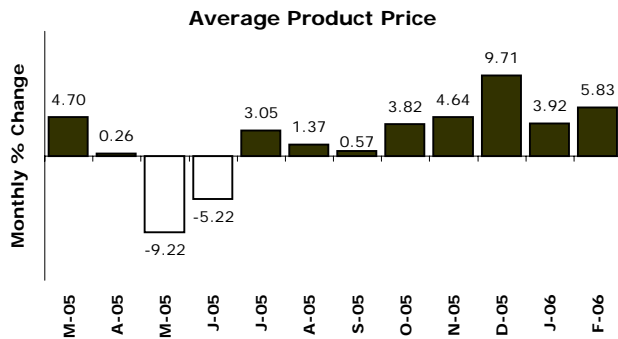
In February... Steel mill prices increased an average 0.27%, with mixed support at the product-line level. Prices for ingots and semifinished products (up 4.04%) and cold rolled sheet and strip (up 2.30%) showed the most strength. Buyers of hot rolled sheet and strip (including tin mill products) were treated to a price cut of 1.37%. We expect average industry prices to travel a slow downward path, falling 4.86% over the next three quarters.

The LMIQ Perspective... Variable Costs: Prices paid for raw materials jumped 3.68% in February. Inputs purchased from U.S. sources sported the biggest increases, pushing higher by an average 4.77%. Prices for imported inputs rose 1.97%. Specific cost control threats included iron ore and scrap metals. Higher materials costs led to an overall rise of 1.51% in per-unit manufacturing costs. Energy savings prevented costs from rising even more.

Profitability: February's price/cost escalation disparity resulted in an 81-cent drop in margins for each \$100 of product sold. Despite this decline, suppliers are still generating an above normal return on manufacturing-related spending. This, however, may not provide buyers with much leverage in a negotiating environment. Compared to a year ago, the return on costs has fallen considerably and is having a big impact on earnings potential. The LMIQ model estimates total gross margins are down 16.31% from a year ago.



Primary Aluminum Production—NAICS 331312◀



In February... Aluminum producers pounded buyers with yet another sharp price increase. Tags rose 5.83%, which was the third largest monthly gain in the last 10 years. The inflation story looks a little worse when examined from a trend point of view. Industry tags are currently rising at a year-over-year rate of 9.98%, which is up from a January rate of 9.01%. Prior to January, price escalation had been decelerating. Tags likely will trend higher throughout much of 2006.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing rose 1.35% in February. This increase had fairly broad support across major budget categories. Prices paid for raw materials (up 3.19%) generated the biggest cost control headaches. Top inflation challenges included alumina and primary aluminum purchased from other establishments. Outlook: Per-unit manufacturing costs will rise another 1.51% in 2006: Q2 and 0.30% in Q3.

Profitability: LMIQ estimates show NAICS 331312 now spends just \$46.35 to make \$100 of market-valued output. This suggests suppliers are earning their biggest return on costs since March '95. Our target calculations indicate industry prices could fall 13.43% before spending on manufacturing reached its five-year average. Buyers should note, however, that discounting involves significant risks. With U.S. aluminum production levels on the decline, a high return on costs is critical to generating favorable earnings results.

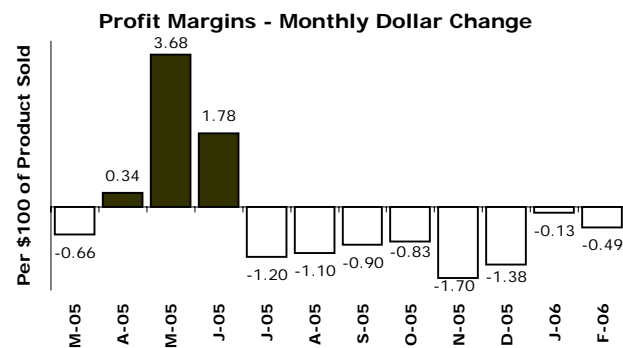
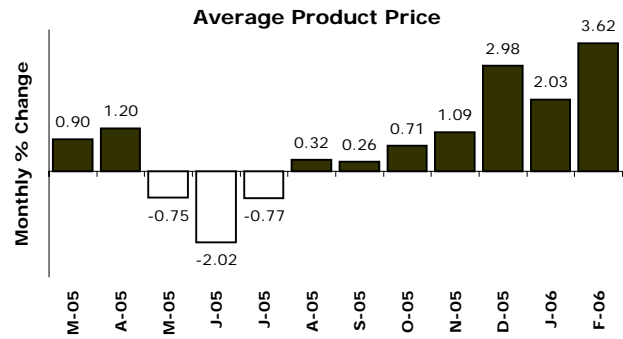
Core Industry Reports

► Aluminum Sheet, Plate & Foil Manufacturing—NAICS 331315

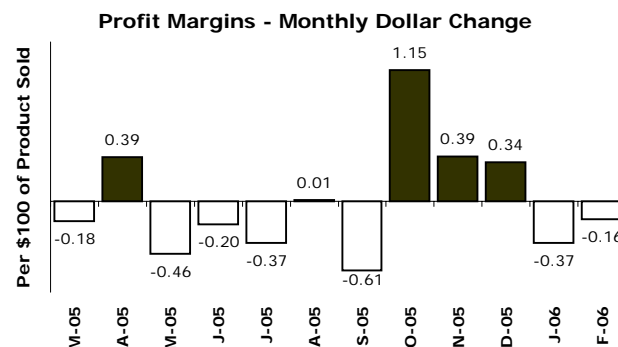
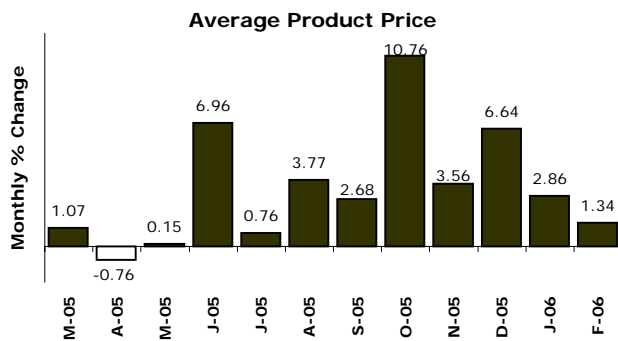
In February... Producers responded to rising primary aluminum costs by boosting average product prices 3.62%. This increase had solid support across major product lines. Buyers of foil products faced the sharpest hike with prices rising 4.47%. Tags for aluminum plate showed some restraint, gaining just 0.62%. On a year-over-year basis, industry prices jumped 7.23% in February. We expect the pace of inflation to ease slightly in the next two quarters.

The LMIQ Perspective... Variable Costs: Prices paid for raw materials soared 5.05% in February. Key inflation drivers included: primary aluminum, up 5.60%; aluminum scrap; up 6.91%; and sheet, plate and foil purchased from other establishments, up 4.02%. Higher prices for raw materials led to an overall 4.12% increase in per-unit manufacturing costs. Outlook: Per-unit costs are expected to stay on an upward track in 2006:Q2, rising another 1.25%.

Profitability: Spending on manufacturing is currently pegged at \$78.34 for each \$100 of market-valued output. That's high by historical standards and should be viewed as a serious risk to overall profitability. Analysis suggests this threat may be slightly tempered by rising sales volumes. The LMIQ model estimates that, with demand conditions taken into account, total industry gross margins are running 1.22% above year-ago levels. If demand falters, the need for price hikes will grow much stronger.



Primary Copper Smelting & Refining—NAICS 331411◀



In February... Prices in NAICS 331411 increased 1.34%, which was the smallest gain since July '05. Even so, on a scale of 0 to 100, industry pricing power earns a score of 94. This suggests the current inflation environment for copper is severely testing the skills of even the most seasoned supply chain pro. Consider the following two statistics: (1) on a same-month-year ago basis, prices are up 47.09% and (2) on a year-over-year basis, prices are up 32.28%.

The LMIQ Perspective... Variable Costs: The LMIQ model estimates per-unit manufacturing costs jumped 1.65% in February. Higher prices paid for raw materials (up 1.97%) provided most of the power behind this increase. Costs associated with imported inputs were especially bothersome, rising 3.50%. A 1.28% uptick in production worker wages provided suppliers with a secondary inflation concern. On deflation side of the fence, energy costs fell 4.55%.

Profitability: Suppliers appear to be getting a big bottom-line boost from rising sales volumes. U.S. production of primary copper is up 7.14% from a year ago. This, combined with above normal returns on manufacturing-related spending and a healthy cost-pass-through ratio is generating good earnings results. LMIQ calculations indicate total gross margins in the copper industry are: up 57.42% from year-ago levels; up 30.32% on a year-over-year basis; and up 90.88% above five-year average levels.

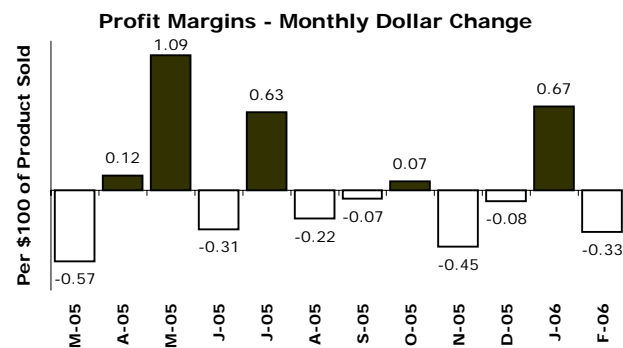
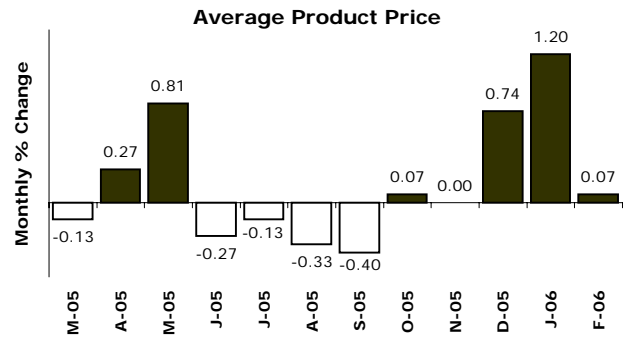
Core Industry Reports

► Metal Stamping—NAICS 332116

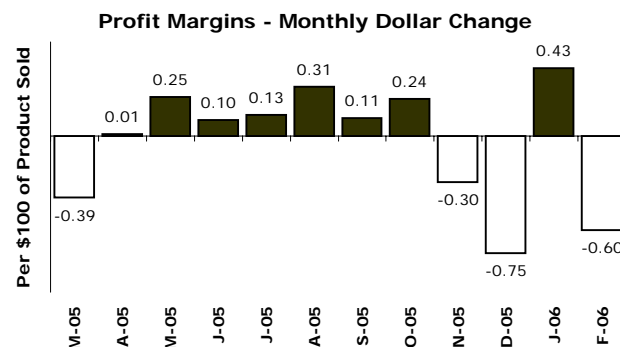
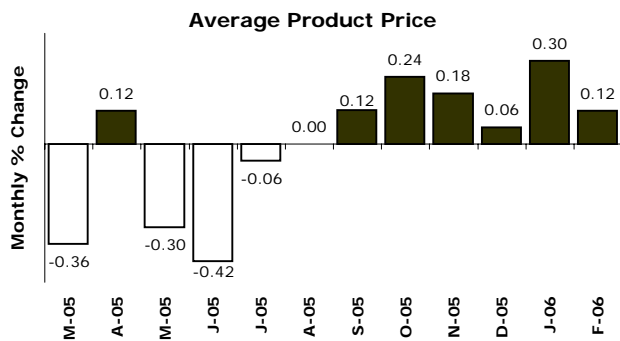
In February... After two major back-to-back monthly price increases, the metal stamping industry rested by raising average tags just 0.07%. The entire impetus for this gain came from job stampings where prices jumped 0.67%. Prices for other stamped and pressed metal products fell 1.60%. A look at trend conditions should encourage buyers. Industry prices rose at a year-over-year 3.40% pace in February, the lowest inflation rate since June '04.

The LMIQ Perspective... Variable Costs: The amount spent to make a unit of industry output jumped 0.82% in February, thanks largely to a 1.28% increase in prices paid for raw materials. Specific inflation threats included basic steel shapes (up 1.20%), aluminum sheet, plate and foil (up 4.02%), and rolled and drawn copper (up 4.31%). Outlook: Per-unit manufacturing costs will rise another 0.37% in 2006:Q2 before falling 0.80% in Q3 and 0.82% in Q4.

Profitability: Spending on manufacturing is currently pegged at \$64.05 per \$100 of market-valued output. That's \$1.49 above average spending over the last five years, but 55 cents below what suppliers spent a year ago. A short-run improvement in spending combined with healthy growth in production levels suggests the potential for a good looking balance sheet is very strong. The LMIQ model estimates that total gross margins stand 6.87% above year-ago levels and are up 7.14% on a year-over-year basis.



Sheet Metal Work Manufacturing—NAICS 332322◀



In February... Transaction prices for sheet metal increased for the sixth straight month, up 0.12%. This price hike had only mixed support at the product-line level. HVAC related items, where tags jumped 0.88%, provided the biggest inflation challenge. Prices for roofing and drainage equipment headed in the opposite direction by falling 0.41%. On a year-over-year basis, industry tags increased 1.87% in February, which was the slowest rate since March '04.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing-related activities jumped 1.18% in February. This increase was powered by higher prices paid for primary aluminum, aluminum sheet and plate, and basic steel mill shapes. This group of inputs pushed overall spending on materials ahead by 1.72%. Production worker wages were a minor cost concern, rising 0.26%. In the last three months, wages have gone up 1.05%.

Profitability: NAICS 332322 currently spends an estimated \$62.97 to make \$100 of market-valued output. That's a 1990-2006 record high. The industry must boost prices by 4.56% in order to reduce spending to its five-year average. Pushing spending down to its year-ago level requires a price hike of 0.77%. On the demand front, production levels for the NAICS 3323 family of industries are, on average, up 9.73% from a year ago. The bottom-line impact from strong demand conditions trumps low returns on direct costs.

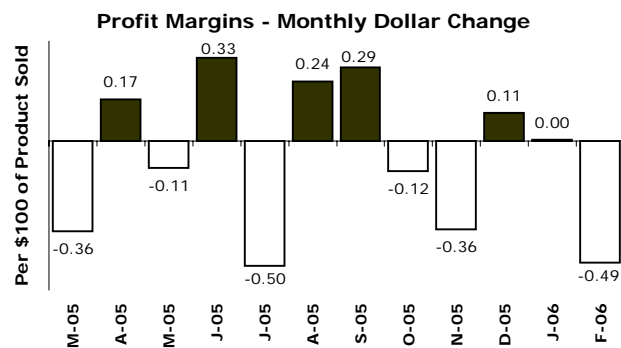
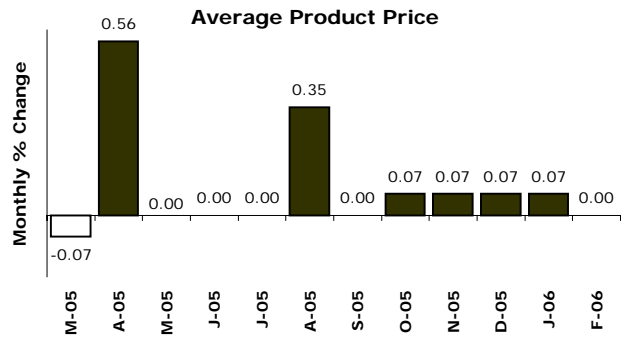
Core Industry Reports

► Machine Shops (Job Shops)—NAICS 332710

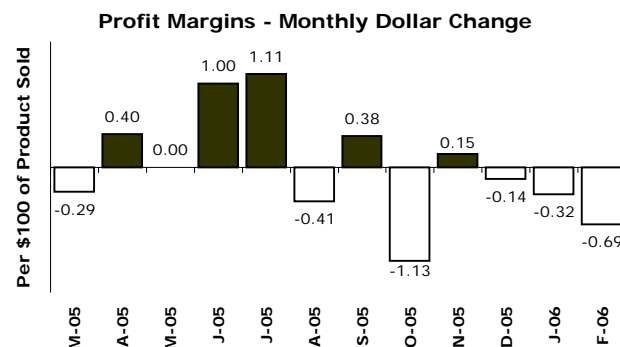
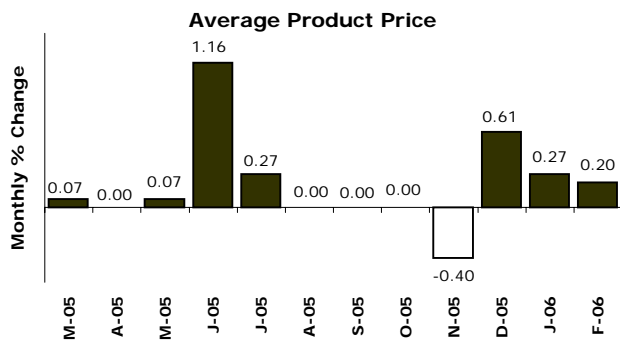
In February... Prices charged by machine shop operators held steady for the first time in five months. On a scale of 0 to 100, current industry pricing strength earns a score of just 45. This suggests the pace of industry inflation is within the comfort zone for most supply chain professionals. The latest LMIQ projections suggest conditions will become more buyer friendly as the year goes on. By 2006:Q4, the year-over-year rate for price escalation will slow to 1.15%.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing rose 0.84% in February. Roughly two-thirds of this increase can be linked to higher prices paid for raw materials, up 0.98%. The rest can be tied to a 0.93% jump in production worker wage rates. Top cost control concerns include basic steel and aluminum shapes. Outlook: Expect per-unit costs to rise steadily throughout the rest of 2006, gaining 0.95% in the next three quarters.

Profitability: Suppliers are currently spending \$57.92 to make \$100 of market-valued output. That's a 10-year record high and suggests increasing the rate of return on direct costs will become an important concern when demand strength starts to falter. Price target analysis shows the industry must boost prices by 2.97% in order to generate a normal rate of return. For the time being, however, production levels for machine shops look good, up 5.36% from a year ago.



Bolt, Nut, Screw, Rivet & Washer Manufacturing—NAICS 332722◀



In February... Prices for metal fasteners rose for the third straight month, up 0.20%. This increase had mixed support at the product-line level. Inflation strength came, in large part, from cap, set, machine, lag, flange, and self-locking screws. Here tags jumped 1.25%. Prices for aircraft and aerospace fasteners were also up a hot 0.88%. On a trend basis, the pace of industry price escalation is beginning to show clear signs of moving past its cyclical peak.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing rose 1.36% in February. Nearly the entire increase can be tied to higher prices paid for raw materials. Suppliers were especially bothered by a 4.01% leap in steel wire costs. Other inflation worries included basic steel shapes and rolled and drawn copper. Outlook: Manufacturing costs are expected to rise another 0.47% in 2006:Q2 before falling 0.68% in Q3 and 0.72% in Q4.

Profitability: The amount spent to make \$100 of market-valued output has gone up \$1.15 over the last three months. This wiped out much of the inflation-related windfall generated last summer. As a result, the return earned on direct costs is almost back to normal levels. On the demand front, production levels for the NAICS 3327 family of industries are growing at a solid pace. Bottom-line conditions look good with total gross margins estimated to be 7.90% above year ago levels.

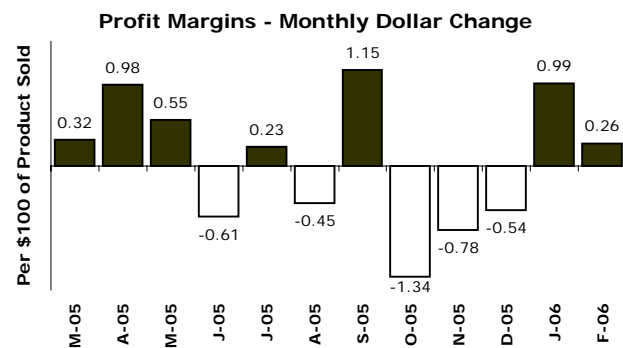
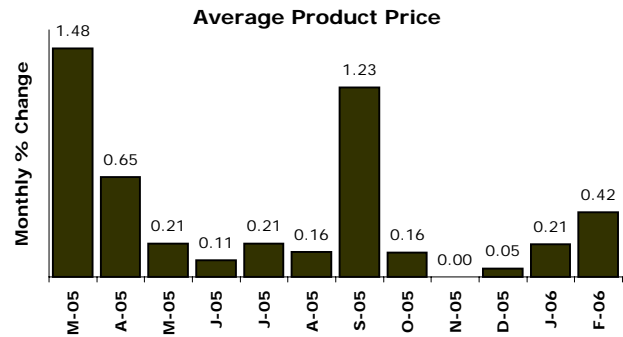
Core Industry Reports

► Ball & Roller Bearing Manufacturing—NAICS 332991

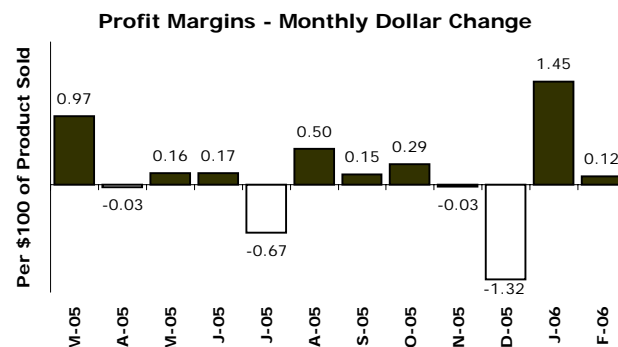
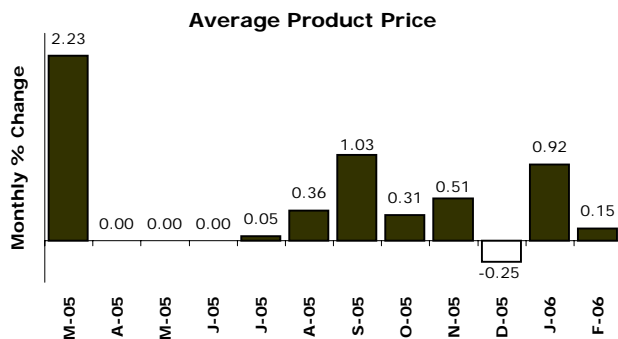
In February... Bearings producers kept prices gliding on an uphill track by raising tags an average 0.42%. This increase had fairly broad support across major product lines. Buyers of unmounted tapered roller bearings faced the harshest inflation environment. Here, tags jumped 1.15%. Ball bearings also recorded a sizeable price hike of 0.47%. On a year-over-year basis, industry price escalation accelerated to 5.73% from 5.62% in January.

The LMIQ Perspective... Variable Costs: Production worker wages soared 3.27% in February. This powered overall manufacturing costs to increase 1.42%. Suppliers have faced serious labor-related cost control challenges over the last half year. Since August, wages are up 9.19%. Prices paid for ferrous metals are a secondary spending worry. Outlook: Per-unit manufacturing costs will rise 0.23% in 2006:Q2, before falling 0.72% in Q3 and 0.65% in Q4.

Profitability: This industry currently spends \$56.93 to make \$100 of market-valued output. Such a spending level implies a below normal rate of return on direct costs. Generating a normal return requires a 1.27% increase in industry output prices. Generating a return equal to the one earned a year ago requires a price cut of 1.26%. On the demand front, production levels stand 2.74% above year ago levels. This suggests sales volumes are probably offsetting the bottom-line impact of higher spending on manufacturing.



Speed Changers, Drives & Gears Manufacturing—NAICS 333612◀



In February... Average transaction prices in NAICS 333612 edged higher by 0.15%. That's just slightly above what buyers normally see at this time of year. Product-line data shows inflation in changers and drives while tags for gears fell 0.28%. The trend view of inflation is a little discouraging from a buyer's point of view. Industry tags increased at a year-over-year rate of 5.81% in February. Such a rate is considered very high by historical standards.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing rose 0.60% in February. Roughly three-quarters of this increase can be linked to higher prices paid for raw materials. The other quarter was the result of a 0.59% jump in production worker wage rates. Ferrous metal inputs are currently the top cost-control concern. Outlook: Per-unit manufacturing costs will rise another 0.30% in 2006:Q2 before falling 0.77% in Q3 and 0.38% in Q4.

Profitability: The current rate of return earned on manufacturing-related spending is considered to be slightly above normal. This combined with solid growth in production levels suggests bottom-line conditions are very healthy. The LMIQ model calculates total gross margins are 24.25% above their five-year average. Our latest projections indicate the return earned on manufacturing spending will continue to rise throughout 2006. Also, growth in production levels is projected to remain strongly positive.

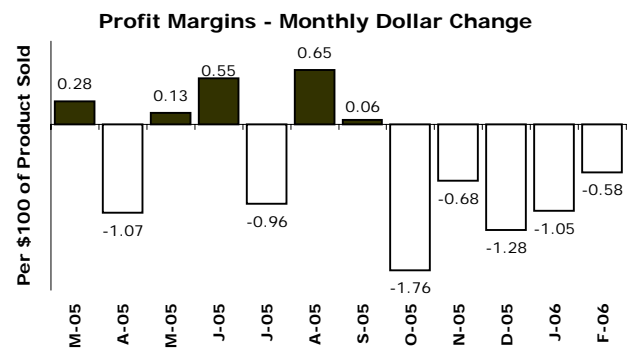
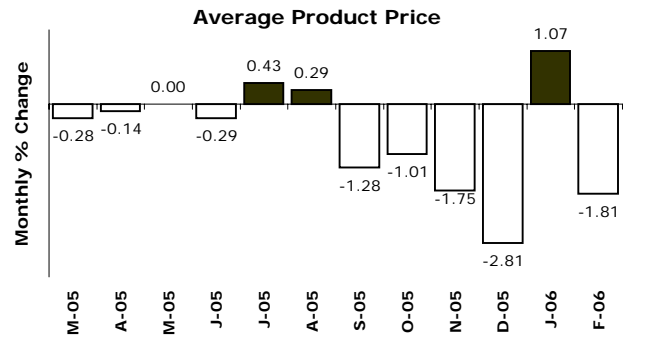
Core Industry Reports

► Semiconductors & Related Device Manufacturing—NAICS 334413

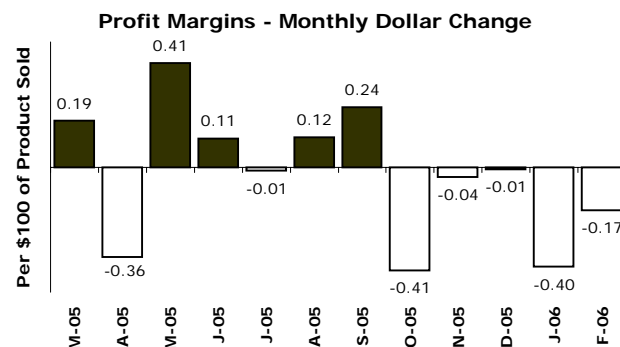
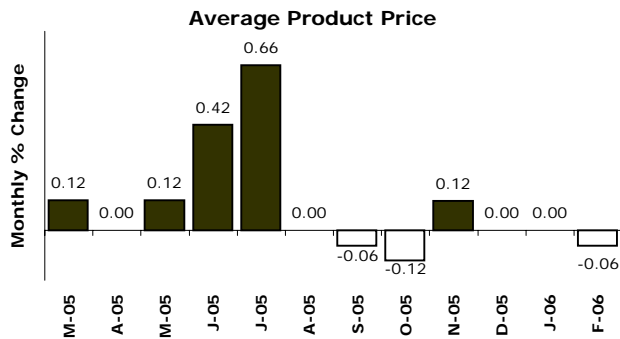
In February... Manufacturers sounded the retreat by cutting average tags 1.81%, after hiking average prices 1.07%. Deflation trends had mixed support across major product lines. Integrated microcircuits led the way with a 3.51% price cut. Prices for other product lines tended to be stable or, in a few some cases, pushed higher. On a year-over-year basis, industry prices fell at a rate of 4.01% in February. By year's end, expect a deflation rate of 7.00%.

The LMIQ Perspective... Variable Costs: Makers of semiconductors and related devices continue to face a mountain of inflation. Per-unit spending on manufacturing jumped another 0.75% in February. Over the last three months, costs are up 2.46%. Prices paid for raw materials are by far the top inflation concern among producers, especially prices for nonferrous metals and inorganic chemicals. Cost relief isn't expected until 2006:Q3.

Profitability: Production levels among industries in the NAICS 3344 group are up 29.87% above a year ago. This suggests high sale volumes are offsetting a lot of the damage being done by rising industry costs. Nonetheless, the LMIQ model estimates that the semiconductor industry is spending \$45.00 to make \$100 of market-valued output. That's the highest spending level on record. Projections show manufacturing-related spending crossing the \$46.00 mark by the end of the second quarter in 2006.



Electronic Connector Manufacturing—NAICS 334417◀



In February... Connector prices showed their soft side, falling 0.06%. This decline had mixed support at the product-line level. Buyers of coaxial (RF) connectors saw the sharpest hike with tags up 0.84%. Buyers of "other" connectors, conversely, were treated to a price cut of 0.42%. A trend view of industry prices shows tags rising at a year-over-year rate of 1.95%. Buyers can expect the pace of inflation to decelerate to 1.50% by the fourth quarter.

The LMIQ Perspective... Variable Costs: The per-unit cost of making a typical unit of industry output rose 0.44%. Nearly the entire increase can be linked to higher prices paid for raw materials with nonferrous metals leading the list of cost control concerns. Production worker wage rates, up 0.18% in February, offered a secondary source of worry. Outlook: Manufacturing costs are expected to push a tad higher in 2006:Q2 and then stabilize.

Profitability: Bottom-line conditions continue to look very good despite recent inflation-related setbacks. Suppliers spend an average of just \$35.45 to make \$100 of market-valued output. That's \$2.58 below average spending over the last five years. The LMIQ model calculates this industry could cut tags by 6.85% and still earn a normal return on direct costs. Demand strength is also contributing to bottom-line health. Production levels among industries in the NAICS 3344 group are up 29.87% above a year ago.

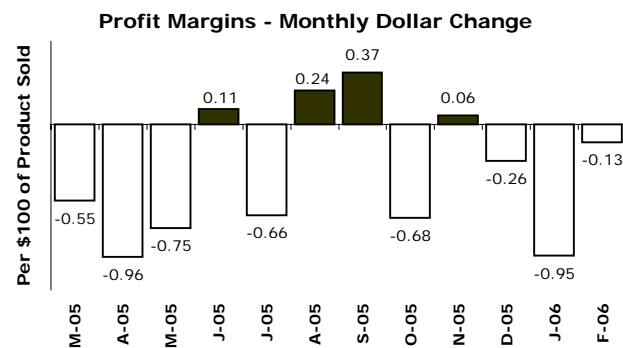
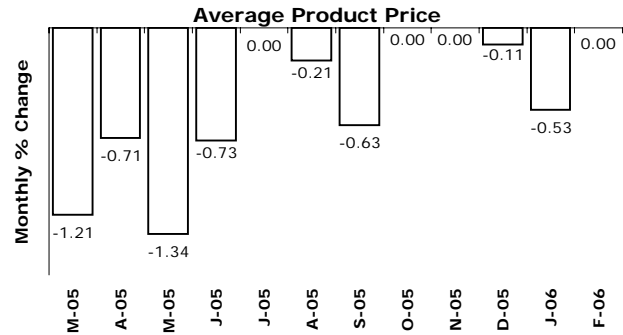
Core Industry Reports

► Printed Circuit Assemblies Manufacturing—NAICS 334418

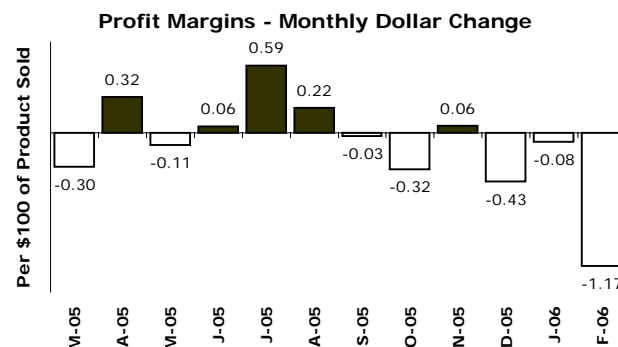
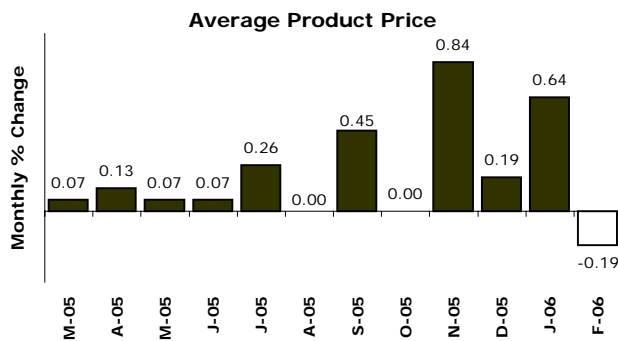
In February... Average prices for PC assemblies were unchanged with price stability widespread across major product lines. On a scale of 0 to 100, the LMIQ model rates industry pricing strength at just 38. Weakness is especially evident from a trend point of view. Industry tags are currently falling at a year-over-year rate of 4.33%. Buying conditions haven't been this favorable since August '02. Projections show prices stiffening a bit in Q2 and Q3.

The LMIQ Perspective... Variable Costs: The amount spent to make a unit of industry output rose 0.60% in February. Over the last three months, costs have gone up 1.57%. Higher prices paid for raw materials has been the driving force behind this latest tangle with inflation with nonferrous metals topping the list of cost concerns. Outlook: Per-unit costs are expected to peak in the second quarter of 2006, then fall 0.37% in Q3 and another 0.34% in Q4.

Profitability: Spending on manufacturing is currently pegged at \$69.48 for each \$100 of market-valued output. That's high by historical standards and could be threatening the economic viability of marginal suppliers. This threat, however, perhaps is being tempered by high sales volumes. Thanks to strong end markets, the LMIQ model estimates total industry gross margins are running 8.18% above a year ago. If demand falters, the need for price hikes will grow stronger.



Motor & Generator Manufacturing—NAICS 335312◀



In February... Dipping 0.19%, average prices in NAICS 335312 fell for the first time since September '04. This decline had widespread support with price weakness most evident in the land transportation motors, generators, and control equipment product line. Here, tags fell 0.59%. Overall, industry pricing power is considered moderately strong. Tags are escalating at a year-over-year rate of 5.20% now and will slow to 2.75% by 2006:Q4.

The LMIQ Perspective... Variable Costs: The amount spent to make a typical unit of industry output increased a sharp 1.34% in February. Nearly the entire cost hike can be attributed to a 1.73% jump in prices paid for raw materials. Both ferrous and nonferrous metals were the top inflation concerns. Production worker wage rates, up 0.44%, also drew attention. Outlook: Per-unit manufacturing costs will rise another 0.75% in 2006:Q2.

Profitability: The current rate of return earned on direct costs is considered to be below normal. Nonetheless, the collective bottom line for makers of motors and generators appears to be in good shape overall. Total gross margins are estimated to be 11.07% above a year ago, which should be boosting corporate financial statements. The rosy glow is linked to strong sales volumes. Significantly, factory output for all of the industries that comprise NAICS 3353 are running an average of 9.61% above five-year average levels.

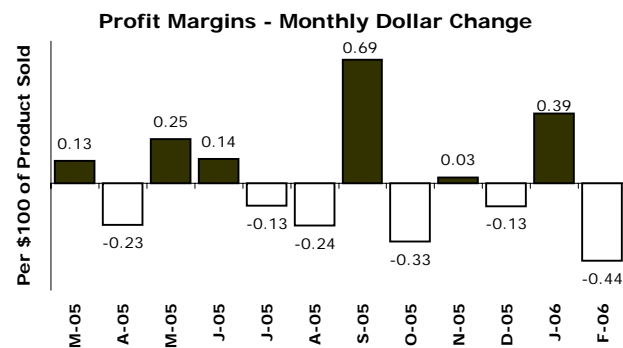
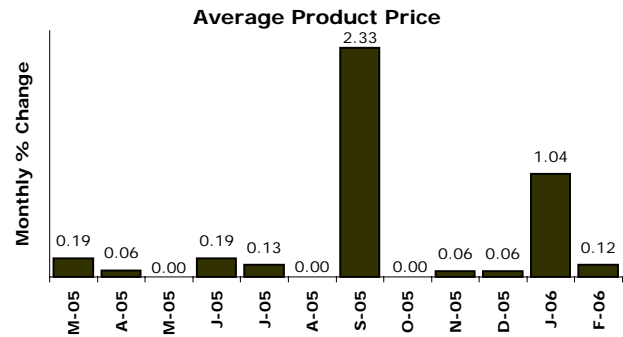
Core Industry Reports

► Relay & Industrial Control Manufacturing—NAICS 335314

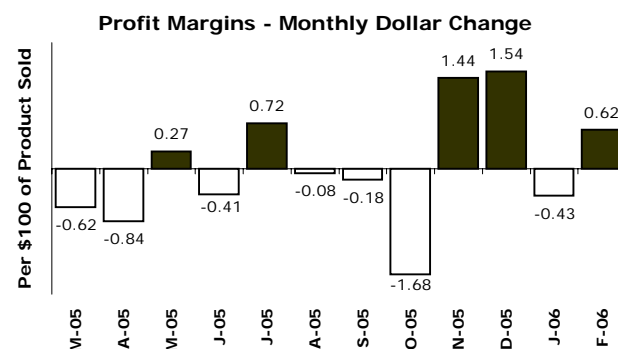
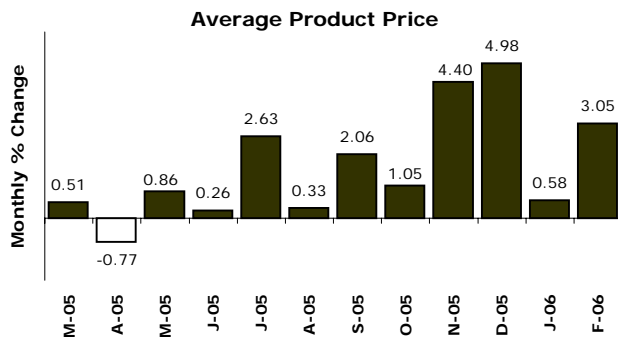
In February... Prices for relays and controls edged higher by 0.12%. This increase had fairly broad product-line support. Tags for specific-purpose controls, up 0.72%, displayed the most strength. Buyers of relays used in electronic circuitry also faced a 0.51% price hike. On a year-over-year basis, industry prices are rising at a rate of 3.33%. That's the highest rate since October '93. Price escalation will continue accelerating through the third quarter.

The LMIQ Perspective... Variable Costs: Per-unit spending on manufacturing rose 0.61% in February. The bulk of this increase is linked to higher prices paid for U.S. made raw materials, particularly nonferrous metals and paint prices. The latest LMIQ forecast indicates rising production costs will remain an important issue through the second quarter of 2006 after which costs will begin a slow, steady decline that should last until 2007: Q2.

Profitability: The current rate of return earned on manufacturing-related spending is considered to be slightly above average. Combined with solid growth in factory output, this suggests bottom-line conditions are healthy. The LMIQ model estimates industry gross margins stand 17.61% above five-year average levels. Our latest LMIQ projections indicate the return earned on manufacturing spending will continue to increase throughout 2006. Also, growth in production levels is projected to remain strongly positive.



Other Communication & Energy Wire Manufacturing—NAICS 335929◀



In February... Prices for communication and energy wire remain red hot, rising another 3.05%. The largest price hikes came from the building wire (2.16%), electronic wire (1.14%), and automobile and other wire and cable (3.14%) product lines. One bright spot: Tags for power cable fell 2.51%. A broader look at industry inflation shows tags rising at a year-over-year rate of 12.12%. Expect escalation to reach 17.00% by 2006: Q3.

The LMIQ Perspective... Variable Costs: The amount spent to make a unit of output increased a sharp 2.40% in February. Jumping another 4.31%, higher prices paid for rolled and drawn copper is the number-one cost concern. A 1.27% hike in production worker wage rates is second. Outlook: The LMIQ model indicates manufacturing costs will continue to push up through 2006: Q2 and Q3, but at a slower pace. In Q4, costs should begin falling.

Profitability: This industry currently spends \$72.05 to make \$100 of market-valued output. That's \$1.17 above average spending over the last five years. Despite a below normal return on costs, industry output prices are rising fast enough to continue fueling gains in gross margins. The LMIQ model estimates margins are now 26.02% above average levels. Over the next three quarters, the return on manufacturing costs will continue to rise. Weakening demand conditions, however, will become a drag on the bottom line.

The ICE-Alert Report on Inflation & Profitability

The Basic Idea... Suppliers' profit margins can be an important factor in shaping how buyers plan and implement purchasing decisions. Over time, margins fluctuate; inflation trends are often at the root of these fluctuations. The effects of inflation (or deflation) are manifest in one of two ways. (1) A supplier's margins may fluctuate as it changes the prices it charges for its products. For example, when a supplier raises prices, we expect the supplier's profitability to improve. Conversely, when competitive market conditions warrant a price decrease, we expect profit margins to fall. (2) Inflation also can influence margins by changing how much a supplier must spend to make its products. With all other factors held constant, as manufacturing costs rise margins would be expected to fall. A drop in manufacturing costs, on the other hand, signals the potential for an increase in profitability.

Understanding and Using PROFIT MARGIN ANALYSIS... The *ICE-Alert Report on Inflation & Profitability* chronicles these price/cost changes and estimates the impact on an industry's ability to make a profit. This report shows

- changes in the average product price charged by a given industry,
- changes in the cost of manufacturing that same product, and
- our estimate of how these two changes (along with changes in productivity and other economic factors) translate into potential profit margin adjustments.

Margin adjustments are measured on a per-\$100-of-product-sold basis. That is, changes in product price, manufacturing costs and other economic factors are translated into an estimate of their combined potential effect on a typical supplier's invoice.

Reading the SAMPLE table... The price of the average product made in pulp mills (NAICS 322110) increased 2.15% from April '04 to May '04. At the same time, the cost to produce an average unit of output grew 1.47%. ICE-Alert's LMIQ model estimates that the combined effect of rising costs and even faster rising prices served to increase margins in the pulp mills industry by 45 cents for every \$100 of product sold. Stated in terms of a supplier's invoice, for every \$100 of product on an invoice, 45 cents that had gone to cover manufacturing costs in April '04 potentially could be available in May '04 for improving industry margins.

(The word "potentially" in the previous statement should help draw attention to nuances in the data. Specifically, cost changes presented in Table 1 are estimates for the pulp mill industry as a whole, not for any single supplier. Also, note that cost changes realized by a given supplier in a given month also depend on contractual obligations, inventory levels, and other factors.)

Switching our analytical timeframe, price/cost analysis may help in contract negotiations. From May '03 to May '04, the average price of the typical industry product rose 4.65% while the cost of making that product leapt ahead more than two times faster, up 10.28%. The bottom-line impact of these price/cost changes (along with changes in productivity and other factors) suggest that pulp mill industry margins were up \$3.45 per \$100 of product sold over the 12-month period ending in May '04.

If you were a buyer with a fixed-price contract established in May '03, you might know from doing your homework that industry prices were up since you last negotiated. But without seeing how costs have changed or the impact of these changes on margins, you wouldn't know whether or not it made sense to invest a lot of resources in fighting a potential price increase. In the case of pulp mills, a 4.65% price increase turns out to have a solid short-run cost justification. One might even say it is a "reasonable" price increase. Trying too hard to fight such an increase could have a negative impact on the buyer/supplier relationship.

➔ Sample Table

Determining the Profit-Margin Implications of Recent Changes in Product Prices, Manufacturing Costs and Other Economic Factors

NAICS Code	Industry	Spot Market Buyer			Contract Buyer		
		May-04 versus Apr-04			May-04 versus May-03		
		Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold	Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold
322110	Pulp mills	2.15	1.47	up 45 cents	4.65	10.28	down \$3.45
322121	Paper mills	0.30	0.99	down 40 cents	0.50	7.98	down \$4.08
322122	Newsprint mills	3.69	1.16	up \$1.80	4.97	7.32	down \$1.57
322130	Paperboard mills	1.26	1.19	up 4 cents	2.33	8.47	down \$3.47
322211	Corrugated & solid fiber boxes mfg.	2.32	0.40	up \$1.42	0.31	2.34	down \$1.48

Technical Note: Margin changes mainly reflect changes in an industry's output prices and per-unit manufacturing costs. As of July 2004, the LMIQ model's margin calculations include additional statistical adjustments in order to account for the impact of other economic factors such as changes in productivity and shifts in product lines and technology.

➔ Finding your way around The ICE-Alert Report on Inflation & Profitability

Industries are arranged according to their 6-digit NAICS number in ascending order. The first three digits of each code signify an industry's membership to a specific manufacturing sector. In the table below, each 3-digit sector is listed with its full name. The starting page number indicates where the first 6-digit industry for a given sector appears. For example, the pulp mills industry (NAICS 322110) appears as the first industry in the paper and paperboard products sector (NAICS 322). Pulp mills data can be found on page 24. All other industries in NAICS 322 will follow the pulp mills industry in sequential order ranked by NAICS number.

3-Digit NAICS Code	Industry Sector	Starting Page Number
113	Logging	23
311	Food	23
312	Beverages and tobacco	23
313	Textile mills	23
314	Textile product mills	24
315	Apparel	24
316	Leather and allied products	24
321	Wood products	24
322	Paper and paperboard products	24
323	Printing and related support services	25
324	Petroleum and coal products	25
325	Chemicals and allied products	25
326	Plastics and rubber products	26
327	Nonmetallic mineral products	26
331	Primary metals	26
332	Fabricated metal products	27
333	Machinery	27
334	Computer and electronic products	28
335	Electrical equipment, appliances and components	28
336	Transportation equipment	29
337	Furniture and related products	29
339	Miscellaneous manufacturing	29
511	Publishing	30

The ICE-Alert Report on Inflation and Profitability

Determining the Profit-Margin Implications of Recent Changes in Product Prices and Changes in the Cost of Manufacturing a Typical Unit of Output

NAICS Code	Industry	Spot Market Buyer			Contract Buyer		
		Feb-06 versus Jan-06			Feb-06 versus Feb-05		
		Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold	Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold
113310	Logging	0.39	na	na	-0.72	na	na
311111	Dog & cat food manufacturing	0.27	-1.13	up 68 cents	0.90	5.91	down \$2.63
311119	Other animal food manufacturing	-0.66	-0.30	down 36 cents	6.55	5.97	up 40 cents
311211	Flour milling	1.94	1.47	up 31 cents	3.15	6.35	down \$1.55
311212	Rice milling	-0.54	1.42	down 81 cents	8.75	6.71	up 96 cents
311213	Malt from barley & other grains mfg.	-0.96	0.20	down 57 cents	-0.26	8.62	down \$4.69
311221	Wet corn milling	2.64	-0.21	up \$1.78	4.48	9.66	down \$2.51
311222	Soybean processing	-2.30	-0.63	down \$1.12	7.87	4.11	up \$2.63
311223	Other oilseed processing (except soybean)	-3.39	-1.87	down 79 cents	6.14	6.86	down 31 cents
311225	Fats & oils refining & blending	-0.86	-1.36	up 44 cents	3.55	5.52	down \$1.12
311230	Breakfast cereal manufacturing	-0.40	0.84	down 7 cents	1.44	6.04	up 33 cents
311311	Sugarcane mills	2.16	1.55	up 37 cents	25.31	18.35	up \$2.17
311312	Cane sugar refining	1.60	1.61	down 29 cents	19.75	19.45	down \$2.83
311313	Beet sugar manufacturing	4.44	0.94	up \$1.60	25.88	19.12	up \$2.14
311320	Confectionery from cacao beans mfg.	-0.06	-1.13	up 51 cents	-0.75	-0.30	unchanged
311330	Confectionery from purchased choc. mfg.	0.29	-0.89	up 52 cents	1.67	1.08	up 56 cents
311340	Nonchocolate confectionery mfg.	-0.36	0.56	down 38 cents	0.81	5.69	down 67 cents
311411	Frozen fruit, juice & vegetables mfg.	1.27	-6.21	up \$4.39	8.27	-0.20	up \$4.44
311412	Frozen specialty food mfg.	0.21	-6.05	up \$2.96	0.42	-1.06	up \$2.02
311421	Fruit & vegetable canning	-0.39	-5.07	up \$2.51	1.80	2.71	up \$1.22
311422	Specialty canning	-0.48	-4.88	up \$1.93	3.70	1.24	up 46 cents
311423	Dried & dehydrated food mfg.	-0.51	-4.67	up \$2.65	3.58	2.20	down 45 cents
311511	Fluid milk manufacturing	-0.24	-1.85	up \$1.36	2.02	0.94	up 28 cents
311512	Creamery butter manufacturing	-10.22	-2.23	down \$7.08	-20.19	-2.00	down \$16.01
311513	Cheese manufacturing	-3.84	-2.45	down 93 cents	-5.58	-0.97	down \$3.58
311514	Dry & condensed dairy products mfg.	-1.96	-1.89	up 18 cents	-0.07	1.35	down 79 cents
311520	Ice cream & frozen dessert mfg.	1.06	-0.38	up \$1.28	2.20	2.52	down 45 cents
311611	Animal slaughtering (except poultry)	-4.04	-2.17	down \$1.62	-5.91	-4.39	down \$1.25
311612	Meat processing from carcasses	-1.67	-2.15	up 35 cents	-0.88	-3.34	up \$1.63
311613	Rendering & meat byproduct processing	-0.74	-1.47	up 37 cents	7.68	7.66	down 22 cents
311615	Poultry processing	-2.44	-1.46	down 69 cents	-11.09	-9.13	down 78 cents
311711	Seafood canning	0.00	-0.13	up 15 cents	-1.82	0.09	down 31 cents
311712	Fresh & frozen seafood processing	-3.23	-0.19	down \$2.11	0.42	0.33	up \$1.25
311811	Retail bakeries	na	na	na	na	na	na
311812	Commercial bakeries	0.96	0.32	up 52 cents	4.06	3.79	up 16 cents
311813	Frozen cake & other pastry mfg.	0.77	0.10	up 69 cents	1.09	3.30	down 80 cents
311821	Cookie & cracker mfg.	0.38	0.26	up 32 cents	1.09	3.65	up 84 cents
311822	Mixes & dough (from purchased flour)	0.00	1.02	down 42 cents	1.84	5.79	down \$1.80
311823	Dry pasta manufacturing	0.00	0.99	down 26 cents	0.31	4.35	up 26 cents
311830	Tortilla manufacturing	1.15	0.71	up 55 cents	3.23	4.04	up 44 cents
311911	Roasted nuts & peanut butter mfg.	-5.79	-5.46	down 8 cents	-10.07	1.78	down \$7.10
311919	Potato chips & other snack food mfg.	0.76	-5.83	up \$2.97	5.76	4.71	up 25 cents
311920	Coffee & tea manufacturing	0.18	-4.89	up \$1.62	6.20	-8.46	up \$4.32
311930	Flavoring syrup & concentrate mfg.	-0.32	0.45	down 1 cent	3.25	4.39	up 56 cents
311941	Mayonnaise & prepared sauce mfg.	-0.77	-0.23	down 21 cents	1.77	4.87	down \$1.99
311942	Spice & extract manufacturing	2.25	-4.06	up \$3.05	-0.60	0.56	down 66 cents
311991	Packaged salad & other perishables mfg.	-0.75	-3.19	up \$1.69	3.92	-2.13	up \$3.29
311999	Dried soups & other misc. food mfg.	0.59	-3.32	up \$2.13	1.80	-1.81	up \$1.61
312111	Soft drink manufacturing	-0.12	0.34	down 26 cents	3.77	5.72	down \$1.08
312112	Bottled water manufacturing	0.00	0.35	down 8 cents	1.48	5.89	down \$2.23
312113	Ice manufacturing	na	na	na	na	na	na
312120	Breweries	0.44	-0.20	up 60 cents	1.77	3.39	down \$1.33
312130	Wineries	-0.14	-1.86	up \$1.13	2.09	-3.15	up \$2.25
312140	Distilleries	0.30	0.27	up 33 cents	1.15	2.58	down \$1.37
312210	Tobacco stemming & redrying	0.00	-1.85	up \$1.48	-4.41	-16.11	up \$10.51
312221	Cigarette manufacturing	0.55	-0.49	up 29 cents	1.59	-4.41	up 70 cents
312229	Other tobacco product mfg.	0.00	-0.34	up 66 cents	4.45	-2.81	up \$2.42
313111	Yarn spinning mills	0.82	-0.01	up 72 cents	1.34	6.28	down \$2.22
313112	Yarn texturing, throwing & twisting mills	0.95	0.01	up 73 cents	6.67	6.26	up 43 cents
313113	Thread mills	0.00	-0.10	up 17 cents	7.36	6.41	up 32 cents
313210	Broadwoven fabric mills	0.85	-0.14	up 90 cents	4.81	4.88	up \$1.21
313221	Narrow fabric mills	0.23	0.19	up 44 cents	2.57	4.15	down \$1.41
313222	Schiffli machine embroidery mills	0.00	0.50	down 10 cents	-0.07	3.98	down \$2.65
313230	Nonwoven fabric mills	0.00	0.26	up 8 cents	2.87	5.90	down \$1.63
313241	Weft knit fabric mills	0.20	0.18	up 20 cents	1.41	4.35	down 95 cents

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		Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold	Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold
313249	Other knit fabric & lace mills	0.00	0.28	up 11 cents	0.70	4.10	down \$1.81
313311	Broadwoven fabric finishing mills	1.45	-0.11	up 98 cents	3.75	3.65	up 13 cents
313312	Textile & fabric finishing mills	-0.20	-0.09	up 8 cents	0.60	4.17	down \$1.13
313320	Fabric coating mills	-1.25	0.29	down 95 cents	9.15	5.37	up \$2.33
314110	Carpet & rug mills	0.86	0.73	up 50 cents	9.60	4.93	up 61 cents
314121	Curtain & drapery mills	-0.19	0.66	up 6 cents	2.02	4.01	down 87 cents
314129	Towel & other household textile mills	0.00	0.63	down 1 cent	-1.02	3.78	down \$3.19
314911	Textile bag mills	-1.40	0.52	down 61 cents	0.88	2.72	down \$1.39
314912	Canvas & related product mills	-0.89	0.53	down 30 cents	1.87	2.49	down 88 cents
314991	Rope, cordage & twine mills	1.05	0.60	up 54 cents	2.95	4.59	up 32 cents
314992	Tire cord & tire fabric mills	2.74	0.63	up \$1.52	5.10	6.60	down 2 cents
314999	All other misc. textile product mills	-0.38	0.51	down 20 cents	2.73	4.72	up 57 cents
315111	Sheer hosiery mills	0.30	0.17	up 4 cents	1.29	2.78	up 84 cents
315119	Other hosiery & sock mills	1.57	-0.38	up \$1.10	0.62	4.22	down 13 cents
315191	Outerwear knitting mills	-1.25	0.08	down 74 cents	-0.77	3.57	down \$1.23
315192	Underwear & nightwear knitting mills	-1.17	0.21	down 97 cents	-1.48	3.72	down \$3.76
315211	Men's cut & sew apparel contractors	0.00	-0.63	up 25 cents	4.31	2.52	up \$4.37
315212	Women's cut & sew apparel contractors	-0.29	0.10	down 22 cents	0.78	3.73	up \$2.70
315221	Men's underwear & nightwear mfg.	0.00	0.30	down 16 cents	3.69	2.53	up 31 cents
315222	Men's suit, coat & overcoat mfg.	-0.12	0.40	down 28 cents	-1.08	2.36	down \$2.41
315223	Men's shirt mfg. (except work shirts)	0.00	0.36	down 24 cents	2.09	2.18	up 24 cents
315224	Men's trouser & jeans manufacturing	0.00	0.38	down 23 cents	-4.29	2.43	down \$4.60
315225	Men's work clothes manufacturing	-5.37	0.44	down \$4.08	-3.96	2.28	down \$4.86
315228	Men's other outerwear mfg.	0.49	0.40	up 4 cents	1.31	2.26	down 12 cents
315231	Women's lingerie & nightwear mfg.	0.38	0.58	down 9 cents	2.65	2.11	up 97 cents
315232	Women's blouse & shirt mfg.	-0.36	0.56	down 67 cents	0.95	2.08	down 51 cents
315233	Women's dress manufacturing	0.08	0.55	down 28 cents	-1.27	2.16	down \$1.56
315234	Women's suit & coat manufacturing	0.00	0.57	down 31 cents	0.09	2.15	down 38 cents
315239	Women's other outerwear mfg.	0.00	0.62	down 36 cents	-1.22	2.35	down \$1.29
315291	Infants' apparel manufacturing	0.00	0.48	down 18 cents	0.20	2.41	up 25 cents
315292	Fur & leather apparel manufacturing	0.00	0.44	down 26 cents	0.39	2.09	up \$1.08
315299	All other cut & sew apparel mfg.	0.09	0.53	down 19 cents	8.54	2.51	up \$5.73
315991	Hat, cap & millinery manufacturing	-0.38	0.65	down 63 cents	1.23	5.92	down \$1.13
315992	Glove & mitten manufacturing	0.10	0.34	down 8 cents	1.28	4.68	down 7 cents
315993	Men's neckwear manufacturing	0.42	0.33	up 2 cents	0.63	4.63	down \$1.26
315999	Belts & other apparel accessory mfg.	0.00	0.34	down 23 cents	0.80	4.79	down 61 cents
316110	Leather & hide tanning & finishing	0.15	-0.02	up 33 cents	-0.15	2.69	down 75 cents
316211	Rubber & plastics footwear mfg.	0.00	-0.08	up 27 cents	3.00	1.58	up \$2.57
316212	House slippers manufacturing	0.00	0.02	up 20 cents	0.00	1.84	up 60 cents
316213	Men's footwear mfg. (except athletic)	-0.23	0.32	down 12 cents	0.12	2.48	up 21 cents
316214	Women's footwear mfg. (except athletic)	0.53	0.25	up 38 cents	2.22	1.97	up \$2.42
316219	Infants' shoes & other footwear mfg.	0.00	-0.17	up 45 cents	-0.32	1.58	up \$2.15
316991	Luggage manufacturing	0.00	0.00	up 25 cents	0.08	2.56	down \$1.18
316992	Women's handbags & purses mfg.	2.22	0.02	up \$1.28	0.75	2.92	down 95 cents
316993	Personal leather goods mfg.	-0.40	-0.20	up 37 cents	1.72	2.44	down 29 cents
316999	Leather machinery belts & other mfg.	0.29	-0.07	up 56 cents	1.46	2.68	down 78 cents
321113	Sawmills	1.28	-0.25	up \$1.34	0.73	0.37	down 50 cents
321114	Wood preservation	1.27	-0.37	up \$1.31	3.10	-1.53	up \$3.54
321211	Hardwood plywood & veneer mfg.	0.14	-0.15	up 98 cents	1.72	0.55	up 30 cents
321212	Softwood plywood & veneer mfg.	-1.28	-0.21	down 3 cents	-9.01	0.85	down \$6.39
321213	Engineered wood member mfg.	-0.33	-0.46	up 31 cents	3.04	-1.57	up \$3.43
321214	Wood roof & floor truss mfg.	-0.49	-0.47	up 37 cents	3.66	-1.88	up \$3.79
321219	Particleboard & related product mfg.	-2.65	-0.88	down 45 cents	-9.04	3.67	down \$5.80
321911	Wood windows & door mfg.	0.86	-0.39	up \$1.02	2.92	-1.25	up \$3.28
321912	Cut stock lumber resawing & planing	0.57	-0.41	up 91 cents	-2.50	-1.87	up 53 cents
321918	Other millwork (including flooring)	-0.18	-0.21	up 18 cents	-0.72	-0.76	up 77 cents
321920	Wood container & pallet mfg.	0.91	-0.97	up \$1.08	5.30	-2.92	up \$5.73
321991	Manufactured home mfg.	0.29	0.48	up 2 cents	4.83	3.41	up 75 cents
321992	Prefabricated wood building mfg.	0.27	0.14	up 28 cents	3.60	1.66	up \$1.82
321999	Wood ladders & all other wood products	1.20	0.02	up 98 cents	4.89	1.62	up \$2.70
322110	Pulp mills	1.38	-0.30	up \$1.17	2.80	5.97	down \$1.59
322121	Paper mills	-0.36	0.12	down 12 cents	3.00	6.69	down \$1.99
322122	Newsprint mills	0.33	-0.33	up 48 cents	11.26	8.00	up \$1.40
322130	Paperboard mills	4.22	-0.47	up \$3.10	2.24	7.34	down \$2.79
322211	Corrugated & solid fiber boxes mfg.	1.00	0.97	up 26 cents	0.67	2.55	down 32 cents

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322212	Folding paperboard boxes mfg.	0.82	1.08	up 10 cents	0.48	2.84	up 33 cents
322213	Setup paperboard boxes mfg.	0.38	-0.14	up 42 cents	4.96	3.97	up \$1.33
322214	Fiber cans, tubes & drums mfg.	1.93	0.67	up 81 cents	5.69	3.64	up \$1.67
322215	Paperboard sanitary food container mfg.	0.15	0.75	down 30 cents	4.57	3.76	up 89 cents
322221	Coated & laminated packaging paper	0.00	0.70	down 39 cents	7.65	5.58	up \$1.33
322222	Other coated & laminated paper mfg.	0.74	0.59	up 17 cents	4.54	5.71	down \$1.08
322223	Plastic, foil & coated paper bags	-6.38	0.95	down \$3.53	4.33	4.09	up 49 cents
322224	Uncoated paper & multiwall bags	0.48	0.97	down 26 cents	2.55	4.02	down 42 cents
322225	Flexible packaging laminated foil mfg.	0.30	0.51	up 7 cents	0.70	7.56	down \$2.83
322226	Other surface-coated paperboard mfg.	0.00	0.93	down 57 cents	1.84	4.38	down 27 cents
322231	Die-cut paper office supplies mfg.	-0.62	0.93	down \$1.07	3.98	2.86	up 30 cents
322232	Envelope manufacturing	1.38	0.53	up 43 cents	1.53	2.98	down \$1.61
322233	Stationery & related product mfg.	2.01	0.95	up 59 cents	0.07	3.00	down \$2.13
322291	Sanitary paper product mfg. (nonfood)	0.93	0.52	up 22 cents	2.73	4.89	down \$1.57
322299	All other converted paper product mfg.	0.58	1.05	down 30 cents	-0.10	4.44	down \$3.38
323110	Commercial lithographic printing	0.55	0.66	down 14 cents	2.43	2.70	up 28 cents
323111	Commercial gravure printing	1.01	0.54	up 22 cents	2.03	3.43	up \$1.64
323112	Commercial flexographic printing	-0.61	1.08	down 96 cents	7.49	2.84	up \$2.81
323113	Commercial screen printing	0.30	0.54	down 15 cents	0.91	2.32	up \$1.54
323114	Quick printing	-0.29	0.80	down 60 cents	0.69	4.71	down \$1.15
323115	Digital printing	-3.05	0.85	down \$2.58	-3.44	1.76	down \$3.83
323116	Manifold business forms printing	0.97	0.18	up 26 cents	5.92	3.41	up \$1.62
323117	Books printing	0.26	0.84	down 43 cents	2.15	2.06	up 10 cents
323118	Blankbook & looseleaf binder mfg.	0.29	0.46	down 14 cents	2.34	2.86	down 45 cents
323119	Other commercial printing	0.10	0.76	down 47 cents	1.08	2.11	down \$1.03
323121	Tradebinding & postpress services	0.20	-0.41	up 10 cents	1.07	4.85	unchanged
323122	Prepress services	0.00	-0.55	up 8 cents	0.00	3.71	up 10 cents
324110	Petroleum refineries	-4.67	-7.04	up \$2.09	26.64	33.20	down \$4.10
324121	Asphalt paving mixture & block mfg.	2.38	-0.44	up \$1.60	15.89	8.94	up \$3.45
324122	Asphalt shingle & coating materials mfg.	-2.03	-0.39	down 88 cents	15.05	5.03	up \$5.01
324191	Petroleum lubricating oil & grease mfg.	1.13	-1.04	up \$1.21	26.76	9.86	up \$8.25
324199	All other petroleum & coal products mfg.	1.35	-6.51	up \$6.39	6.27	30.33	down \$11.02
325110	Ethylene, benzene & petrochemical mfg.	3.70	-0.22	up \$2.56	15.98	16.42	down \$1.28
325120	Industrial gas manufacturing	na	na	na	na	na	na
325131	Inorganic dye & pigment mfg.	2.07	-0.31	up \$1.44	8.44	17.42	down \$3.98
325132	Synthetic organic dye & pigment mfg.	0.10	0.32	up 25 cents	1.11	16.80	down \$5.69
325181	Alkalies & chlorine manufacturing	0.79	-1.35	up 62 cents	36.10	16.14	up \$4.43
325182	Carbon black manufacturing	0.00	0.01	down 1 cent	35.75	12.20	up \$7.32
325188	Sulfides & other inorganic chemical mfg.	0.96	0.10	up 35 cents	22.78	11.49	up \$3.58
325191	Gum & wood chemical mfg.	6.00	0.61	up \$3.23	11.58	12.48	down \$1.07
325192	Cyclic crude & intermediate mfg.	3.08	0.21	up \$2.08	-1.17	13.67	down \$8.33
325193	Ethyl alcohol mfg.	na	-0.49	na	na	15.59	na
325199	Fatty acids & other organic chemical mfg.	2.17	0.19	up \$1.34	11.80	13.46	down \$1.56
325211	Plastics resins & materials mfg.	0.58	0.44	up 22 cents	6.79	13.59	down \$3.99
325212	Synthetic rubber manufacturing	3.47	0.71	up \$1.95	12.19	13.52	down \$2.02
325221	Cellulosic organic fibers & filaments mfg.	na	1.36	na	na	7.41	na
325222	Noncellulosic organic fibers mfg.	0.99	1.16	up 18 cents	6.02	8.21	down \$1.80
325311	Nitrogenous fertilizer manufacturing	-1.92	-5.09	up \$2.28	21.04	24.95	down \$3.15
325312	Phosphatic fertilizer manufacturing	-0.90	-0.49	down 34 cents	4.42	11.95	down \$4.15
325314	Fertilizer manufacturing (mixing only)	-0.79	-0.55	down 34 cents	6.37	10.64	down \$1.98
325320	Pesticide & other agricultural chem. mfg.	1.35	1.30	down 20 cents	2.66	8.95	down \$2.99
325411	Medicinal chemical & botanical mfg.	0.97	-0.67	up 74 cents	1.49	2.51	up 18 cents
325412	Pharmaceutical preparation mfg.	0.92	-0.63	up 50 cents	6.48	2.23	up 83 cents
325413	In-vitro diagnostic substance mfg.	0.39	-0.61	up 41 cents	1.21	1.68	up 79 cents
325414	Biological product mfg. (except diagnostic)	1.24	-0.58	up 77 cents	7.87	2.03	up \$3.04
325510	Paint & coating manufacturing	1.07	0.10	up 80 cents	7.56	6.53	up \$1.58
325520	Adhesive manufacturing	0.77	0.88	up 20 cents	9.47	8.54	up 44 cents
325611	Soap & other detergent mfg.	0.00	0.91	down 46 cents	1.46	7.56	down \$2.77
325612	Polish & other sanitation goods mfg.	-0.07	0.51	down 25 cents	5.50	6.55	up 15 cents
325613	Surface active agent manufacturing	0.73	0.27	up 29 cents	5.75	9.86	down \$1.03
325620	Cosmetic & other toilet preparation mfg.	0.16	0.62	down 16 cents	0.54	4.85	down \$1.53
325910	Printing ink & inkjet cartridge mfg.	0.43	0.30	up 19 cents	4.04	6.11	down 44 cents
325920	Explosives manufacturing	2.36	-0.52	up \$1.81	5.17	9.49	down \$1.70
325991	Custom compounding of purchased resins	1.66	0.36	up 99 cents	8.89	7.67	up \$1.14
325992	Photographic film, paper & chemical mfg.	-0.10	-0.44	up 36 cents	1.67	6.59	down \$2.51

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325998	Indus. salt & misc. chemical product mfg.	1.53	0.53	up 59 cents	7.83	9.02	down 27 cents
326111	Unsupported plastics bag mfg.	-1.49	-0.08	down 75 cents	14.41	7.23	up \$3.55
326112	Unsupp. plastics packaging film & sheet mfg.	0.91	-0.07	up 72 cents	7.47	7.34	down 9 cents
326113	Plastics film & sheet mfg. (nonpackaging)	-1.28	-0.04	down 66 cents	11.50	7.25	up \$2.07
326121	Unsupported plastics profile shapes mfg.	-1.12	0.04	down 67 cents	1.78	6.06	down \$1.49
326122	Plastics pipe & pipe fitting manufacturing	-3.73	0.29	down \$1.72	42.31	8.55	up \$13.42
326130	Laminated plastics plate, sheet & shape mfg.	0.90	-0.38	up 76 cents	3.70	5.20	down 32 cents
326140	Polystyrene foam product manufacturing	-0.08	0.28	down 18 cents	5.14	7.50	down \$1.11
326150	Urethane & other foam product mfg.	-1.34	0.45	down 95 cents	28.43	7.05	up \$10.98
326160	Plastics bottle manufacturing	0.50	-0.32	up 49 cents	11.44	6.98	up \$2.27
326191	Plastics plumbing fixture manufacturing	2.00	-0.14	up \$1.29	4.17	6.70	down 98 cents
326192	Resilient floor covering manufacturing	0.79	0.36	up 30 cents	3.74	7.42	down \$1.74
326199	Plastics gloves & misc. plastics product mfg.	0.74	-0.17	up 57 cents	5.31	6.77	down 42 cents
326211	Tire manufacturing (except retreading)	-0.08	0.73	up 19 cents	4.88	5.75	down 47 cents
326212	Tire retreading	na	1.15	na	na	5.92	na
326220	Rubber & plastics hoses & belting mfg.	-0.45	0.89	down 77 cents	3.11	5.74	up 99 cents
326291	Rubber product mfg. (for mechanical use)	-0.50	0.67	down 70 cents	1.69	5.72	down \$1.74
326299	Latex foam & all other rubber product mfg.	0.67	0.79	down 3 cents	7.31	6.11	up \$1.20
327111	Vitreous china bathroom fixture mfg.	0.00	-0.22	up 16 cents	2.80	7.36	down \$1.20
327112	Earthenware & other pottery product mfg.	0.77	-0.43	up 74 cents	2.35	6.16	down 65 cents
327113	Porcelain electrical supply manufacturing	0.00	-0.13	up 3 cents	3.94	6.42	down 49 cents
327121	Brick & structural clay tile manufacturing	-0.16	-1.84	up 79 cents	7.53	8.31	up \$1.43
327122	Ceramic wall & floor tile manufacturing	1.89	-0.34	up \$1.50	4.56	5.20	up 74 cents
327123	Sewer pipe & other structural clay mfg.	1.72	-1.25	up \$1.69	6.85	5.98	up 66 cents
327124	Clay refractory manufacturing	-0.05	-0.16	up 13 cents	6.93	5.32	up 61 cents
327125	Nonclay refractory manufacturing	-0.07	-0.13	up 15 cents	3.75	4.51	up 25 cents
327211	Flat glass manufacturing	-2.28	-1.61	up 3 cents	-1.77	9.84	down \$6.98
327212	Other pressed & blown glass mfg.	-0.23	-1.19	up 99 cents	0.94	8.13	down \$3.79
327213	Glass packaging container manufacturing	0.61	-1.06	up \$1.27	2.64	10.29	down \$5.92
327215	Glass product mfg. (from purchased glass)	0.95	0.13	up 74 cents	3.90	3.94	up 53 cents
327310	Cement manufacturing	2.99	-1.61	up \$1.67	14.10	12.80	up 58 cents
327320	Ready-mix concrete manufacturing	0.41	0.56	down 20 cents	11.64	8.98	up 49 cents
327331	Concrete block & brick manufacturing	1.44	0.89	up 20 cents	7.19	8.03	up 54 cents
327332	Concrete pipe manufacturing	2.99	1.29	up 65 cents	10.90	5.08	up \$3.95
327390	All other concrete product manufacturing	-0.26	0.75	down 67 cents	5.24	4.89	up \$1.71
327410	Lime manufacturing	4.68	-2.73	up \$3.98	9.59	13.65	down \$1.21
327420	Gypsum product manufacturing	4.16	-0.75	up \$2.27	22.98	9.04	up \$6.36
327910	Abrasive product manufacturing	1.12	0.17	up 54 cents	5.56	5.65	up \$1.15
327991	Cut stone & stone product manufacturing	0.46	0.17	up 52 cents	2.74	4.76	down 3 cents
327992	Ground or treated mineral & earth mfg.	na	na	na	na	na	na
327993	Fiberglass & other mineral wool mfg.	3.39	-0.59	up \$2.35	4.79	7.60	down 86 cents
327999	Dry mix concrete & other mineral prod. mfg.	-0.09	0.82	down 39 cents	5.31	7.78	down 94 cents
331111	Iron & steel mills	0.27	2.06	down 81 cents	-7.22	6.36	down \$7.31
331112	Electrometallurgical ferroalloy product mfg.	0.59	1.21	up 4 cents	-19.37	8.85	down \$11.31
331210	Iron & steel pipe & tube manufacturing	-1.23	0.53	down 58 cents	-4.77	-1.68	down \$1.70
331221	Rolled steel sheet, bar & shapes mfg.	0.49	0.80	up 11 cents	-7.78	-1.78	down \$2.89
331222	Steel wire drawing	0.61	1.10	up 27 cents	-1.44	-1.94	up 61 cents
331311	Alumina refining	na	-1.33	na	na	12.56	na
331312	Primary aluminum production	5.83	1.35	up \$2.10	24.40	16.56	up \$2.24
331314	Secondary aluminum smelting & alloying	6.06	4.44	up 90 cents	17.34	13.66	up \$3.26
331315	Aluminum sheet, plate & foil manufacturing	3.62	4.12	down 49 cents	9.85	16.71	down \$2.58
331316	Extruded aluminum product manufacturing	2.13	3.83	down \$1.15	8.42	17.08	down \$4.69
331319	Other aluminum rolling & drawing	-4.68	3.60	down \$6.28	8.22	23.50	down \$8.01
331411	Primary copper smelting & refining	1.34	1.65	down 16 cents	47.09	41.24	down 6 cents
331419	Primary lead, zinc & other metal production	3.71	0.48	up \$2.07	28.31	13.40	up \$7.03
331421	Copper rolling, drawing & extruding	4.76	2.69	up \$1.58	37.64	34.30	up \$1.64
331422	Copper wire drawing (except mechanical)	-0.99	3.39	down \$2.44	35.69	25.33	up \$4.37
331423	Secondary copper smelting & alloying	9.51	4.15	up \$1.99	37.28	15.75	up \$7.56
331491	Nickel, titanium & other metal drawing	10.22	2.48	up \$4.53	34.32	24.45	up \$4.57
331492	Secondary lead, zinc & other refining	0.51	3.53	down \$2.05	18.65	16.31	up 71 cents
331511	Iron foundries	0.84	1.12	up 2 cents	2.63	7.16	down \$2.17
331512	Steel investment foundries	-0.10	1.21	down 63 cents	2.57	6.76	down \$3.34
331513	Steel foundries (except investment)	1.02	1.14	up 12 cents	7.00	7.30	down 92 cents
331521	Aluminum die-casting foundries	1.44	2.31	down 36 cents	2.83	12.29	down \$4.35
331522	Other nonferrous die-casting foundries	1.35	2.67	down 67 cents	7.91	13.66	down \$2.33

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		Feb-06 versus Jan-06			Feb-06 versus Feb-05		
		Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold	Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold
331524	Aluminum foundries (except die-casting)	1.57	2.12	down 17 cents	5.65	11.84	down \$2.64
331525	Copper foundries (except die-casting)	0.24	2.44	down 90 cents	19.55	13.54	up \$3.26
331528	All other nonferrous foundries	2.23	2.75	down 13 cents	3.78	13.71	down \$3.79
332111	Iron & steel forging	0.91	1.05	up 7 cents	6.13	2.88	up \$1.57
332112	Nonferrous forging	0.33	2.33	down \$1.40	6.98	15.36	down \$4.23
332114	Custom roll formed metal product mfg.	1.37	1.24	up 18 cents	-7.17	-0.76	down \$3.89
332115	Metal crown & closure manufacturing	0.37	0.98	down 31 cents	-0.91	2.15	down 83 cents
332116	Metal stamping	0.07	0.82	down 33 cents	1.88	1.89	up 55 cents
332117	Powder metallurgy part manufacturing	0.10	0.97	down 37 cents	1.59	2.95	up \$2.72
332211	Cutlery mfg. (except precious metal)	1.24	0.27	up 33 cents	3.74	3.05	up 95 cents
332212	Hand & edge tool mfg. (except saws)	-0.16	0.33	down 23 cents	5.33	0.91	up \$2.00
332213	Saw blade & handsaw manufacturing	-0.74	0.69	down 81 cents	1.45	-1.09	up \$2.52
332214	Metal kitchen utensil, pot & pan mfg.	0.09	1.02	down 55 cents	1.43	4.09	down 83 cents
332311	Prefab. metal bldg. & components mfg.	-0.44	0.91	down 77 cents	-3.01	-0.41	down \$3.08
332312	Fabricated structural metal manufacturing	0.32	0.99	down 36 cents	3.36	2.57	up 56 cents
332313	Fabricated metal plate work mfg.	0.00	1.05	down 60 cents	1.00	0.12	up 10 cents
332321	Metal window & door manufacturing	0.73	2.15	down 90 cents	4.48	4.22	up 88 cents
332322	Sheet metal work manufacturing	0.12	1.18	down 60 cents	0.00	2.07	down 46 cents
332323	Ornamental & architectural metal work mfg.	0.05	1.19	down 60 cents	2.68	1.50	up \$1.58
332410	Power boiler & heat exchanger mfg.	0.70	1.35	down 37 cents	9.24	4.96	up \$2.63
332420	Heavy-gauge metal tank manufacturing	0.73	0.93	down 9 cents	3.94	1.64	up \$1.47
332431	Metal cans & lids manufacturing	-0.40	1.93	down \$1.73	6.69	4.99	up \$1.29
332439	Other Light-gauge metal container mfg.	-0.24	1.79	down \$1.17	4.89	4.96	up 3 cents
332510	Metal hardware manufacturing	0.27	0.77	down 31 cents	2.17	4.25	down 70 cents
332611	Heavy-gauge metal spring manufacturing	0.78	2.07	down 87 cents	2.31	2.43	down 4 cents
332612	Light-gauge metal spring manufacturing	-0.28	1.99	down \$1.40	0.14	2.25	down \$1.22
332618	Metal cloth & other wire product mfg.	0.32	2.00	down \$1.06	0.19	2.41	down \$1.32
332710	Machine shops (job shops)	0.00	0.84	down 49 cents	1.13	2.95	down 79 cents
332721	Precision turned product manufacturing	0.07	1.30	down 73 cents	1.23	3.74	down \$1.29
332722	Bolt, nut, screw, rivet & washer mfg.	0.20	1.36	down 69 cents	2.26	2.88	up 6 cents
332811	Metal heat treating	na	na	na	na	na	na
332812	Metal coating & nonprecious engraving	2.51	0.95	up \$1.46	4.42	2.12	up \$3.07
332813	Metal electroplating, anodizing & coloring	0.13	-0.25	up 75 cents	1.73	4.14	down 66 cents
332911	Industrial valve manufacturing	2.28	1.09	up 60 cents	6.51	5.89	down 25 cents
332912	Fluid power valve & hose fitting mfg.	0.73	1.22	down 31 cents	6.99	6.60	up 40 cents
332913	Metal & plastic plumbing fixture fitting mfg.	-0.10	1.16	down 79 cents	2.57	6.08	down \$1.54
332919	Metal hose coupling & other valve mfg.	1.21	1.03	up 7 cents	8.27	6.06	up 54 cents
332991	Ball & roller bearing manufacturing	0.42	1.42	up 26 cents	4.99	2.96	up 77 cents
332992	Small arms ammunition manufacturing	3.52	0.89	up \$1.45	4.69	6.30	down 29 cents
332993	Bomb, grenade & other ammunition mfg.	0.40	0.67	unchanged	-6.85	7.21	down \$1.28
332994	Small firearms manufacturing	1.21	0.51	up 28 cents	2.34	2.66	up 37 cents
332995	Other ordnance & accessory mfg.	0.00	0.44	down 18 cents	2.25	5.91	down 54 cents
332996	Fabricated metal pipe & fitting mfg.	0.99	1.04	down 5 cents	5.67	1.02	up \$2.68
332997	Industrial pattern manufacturing	0.15	0.69	down 37 cents	0.60	3.10	down \$1.27
332998	Enameled iron & metal sanitary ware mfg.	0.00	0.56	down 30 cents	4.12	4.38	down 11 cents
332999	Magnet & other fab. metal product mfg.	1.47	0.98	up 27 cents	4.16	3.23	up 59 cents
333111	Farm machinery & equipment mfg.	-0.24	0.73	down 57 cents	2.26	0.77	up \$1.78
333112	Lawn mower & related garden equip. mfg.	0.24	0.58	down 21 cents	0.00	1.13	up \$1.48
333120	Construction & logging machinery mfg.	0.81	0.63	up 29 cents	5.74	2.03	up \$2.27
333131	Underground mining machinery mfg.	1.38	0.58	up 54 cents	8.38	1.04	up \$3.16
333132	Oil & gas field machinery & equip. mfg.	0.59	0.77	up 15 cents	10.06	2.36	up \$4.69
333210	Sawmill & woodworking machinery	0.00	0.57	down 15 cents	3.53	2.53	up 77 cents
333220	Plastics & rubber industry machinery mfg.	0.74	0.52	up 26 cents	3.34	2.58	up 48 cents
333291	Paper industry machinery manufacturing	0.33	0.55	down 3 cents	2.59	2.90	up 25 cents
333292	Textile machinery manufacturing	0.05	0.83	down 24 cents	2.28	2.97	up 36 cents
333293	Printing & bookbinding machinery mfg.	0.13	0.26	up 10 cents	0.74	1.92	down 52 cents
333294	Food product machinery manufacturing	0.57	0.65	up 7 cents	3.64	2.87	up 5 cents
333295	Semiconductor industry machinery mfg.	0.00	0.77	down 26 cents	0.00	3.89	down 97 cents
333298	Chemical & other industry machinery mfg.	-0.09	0.63	down 28 cents	2.87	3.15	down 10 cents
333311	Automatic vending machine manufacturing	-0.56	0.20	down 42 cents	0.32	3.37	down 76 cents
333312	Commercial laundry machinery mfg.	0.38	0.38	down 4 cents	1.64	3.53	down \$1.41
333313	Mail handling & other office equip. mfg.	-0.31	0.38	down 40 cents	-0.23	2.31	down \$1.87
333314	Optical instrument & lens manufacturing	-0.55	0.20	down 28 cents	1.02	2.63	down 8 cents
333315	Photographic & photocopy equipment mfg.	0.53	0.77	down 8 cents	-5.10	2.40	down 58 cents
333319	Other commercial & service machinery mfg.	0.53	0.79	down 18 cents	3.99	3.73	down 7 cents

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		Feb-06 versus Jan-06			Feb-06 versus Feb-05		
		Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold	Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold
333411	Stationary air purification equipment mfg.	-0.27	1.07	up 78 cents	3.49	3.30	up \$1.27
333412	Industrial & commercial fan & blower mfg.	0.18	0.38	up \$1.68	3.06	0.91	up \$2.64
333414	Heating equip. (ex warm air furnaces)	0.23	0.68	up \$1.09	1.87	1.50	up \$1.25
333415	AC, refrigeration & forced air heating equip.	-0.48	0.61	up 58 cents	4.47	3.65	up 6 cents
333511	Industrial mold mfg. (for casting & forming)	0.78	0.03	down 14 cents	2.80	-0.45	up \$2.71
333512	Metal cutting machine tool manufacturing	3.83	0.40	up \$1.68	5.55	2.17	up \$2.43
333513	Metal forming machine tool mfg.	0.73	0.28	down 4 cents	2.06	0.73	down 13 cents
333514	Special tool, die, jig & fixture manufacturing	-0.20	-0.15	down 52 cents	1.62	2.28	up 90 cents
333515	Cutting tool & machine tool accessory mfg.	0.19	0.61	down 56 cents	6.31	4.67	up 94 cents
333516	Rolling mill machinery manufacturing	-1.26	0.53	down 98 cents	7.76	3.31	up \$2.06
333518	Assembly & other metalwork machine mfg.	-0.54	0.62	down 88 cents	0.71	2.99	down 61 cents
333611	Turbine & turbine generator set units mfg.	3.04	0.63	up \$1.52	1.53	2.10	down 11 cents
333612	Speed changers, drives & gears mfg.	0.15	0.60	up 12 cents	5.41	3.53	up \$1.77
333613	Mechanical power transmission equip. mfg.	0.28	0.68	up 8 cents	3.06	3.07	up 69 cents
333618	Other internal combustion engine mfg.	0.89	0.57	up 37 cents	2.87	2.67	up 50 cents
333911	Pump & pumping equipment manufacturing	0.77	0.81	down 4 cents	4.43	2.46	up 93 cents
333912	Air & gas compressor manufacturing	-0.06	0.54	down 37 cents	3.72	2.56	up \$2.19
333913	Measuring & dispensing pump mfg.	0.00	0.67	down 41 cents	3.85	2.90	up 40 cents
333921	Elevator & moving stairway manufacturing	0.29	0.88	down 46 cents	1.33	0.61	down 4 cents
333922	Conveyor & conveying equipment mfg.	0.45	0.94	down 28 cents	1.81	0.33	up \$2.02
333923	Overhead cranes, hoists & monorail systems	1.33	0.82	up 31 cents	3.12	2.25	up 15 cents
333924	Industrial truck (forklift) & stacker mfg.	0.18	0.62	down 35 cents	3.69	1.44	up \$1.31
333991	Power-driven handtool manufacturing	0.00	0.72	down 50 cents	-0.40	4.14	down \$2.64
333992	Welding & soldering equipment mfg.	0.75	1.29	down 42 cents	3.71	4.17	down 11 cents
333993	Packaging machinery manufacturing	0.00	0.46	down 29 cents	2.02	3.12	down 4 cents
333994	Industrial process furnace & oven mfg.	0.39	0.80	down 29 cents	3.18	2.52	up 83 cents
333995	Fluid power cylinder & actuator mfg.	-0.19	0.52	down 44 cents	5.19	0.40	up \$2.85
333996	Fluid power pump & motor manufacturing	-0.22	0.54	down 56 cents	3.99	1.76	up \$1.41
333997	Scales & balances (except lab) mfg.	-0.84	0.83	down \$1.10	0.55	2.86	down \$1.16
333999	Centrifuge & other general machinery mfg.	-0.06	0.85	down 63 cents	2.32	2.96	down 22 cents
334111	PC, mainframe & other computer mfg.	-1.49	0.13	down 63 cents	-11.83	-2.96	down \$1.09
334112	Computer storage device manufacturing	-2.21	0.06	down 90 cents	-7.55	-1.45	down \$1.36
334113	Computer terminal manufacturing	0.00	0.21	down 14 cents	1.05	0.79	up 61 cents
334119	Printer & other computer peripheral mfg.	0.00	0.28	down 25 cents	0.00	3.55	up 11 cents
334210	Telephone apparatus manufacturing	-0.33	0.29	down 31 cents	-2.13	0.49	down \$1.00
334220	Broadcast & wireless commun. equip. mfg.	0.00	0.54	down 29 cents	-0.32	0.18	up 87 cents
334290	Alarm system, signal & other equip. mfg.	0.00	0.40	down 13 cents	2.37	2.00	up 77 cents
334310	Audio & video equipment manufacturing	0.00	-0.26	up \$1.17	-1.43	0.78	down 78 cents
334411	Electron tube manufacturing	-0.25	-0.14	up 22 cents	-8.93	2.20	down \$4.09
334412	Printed circuit bare board manufacturing	0.00	0.29	up 12 cents	0.43	0.65	up 51 cents
334413	Semiconductors & related device mfg.	-1.81	0.75	down 58 cents	-7.40	5.52	down \$5.70
334414	Electronic capacitor manufacturing	0.25	0.48	down 17 cents	3.65	1.45	up \$1.48
334415	Electronic resistor manufacturing	0.00	0.47	up 81 cents	-1.50	1.41	down 12 cents
334416	Electronic coil & transformer mfg.	0.33	0.38	up 85 cents	9.66	1.03	up \$4.64
334417	Electronic connector manufacturing	-0.06	0.44	down 17 cents	1.21	1.17	down 33 cents
334418	Printed circuit assemblies manufacturing	0.00	0.60	down 13 cents	-5.34	1.46	down \$4.16
334419	Switches & other electronic component mfg.	0.30	0.41	up 77 cents	0.10	1.23	up 54 cents
334510	Electromedical apparatus manufacturing	0.22	0.63	down 18 cents	-1.53	3.56	down \$2.37
334511	Search, detection & navigation instruments	0.51	-0.03	up 23 cents	1.44	-0.81	down \$1.18
334512	Automatic environmental control mfg.	1.60	0.49	up 61 cents	1.40	1.85	up \$1.47
334513	Industrial process variable instruments	0.35	0.29	up 2 cents	2.69	0.06	up \$1.23
334514	Totalizing fluid meters & counting devices	0.91	0.82	up 9 cents	0.99	3.05	down 57 cents
334515	Electricity & signal testing instruments mfg.	0.35	-0.17	up 18 cents	1.13	0.76	up 63 cents
334516	Analytical laboratory instrument mfg.	0.38	0.44	down 1 cent	1.62	1.97	up 29 cents
334517	Irradiation apparatus manufacturing	-0.36	0.67	down 57 cents	0.27	2.79	down 98 cents
334518	Watch, clock & parts manufacturing	0.00	0.73	down 36 cents	0.96	2.10	up 14 cents
334519	Other measuring & controlling device mfg.	0.41	0.69	down 12 cents	1.24	2.06	up 27 cents
334611	Software reproducing	na	na	na	na	na	na
334612	Audio & video media reproduction	-0.10	0.26	up 20 cents	0.51	4.52	down \$2.14
334613	Magnetic & optical recording media mfg.	-0.14	0.72	down 12 cents	-0.86	6.13	down 89 cents
335110	Electric lamp bulb & part manufacturing	-0.81	2.12	down 91 cents	0.55	11.90	down \$2.60
335121	Residential electric lighting fixture mfg.	0.47	0.48	up 48 cents	0.68	4.87	down \$1.21
335122	Nonresidential electric lighting fixture mfg.	-0.06	0.48	up 3 cents	0.83	4.80	down \$1.68
335129	Streetlight & misc. other lighting fixture mfg.	-0.24	0.47	down 6 cents	0.40	4.80	down \$2.13
335211	Electric housewares & household fan mfg.	0.17	0.69	down 30 cents	3.10	3.28	up 87 cents

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		Feb-06 versus Jan-06			Feb-06 versus Feb-05		
		Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold	Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold
335212	Household vacuum cleaner manufacturing	0.19	0.65	down 17 cents	0.48	4.17	up 49 cents
335221	Household cooking appliance mfg.	0.54	0.98	up 29 cents	2.12	1.92	up 62 cents
335222	Household refrigerator & freezer mfg.	-0.30	0.32	up 33 cents	1.01	3.03	up 68 cents
335224	Household laundry equipment mfg.	0.08	0.55	up 25 cents	-1.38	2.19	down \$2.30
335228	Dishwasher & other major home appliance	1.71	0.59	up \$1.10	2.64	1.79	up 72 cents
335311	Electric power & specialty transformer mfg.	0.29	2.23	down \$1.41	9.44	6.68	up \$2.06
335312	Motor & generator manufacturing	-0.19	1.34	down \$1.17	2.54	6.23	down \$1.19
335313	Switchgear & switchboard apparatus mfg.	0.49	1.21	down 65 cents	4.55	6.22	down \$1.42
335314	Relay & industrial control manufacturing	0.12	0.62	down 44 cents	4.24	3.93	up 15 cents
335911	Storage battery manufacturing	-0.69	3.03	down \$2.38	3.90	16.13	down \$6.47
335912	Primary battery manufacturing	0.00	1.23	down 74 cents	2.41	6.74	down \$3.21
335921	Fiber optic cable manufacturing	0.11	0.79	down 14 cents	0.11	7.65	down \$3.84
335929	Other communication & energy wire mfg.	3.05	2.40	up 62 cents	21.68	20.51	up 34 cents
335931	Current-carrying wiring device mfg.	-0.13	1.00	down 62 cents	4.49	6.93	down 33 cents
335932	Noncurrent-carrying wiring device mfg.	-6.01	0.79	down \$2.97	12.76	5.93	up \$2.80
335991	Carbon & graphite product manufacturing	0.53	0.21	up 10 cents	3.19	8.40	down \$2.73
335999	Surge suppressor & misc. elec. equip. mfg.	0.10	0.83	down 51 cents	1.76	4.26	down \$1.53
336111	Automobile manufacturing	na	-0.10	na	na	0.63	na
336112	Light truck & utility vehicle manufacturing	na	-0.03	na	na	0.94	na
336120	Heavy duty truck manufacturing	0.00	0.05	up 8 cents	3.64	1.35	up \$1.93
336211	Motor vehicle body manufacturing	0.25	1.39	down 75 cents	5.30	1.82	up \$2.41
336212	Truck trailer & chassis manufacturing	1.00	0.96	up 52 cents	4.62	2.22	up 98 cents
336213	Motor home manufacturing	0.18	0.17	down 4 cents	2.15	2.44	down 24 cents
336214	Recreational travel trailer & camper mfg.	0.47	0.39	down 43 cents	3.97	3.00	up \$3.39
336311	Carburetors, piston & engine valve mfg.	0.07	0.49	up 50 cents	3.44	2.15	up 61 cents
336312	Gasoline engine & engine parts mfg.	0.85	0.38	up 74 cents	4.31	1.65	up \$3.82
336321	Vehicular lighting equipment mfg.	-0.08	0.34	up 39 cents	-0.64	2.02	up 5 cents
336322	Alternator & other vehicle elec. equip. mfg.	-0.10	0.36	up 29 cents	2.91	2.03	up \$1.28
336330	Steering & suspension component mfg.	0.38	0.65	up 67 cents	2.31	3.47	up 54 cents
336340	Motor vehicle brake system manufacturing	0.20	0.44	up 30 cents	1.10	1.57	up \$1.10
336350	Motor vehicle transmission & parts mfg.	-1.85	0.37	down \$1.02	-0.98	1.57	up 69 cents
336360	Motor vehicle seat & interior trimming mfg.	0.80	0.82	up 37 cents	1.20	1.64	up \$1.21
336370	Motor vehicle metal stamping	1.01	0.81	up 89 cents	-0.17	1.81	up \$1.57
336391	Motor vehicle air-conditioning system mfg.	0.40	0.35	up 73 cents	-0.99	1.38	down \$2.53
336399	Muffler, radiator & motor vehicle parts mfg.	-0.10	0.39	up 9 cents	0.39	2.17	down 42 cents
336411	Aircraft manufacturing	0.32	0.51	down 4 cents	5.03	3.60	up \$1.17
336412	Aircraft engine & engine parts mfg.	0.54	0.39	up 14 cents	2.76	2.81	up 72 cents
336413	Other aircraft parts & auxiliary equip. mfg.	0.07	0.48	down 12 cents	2.06	5.07	down 30 cents
336414	Guided missile & space vehicle mfg.	na	0.39	na	na	3.29	na
336415	Guided missile & space vehicle parts mfg.	na	0.14	na	na	4.42	na
336419	Other guided missile & space vehicle parts	na	0.18	na	na	4.22	na
336510	Locomotive & railroad rolling stock mfg.	1.11	0.84	up 39 cents	5.25	2.63	up \$2.06
336611	Ship building & repairing	0.66	0.38	up 31 cents	3.65	2.63	up 46 cents
336612	Yacht, sailboat & other boat manufacturing	-0.09	0.42	down 20 cents	4.03	3.60	down \$1.56
336991	Motorcycle, bicycle & parts manufacturing	0.00	1.01	down 86 cents	0.46	2.24	down 51 cents
336992	Military armored vehicle, tank, & tank comp.	na	0.77	na	na	3.61	na
336999	ATV & all other transportation equip. mfg.	0.57	0.40	up 1 cent	2.13	2.93	down 63 cents
337110	Wood kitchen cabinet & counter top mfg.	0.80	-0.47	up 89 cents	2.49	0.19	up \$1.01
337121	Upholstered household furniture mfg.	0.06	-0.20	up 24 cents	4.58	4.28	up \$1.17
337122	Non-upholstered household furniture mfg.	0.98	-0.05	up 76 cents	2.36	-0.08	up \$1.93
337124	Metal household furniture manufacturing	0.00	0.82	down 48 cents	0.78	2.90	down 71 cents
337125	Other home furniture (except wood & metal)	2.66	-0.12	up \$1.82	11.26	4.12	up \$4.98
337127	Institutional furniture manufacturing	-0.91	0.62	down 82 cents	4.52	1.82	up \$2.45
337129	Wood television, radio, & sewing mach. cabinets	na	-0.13	na	na	3.86	na
337211	Wood office furniture manufacturing	1.10	-1.07	up \$1.12	4.10	-1.58	up \$4.57
337212	Custom architectural woodwork & millwork	0.55	-1.16	up 79 cents	4.41	-1.53	up \$4.66
337214	Office furniture mfg. (except wood)	-1.54	0.47	down 97 cents	2.21	1.12	down 12 cents
337215	Office & retail shelving & fixture mfg.	0.00	0.81	down 46 cents	1.53	-0.21	up 85 cents
337910	Mattress manufacturing	-1.35	0.08	down 81 cents	5.39	4.40	up 24 cents
337920	Blinds & other window treatment mfg.	0.00	1.02	down 74 cents	3.88	5.84	down \$1.59
339111	Laboratory apparatus & furniture mfg.	0.73	0.35	up 6 cents	3.55	1.76	up \$1.40
339112	Surgical & medical instrument mfg.	-2.35	-0.26	down 87 cents	-1.92	2.05	down \$1.29
339113	Surgical & safety appliance & supplies mfg.	0.22	0.16	down 5 cents	1.66	2.76	down 43 cents
339114	Dental equipment & supplies mfg.	2.89	1.77	up 37 cents	8.37	9.39	down 3 cents
339115	Ophthalmic goods manufacturing	0.31	0.45	down 19 cents	2.37	4.77	down 44 cents

The ICE-Alert Report on Inflation and Profitability

Determining the Profit-Margin Implications of Recent Changes in Product Prices and Changes in the Cost of Manufacturing a Typical Unit of Output

NAICS Code	Industry	Spot Market Buyer			Contract Buyer		
		Feb-06 versus Jan-06			Feb-06 versus Feb-05		
		Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold	Avg. Prices % chg.	Mfg. Costs % chg.	Margins per \$100 of Product Sold
339116	Dental laboratories	na	na	na	na	na	na
339911	Precious metal jewelry & related mfg.	1.26	3.72	down \$1.94	6.64	14.48	down \$5.04
339912	Silverware & plated ware manufacturing	0.37	3.30	down \$1.80	4.65	13.11	down \$3.83
339913	Jewelers' materials & lapidary work mfg	-0.07	3.74	down \$2.82	8.07	14.64	down \$3.80
339914	Costume jewelry & related novelties mfg.	0.00	3.43	down \$1.92	0.00	12.94	down \$5.77
339920	Sporting & athletic goods manufacturing	-0.48	0.44	down 64 cents	0.40	4.48	down \$1.58
339931	Doll & stuffed toy manufacturing	0.00	0.23	down 23 cents	2.52	3.53	down 97 cents
339932	Games & children's toys manufacturing	0.08	0.24	down 3 cents	-0.08	3.89	down 98 cents
339941	Pen, marker & mechanical pencil mfg.	-0.97	0.39	down 46 cents	-2.11	3.92	down \$1.74
339942	Artists' pencils, paints & related supplies	-0.98	0.31	down 66 cents	-1.18	4.03	down \$2.62
339943	Stamp, stencil & related device mfg.	0.07	0.32	down 4 cents	0.93	3.24	up 17 cents
339944	Carbon paper & inked ribbon mfg.	1.29	0.29	up 51 cents	-0.99	3.88	down 90 cents
339950	Sign & related display manufacturing	-0.45	-0.34	down 12 cents	2.33	2.96	down 57 cents
339991	Gasket, packing & sealing device mfg.	-0.13	0.88	down 65 cents	1.29	4.56	down \$1.90
339992	Musical instrument manufacturing	0.81	0.24	up 26 cents	3.26	0.50	up \$1.55
339993	Fastener, button, needle & pin mfg.	-0.30	0.40	down 43 cents	1.37	3.66	down 84 cents
339994	Broom, brush & mop manufacturing	-0.07	0.40	down 28 cents	3.20	3.63	down 23 cents
339995	Burial casket manufacturing	0.23	0.83	down 24 cents	5.55	1.34	up \$1.49
339999	All other misc. manufactured products mfg.	1.30	0.67	up 36 cents	3.94	3.77	up 10 cents
511110	Newspaper publishing	0.63	na	na	2.58	na	na
511120	Periodical publishing	1.95	na	na	2.75	na	na
511130	Book publishing	-0.19	na	na	3.57	na	na
511140	Database, directory & other publishing	0.00	na	na	1.95	na	na
511191	Greeting card publishing	-0.10	na	na	0.42	na	na
511199	All other print & electronic publishing	0.00	na	na	5.31	na	na

The ICE-Alert Report on Market Pressures

The Basic Idea... A supplier's ability or desire to change the prices it charges is influenced by several factors. Three key drivers include: (1) changes in a supplier's ability to make a profit, i.e., margin pressure, (2) demand potential for an industry's products, i.e., demand pressure, and (3) market momentum, i.e., price trend.

Gauging Price Pressures... As product prices, manufacturing costs, productivity and other economic factors change, profit margins shift. In the **(1) MARGIN PRESSURE** column, the LMIQ model evaluates industry profit margins relative to one- and five-year averages.

- When margins are smaller than average, suppliers likely will be under pressure to defend the bottom line and may increase prices. Margin pressure that favors price hikes is denoted by the word "rise". Judging the degree of upward price pressure, the LMIQ model uses ratings between 1 and 5, with 5 denoting the most pressure.
- When margins are larger than average, buyers likely will enjoy solid cost-based arguments for pushing supplier margins back toward average, thereby gaining a share of the supplying industry's margin windfall. Margin pressure that favors price cuts is denoted by the word "fall". Here a 5 rating indicates the highest relative margin windfall, which consequently gives buyers more incentive to push prices down.

Demand pressures, of course, are constantly shifting. In the **(2) DEMAND PRESSURE** column, the LMIQ model compares current U.S. end-market demand conditions to one- and five-year norms. Typically, low demand strength favors buyers and high demand strength favors suppliers. The LMIQ model rates demand pressure on a scale of 1 to 5, with 5 indicating the strongest pressure and 1, the weakest.

- When end markets are growing faster than average, then manufacturing capacity generally tightens. In this circumstance, suppliers often gain the upper hand and can hike prices without much risk to market share.
- When end market growth is lower than normal, the likelihood of excess capacity increases, as does the willingness of suppliers to lower product prices in order to keep factories humming.

In the **(3) PRICE TREND** column, based on analysis of 12-month moving averages, the LMIQ model evaluates direction and pace of price changes. Upward trending prices imply an inflationary environment and downward trending prices imply deflation.

- Price trends characterized as "rising/faster" suggest an inflationary environment in which buyers may be more easily caught off guard by larger than expected price hikes.
- Conversely, a trend described as "falling/faster" suggests an environment in which buyers may underestimate the opportunity to negotiate a lower price.

Reading the SAMPLE table.... Because margins stand below one-year average levels, the paperboard sanitary food container industry (NAICS 322215) shows moderate (rating=3) pressure to raise prices. From a five-year perspective, however, we see moderate pressure on prices to fall. That is, inflation-adjusted margins are above their five-year norm and thus buyers can develop a cost-based argument for price reductions. Looking at the last column, we see that paperboard sanitary food container suppliers face an inflationary environment, but the rate of increase in product prices is slowing. In other words, suppliers may be aggressive about price, but that mood is fading. Using five-year margin analysis, maybe now is a good time to buyers to try digging their heels in a little bit at the negotiation table.

➔ Sample Table

Gauging the Level of Pressure Felt by Suppliers to either Raise or Lower the Price of the Typical Industry Product

NAICS Code	Industry	Margin Pressure		Demand Pressure		Price Trend
		1 year View	5 year View	Year-ago View	5 year View	
		Are prices under pressure to rise or fall and, on a scale of 1 (mild pressure) to 5 (strong pressure), how much pressure is there?		Do current U.S. demand conditions favor buyers or suppliers and, on a scale of 1 (slightly favors) to 5 (strongly favors), by how much?		Are prices rising or falling and, compared to April, at a faster or slower pace? (Turnaround indicates a price trend changed direction in May.)
322110	Pulp mills	Rise (4)	Rise (4)	Buyers (3)	Neutral	rising / slower
322121	Paper mills	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (1)	rising / slower
322122	Newsprint mills	Rise (1)	Rise (3)	Suppliers (5)	Suppliers (1)	rising / slower
322130	Paperboard mills	Rise (2)	Rise (4)	Suppliers (5)	Suppliers (1)	falling / faster
322211	Corrugated & solid fiber boxes mfg.	Rise (1)	Rise (2)	Suppliers (5)	Suppliers (2)	falling / faster
322212	Folding paperboard boxes mfg.	Rise (3)	Rise (4)	Suppliers (5)	Suppliers (2)	falling / faster
322213	Setup paperboard boxes mfg.	Rise (2)	Rise (1)	Suppliers (5)	Suppliers (2)	rising / faster
322214	Fiber cans, tubes & drums mfg.	Rise (3)	Fall (2)	Suppliers (5)	Suppliers (2)	falling / turnaround
322215	Paperboard sanitary food container mfg.	Rise (3)	Fall (3)	Suppliers (5)	Suppliers (2)	rising / slower
322221	Coated & laminated packaging paper	Rise (3)	Rise (4)	Suppliers (5)	Neutral	rising / faster

➔ Finding your way around The ICE-Alert Report on Market Pressures

Industries are arranged according to their 6-digit NAICS number in ascending order. The first three digits of each code signify an industry's membership to a specific manufacturing sector. In the table below, each 3-digit sector is listed with its full name. The starting page number indicates where the first 6-digit industry for a given sector appears. For example, the pulp mills industry (NAICS 322110) appears as the first industry in the paper and paperboard products sector (NAICS 322). Pulp mills data can be found on page 34. All other industries in NAICS 322 will follow the pulp mills industry in sequential order ranked by NAICS number.

3-Digit NAICS Code	Industry Sector	Starts on Page Number
113	Logging	33
311	Food	33
312	Beverages and tobacco	33
313	Textile mills	33
314	Textile product mills	34
315	Apparel	34
316	Leather and allied products	34
321	Wood products	34
322	Paper and paperboard products	34
323	Printing and related support services	35
324	Petroleum and coal products	35
325	Chemicals and allied products	35
326	Plastics and rubber products	36
327	Nonmetallic mineral products	36
331	Primary metals	36
332	Fabricated metal products	37
333	Machinery	37
334	Computer and electronic products	38
335	Electrical equipment, appliances and components	38
336	Transportation equipment	39
337	Furniture and related products	39
339	Miscellaneous manufacturing	39
511	Publishing	40

The ICE-Alert Report on Market Pressures

Gauging the Level of Pressure Felt by Suppliers to either Raise or Lower the Price of the Typical Industry Product

		Margin Pressure		Demand Pressure		Price Trend
		Are prices under pressure to rise or fall and, on a scale of 1 (mild pressure) to 5 (strong pressure), how much pressure?		Do current U.S. demand conditions favor buyers or suppliers and, on a scale of 1 (slightly favors) to 5 (strongly favors), by how much?		Are prices rising or falling and, compared to January, doing so at a faster or slower pace? (Turnaround indicates price trend changed direction in February.)
NAICS Code	Industry	1 year View	5 year View	Year-ago View	5 year View	
113310	Logging	na	na	Buyers (5)	Suppliers (1)	rising / slower
311111	Dog & cat food manufacturing	Fall (1)	Rise (1)	Suppliers (2)	Suppliers (4)	rising / slower
311119	Other animal food manufacturing	Fall (1)	Rise (2)	Suppliers (4)	Suppliers (2)	falling / slower
312121	Flour milling	Rise (1)	Fall (3)	Neutral	Suppliers (4)	rising / faster
312122	Rice milling	Fall (3)	Fall (4)	Suppliers (5)	Suppliers (5)	falling / slower
312123	Malt from barley & other grains mfg.	Rise (5)	Neutral	Buyers (5)	Buyers (1)	falling / slower
312221	Wet corn milling	Neutral	Fall (3)	Suppliers (5)	Suppliers (5)	rising / faster
312222	Soybean processing	Fall (1)	Fall (2)	Suppliers (4)	Suppliers (4)	falling / slower
312223	Other oilseed processing (except soybean)	Fall (2)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / faster
312225	Fats & oils refining & blending	Fall (2)	Fall (1)	Suppliers (5)	Suppliers (5)	falling / slower
312300	Breakfast cereal manufacturing	Fall (3)	Fall (4)	Suppliers (2)	Suppliers (4)	rising / slower
313111	Sugarcane mills	Rise (2)	Fall (2)	Buyers (5)	Buyers (3)	rising / faster
313132	Cane sugar refining	Fall (4)	Rise (1)	Buyers (5)	Buyers (3)	rising / faster
313133	Beet sugar manufacturing	Fall (5)	Fall (5)	Buyers (5)	Buyers (3)	rising / faster
313200	Confectionary from cacao beans mfg.	Fall (3)	Fall (1)	Buyers (5)	Buyers (5)	rising / slower
313300	Confectionery from purchased choc. mfg.	Fall (5)	Fall (2)	Suppliers (3)	Suppliers (4)	rising / slower
313340	Nonchocolate confectionery mfg.	Fall (2)	Fall (4)	Suppliers (1)	Suppliers (4)	rising / slower
311411	Frozen fruit, juice & vegetables mfg.	Fall (5)	Fall (5)	Suppliers (1)	Suppliers (4)	rising / faster
311412	Frozen specialty food mfg.	Fall (2)	Fall (3)	Suppliers (1)	Suppliers (4)	rising / slower
311421	Fruit & vegetable canning	Fall (5)	Fall (5)	Suppliers (2)	Suppliers (4)	rising / slower
311422	Specialty canning	Neutral	Neutral	Suppliers (2)	Suppliers (4)	rising / faster
311423	Dried & dehydrated food mfg.	Fall (3)	Rise (2)	Suppliers (2)	Suppliers (4)	rising / slower
311511	Fluid milk manufacturing	Fall (1)	Rise (1)	Suppliers (1)	Suppliers (4)	rising / slower
311512	Creamery butter manufacturing	Rise (5)	Rise (2)	Suppliers (2)	Suppliers (4)	falling / faster
311513	Cheese manufacturing	Rise (5)	Rise (2)	Buyers (5)	Suppliers (4)	falling / faster
311514	Dry & condensed dairy products mfg.	Neutral	Rise (2)	Buyers (1)	Suppliers (4)	falling / turnaround
311520	Ice cream & frozen dessert mfg.	Rise (1)	Rise (2)	Buyers (5)	Suppliers (3)	rising / slower
311611	Animal slaughtering (except poultry)	Rise (2)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / slower
311612	Meat processing from carcasses	Fall (3)	Rise (2)	Suppliers (1)	Suppliers (4)	rising / slower
311613	Rendering & meat byproduct processing	Rise (3)	Rise (2)	Suppliers (5)	Suppliers (5)	falling / slower
311615	Poultry processing	Fall (1)	Rise (2)	Buyers (4)	Suppliers (4)	falling / faster
311711	Seafood canning	Fall (1)	Rise (3)	Buyers (5)	Suppliers (4)	falling / faster
311712	Fresh & frozen seafood processing	Rise (2)	Rise (3)	Buyers (5)	Suppliers (4)	rising / slower
311811	Retail bakeries	na	na	Buyers (4)	Suppliers (4)	na
311812	Commercial bakeries	Fall (4)	Rise (2)	Buyers (4)	Suppliers (4)	rising / faster
311813	Frozen cake & other pastry mfg.	Rise (1)	Rise (2)	Suppliers (3)	Suppliers (4)	rising / slower
311821	Cookie & cracker mfg.	Fall (4)	Fall (4)	Suppliers (1)	Suppliers (4)	rising / faster
311822	Mixes & dough (from purchased flour)	Rise (4)	Rise (3)	Suppliers (1)	Suppliers (4)	rising / slower
311823	Dry pasta manufacturing	Rise (3)	Rise (1)	Buyers (2)	Suppliers (4)	rising / slower
311830	Tortilla manufacturing	Fall (2)	Fall (2)	Suppliers (3)	Suppliers (4)	rising / faster
311911	Roasted nuts & peanut butter mfg.	Rise (3)	Rise (3)	Buyers (4)	Suppliers (4)	rising / slower
311919	Potato chips & other snack food mfg.	Fall (5)	Rise (1)	Suppliers (2)	Suppliers (4)	rising / faster
311920	Coffee & tea manufacturing	Fall (5)	Fall (4)	Buyers (2)	Suppliers (4)	rising / slower
311930	Flavoring syrup & concentrate mfg.	Fall (4)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / faster
311941	Mayonnaise & prepared sauce mfg.	Rise (5)	Rise (5)	Buyers (3)	Suppliers (4)	rising / faster
311942	Spice & extract manufacturing	Fall (3)	Fall (2)	Suppliers (5)	Suppliers (5)	falling / faster
311991	Packaged salad & other perishables mfg.	Fall (5)	Fall (1)	Suppliers (1)	Suppliers (4)	rising / faster
311999	Dried soups & other misc. food mfg.	Fall (5)	Fall (4)	Suppliers (1)	Suppliers (4)	rising / turnaround
312111	Soft drink manufacturing	Rise (2)	Rise (4)	Suppliers (2)	Suppliers (4)	rising / faster
312112	Bottled water manufacturing	Rise (5)	Rise (5)	Suppliers (2)	Suppliers (4)	rising / faster
312113	Ice manufacturing	na	na	Suppliers (2)	Suppliers (4)	na
312120	Breweries	Rise (1)	Rise (1)	Suppliers (2)	Suppliers (4)	rising / slower
312130	Wineries	Fall (5)	Fall (1)	Buyers (3)	Suppliers (4)	rising / slower
312140	Distilleries	Rise (3)	Rise (4)	Buyers (2)	Suppliers (4)	rising / faster
312210	Tobacco stemming & redrying	Fall (1)	Fall (2)	Suppliers (5)	Neutral	falling / faster
312221	Cigarette manufacturing	Fall (5)	Fall (4)	Suppliers (3)	Suppliers (4)	rising / slower
312229	Other tobacco product mfg.	Fall (5)	Fall (5)	Suppliers (5)	Suppliers (5)	rising / faster
313111	Yarn spinning mills	Fall (3)	Neutral	Suppliers (4)	Suppliers (4)	falling / slower
313112	Yarn texturing, throwing & twisting mills	Fall (5)	Fall (5)	Suppliers (4)	Suppliers (4)	rising / slower
313113	Thread mills	Fall (5)	Fall (2)	Suppliers (4)	Suppliers (4)	rising / faster
313210	Broadwoven fabric mills	Fall (5)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / faster
313221	Narrow fabric mills	Fall (2)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
313222	Schiffli machine embroidery mills	Rise (2)	Rise (4)	Suppliers (5)	Suppliers (5)	falling / faster
313230	Nonwoven fabric mills	Neutral	Rise (1)	Buyers (1)	Suppliers (2)	rising / slower
313241	Weft knit fabric mills	Fall (3)	Fall (1)	Suppliers (5)	Suppliers (5)	falling / slower

The ICE-Alert Report on Market Pressures

Gauging the Level of Pressure Felt by Suppliers to either Raise or Lower the Price of the Typical Industry Product

		Margin Pressure		Demand Pressure		Price Trend
		Are prices under pressure to <u>rise</u> or <u>fall</u> , and, on a scale of 1 (mild pressure) to 5 (strong pressure), how much pressure?		Do current U.S. demand conditions favor <u>buyers</u> or <u>suppliers</u> and, on a scale of 1 (slightly favors) to 5 (strongly favors), by how much?		Are prices <u>rising</u> or <u>falling</u> and, compared to January, doing so at a <u>faster</u> or <u>slower</u> pace? (Turnaround indicates price trend changed direction in February.)
NAICS Code	Industry	1 year View	5 year View	Year-ago View	5 year View	
313249	Other knit fabric & lace mills	Rise (1)	Fall (1)	Suppliers (5)	Suppliers (5)	rising / faster
313311	Broadwoven fabric finishing mills	Fall (1)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / faster
313312	Textile & fabric finishing mills	Rise (4)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / slower
313320	Fabric coating mills	Fall (3)	Fall (3)	Buyers (5)	Suppliers (3)	rising / faster
314110	Carpet & rug mills	Rise (1)	Fall (3)	Suppliers (4)	Suppliers (4)	rising / faster
314121	Curtain & drapery mills	Rise (1)	Rise (1)	Suppliers (4)	Suppliers (4)	rising / faster
314129	Towel & other household textile mills	Rise (2)	Rise (3)	Suppliers (4)	Suppliers (4)	falling / faster
314911	Textile bag mills	Neutral	Fall (2)	Suppliers (5)	Suppliers (5)	rising / slower
314912	Canvas & related product mills	Rise (1)	Fall (2)	Suppliers (5)	Suppliers (5)	rising / faster
314991	Rope, cordage & twine mills	Fall (1)	Fall (3)	Buyers (3)	Suppliers (4)	rising / slower
314992	Tire cord & tire fabric mills	Fall (5)	Fall (4)	Suppliers (5)	Neutral	rising / slower
314999	All other misc. textile product mills	Rise (1)	Fall (1)	Buyers (3)	Suppliers (4)	rising / faster
315111	Sheer hosiery mills	Fall (1)	Fall (2)	Suppliers (5)	Suppliers (5)	falling / slower
315119	Other hosiery & sock mills	Fall (2)	Fall (3)	Suppliers (3)	Suppliers (4)	falling / slower
315191	Outerwear knitting mills	Rise (1)	Rise (1)	na	na	falling / faster
315192	Underwear & nightwear knitting mills	Rise (5)	Rise (5)	na	na	falling / faster
315211	Men's cut & sew apparel contractors	Fall (3)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / faster
315212	Women's cut & sew apparel contractors	Fall (4)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / slower
315221	Men's underwear & nightwear mfg.	Rise (2)	Fall (2)	Suppliers (4)	Suppliers (4)	rising / faster
315222	Men's suit, coat & overcoat mfg.	Rise (5)	Rise (3)	Suppliers (4)	Suppliers (4)	falling / faster
315223	Men's shirt mfg. (except work shirts)	Rise (4)	Rise (1)	Suppliers (4)	Suppliers (4)	rising / turnaround
315224	Men's trouser & jeans manufacturing	Rise (5)	Rise (5)	Suppliers (4)	Suppliers (4)	falling / faster
315225	Men's work clothes manufacturing	Rise (5)	Rise (5)	Suppliers (4)	Suppliers (4)	rising / slower
315228	Men's other outerwear mfg.	Rise (4)	Rise (1)	Suppliers (4)	Suppliers (4)	falling / slower
315231	Women's lingerie & nightwear mfg.	Fall (3)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / faster
315232	Women's blouse & shirt mfg.	Rise (5)	Rise (5)	Suppliers (4)	Suppliers (4)	rising / slower
315233	Women's dress manufacturing	Rise (2)	Rise (3)	Suppliers (4)	Suppliers (4)	falling / faster
315234	Women's suit & coat manufacturing	Rise (5)	Rise (1)	Suppliers (4)	Suppliers (4)	rising / slower
315239	Women's other outerwear mfg.	Rise (4)	Rise (2)	Suppliers (4)	Suppliers (4)	rising / slower
315291	Infants' apparel manufacturing	Fall (3)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / faster
315292	Fur & leather apparel manufacturing	Fall (4)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / slower
315299	All other cut & sew apparel mfg.	Fall (4)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / faster
315991	Hat, cap & millinery manufacturing	Rise (4)	Rise (4)	Suppliers (3)	Suppliers (4)	rising / slower
315992	Glove & mitten manufacturing	Rise (3)	Rise (1)	Suppliers (3)	Suppliers (4)	rising / faster
315993	Men's neckwear manufacturing	Rise (3)	Rise (4)	Suppliers (3)	Suppliers (4)	rising / slower
315999	Belts & other apparel accessory mfg.	Rise (3)	Rise (2)	Suppliers (3)	Suppliers (4)	rising / faster
316110	Leather & hide tanning & finishing	Rise (3)	Fall (2)	Suppliers (5)	Suppliers (5)	falling / slower
316211	Rubber & plastics footwear mfg.	Fall (5)	Fall (3)	Suppliers (3)	Suppliers (4)	rising / faster
316212	House slippers manufacturing	Fall (2)	Fall (1)	Suppliers (3)	Suppliers (4)	rising / slower
316213	Men's footwear mfg. (except athletic)	Rise (1)	Rise (1)	Suppliers (3)	Suppliers (4)	rising / slower
316214	Women's footwear mfg. (except athletic)	Fall (4)	Fall (4)	Suppliers (3)	Suppliers (4)	rising / faster
316219	Infants' shoes & other footwear mfg.	Fall (4)	Fall (4)	Suppliers (3)	Suppliers (4)	rising / slower
316991	Luggage manufacturing	Rise (3)	Rise (4)	Suppliers (3)	Suppliers (4)	rising / slower
316992	Women's handbags & purses mfg.	Rise (1)	Neutral	Suppliers (3)	Suppliers (4)	rising / slower
316993	Personal leather goods mfg.	Neutral	Fall (2)	Suppliers (3)	Suppliers (4)	rising / faster
316999	Leather machinery belts & other mfg.	Rise (2)	Fall (2)	Suppliers (3)	Suppliers (4)	rising / slower
321113	Sawmills	Fall (3)	Fall (3)	Buyers (5)	Suppliers (2)	falling / faster
321114	Wood preservation	Rise (1)	Fall (2)	Suppliers (5)	Suppliers (5)	rising / slower
321211	Hardwood plywood & veneer mfg.	Fall (2)	Fall (2)	Suppliers (2)	Suppliers (4)	rising / slower
321212	Softwood plywood & veneer mfg.	Rise (4)	Fall (1)	Suppliers (2)	Suppliers (4)	falling / faster
321213	Engineered wood member mfg.	Rise (1)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
321214	Wood roof & floor truss mfg.	Fall (3)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / slower
321219	Particleboard & related product mfg.	Neutral	Fall (1)	Buyers (2)	Suppliers (3)	falling / faster
321911	Wood windows & door mfg.	Fall (5)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / faster
321912	Cut stock lumber resawing & planing	Rise (1)	Rise (2)	Buyers (5)	Suppliers (1)	falling / faster
321918	Other millwork (including flooring)	Rise (1)	Fall (1)	Suppliers (5)	Suppliers (5)	falling / turnaround
321920	Wood container & pallet mfg.	Fall (3)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
321991	Manufactured home mfg.	Rise (2)	Fall (2)	Suppliers (3)	Suppliers (4)	rising / slower
321992	Prefabricated wood building mfg.	Rise (1)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / slower
321999	Wood ladders & all other wood products	Fall (2)	Rise (1)	Buyers (3)	Suppliers (3)	rising / faster
322110	Pulp mills	Rise (2)	Rise (2)	Buyers (5)	Suppliers (1)	rising / slower
322121	Paper mills	Rise (3)	Rise (4)	Buyers (3)	Suppliers (4)	rising / slower
322122	Newsprint mills	Fall (1)	Fall (2)	Buyers (3)	Suppliers (4)	rising / faster
322130	Paperboard mills	Fall (2)	Rise (2)	Buyers (3)	Suppliers (4)	rising / slower
322211	Corrugated & solid fiber boxes mfg.	Fall (4)	Fall (1)	Suppliers (4)	Suppliers (4)	rising / slower

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		Are prices under pressure to rise or fall and, on a scale of 1 (mild pressure) to 5 (strong pressure), how much pressure?		Do current U.S. demand conditions favor buyers or suppliers and, on a scale of 1 (slightly favors) to 5 (strongly favors), by how much?		Are prices rising or falling and, compared to January, doing so at a faster or slower pace? (Turnaround indicates price trend changed direction in February.)
		1 year View	5 year View	Year-ago View	5 year View	
322212	Folding paperboard boxes mfg.	Neutral	Rise (1)	Suppliers (4)	Suppliers (4)	rising / slower
322213	Setup paperboard boxes mfg.	Fall (4)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / faster
322214	Fiber cans, tubes & drums mfg.	Fall (3)	Fall (3)	Suppliers (4)	Suppliers (4)	rising / faster
322215	Paperboard sanitary food container mfg.	Fall (3)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / slower
322221	Coated & laminated packaging paper	Fall (2)	Fall (1)	Suppliers (1)	Suppliers (4)	rising / faster
322222	Other coated & laminated paper mfg.	Rise (1)	Rise (3)	Suppliers (1)	Suppliers (4)	rising / faster
322223	Plastic, foil & coated paper bags	Rise (1)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
322224	Uncoated paper & multiwall bags	Rise (2)	Fall (1)	Suppliers (5)	Suppliers (5)	rising / slower
322225	Flexible packaging laminated foil mfg.	Rise (4)	Rise (4)	Buyers (3)	Suppliers (3)	rising / faster
322226	Other surface-coated paperboard mfg.	Rise (2)	Rise (1)	Buyers (5)	Buyers (1)	rising / slower
322231	Die-cut paper office supplies mfg.	Rise (3)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
322232	Envelope manufacturing	Rise (3)	Rise (2)	Suppliers (3)	Suppliers (4)	rising / slower
322233	Stationery & related product mfg.	Rise (2)	Rise (4)	Suppliers (4)	Suppliers (4)	rising / slower
322291	Sanitary paper product mfg. (nonfood)	Rise (4)	Rise (4)	Suppliers (2)	Suppliers (4)	rising / faster
322299	All other converted paper product mfg.	Rise (5)	Rise (5)	Neutral	Suppliers (4)	rising / slower
323110	Commercial lithographic printing	Rise (4)	Rise (2)	Buyers (1)	Suppliers (4)	rising / faster
323111	Commercial gravure printing	Fall (2)	Fall (4)	Buyers (1)	Suppliers (4)	falling / slower
323112	Commercial flexographic printing	Fall (3)	Fall (4)	Buyers (1)	Suppliers (4)	rising / faster
323113	Commercial screen printing	Fall (2)	Fall (4)	Buyers (1)	Suppliers (4)	rising / faster
323114	Quick printing	Rise (5)	Rise (2)	Buyers (1)	Suppliers (4)	rising / faster
323115	Digital printing	Rise (5)	Rise (5)	Buyers (1)	Suppliers (4)	falling / faster
323116	Manifold business forms printing	Fall (5)	Fall (5)	Suppliers (3)	Suppliers (4)	rising / slower
323117	Books printing	Rise (4)	Rise (3)	Buyers (5)	Suppliers (3)	rising / slower
323118	Blankbook & looseleaf binder mfg.	Rise (5)	Rise (5)	Suppliers (3)	Suppliers (4)	rising / faster
323119	Other commercial printing	Rise (4)	Rise (4)	Buyers (1)	Suppliers (4)	rising / slower
323121	Tradebinding & postpress services	Fall (5)	Fall (4)	Buyers (5)	Suppliers (3)	rising / faster
323122	Prepress services	Fall (5)	Fall (4)	Suppliers (5)	Suppliers (5)	falling / slower
324110	Petroleum refineries	Rise (3)	Rise (2)	Buyers (5)	Suppliers (3)	rising / slower
324121	Asphalt paving mixture & block mfg.	Fall (5)	Fall (5)	Suppliers (5)	Suppliers (5)	rising / faster
324122	Asphalt shingle & coating materials mfg.	Fall (3)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / faster
324191	Petroleum lubricating oil & grease mfg.	Fall (5)	Fall (5)	Neutral	Suppliers (4)	rising / faster
324199	All other petroleum & coal products mfg.	Fall (2)	Rise (2)	Buyers (5)	Suppliers (1)	rising / slower
325110	Ethylene, benzene & petrochemical mfg.	Fall (3)	Fall (3)	Buyers (5)	Buyers (4)	rising / slower
325120	Industrial gas manufacturing	na	na	Suppliers (1)	Suppliers (3)	na
325131	Inorganic dye & pigment mfg.	Rise (1)	Rise (3)	Buyers (1)	Suppliers (3)	rising / slower
325132	Synthetic organic dye & pigment mfg.	Rise (4)	Rise (4)	Buyers (1)	Suppliers (3)	falling / slower
325181	Alkalies & chlorine manufacturing	Fall (5)	Fall (5)	Buyers (3)	Suppliers (3)	rising / slower
325182	Carbon black manufacturing	Fall (4)	Fall (4)	Buyers (3)	Suppliers (3)	rising / faster
325188	Sulfides & other inorganic chemical mfg.	Fall (5)	Fall (5)	Buyers (3)	Suppliers (3)	rising / faster
325191	Gum & wood chemical mfg.	Fall (3)	Rise (2)	Buyers (5)	Buyers (1)	rising / faster
325192	Cyclic crude & intermediate mfg.	Rise (1)	Rise (1)	Buyers (5)	Buyers (1)	falling / turnaround
325193	Ethyl alcohol mfg.	na	na	Buyers (5)	Buyers (1)	na
325199	Fatty acids & other organic chemical mfg.	Fall (2)	Neutral	Buyers (5)	Buyers (1)	rising / slower
325211	Plastics resins & materials mfg.	Rise (1)	Fall (2)	Buyers (2)	Suppliers (3)	rising / slower
325212	Synthetic rubber manufacturing	Rise (1)	Rise (2)	Buyers (3)	Suppliers (3)	rising / slower
325221	Cellulosic organic fibers & filaments mfg.	na	na	Buyers (1)	Suppliers (1)	na
325222	Noncellulosic organic fibers mfg.	Rise (4)	Rise (4)	Suppliers (2)	Suppliers (1)	rising / faster
325311	Nitrogenous fertilizer manufacturing	Fall (3)	Rise (1)	Buyers (5)	Suppliers (2)	rising / faster
325312	Phosphatic fertilizer manufacturing	Rise (5)	Rise (5)	Suppliers (4)	Suppliers (4)	rising / slower
325314	Fertilizer manufacturing (mixing only)	Rise (5)	Rise (5)	na	na	rising / slower
325320	Pesticide & other agricultural chem. mfg.	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	rising / faster
325411	Medicinal chemical & botanical mfg.	Fall (5)	Rise (4)	Buyers (5)	Suppliers (3)	falling / slower
325412	Pharmaceutical preparation mfg.	Fall (5)	Fall (5)	Buyers (5)	Suppliers (3)	rising / faster
325413	In-vitro diagnostic substance mfg.	Fall (5)	Neutral	Buyers (5)	Suppliers (3)	rising / slower
325414	Biological product mfg. (except diagnostic)	Fall (5)	Fall (5)	Buyers (5)	Suppliers (3)	rising / slower
325510	Paint & coating manufacturing	Fall (3)	Rise (1)	Buyers (3)	Suppliers (4)	rising / faster
325520	Adhesive manufacturing	Rise (1)	Rise (4)	Buyers (3)	Suppliers (4)	rising / faster
325611	Soap & other detergent mfg.	Rise (5)	Rise (5)	Suppliers (2)	Suppliers (4)	rising / slower
325612	Polish & other sanitation goods mfg.	Rise (1)	Rise (4)	Suppliers (4)	Suppliers (4)	rising / faster
325613	Surface active agent manufacturing	Fall (4)	Fall (2)	Suppliers (4)	Suppliers (2)	rising / slower
325620	Cosmetic & other toilet preparation mfg.	Rise (5)	Rise (5)	Suppliers (3)	Suppliers (4)	rising / slower
325910	Printing ink & inkjet cartridge mfg.	Rise (4)	Rise (4)	Buyers (4)	Suppliers (4)	rising / faster
325920	Explosives manufacturing	Fall (1)	Rise (3)	Buyers (4)	Suppliers (4)	rising / faster
325991	Custom compounding of purchased resins	Fall (5)	Fall (2)	Suppliers (5)	Suppliers (4)	rising / slower
325992	Photographic film, paper & chemical mfg.	Rise (3)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / faster

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		Are prices under pressure to rise or fall , and, on a scale of 1 (mild pressure) to 5 (strong pressure), how much pressure?		Do current U.S. demand conditions favor buyers or suppliers and, on a scale of 1 (slightly favors) to 5 (strongly favors), by how much?		
		1 year View	5 year View	Year-ago View	5 year View	
325998	Indus. salt & misc. chemical product mfg.	Fall (3)	Fall (4)	Buyers (3)	Suppliers (3)	rising / slower
326111	Unsupported plastics bag mfg.	Fall (3)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / faster
326112	Unsupp. plastics packaging film & sheet mfg.	Rise (2)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / faster
326113	Plastics film & sheet mfg. (nonpackaging)	Fall (2)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
326121	Unsupported plastics profile shapes mfg.	Rise (3)	Rise (4)	Neutral	Suppliers (4)	rising / faster
326122	Plastics pipe & pipe fitting manufacturing	Fall (4)	Fall (4)	Neutral	Suppliers (4)	rising / faster
326130	Laminated plastics plate, sheet & shape mfg.	Fall (1)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / slower
326140	Polystyrene foam product manufacturing	Rise (2)	Fall (3)	Buyers (3)	Suppliers (4)	rising / slower
326150	Urethane & other foam product mfg.	Fall (3)	Fall (3)	Buyers (3)	Suppliers (4)	rising / faster
326160	Plastics bottle manufacturing	Fall (5)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / slower
326191	Plastics plumbing fixture manufacturing	Rise (2)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / faster
326192	Resilient floor covering manufacturing	Rise (3)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / slower
326199	Plastics gloves & misc. plastics product mfg.	Rise (2)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / slower
326211	Tire manufacturing (except retreading)	Fall (4)	Fall (1)	Buyers (5)	Suppliers (3)	rising / faster
326212	Tire retreading	na	na	Buyers (5)	Suppliers (3)	na
326220	Rubber & plastics hoses & belting mfg.	Neutral	Rise (1)	Buyers (5)	Suppliers (2)	rising / slower
326291	Rubber product mfg. (for mechanical use)	Rise (5)	Rise (5)	Suppliers (3)	Suppliers (4)	rising / faster
326299	Latex foam & all other rubber product mfg.	Fall (4)	Rise (1)	Suppliers (3)	Suppliers (4)	rising / faster
327111	Vitreous china bathroom fixture mfg.	Rise (2)	Rise (4)	Buyers (1)	Suppliers (4)	rising / faster
327112	Earthenware & other pottery product mfg.	Fall (1)	Rise (3)	Buyers (2)	Suppliers (4)	rising / faster
327113	Porcelain electrical supply manufacturing	Fall (2)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / faster
327121	Brick & structural clay tile manufacturing	Fall (5)	Fall (5)	Suppliers (5)	Suppliers (5)	rising / faster
327122	Ceramic wall & floor tile manufacturing	Fall (1)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / faster
327123	Sewer pipe & other structural clay mfg.	Fall (3)	Fall (1)	Buyers (2)	Suppliers (4)	rising / slower
327124	Clay refractory manufacturing	Fall (4)	Fall (4)	Buyers (2)	Suppliers (4)	rising / slower
327125	Nonclay refractory manufacturing	Fall (1)	Rise (1)	Buyers (5)	Neutral	rising / faster
327211	Flat glass manufacturing	Rise (4)	Rise (4)	Buyers (2)	Suppliers (3)	rising / slower
327212	Other pressed & blown glass mfg.	Rise (3)	Rise (4)	Buyers (2)	Suppliers (3)	rising / faster
327213	Glass packaging container manufacturing	Rise (3)	Rise (3)	Suppliers (1)	Suppliers (2)	rising / faster
327215	Glass product mfg. (from purchased glass)	Fall (5)	Rise (3)	Buyers (2)	Suppliers (3)	rising / faster
327310	Cement manufacturing	Fall (1)	Neutral	Suppliers (4)	Suppliers (4)	rising / faster
327320	Ready-mix concrete manufacturing	Fall (4)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / faster
327331	Concrete block & brick manufacturing	Fall (1)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
327332	Concrete pipe manufacturing	Fall (5)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / faster
327390	All other concrete product manufacturing	Rise (1)	Fall (1)	Suppliers (5)	Suppliers (5)	rising / slower
327410	Lime manufacturing	Fall (3)	Neutral	Buyers (4)	Buyers (2)	rising / faster
327420	Gypsum product manufacturing	Fall (5)	Fall (5)	Suppliers (5)	Suppliers (5)	rising / faster
327910	Abrasive product manufacturing	Fall (5)	Fall (5)	Buyers (3)	Suppliers (3)	rising / faster
327991	Cut stone & stone product manufacturing	Neutral	Rise (4)	Suppliers (5)	Suppliers (5)	rising / faster
327992	Ground or treated mineral & earth mfg.	na	na	Suppliers (1)	Suppliers (3)	na
327993	Fiberglass & other mineral wool mfg.	Fall (4)	Fall (1)	Suppliers (2)	Suppliers (4)	rising / slower
327999	Dry mix concrete & other mineral prod. mfg.	Rise (4)	Rise (4)	Buyers (5)	Suppliers (3)	rising / faster
331111	Iron & steel mills	Rise (1)	Fall (1)	Buyers (4)	Suppliers (2)	rising / slower
331112	Electrometallurgical ferroalloy product mfg.	Rise (4)	Rise (1)	Buyers (4)	Buyers (1)	rising / slower
331210	Iron & steel pipe & tube manufacturing	Fall (2)	Fall (3)	na	na	rising / slower
331221	Rolled steel sheet, bar & shapes mfg.	Fall (1)	Fall (2)	na	na	rising / slower
331222	Steel wire drawing	Fall (5)	Fall (1)	Buyers (2)	Suppliers (3)	rising / slower
331311	Alumina refining	na	na	Buyers (5)	Suppliers (1)	na
331312	Primary aluminum production	Fall (5)	Fall (5)	Buyers (4)	Suppliers (1)	rising / faster
331314	Secondary aluminum smelting & alloying	Fall (2)	Fall (1)	na	na	rising / faster
331315	Aluminum sheet, plate & foil manufacturing	Rise (5)	Rise (3)	Buyers (4)	Suppliers (3)	rising / slower
331316	Extruded aluminum product manufacturing	Rise (5)	Rise (5)	na	na	rising / slower
331319	Other aluminum rolling & drawing	Rise (4)	Rise (4)	Buyers (1)	Suppliers (4)	rising / slower
331411	Primary copper smelting & refining	Fall (2)	Fall (3)	Buyers (5)	Suppliers (3)	rising / faster
331419	Primary lead, zinc & other metal production	Fall (5)	Fall (2)	Suppliers (1)	Suppliers (3)	rising / faster
331421	Copper rolling, drawing & extruding	Fall (5)	Rise (2)	Buyers (3)	Suppliers (3)	rising / faster
331422	Copper wire drawing (except mechanical)	Neutral	Fall (2)	na	na	rising / faster
331423	Secondary copper smelting & alloying	Fall (5)	Fall (5)	na	na	rising / faster
331491	Nickel, titanium & other metal drawing	Fall (5)	Fall (5)	Suppliers (2)	Suppliers (4)	rising / faster
331492	Secondary lead, zinc & other refining	Rise (2)	Rise (2)	Buyers (1)	Suppliers (3)	rising / faster
331511	Iron foundries	Rise (1)	Rise (2)	Buyers (5)	Suppliers (3)	rising / slower
331512	Steel investment foundries	Rise (5)	Rise (5)	Buyers (5)	Suppliers (3)	rising / slower
331513	Steel foundries (except investment)	Rise (1)	Rise (2)	Buyers (5)	Suppliers (3)	rising / slower
331521	Aluminum die-casting foundries	Rise (5)	Rise (5)	Buyers (5)	Suppliers (4)	rising / slower
331522	Other nonferrous die-casting foundries	Rise (5)	Rise (5)	na	na	rising / faster

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		1 year View	5 year View	Year-ago View	5 year View	
331524	Aluminum foundries (except die-casting)	Rise (5)	Rise (5)	Buyers (5)	Suppliers (4)	rising / faster
331525	Copper foundries (except die-casting)	Fall (3)	Fall (4)	na	na	rising / faster
331528	All other nonferrous foundries	Rise (5)	Rise (5)	na	na	rising / slower
332111	Iron & steel forging	Fall (1)	Rise (2)	Buyers (3)	Suppliers (4)	rising / slower
332112	Nonferrous forging	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	rising / faster
332114	Custom roll formed metal product mfg.	Rise (1)	Rise (2)	Suppliers (5)	Suppliers (3)	rising / slower
332115	Metal crown & closure manufacturing	Rise (5)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / slower
332116	Metal stamping	Fall (1)	Rise (3)	Suppliers (5)	Suppliers (5)	rising / slower
332117	Powder metallurgy part manufacturing	Fall (3)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / faster
332211	Cutlery mfg. (except precious metal)	Fall (5)	Rise (2)	Suppliers (4)	Suppliers (4)	rising / faster
332212	Hand & edge tool mfg. (except saws)	Fall (2)	Rise (2)	Suppliers (2)	Suppliers (4)	rising / faster
332213	Saw blade & handsaw manufacturing	Fall (2)	Rise (3)	Suppliers (5)	Suppliers (5)	rising / slower
332214	Metal kitchen utensil, pot & pan mfg.	Rise (5)	Rise (5)	Buyers (3)	Suppliers (4)	rising / slower
332311	Prefab. metal bldg. & components mfg.	Rise (3)	Fall (1)	Suppliers (5)	Suppliers (5)	rising / slower
332312	Fabricated structural metal manufacturing	Neutral	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
332313	Fabricated metal plate work mfg.	Rise (2)	Rise (4)	Buyers (2)	Suppliers (4)	rising / slower
332321	Metal window & door manufacturing	Rise (2)	Rise (3)	Suppliers (5)	Suppliers (5)	rising / slower
332322	Sheet metal work manufacturing	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	rising / slower
332323	Ornamental & architectural metal work mfg.	Rise (2)	Neutral	Suppliers (5)	Suppliers (5)	rising / slower
332410	Power boiler & heat exchanger mfg.	Rise (1)	Fall (1)	Buyers (4)	Suppliers (3)	rising / slower
332420	Heavy-gauge metal tank manufacturing	Fall (4)	Rise (1)	Buyers (3)	Suppliers (4)	rising / slower
332431	Metal cans & lids manufacturing	Rise (3)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / faster
332439	Other Light-gauge metal container mfg.	Fall (2)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
332510	Metal hardware manufacturing	Rise (5)	Rise (5)	Buyers (4)	Suppliers (3)	rising / slower
332611	Heavy-gauge metal spring manufacturing	Rise (1)	Rise (3)	Buyers (5)	Suppliers (3)	rising / slower
332612	Light-gauge metal spring manufacturing	Rise (5)	Rise (5)	Buyers (5)	Suppliers (3)	rising / slower
332618	Metal cloth & other wire product mfg.	Rise (3)	Rise (4)	Buyers (5)	Suppliers (3)	rising / slower
332710	Machine shops (job shops)	Rise (5)	Rise (5)	Buyers (4)	Suppliers (4)	rising / slower
332721	Precision turned product manufacturing	Rise (5)	Rise (5)	Buyers (4)	Suppliers (4)	rising / slower
332722	Bolt, nut, screw, rivet & washer mfg.	Rise (3)	Neutral	Buyers (4)	Suppliers (4)	rising / slower
332811	Metal heat treating	na	na	Suppliers (5)	Suppliers (4)	na
332812	Metal coating & nonprecious engraving	Fall (5)	Rise (3)	Buyers (4)	Suppliers (4)	rising / faster
332813	Metal electroplating, anodizing & coloring	Fall (2)	Rise (3)	Suppliers (3)	Suppliers (4)	rising / faster
332911	Industrial valve manufacturing	Rise (1)	Rise (2)	Buyers (3)	Suppliers (4)	rising / slower
332912	Fluid power valve & hose fitting mfg.	Rise (4)	Rise (4)	Buyers (3)	Suppliers (4)	rising / faster
332913	Metal & plastic plumbing fixture fitting mfg.	Rise (5)	Rise (5)	Buyers (3)	Suppliers (4)	rising / slower
332919	Metal hose coupling & other valve mfg.	Fall (5)	Rise (1)	Buyers (3)	Suppliers (4)	rising / slower
332991	Ball & roller bearing manufacturing	Rise (1)	Rise (2)	Buyers (3)	Suppliers (3)	rising / faster
332992	Small arms ammunition manufacturing	Fall (3)	Rise (2)	Suppliers (3)	Suppliers (4)	rising / slower
332993	Bomb, grenade & other ammunition mfg.	Rise (4)	Neutral	Suppliers (3)	Suppliers (4)	rising / slower
332994	Small firearms manufacturing	Fall (3)	Rise (3)	Suppliers (3)	Suppliers (4)	rising / faster
332995	Other ordnance & accessory mfg.	Rise (5)	Rise (5)	Suppliers (3)	Suppliers (4)	rising / faster
332996	Fabricated metal pipe & fitting mfg.	Fall (4)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / slower
332997	Industrial pattern manufacturing	Rise (5)	Rise (5)	Neutral	Suppliers (3)	rising / slower
332998	Enameled iron & metal sanitary ware mfg.	Fall (1)	Fall (2)	Suppliers (5)	Suppliers (5)	rising / slower
332999	Magnet & other fab. metal product mfg.	Fall (4)	Rise (3)	Suppliers (5)	Suppliers (5)	rising / slower
333111	Farm machinery & equipment mfg.	Fall (3)	Rise (1)	Buyers (1)	Suppliers (3)	rising / slower
333112	Lawn mower & related garden equip. mfg.	Fall (4)	Rise (2)	Suppliers (4)	Suppliers (4)	falling / faster
333120	Construction & logging machinery mfg.	Fall (5)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / faster
333131	Underground mining machinery mfg.	Fall (5)	Fall (5)	Buyers (5)	Suppliers (3)	rising / faster
333132	Oil & gas field machinery & equip. mfg.	Fall (4)	Fall (4)	Buyers (3)	Suppliers (1)	rising / faster
333210	Sawmill & woodworking machinery	Fall (2)	Rise (2)	Buyers (2)	Suppliers (2)	rising / faster
333220	Plastics & rubber industry machinery mfg.	Fall (5)	Rise (1)	Suppliers (3)	Suppliers (4)	rising / slower
333291	Paper industry machinery manufacturing	Fall (2)	Rise (3)	Buyers (5)	Suppliers (1)	rising / faster
333292	Textile machinery manufacturing	Fall (2)	Rise (2)	Suppliers (5)	Suppliers (2)	rising / faster
333293	Printing & bookbinding machinery mfg.	Fall (2)	Rise (3)	Buyers (3)	Suppliers (4)	rising / slower
333294	Food product machinery manufacturing	Fall (5)	Neutral	Buyers (4)	Suppliers (3)	rising / slower
333295	Semiconductor industry machinery mfg.	Rise (4)	Rise (4)	Suppliers (2)	Suppliers (1)	falling / slower
333298	Chemical & other industry machinery mfg.	Fall (2)	Rise (3)	Buyers (3)	Suppliers (2)	rising / slower
333311	Automatic vending machine manufacturing	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	rising / slower
333312	Commercial laundry machinery mfg.	Rise (5)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / slower
333313	Mail handling & other office equip. mfg.	Rise (5)	Rise (5)	Suppliers (4)	Suppliers (4)	rising / slower
333314	Optical instrument & lens manufacturing	Rise (5)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
333315	Photographic & photocopy equipment mfg.	Neutral	Fall (2)	Suppliers (5)	Suppliers (5)	falling / faster
333319	Other commercial & service machinery mfg.	Rise (2)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / faster

The ICE-Alert Report on Market Pressures

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NAICS Code Industry		Margin Pressure		Demand Pressure		Price Trend
		Are prices under pressure to rise or fall , and, on a scale of 1 (mild pressure) to 5 (strong pressure), how much pressure?		Do current U.S. demand conditions favor buyers or suppliers and, on a scale of 1 (slightly favors) to 5 (strongly favors), by how much?		
		1 year View	5 year View	Year-ago View	5 year View	
333411	Stationary air purification equipment mfg.	Fall (5)	Fall (2)	Buyers (4)	Suppliers (3)	rising / slower
333412	Industrial & commercial fan & blower mfg.	Fall (5)	Fall (2)	Buyers (3)	Suppliers (3)	rising / slower
333414	Heating equip. (ex warm air furnaces)	Fall (5)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / slower
333415	AC, refrigeration & forced air heating equip.	Fall (1)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / slower
333511	Industrial mold mfg. (for casting & forming)	Fall (1)	Fall (1)	Suppliers (1)	Suppliers (4)	rising / faster
333512	Metal cutting machine tool manufacturing	Fall (5)	Fall (3)	Buyers (5)	Suppliers (3)	rising / faster
333513	Metal forming machine tool mfg.	Rise (5)	Rise (2)	Suppliers (2)	Suppliers (4)	rising / slower
333514	Special tool, die, jig & fixture manufacturing	Rise (2)	Rise (1)	Buyers (2)	Suppliers (4)	rising / faster
333515	Cutting tool & machine tool accessory mfg.	Rise (3)	Rise (3)	Buyers (4)	Suppliers (3)	rising / faster
333516	Rolling mill machinery manufacturing	Rise (2)	Fall (3)	Buyers (4)	Suppliers (3)	rising / slower
333518	Assembly & other metalwork machine mfg.	Rise (5)	Rise (2)	Buyers (4)	Suppliers (3)	rising / slower
333611	Turbine & turbine generator set units mfg.	Fall (3)	Rise (3)	Suppliers (4)	Suppliers (2)	rising / slower
333612	Speed changers, drives & gears mfg.	Fall (5)	Fall (1)	Buyers (5)	Suppliers (2)	rising / faster
333613	Mechanical power transmission equip. mfg.	Fall (5)	Rise (1)	Buyers (5)	Suppliers (2)	rising / slower
333618	Other internal combustion engine mfg.	Fall (5)	Rise (3)	Buyers (5)	Suppliers (2)	rising / faster
333911	Pump & pumping equipment manufacturing	Fall (3)	Fall (1)	Buyers (5)	Suppliers (3)	rising / slower
333912	Air & gas compressor manufacturing	Fall (1)	Neutral	Suppliers (4)	Suppliers (4)	rising / slower
333913	Measuring & dispensing pump mfg.	Rise (4)	Rise (1)	Buyers (4)	Suppliers (4)	rising / faster
333921	Elevator & moving stairway manufacturing	Neutral	Rise (4)	Suppliers (5)	Suppliers (5)	rising / slower
333922	Conveyor & conveying equipment mfg.	Fall (2)	Rise (2)	Buyers (2)	Suppliers (4)	rising / slower
333923	Overhead cranes, hoists & monorail systems	Fall (4)	Fall (4)	Suppliers (3)	Suppliers (4)	rising / slower
333924	Industrial truck (forklift) & stacker mfg.	Fall (1)	Rise (2)	Buyers (5)	Suppliers (4)	rising / slower
333991	Power-driven handtool manufacturing	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	rising / slower
333992	Welding & soldering equipment mfg.	Rise (3)	Rise (2)	Suppliers (3)	Suppliers (4)	rising / slower
333993	Packaging machinery manufacturing	Rise (4)	Rise (3)	Suppliers (5)	Suppliers (5)	rising / faster
333994	Industrial process furnace & oven mfg.	Fall (2)	Rise (2)	Buyers (5)	Suppliers (1)	rising / faster
333995	Fluid power cylinder & actuator mfg.	Fall (3)	Fall (2)	Buyers (5)	Suppliers (3)	rising / slower
333996	Fluid power pump & motor manufacturing	Fall (3)	Rise (1)	Buyers (5)	Suppliers (2)	rising / faster
333997	Scales & balances (except lab) mfg.	Rise (5)	Rise (5)	Buyers (5)	Suppliers (3)	rising / slower
333999	Centrifuge & other general machinery mfg.	Rise (4)	Rise (4)	Buyers (5)	Suppliers (3)	rising / faster
334111	PC, mainframe & other computer mfg.	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	falling / slower
334112	Computer storage device manufacturing	Rise (5)	Rise (1)	Suppliers (5)	Suppliers (4)	falling / faster
334113	Computer terminal manufacturing	Fall (1)	Fall (4)	Suppliers (5)	Suppliers (4)	rising / faster
334119	Printer & other computer peripheral mfg.	Rise (5)	Neutral	Suppliers (5)	Suppliers (5)	falling / slower
334210	Telephone apparatus manufacturing	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (3)	falling / slower
334220	Broadcast & wireless commun. equip. mfg.	Fall (2)	Rise (1)	Suppliers (5)	Suppliers (4)	falling / slower
334290	Alarm system, signal & other equip. mfg.	Rise (1)	Neutral	Suppliers (5)	Suppliers (5)	rising / faster
334310	Audio & video equipment manufacturing	Fall (1)	Rise (1)	Suppliers (4)	Suppliers (4)	falling / slower
334411	Electron tube manufacturing	Rise (2)	Rise (2)	Suppliers (5)	Suppliers (3)	falling / faster
334412	Printed circuit bare board manufacturing	Fall (1)	Fall (3)	Suppliers (5)	Suppliers (4)	rising / slower
334413	Semiconductors & related device mfg.	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (4)	falling / faster
334414	Electronic capacitor manufacturing	Fall (2)	Fall (1)	Suppliers (5)	Suppliers (4)	rising / faster
334415	Electronic resistor manufacturing	Neutral	Rise (3)	Suppliers (5)	Suppliers (4)	falling / slower
334416	Electronic coil & transformer mfg.	Fall (4)	Fall (4)	Suppliers (5)	Suppliers (4)	rising / faster
334417	Electronic connector manufacturing	Rise (5)	Fall (3)	Suppliers (5)	Suppliers (4)	rising / slower
334418	Printed circuit assemblies manufacturing	Rise (5)	Rise (4)	Suppliers (5)	Suppliers (4)	falling / faster
334419	Switches & other electronic component mfg.	Neutral	Fall (3)	Suppliers (5)	Suppliers (4)	rising / faster
334510	Electromedical apparatus manufacturing	Rise (5)	Rise (5)	Suppliers (3)	Suppliers (4)	falling / slower
334511	Search, detection & navigation instruments	Rise (3)	Fall (1)	Suppliers (5)	Suppliers (5)	rising / slower
334512	Automatic environmental control mfg.	Fall (3)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / slower
334513	Industrial process variable instruments	Fall (5)	Fall (5)	Suppliers (1)	Suppliers (4)	rising / slower
334514	Totalizing fluid meters & counting devices	Rise (3)	Rise (1)	Buyers (5)	Neutral	rising / slower
334515	Electricity & signal testing instruments mfg.	Fall (4)	Fall (4)	Suppliers (5)	Suppliers (5)	rising / faster
334516	Analytical laboratory instrument mfg.	Fall (4)	Fall (2)	Suppliers (5)	Suppliers (5)	rising / faster
334517	Irradiation apparatus manufacturing	Rise (5)	Rise (5)	Suppliers (3)	Suppliers (4)	rising / slower
334518	Watch, clock & parts manufacturing	Rise (2)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / slower
334519	Other measuring & controlling device mfg.	Fall (3)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / slower
334611	Software reproducing	na	na	Suppliers (5)	Suppliers (4)	na
334612	Audio & video media reproduction	Rise (4)	Rise (3)	Suppliers (4)	Suppliers (3)	rising / faster
334613	Magnetic & optical recording media mfg.	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (4)	falling / slower
335110	Electric lamp bulb & part manufacturing	Rise (5)	Rise (5)	Suppliers (2)	Suppliers (2)	rising / faster
335121	Residential electric lighting fixture mfg.	Rise (2)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / slower
335122	Nonresidential electric lighting fixture mfg.	Rise (4)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / slower
335129	Streetlight & misc. other lighting fixture mfg.	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	rising / slower
335211	Electric housewares & household fan mfg.	Rise (2)	Rise (3)	Suppliers (4)	Suppliers (4)	rising / faster

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		Margin Pressure		Demand Pressure		Price Trend
		Are prices under pressure to rise or fall and, on a scale of 1 (mild pressure) to 5 (strong pressure), how much pressure?		Do current U.S. demand conditions favor buyers or suppliers and, on a scale of 1 (slightly favors) to 5 (strongly favors), by how much?		Are prices rising or falling and, compared to January, doing so at a faster or slower pace? (Turnaround indicates price trend changed direction in February.)
NAICS Code	Industry	1 year View	5 year View	Year-ago View	5 year View	
335212	Household vacuum cleaner manufacturing	Rise (2)	Rise (4)	Suppliers (4)	Suppliers (4)	falling / slower
335221	Household cooking appliance mfg.	Fall (5)	Rise (3)	Suppliers (4)	Suppliers (4)	rising / slower
335222	Household refrigerator & freezer mfg.	Fall (5)	Fall (1)	Suppliers (4)	Suppliers (4)	rising / slower
335224	Household laundry equipment mfg.	Rise (2)	Rise (4)	Suppliers (4)	Suppliers (4)	rising / slower
335228	Dishwasher & other major home appliance	Fall (5)	Fall (5)	Suppliers (5)	Suppliers (5)	rising / slower
335311	Electric power & specialty transformer mfg.	Fall (1)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / slower
335312	Motor & generator manufacturing	Rise (5)	Rise (4)	Suppliers (3)	Suppliers (4)	rising / slower
335313	Switchgear & switchboard apparatus mfg.	Rise (4)	Rise (4)	Suppliers (5)	Suppliers (5)	rising / slower
335314	Relay & industrial control manufacturing	Rise (1)	Neutral	Buyers (5)	Suppliers (3)	rising / faster
335911	Storage battery manufacturing	Rise (5)	Rise (5)	Buyers (5)	Suppliers (4)	rising / slower
335912	Primary battery manufacturing	Rise (5)	Rise (5)	Suppliers (4)	Suppliers (4)	rising / faster
335921	Fiber optic cable manufacturing	Rise (4)	Rise (4)	Suppliers (5)	Suppliers (5)	falling / slower
335929	Other communication & energy wire mfg.	Fall (5)	Rise (2)	Suppliers (5)	Suppliers (5)	rising / faster
335931	Current-carrying wiring device mfg.	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	rising / slower
335932	Noncurrent-carrying wiring device mfg.	Fall (1)	Fall (3)	Suppliers (5)	Suppliers (5)	rising / slower
335991	Carbon & graphite product manufacturing	Rise (3)	Fall (1)	Buyers (3)	Suppliers (2)	rising / slower
335999	Surge suppressor & misc. elec. equip. mfg.	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (5)	rising / slower
336111	Automobile manufacturing	na	na	Buyers (5)	Suppliers (4)	na
336112	Light truck & utility vehicle manufacturing	na	na	Buyers (5)	Suppliers (4)	na
336120	Heavy duty truck manufacturing	Fall (5)	Fall (4)	Buyers (5)	Suppliers (1)	rising / faster
336211	Motor vehicle body manufacturing	Fall (2)	Fall (3)	Buyers (5)	Suppliers (2)	rising / slower
336212	Truck trailer & chassis manufacturing	Rise (1)	Fall (2)	Buyers (5)	Suppliers (3)	rising / slower
336213	Motor home manufacturing	Rise (3)	Fall (2)	Buyers (3)	Suppliers (4)	rising / slower
336214	Recreational travel trailer & camper mfg.	Fall (4)	Fall (4)	Neutral	Suppliers (4)	rising / faster
336311	Carburetors, piston & engine valve mfg.	Fall (3)	Rise (1)	Buyers (3)	Neutral	rising / faster
336312	Gasoline engine & engine parts mfg.	Fall (5)	Fall (2)	Buyers (3)	Neutral	rising / faster
336321	Vehicular lighting equipment mfg.	Fall (4)	Rise (2)	Buyers (3)	Neutral	rising / slower
336322	Alternator & other vehicle elec. equip. mfg.	Fall (2)	Rise (3)	Buyers (3)	Neutral	rising / faster
336330	Steering & suspension component mfg.	Fall (2)	Rise (1)	Buyers (3)	Neutral	rising / slower
336340	Motor vehicle brake system manufacturing	Fall (5)	Rise (2)	Buyers (3)	Neutral	rising / faster
336350	Motor vehicle transmission & parts mfg.	Fall (2)	Rise (2)	Buyers (3)	Neutral	rising / slower
336360	Motor vehicle seat & interior trimming mfg.	Fall (5)	Rise (2)	Buyers (3)	Neutral	rising / faster
336370	Motor vehicle metal stamping	Fall (3)	Fall (2)	Buyers (3)	Neutral	rising / slower
336391	Motor vehicle air-conditioning system mfg.	Rise (2)	Rise (3)	Buyers (3)	Neutral	falling / faster
336399	Muffler, radiator & motor vehicle parts mfg.	Neutral	Rise (4)	Buyers (3)	Neutral	rising / slower
336411	Aircraft manufacturing	Fall (4)	Fall (4)	Buyers (1)	Suppliers (4)	rising / slower
336412	Aircraft engine & engine parts mfg.	Fall (5)	Fall (5)	Suppliers (5)	Suppliers (5)	rising / faster
336413	Other aircraft parts & auxiliary equip. mfg.	Neutral	Rise (2)	Suppliers (5)	Suppliers (5)	rising / faster
336414	Guided missile & space vehicle mfg.	na	na	Suppliers (2)	Suppliers (4)	na
336415	Guided missile & space vehicle parts mfg.	na	na	Suppliers (2)	Suppliers (4)	na
336419	Other guided missile & space vehicle parts	na	na	Suppliers (2)	Suppliers (4)	na
336510	Locomotive & railroad rolling stock mfg.	Fall (5)	Fall (5)	Buyers (5)	Suppliers (2)	rising / slower
336611	Ship building & repairing	Fall (3)	Fall (2)	Suppliers (3)	Suppliers (4)	rising / faster
336612	Yacht, sailboat & other boat manufacturing	Rise (4)	Rise (4)	Suppliers (4)	Suppliers (4)	rising / slower
336991	Motorcycle, bicycle & parts manufacturing	Rise (5)	Rise (5)	Suppliers (5)	Suppliers (4)	rising / slower
336992	Military armored vehicle, tank, & tank comp.	na	na	Suppliers (3)	Suppliers (4)	na
336999	ATV & all other transportation equip. mfg.	Rise (4)	Rise (4)	Suppliers (4)	Suppliers (4)	rising / slower
337110	Wood kitchen cabinet & counter top mfg.	Fall (3)	Rise (2)	Suppliers (4)	Suppliers (4)	rising / faster
337121	Upholstered household furniture mfg.	Fall (2)	Rise (1)	Suppliers (3)	Suppliers (4)	rising / faster
337122	Non-upholstered household furniture mfg.	Fall (1)	Fall (1)	Suppliers (3)	Suppliers (4)	rising / slower
337124	Metal household furniture manufacturing	Rise (5)	Rise (4)	Suppliers (3)	Suppliers (4)	rising / slower
337125	Other home furniture (except wood & metal)	Fall (1)	Rise (1)	Suppliers (5)	Suppliers (4)	rising / faster
337127	Institutional furniture manufacturing	Fall (2)	Rise (1)	Suppliers (4)	Suppliers (4)	rising / faster
337129	Wood television, radio, & sewing mach. cabinets	na	na	Suppliers (5)	Suppliers (4)	na
337211	Wood office furniture manufacturing	Fall (5)	Fall (2)	Suppliers (4)	Suppliers (4)	rising / faster
337212	Custom architectural woodwork & millwork	Fall (5)	Fall (4)	Suppliers (3)	Suppliers (4)	rising / faster
337214	Office furniture mfg. (except wood)	Rise (2)	Rise (1)	Suppliers (5)	Suppliers (5)	rising / slower
337215	Office & retail shelving & fixture mfg.	Rise (2)	Fall (2)	Suppliers (4)	Suppliers (4)	rising / slower
337910	Mattress manufacturing	Fall (1)	Fall (2)	Suppliers (4)	Suppliers (4)	rising / slower
337920	Blinds & other window treatment mfg.	Rise (5)	Rise (5)	Suppliers (3)	Suppliers (4)	rising / faster
339111	Laboratory apparatus & furniture mfg.	Fall (5)	Fall (5)	Suppliers (5)	Suppliers (5)	rising / slower
339112	Surgical & medical instrument mfg.	Rise (5)	Rise (5)	Suppliers (3)	Suppliers (4)	rising / slower
339113	Surgical & safety appliance & supplies mfg.	Rise (5)	Neutral	Suppliers (3)	Suppliers (4)	rising / faster
339114	Dental equipment & supplies mfg.	Fall (5)	Rise (3)	Suppliers (4)	Suppliers (4)	rising / faster
339115	Ophthalmic goods manufacturing	Fall (1)	Rise (3)	Suppliers (3)	Suppliers (4)	rising / faster

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		Are prices under pressure to rise or fall , and, on a scale of 1 (mild pressure) to 5 (strong pressure), how much pressure?		Do current U.S. demand conditions favor buyers or suppliers and, on a scale of 1 (slightly favors) to 5 (strongly favors), by how much?		Are prices rising or falling and, compared to January, doing so at a faster or slower pace? (Turnaround indicates price trend changed direction in February.)
NAICS Code	Industry	1 year View	5 year View	Year-ago View	5 year View	
339116	Dental laboratories	na	na	Suppliers (5)	Suppliers (3)	na
339911	Precious metal jewelry & related mfg.	Rise (5)	Rise (5)	Neutral	Suppliers (4)	rising / faster
339912	Silverware & plated ware manufacturing	Rise (5)	Rise (5)	Neutral	Suppliers (4)	rising / faster
339913	Jewelers' materials & lapidary work mfg	Rise (5)	Rise (5)	Neutral	Suppliers (4)	rising / faster
339914	Costume jewelry & related novelties mfg.	Rise (5)	Rise (5)	Neutral	Suppliers (4)	rising / slower
339920	Sporting & athletic goods manufacturing	Rise (5)	Rise (5)	Suppliers (1)	Suppliers (4)	rising / faster
339931	Doll & stuffed toy manufacturing	Rise (5)	Rise (5)	Suppliers (2)	Suppliers (4)	rising / faster
339932	Games & children's toys manufacturing	Rise (5)	Rise (3)	Suppliers (2)	Suppliers (4)	rising / slower
339941	Pen, marker & mechanical pencil mfg.	Rise (5)	Fall (2)	Suppliers (4)	Suppliers (4)	rising / slower
339942	Artists' pencils, paints & related supplies	Rise (5)	Rise (5)	Suppliers (4)	Suppliers (4)	rising / slower
339943	Stamp, stencil & related device mfg.	Neutral	Fall (4)	Suppliers (4)	Suppliers (4)	rising / slower
339944	Carbon paper & inked ribbon mfg.	Rise (3)	Rise (2)	Suppliers (4)	Suppliers (4)	rising / slower
339950	Sign & related display manufacturing	Rise (4)	Rise (4)	Suppliers (3)	Suppliers (4)	rising / slower
339991	Gasket, packing & sealing device mfg.	Rise (5)	Rise (5)	Buyers (5)	Suppliers (4)	rising / slower
339992	Musical instrument manufacturing	Fall (5)	Fall (4)	Suppliers (4)	Suppliers (4)	rising / faster
339993	Fastener, button, needle & pin mfg.	Rise (2)	Rise (3)	Buyers (2)	Suppliers (4)	rising / slower
339994	Broom, brush & mop manufacturing	Rise (1)	Rise (3)	Suppliers (5)	Suppliers (5)	rising / slower
339995	Burial casket manufacturing	Fall (4)	Fall (2)	Suppliers (5)	Suppliers (1)	rising / faster
339999	All other misc. manufactured products mfg.	Fall (1)	Rise (4)	Buyers (2)	Suppliers (4)	rising / faster
511110	Newspaper publishing	na	na	Suppliers (3)	Suppliers (4)	rising / slower
511120	Periodical publishing	na	na	Buyers (2)	Suppliers (4)	rising / faster
511130	Book publishing	na	na	Buyers (1)	Suppliers (4)	rising / slower
511140	Database, directory & other publishing	na	na	Buyers (5)	Suppliers (4)	rising / slower
511191	Greeting card publishing	na	na	Buyers (5)	Suppliers (4)	rising / slower
511199	All other print & electronic publishing	na	na	Buyers (5)	Suppliers (4)	rising / faster

The ICE-Alert Report on Negotiation Conditions

The Basic Idea... This table is designed to help buyers craft strategies for dealing with price issues during a negotiation. Here you get answers to two important questions: (1) How much does the typical supplier in a given industry have to change its price in order to restore current margins to a reasonable level? (2) Which spending categories offer buyers an opportunity to either push price prices lower or fend off a potential price hike?

Understanding and Using PRICE TARGETS... In the LMIQ model, a *Price Target* is the amount suppliers in a given industry must change the average price of the products they make in order to restore current inflation-adjusted margins to some previous level.

Reading the SAMPLE table... For example, to restore margins to year-ago levels (May '03 at the time this table was created), the asphalt shingles and coating materials industry (NAICS 324122) would have to *increase* the average price of an industry product by 3.28%. The fact that a supplier must raise prices in order to restore margins to the position held when a contract was last negotiated suggests that price may be an issue during negotiations.

The five-year average targets help buyers to better understand the "fairness" of a given industry's current pricing stance. For example, the fact those asphalt shingle producers can afford to *reduce* prices by as much as 3.86% before current margins equal their long-run average suggests the industry benefits from a sizeable economic windfall. Suppliers will want to protect their windfall, but buyers will want to seek a price reduction in order to capture a portion of the windfall for his or her own company.

NOTE: ICE-Alert's price targets help buyers build a general framework for negotiation strategy, but are not explicit targets for any individual negotiation. Estimated conditions for an industry at large do not necessarily reflect conditions for an individual company.

PREPARING TO NEGOTIATE... Every month, the LMIQ model evaluates spending estimates in eight budget categories for each industry. Spending is measured on a per-\$100-of-product-sold basis. If spending in a particular category is below its five-year norm, then that budget category is considered to be supportive of a buyer's efforts to prevent price hikes or negotiate lower prices. In other words, if margins are above their five-year norm, then buyers may point to that budget category as a source of savings which may not have been passed along to customers.

Once a category has been classified as "buyer supportive", it is assigned a strength rating that ranges from 1 to 5. A category with a rating of 1 is considered to be mildly supportive whereas a 5 rating is considered to be strongly supportive of a buyer's interests. Industries with a large number of shaded cells indicate *suppliers* may have a broad argument for pushing prices *up*. (See inorganic dye industry in sample table.)

Reading the SAMPLE table... In the asphalt shingles and coating materials industry, 7 of 8 budget categories offer buyers ammunition for pushing down the price of the average industry product. That is, 7 categories have below-average spending levels and thus are assigned strength ratings. One of the categories is direct materials. Here buyers investigating current spending levels are likely to uncover a moderately strong argument for lower prices. Spending levels for direct and indirect wages also offer mild-to-moderately strong arguments for lower prices. More data support can also be found in ICE-Alert's BasicIQ detailed industry reports.

Sample Table

Managing and Negotiating Changes in the Price of the Typical Industry Product

Preparing for a Negotiation

NAICS Code Industry		Price Targets		If a buyer wants to build a case for either lowering the price of the average product or fighting a price increase, what part of the budget could be successfully reviewed in order to develop data support for such an effort and, on a scale of 1 (weak) to 5 (strong), how much support is a review likely to provide? (A shaded cell indicates data for a budget category likely favors suppliers.)							
		How much do average product prices have to increase or decrease in order to take current inflation-adjusted profit margins and restore to levels last seen...	May-03	over a 5-Year Average	domestic materials	imported materials	materials delivery	direct labor	indirect wages	benefits	fuel
324122	Asphalt shingle & coating materials mfg.	increase 3.28%	decrease 3.86%	3	3	1	2	2	1		4
324191	Petroleum lubricating oil & grease mfg.	increase 3.81%	increase 0.82%	1		1	3	4	2		4
324199	All other petroleum & coal products mfg.	increase 18.37%	increase 20.16%			1	2	1	1		3
325110	Ethylene, benzene & petrochemical mfg.	increase 1.31%	increase 0.25%		4	1	2	2	1		2
325131	Inorganic dye & pigment mfg.	increase 7.49%	increase 16.00%								

Technical Note: Margin changes mainly reflect changes in an industry's output prices and per-unit manufacturing costs. As of July 2004, the LMIO model's margin calculations include additional statistical adjustments in order to account for the impact of other economic factors such as changes in productivity and shifts in product lines and technology.

Finding your way around The ICE-Alert Report on Negotiation Conditions

Industries are arranged according to their 6-digit NAICS number in ascending order. The first three digits of each code signify an industry's membership to a specific manufacturing sector. In the table below, each 3-digit sector is listed with its full name. The starting page number indicates where the first 6-digit industry for a given sector appears. For example, the pulp mills industry (NAICS 322110) appears as the first industry in the paper and paperboard products sector (NAICS 322). Pulp mills data can be found on page 44. All other industries in NAICS 322 will follow the pulp mills industry in sequential order ranked by NAICS number.

3-Digit NAICS Code	Industry Sector	Starting Page Number
113	Logging	43
311	Food	43
312	Beverages and tobacco	43
313	Textile mills	43
314	Textile product mills	44
315	Apparel	44
316	Leather and allied products	44
321	Wood products	44
322	Paper and paperboard products	44
323	Printing and related support services	45
324	Petroleum and coal products	45
325	Chemicals and allied products	45
326	Plastics and rubber products	46
327	Nonmetallic mineral products	46
331	Primary metals	46
332	Fabricated metal products	47
333	Machinery	47
334	Computer and electronic products	48
335	Electrical equipment, appliances and components	48
336	Transportation equipment	49
337	Furniture and related products	49
339	Miscellaneous manufacturing	49
511	Publishing	50

The ICE-Alert Report on Negotiation Conditions

Managing and Negotiating Changes in the Price of the Typical Industry Product

Preparing for a Negotiation

To build a case for either lowering the price of the average product or fighting a price increase, **what part of the budget** could be successfully reviewed in order to develop support for such an effort and, on a scale of **1** (weak) to **5** (strong), how much support? (Shaded cell indicates data for a budget category likely favors suppliers.)

NAICS Code Industry		Price Targets										
		How much do average product prices have to increase or decrease in order for current inflation-adjusted profit margins to be restored to ...		domestic materials	imported materials	materials delivery	direct labor	indirect wages	benefits	fuel	electricity	
		Feb-05 (year-ago) levels	5-year average levels									
113310	Logging	na	na	na	na	na	na	na	na	na	na	na
311111	Dog & cat food manufacturing	increase 5.01%	increase 1.85%				4					
311119	Other animal food manufacturing	decrease 0.53%	increase 1.34%				4					
311211	Flour milling	increase 3.00%	decrease 8.41%	3			5	3				
311212	Rice milling	decrease 2.14%	decrease 21.76%	4	3	2	4	3	2			2
311213	Malt from barley & other grains mfg.	increase 9.35%	decrease 0.07%	2			3					
311221	Wet corn milling	increase 4.42%	decrease 4.37%	3	1		4	3				
311222	Soybean processing	decrease 3.64%	decrease 6.92%	3			2	1				
311223	Other oilseed processing (except soybean)	increase 0.51%	decrease 11.40%	3		2	4	3				1
311225	Fats & oils refining & blending	increase 1.56%	decrease 0.63%	1			3	1				
311230	Breakfast cereal manufacturing	decrease 1.53%	decrease 12.21%	4	4	1	5	4	2			2
311311	Sugarcane mills	decrease 3.52%	decrease 4.39%	2		5	2	5	2			3
311312	Cane sugar refining	increase 5.20%	increase 1.02%			5	1	5				2
311313	Beet sugar manufacturing	decrease 4.22%	decrease 11.12%	4	3	5	2	5	5			5
311320	Confectionery from cacao beans mfg.	decrease 0.03%	decrease 0.94%				4					
311330	Confectionery from purchased choc. mfg.	decrease 1.32%	decrease 0.98%				4					
311340	Nonchocolate confectionery mfg.	increase 1.67%	decrease 6.89%				4	3				
311411	Frozen fruit, juice & vegetables mfg.	decrease 7.32%	decrease 7.83%	5	3	4	4	5				
311412	Frozen specialty food mfg.	decrease 4.03%	decrease 5.47%	5	2	2		4				
311421	Fruit & vegetable canning	decrease 2.25%	decrease 7.47%	5	4	4	4	4				
311422	Specialty canning	decrease 0.97%	increase 0.37%				2					
311423	Dried & dehydrated food mfg.	increase 0.86%	increase 2.19%	1				1				
311511	Fluid milk manufacturing	decrease 0.39%	increase 0.86%				2	1				
311512	Creamery butter manufacturing	increase 22.41%	increase 7.47%				4					
311513	Cheese manufacturing	increase 4.69%	increase 3.17%				2					
311514	Dry & condensed dairy products mfg.	increase 1.05%	increase 6.06%									
311520	Ice cream & frozen dessert mfg.	increase 1.05%	increase 2.51%									
311611	Animal slaughtering (except poultry)	increase 1.43%	increase 0.29%				1					
311612	Meat processing from carcasses	decrease 2.24%	increase 2.06%				2					
311613	Rendering & meat byproduct processing	increase 0.37%	increase 5.60%				1					
311615	Poultry processing	increase 1.29%	increase 2.71%				1					
311711	Seafood canning	increase 0.43%	increase 5.72%				1					
311712	Fresh & frozen seafood processing	decrease 1.70%	increase 3.99%				1					
311811	Retail bakeries	na	na	na	na	na	na	na	na	na	na	na
311812	Commercial bakeries	decrease 0.36%	increase 1.67%				1					
311813	Frozen cake & other pastry mfg.	increase 1.44%	increase 0.61%				5					
311821	Cookie & cracker mfg.	decrease 2.52%	decrease 8.30%	4	5	5	5	5	2			2
311822	Mixes & dough (from purchased flour)	increase 3.00%	increase 2.30%				5					
311823	Dry pasta manufacturing	decrease 0.44%	increase 0.75%		4		5	1				
311830	Tortilla manufacturing	decrease 0.83%	decrease 1.07%		3		5	3				
311911	Roasted nuts & peanut butter mfg.	increase 12.23%	increase 3.79%				4	1				
311919	Potato chips & other snack food mfg.	decrease 0.61%	increase 1.64%									
311920	Coffee & tea manufacturing	decrease 16.26%	decrease 16.29%	4	4	4	4	4				1
311930	Flavoring syrup & concentrate mfg.	decrease 3.50%	decrease 14.55%	4	4	5	1	4	4			3
311941	Mayonnaise & prepared sauce mfg.	increase 3.44%	increase 5.49%									
311942	Spice & extract manufacturing	increase 1.49%	decrease 4.15%	3		1	2	2				
311991	Packaged salad & other perishables mfg.	decrease 5.35%	decrease 2.43%	2			1					
311999	Dried soups & other misc. food mfg.	decrease 3.18%	decrease 5.87%	5	1		2	3				
312111	Soft drink manufacturing	increase 1.65%	increase 4.14%									
312112	Bottled water manufacturing	increase 4.49%	increase 5.60%				3					
312113	Ice manufacturing	na	na	na	na	na	na	na	na	na	na	na
312120	Breweries	increase 3.17%	increase 0.37%	1			1	3				
312130	Wineries	decrease 4.27%	decrease 1.71%	2								
312140	Distilleries	increase 2.59%	increase 5.59%									
312210	Tobacco stemming & redrying	decrease 16.62%	decrease 9.96%	2			3				na	
312221	Cigarette manufacturing	decrease 6.91%	decrease 5.65%	3			4				na	
312229	Other tobacco product mfg.	decrease 7.92%	decrease 9.51%	5			4	4			na	
313111	Yarn spinning mills	increase 3.02%	decrease 0.64%		2		4					
313112	Yarn texturing, throwing & twisting mills	decrease 0.54%	decrease 8.11%	4	4	3	5	4				1
313113	Thread mills	decrease 0.88%	decrease 3.28%	1	4		4	3				
313210	Broadwoven fabric mills	decrease 1.85%	decrease 2.54%	1	1		5					
313221	Narrow fabric mills	increase 2.57%	decrease 3.68%		1		4					
313222	Schiffli machine embroidery mills	increase 4.65%	increase 3.82%				4					
313230	Nonwoven fabric mills	increase 2.67%	increase 1.06%				4	3				
313241	Weft knit fabric mills	increase 2.01%	decrease 0.90%				4					

The ICE-Alert Report on Negotiation Conditions

Managing and Negotiating Changes in the Price of the Typical Industry Product

Preparing for a Negotiation

To build a case for either lowering the price of the average product or fighting a price increase, **what part of the budget** could be successfully reviewed in order to develop support for such an effort and, on a scale of **1** (weak) to **5** (strong), how much support? (Shaded cell indicates data for a budget category likely favors suppliers.)

NAICS Code Industry		Price Targets		How much do average product prices have to increase or decrease in order for current inflation-adjusted profit margins to be restored to ...								
		Feb-05 (year-ago) levels	5-year average levels	domestic materials	imported materials	materials delivery	direct labor	indirect wages	benefits	fuel	electricity	
313249	Other knit fabric & lace mills	increase 3.12%	decrease 0.61%				4					
313311	Broadwoven fabric finishing mills	decrease 0.25%	increase 0.89%				4					
313312	Textile & fabric finishing mills	increase 1.83%	increase 2.21%	2			2					
313320	Fabric coating mills	decrease 3.43%	decrease 1.96%	2	2	3	4	4				
314110	Carpet & rug mills	decrease 0.84%	decrease 2.66%	4	5	3		5				
314121	Curtain & drapery mills	increase 1.46%	increase 1.13%				3					
314129	Towel & other household textile mills	increase 4.52%	increase 4.94%				2					
314911	Textile bag mills	increase 2.70%	decrease 2.65%	3	3	2		3				
314912	Canvas & related product mills	increase 1.47%	decrease 1.31%	2	3			3				
314991	Rope, cordage & twine mills	decrease 0.52%	decrease 4.95%	1	4		4	2				
314992	Tire cord & tire fabric mills	increase 0.07%	decrease 6.53%	4	5	2	4	5				
314999	All other misc. textile product mills	decrease 0.90%	decrease 0.25%				4					
315111	Sheer hosiery mills	decrease 1.33%	decrease 1.82%				3					
315119	Other hosiery & sock mills	decrease 0.17%	decrease 2.56%				3					
315191	Outerwear knitting mills	increase 2.32%	increase 0.42%		2		2					
315192	Underwear & nightwear knitting mills	increase 5.55%	increase 7.29%									
315211	Men's cut & sew apparel contractors	decrease 8.65%	decrease 12.40%	4	4		4					
315212	Women's cut & sew apparel contractors	decrease 5.00%	decrease 5.19%				4					
315221	Men's underwear & nightwear mfg.	decrease 0.36%	decrease 1.09%	4	4		1					
315222	Men's suit, coat & overcoat mfg.	increase 4.56%	increase 2.37%									
315223	Men's shirt mfg. (except work shirts)	decrease 0.57%	increase 0.13%				1					
315224	Men's trouser & jeans manufacturing	increase 7.65%	increase 9.81%									
315225	Men's work clothes manufacturing	increase 7.09%	increase 6.19%									
315228	Men's other outerwear mfg.	decrease 0.20%	increase 0.99%				1					
315231	Women's lingerie & nightwear mfg.	decrease 1.59%	decrease 1.82%	2	2		4					
315232	Women's blouse & shirt mfg.	increase 0.56%	increase 2.90%				3					
315233	Women's dress manufacturing	increase 2.26%	increase 1.02%				3					
315234	Women's suit & coat manufacturing	increase 0.54%	increase 0.49%				3					
315239	Women's other outerwear mfg.	increase 1.83%	increase 0.61%				3					
315291	Infants' apparel manufacturing	decrease 0.97%	decrease 3.33%				4					
315292	Fur & leather apparel manufacturing	decrease 1.87%	decrease 3.03%				4					
315299	All other cut & sew apparel mfg.	decrease 10.92%	decrease 13.21%	4	4		4	3				
315991	Hat, cap & millinery manufacturing	increase 1.35%	increase 2.83%									
315992	Glove & mitten manufacturing	decrease 0.24%	increase 0.18%	2	2			1				
315993	Men's neckwear manufacturing	increase 2.25%	increase 3.79%									
315999	Belts & other apparel accessory mfg.	increase 0.64%	increase 0.77%					2				
316110	Leather & hide tanning & finishing	increase 0.85%	decrease 2.55%		3		4					
316211	Rubber & plastics footwear mfg.	decrease 5.49%	decrease 4.58%				5			na		
316212	House slippers manufacturing	decrease 1.51%	decrease 0.67%				5					
316213	Men's footwear mfg. (except athletic)	decrease 0.79%	decrease 0.12%				4					
316214	Women's footwear mfg. (except athletic)	decrease 5.63%	decrease 6.83%		1		4					
316219	Infants' shoes & other footwear mfg.	decrease 4.50%	decrease 5.80%				4					
316991	Luggage manufacturing	increase 2.05%	increase 3.67%				3					
316992	Women's handbags & purses mfg.	increase 1.02%	decrease 1.36%				3					
316993	Personal leather goods mfg.	decrease 0.36%	decrease 2.23%				4					
316999	Leather machinery belts & other mfg.	increase 0.74%	decrease 1.63%				4					
321113	Sawmills	increase 0.89%	decrease 3.67%	2			3	2				
321114	Wood preservation	decrease 4.65%	decrease 2.95%	2	1	2	3	3			1	
321211	Hardwood plywood & veneer mfg.	decrease 0.39%	decrease 0.94%	2			2	1				
321212	Softwood plywood & veneer mfg.	increase 11.68%	decrease 6.18%	1	1		2	1				
321213	Engineered wood member mfg.	decrease 4.56%	decrease 5.00%	3	1	3	5	4			1	
321214	Wood roof & floor truss mfg.	decrease 5.49%	decrease 6.09%	3	1	3	5	4			1	
321219	Particleboard & related product mfg.	increase 11.97%	decrease 3.34%			1	4	2				
321911	Wood windows & door mfg.	decrease 4.52%	increase 0.44%				5					
321912	Cut stock lumber resawing & planing	decrease 0.69%	increase 5.30%				4					
321918	Other millwork (including flooring)	decrease 1.07%	decrease 0.58%	1			4	2				
321920	Wood container & pallet mfg.	decrease 8.45%	decrease 5.51%	3		3	5	5				
321991	Manufactured home mfg.	decrease 1.21%	decrease 2.03%	2	4	4		5			1	
321992	Prefabricated wood building mfg.	decrease 2.43%	increase 0.65%					4				
321999	Wood ladders & all other wood products	decrease 3.90%	increase 2.26%	1				1				
322110	Pulp mills	increase 2.51%	increase 1.69%				5	3				
322121	Paper mills	increase 3.59%	increase 6.00%				5	1				
322122	Newsprint mills	decrease 2.86%	decrease 4.04%	1	3	2	5	3			2	
322130	Paperboard mills	increase 4.73%	increase 5.34%				5	2				
322211	Corrugated & solid fiber boxes mfg.	increase 0.45%	decrease 0.55%		3		5	1				

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To build a case for either lowering the price of the average product or fighting a price increase, **what part of the budget** could be successfully reviewed in order to develop support for such an effort and, on a scale of **1** (weak) to **5** (strong), how much support? (Shaded cell indicates data for a budget category likely favors suppliers.)

NAICS Code Industry		Price Targets		How much do average product prices have to increase or decrease in order for current inflation-adjusted profit margins to be restored to ...								
		Feb-05 (year-ago) levels	5-year average levels	domestic materials	imported materials	materials delivery	direct labor	indirect wages	benefits	fuel	electricity	
322212	Folding paperboard boxes mfg.	decrease 0.68%	increase 0.62%				5					
322213	Setup paperboard boxes mfg.	increase 3.17%	decrease 1.30%		4		5	1				
322214	Fiber cans, tubes & drums mfg.	decrease 2.67%	decrease 3.70%		4		5	2				
322215	Paperboard sanitary food container mfg.	decrease 1.47%	decrease 4.68%	1	3		5	4				
322221	Coated & laminated packaging paper	decrease 1.97%	decrease 0.53%		3	1	3	4				
322222	Other coated & laminated paper mfg.	increase 1.87%	increase 4.86%				1					
322223	Plastic, foil & coated paper bags	decrease 1.06%	decrease 8.84%	2	3	2	4	3				1
322224	Uncoated paper & multiwall bags	increase 0.60%	decrease 0.67%		2		4	1				
322225	Flexible packaging laminated foil mfg.	increase 4.10%	increase 4.25%				4					
322226	Other surface-coated paperboard mfg.	increase 0.52%	increase 1.17%				3	3				
322231	Die-cut paper office supplies mfg.	decrease 0.41%	decrease 3.57%	2	4		4	4				
322232	Envelope manufacturing	increase 2.75%	increase 2.00%		2		3					
322233	Stationery & related product mfg.	increase 3.63%	increase 4.11%				3					
322291	Sanitary paper product mfg. (nonfood)	increase 3.18%	increase 8.01%				2					
322299	All other converted paper product mfg.	increase 6.07%	increase 4.22%				3					
323110	Commercial lithographic printing	decrease 0.61%	increase 0.57%		3		4					
323111	Commercial gravure printing	decrease 3.87%	decrease 4.13%	4	4	3		5				
323112	Commercial flexographic printing	decrease 4.97%	decrease 5.40%	3	4		4	4				
323113	Commercial screen printing	decrease 2.88%	decrease 3.32%	3	4		2	4				
323114	Quick printing	increase 2.31%	increase 1.19%				3					
323115	Digital printing	increase 6.23%	increase 14.65%									
323116	Manifold business forms printing	decrease 3.34%	decrease 4.54%	4			5	5				
323117	Books printing	decrease 0.29%	increase 2.07%		4							
323118	Blankbook & looseleaf binder mfg.	increase 0.92%	increase 4.42%									
323119	Other commercial printing	increase 1.67%	increase 3.17%		3							
323121	Tradebinding & postpress services	decrease 0.23%	decrease 5.35%				5					
323122	Prepress services	decrease 0.48%	decrease 5.26%				5					
324110	Petroleum refineries	increase 5.21%	increase 4.45%	1		3	4	3	3			3
324121	Asphalt paving mixture & block mfg.	decrease 4.13%	decrease 3.67%	5	5	5	5	5	2			5
324122	Asphalt shingle & coating materials mfg.	decrease 8.67%	decrease 9.54%	4	4	4	4	4	1			3
324191	Petroleum lubricating oil & grease mfg.	decrease 12.54%	decrease 12.03%	5		5	4	5	5			4
324199	All other petroleum & coal products mfg.	increase 19.23%	increase 11.49%			5	4	5	5			4
325110	Ethylene, benzene & petrochemical mfg.	increase 2.05%	decrease 6.27%		4	4	5	4	4			3
325120	Industrial gas manufacturing	na	na	na	na	na	na	na	na	na	na	na
325131	Inorganic dye & pigment mfg.	increase 7.26%	increase 8.61%		5	5	5	5	4			3
325132	Synthetic organic dye & pigment mfg.	increase 8.65%	increase 15.13%		1	3	4	5	1			2
325181	Alkalies & chlorine manufacturing	decrease 13.85%	decrease 34.54%	5	5	5	5	5	4	5		5
325182	Carbon black manufacturing	decrease 16.97%	decrease 16.23%	3	4	4	4	4	4	na		5
325188	Sulfides & other inorganic chemical mfg.	decrease 8.52%	decrease 9.11%		5	5	5	5	4	na		5
325191	Gum & wood chemical mfg.	increase 1.78%	increase 6.06%		1	2	4	5				2
325192	Cyclic crude & intermediate mfg.	increase 13.22%	increase 0.97%		2	2	3	3	2			2
325193	Ethyl alcohol mfg.	na	na	na	na	na	na	na	na	na	na	na
325199	Fatty acids & other organic chemical mfg.	increase 2.46%	increase 0.20%		4	5	4	5	2			3
325211	Plastics resins & materials mfg.	increase 7.08%	decrease 6.39%		4	4	3	4	4			3
325212	Synthetic rubber manufacturing	increase 3.11%	increase 2.95%		4	5		5	3			4
325221	Cellulosic organic fibers & filaments mfg.	na	na	na	na	na	na	na	na	na	na	na
325222	Noncellulosic organic fibers mfg.	increase 4.29%	increase 5.17%				2	2		na		
325311	Nitrogenous fertilizer manufacturing	increase 5.33%	increase 1.49%			4	3	4	4			4
325312	Phosphatic fertilizer manufacturing	increase 10.03%	increase 7.55%			2		3				
325314	Fertilizer manufacturing (mixing only)	increase 2.81%	increase 7.03%			4	1	4	1			2
325320	Pesticide & other agricultural chem. mfg.	increase 6.75%	increase 11.63%									
325411	Medicinal chemical & botanical mfg.	decrease 0.39%	increase 7.72%				5					
325412	Pharmaceutical preparation mfg.	decrease 2.74%	decrease 4.01%	2	5	4		5				
325413	In-vitro diagnostic substance mfg.	decrease 2.11%	increase 0.10%				5					
325414	Biological product mfg. (except diagnostic)	decrease 7.10%	decrease 6.96%	1	5	2	5	5				
325510	Paint & coating manufacturing	decrease 2.79%	increase 1.10%		3	3	5	5				
325520	Adhesive manufacturing	decrease 0.77%	increase 4.08%			2	2	5				
325611	Soap & other detergent mfg.	increase 5.75%	increase 7.40%				4					
325612	Polish & other sanitation goods mfg.	decrease 0.29%	increase 3.14%				5	1				
325613	Surface active agent manufacturing	increase 1.72%	decrease 1.03%	1	3	4	5	5	1			2
325620	Cosmetic & other toilet preparation mfg.	increase 4.01%	increase 7.95%				3					
325910	Printing ink & inkjet cartridge mfg.	increase 0.67%	increase 6.07%				5					
325920	Explosives manufacturing	increase 2.98%	increase 6.06%			2	5	5				1
325991	Custom compounding of purchased resins	decrease 1.69%	decrease 1.27%		2	5	5	5	1			3
325992	Photographic film, paper & chemical mfg.	increase 4.13%	increase 9.79%				4					

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Code	Industry											
325998	Indus. salt & misc. chemical product mfg.	increase 0.52%	decrease 2.19%		4	5	5	5				2
326111	Unsupported plastics bag mfg.	decrease 5.96%	decrease 7.22%	3	4	4	4	4	4	4		4
326112	Unsupp. plastics packaging film & sheet mfg.	increase 0.18%	increase 9.11%				1	2				
326113	Plastics film & sheet mfg. (nonpackaging)	decrease 3.56%	decrease 6.08%		3	4	4	4	3			3
326121	Unsupported plastics profile shapes mfg.	increase 2.54%	increase 12.11%				4					
326122	Plastics pipe & pipe fitting manufacturing	decrease 23.57%	decrease 27.78%	4	4	4	4	4	4	1		4
326130	Laminated plastics plate, sheet & shape mfg.	increase 0.70%	increase 1.16%				5	4				
326140	Polystyrene foam product manufacturing	increase 2.10%	decrease 3.36%		3	4	5	4	1			2
326150	Urethane & other foam product mfg.	decrease 16.76%	decrease 13.72%	3	3	3	4	3	3			3
326160	Plastics bottle manufacturing	decrease 3.69%	decrease 2.67%			5	5	5	2			3
326191	Plastics plumbing fixture manufacturing	increase 1.75%	increase 7.66%				5					
326192	Resilient floor covering manufacturing	increase 2.73%	increase 6.11%				5	1				
326199	Plastics gloves & misc. plastics product mfg.	increase 0.75%	increase 4.23%				5	3				
326211	Tire manufacturing (except retreading)	increase 0.73%	decrease 0.31%			2	4	4				
326212	Tire retreading	na	na	na	na	na	na	na	na	na	na	na
326220	Rubber & plastics hoses & belting mfg.	decrease 1.78%	increase 0.14%				4	3				
326291	Rubber product mfg. (for mechanical use)	increase 2.46%	increase 6.54%				4					
326299	Latex foam & all other rubber product mfg.	decrease 2.07%	increase 0.59%				5	3				
327111	Vitreous china bathroom fixture mfg.	increase 2.54%	increase 2.56%				3					
327112	Earthenware & other pottery product mfg.	increase 0.96%	increase 4.95%		2		4					
327113	Porcelain electrical supply manufacturing	increase 0.79%	increase 1.50%	5	4	5		4				1
327121	Brick & structural clay tile manufacturing	decrease 3.60%	decrease 6.69%	4	4	5	4	4	4			4
327122	Ceramic wall & floor tile manufacturing	decrease 1.16%	increase 3.61%				3	1				
327123	Sewer pipe & other structural clay mfg.	decrease 1.21%	decrease 1.12%	2	3	5	5	4				1
327124	Clay refractory manufacturing	decrease 1.57%	decrease 5.73%	4	4	5	4	4	1			2
327125	Nonclay refractory manufacturing	decrease 0.46%	increase 0.56%		2		4	4				
327211	Flat glass manufacturing	increase 14.18%	increase 15.60%				1					
327212	Other pressed & blown glass mfg.	increase 6.60%	increase 12.43%									
327213	Glass packaging container manufacturing	increase 13.44%	increase 9.67%				1	2				
327215	Glass product mfg. (from purchased glass)	decrease 0.91%	increase 4.19%				3					
327310	Cement manufacturing	decrease 1.55%	decrease 0.32%	5	5	5	1	5	2			4
327320	Ready-mix concrete manufacturing	decrease 0.54%	decrease 5.83%	2	4	5	4	5	2			3
327331	Concrete block & brick manufacturing	decrease 0.71%	decrease 1.33%		5	5	4	5				1
327332	Concrete pipe manufacturing	decrease 7.34%	decrease 2.38%			5	4	5				1
327390	All other concrete product manufacturing	decrease 2.77%	decrease 0.31%			1	4	4				
327410	Lime manufacturing	increase 2.20%	decrease 0.54%	5	5	5	5	5	1			2
327420	Gypsum product manufacturing	decrease 12.35%	decrease 19.88%	5	5	5	5	5	5			5
327910	Abrasive product manufacturing	decrease 3.51%	decrease 3.83%		4	4	5	5				
327991	Cut stone & stone product manufacturing	increase 0.03%	increase 3.80%				4					
327992	Ground or treated mineral & earth mfg.	na	na	na	na	na	na	na	na	na	na	na
327993	Fiberglass & other mineral wool mfg.	increase 1.63%	decrease 1.02%		2	3	5	5				
327999	Dry mix concrete & other mineral prod. mfg.	increase 1.60%	increase 3.40%				5	4				
331111	Iron & steel mills	increase 14.23%	decrease 0.93%			2	4	3	2			2
331112	Electrometallurgical ferroalloy product mfg.	increase 34.65%	increase 5.11%			1	3	1				1
331210	Iron & steel pipe & tube manufacturing	increase 3.09%	decrease 8.19%	3	2	3	3	4	3			3
331221	Rolled steel sheet, bar & shapes mfg.	increase 5.50%	decrease 2.41%	3		2	4	3	2			2
331222	Steel wire drawing	decrease 0.83%	decrease 0.35%	1		2	4	4	1			2
331311	Alumina refining	na	na	na	na	na	na	na	na	na	na	na
331312	Primary aluminum production	decrease 4.58%	decrease 13.43%	2	5	5	4	5	5			5
331314	Secondary aluminum smelting & alloying	decrease 4.05%	decrease 0.21%		2	5	3	5	5			5
331315	Aluminum sheet, plate & foil manufacturing	increase 3.99%	increase 6.26%			5	4	5	5			4
331316	Extruded aluminum product manufacturing	increase 6.77%	increase 9.23%			5	4	5	3			3
331319	Other aluminum rolling & drawing	increase 11.30%	increase 10.04%			4	4	4	3			4
331411	Primary copper smelting & refining	decrease 0.07%	decrease 2.87%		3	5	4	5	5	5		4
331419	Primary lead, zinc & other metal production	decrease 10.14%	decrease 4.82%		3	5	4	5	5	3		5
331421	Copper rolling, drawing & extruding	decrease 2.07%	increase 1.98%			5	5	5	5	3		5
331422	Copper wire drawing (except mechanical)	decrease 7.13%	decrease 5.09%			4	4	4	4			4
331423	Secondary copper smelting & alloying	decrease 13.63%	decrease 11.20%	2		5	5	5	5	1		5
331491	Nickel, titanium & other metal drawing	decrease 7.09%	decrease 7.52%		2	5	5	5	5	1		5
331492	Secondary lead, zinc & other refining	decrease 1.06%	increase 3.71%			5	4	5	4			5
331511	Iron foundries	increase 3.61%	increase 2.60%			3	5	5				1
331512	Steel investment foundries	increase 5.38%	increase 17.65%									
331513	Steel foundries (except investment)	increase 1.45%	increase 1.92%			5	5	5	2			2
331521	Aluminum die-casting foundries	increase 6.73%	increase 9.66%				5	3				
331522	Other nonferrous die-casting foundries	increase 3.72%	increase 7.67%		1		5	3				

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		Feb-05 (year-ago) levels	5-year average levels	domestic materials	imported materials	materials delivery	direct labor	indirect wages	benefits	fuel	electricity	
331524	Aluminum foundries (except die-casting)	increase 4.37%	increase 9.00%				5	5				
331525	Copper foundries (except die-casting)	decrease 6.36%	decrease 7.08%	1		5	5	5	4		4	
331528	All other nonferrous foundries	increase 8.25%	increase 9.49%				5	4				
332111	Iron & steel forging	decrease 2.51%	increase 2.08%	2		4	1	5	1		2	
332112	Nonferrous forging	increase 5.50%	increase 18.10%				5	1				
332114	Custom roll formed metal product mfg.	increase 5.30%	increase 2.32%			2	4	3				1
332115	Metal crown & closure manufacturing	increase 0.69%	increase 0.71%			1	4	3				
332116	Metal stamping	decrease 1.23%	increase 1.99%				4	3				
332117	Powder metallurgy part manufacturing	decrease 4.34%	increase 2.56%				4	1				
332211	Cutlery mfg. (except precious metal)	decrease 3.22%	increase 1.71%				2	3				
332212	Hand & edge tool mfg. (except saws)	decrease 3.58%	increase 3.23%				3	2				
332213	Saw blade & handsaw manufacturing	decrease 4.09%	increase 11.09%				2					
332214	Metal kitchen utensil, pot & pan mfg.	increase 1.20%	increase 6.06%				1					
332311	Prefab. metal bldg. & components mfg.	increase 5.35%	decrease 1.49%	2		3	2	3	2		2	
332312	Fabricated structural metal manufacturing	decrease 0.89%	decrease 3.22%	2		4	4	4	2		2	
332313	Fabricated metal plate work mfg.	decrease 0.10%	increase 10.13%					1				
332321	Metal window & door manufacturing	decrease 1.24%	increase 6.07%				4	4				
332322	Sheet metal work manufacturing	increase 0.77%	increase 4.56%				4	3				
332323	Ornamental & architectural metal work mfg.	decrease 2.60%	increase 0.19%			3	3	4				1
332410	Power boiler & heat exchanger mfg.	decrease 4.08%	decrease 0.79%			4	4	4	2		2	
332420	Heavy-gauge metal tank manufacturing	decrease 2.45%	increase 0.72%			4	4	5			1	
332431	Metal cans & lids manufacturing	decrease 1.67%	increase 6.31%				4	4				
332439	Other Light-gauge metal container mfg.	decrease 0.09%	decrease 4.33%	2		4	4	4	3		2	
332510	Metal hardware manufacturing	increase 0.84%	increase 6.94%				5					
332611	Heavy-gauge metal spring manufacturing	increase 0.31%	increase 4.50%			2	4	4				
332612	Light-gauge metal spring manufacturing	increase 2.37%	increase 5.80%				3	3				
332618	Metal cloth & other wire product mfg.	increase 2.45%	increase 6.99%				4	3				
332710	Machine shops (job shops)	increase 0.86%	increase 2.97%				3					
332721	Precision turned product manufacturing	increase 1.73%	increase 4.01%				3					
332722	Bolt, nut, screw, rivet & washer mfg.	decrease 0.46%	decrease 0.46%				1	3	4			
332811	Metal heat treating	na	na	na	na	na	na	na	na	na	na	na
332812	Metal coating & nonprecious engraving	decrease 4.42%	increase 5.62%				5	5				
332813	Metal electroplating, anodizing & coloring	increase 1.12%	increase 3.30%				5					
332911	Industrial valve manufacturing	increase 0.50%	increase 2.44%			5	3	5				
332912	Fluid power valve & hose fitting mfg.	decrease 0.68%	increase 5.77%			2		4				
332913	Metal & plastic plumbing fixture fitting mfg.	increase 2.55%	increase 9.21%				2					
332919	Metal hose coupling & other valve mfg.	decrease 0.91%	increase 0.71%			4	4	5			1	
332991	Ball & roller bearing manufacturing	decrease 1.26%	increase 1.27%	3		2		4				
332992	Small arms ammunition manufacturing	increase 0.53%	increase 2.65%				4	4				
332993	Bomb, grenade & other ammunition mfg.	increase 9.78%	increase 0.57%	2		3		3				
332994	Small firearms manufacturing	decrease 0.78%	increase 4.14%				3					
332995	Other ordnance & accessory mfg.	increase 1.24%	increase 7.96%				3	2				
332996	Fabricated metal pipe & fitting mfg.	decrease 4.49%	decrease 4.39%	3		4	4	5	4		3	
332997	Industrial pattern manufacturing	increase 2.34%	increase 4.76%									
332998	Enameled iron & metal sanitary ware mfg.	increase 0.25%	decrease 0.92%			4	4	4			1	
332999	Magnet & other fab. metal product mfg.	decrease 0.92%	increase 3.59%				4	2				
333111	Farm machinery & equipment mfg.	decrease 3.58%	increase 1.74%				4	4				
333112	Lawn mower & related garden equip. mfg.	decrease 1.95%	increase 2.55%				3	4				
333120	Construction & logging machinery mfg.	decrease 3.35%	increase 1.27%				2	2				
333131	Underground mining machinery mfg.	decrease 4.62%	decrease 2.84%	3		3	5	5				
333132	Oil & gas field machinery & equip. mfg.	decrease 7.61%	decrease 6.27%	4		4	5	4			1	
333210	Sawmill & woodworking machinery	decrease 1.09%	increase 1.82%				4	1				
333220	Plastics & rubber industry machinery mfg.	decrease 1.23%	increase 0.51%				4					
333291	Paper industry machinery manufacturing	decrease 0.24%	increase 2.46%				4	3				
333292	Textile machinery manufacturing	increase 0.04%	increase 1.90%				4	1				
333293	Printing & bookbinding machinery mfg.	increase 0.48%	increase 1.62%				3					
333294	Food product machinery manufacturing	decrease 0.52%	decrease 0.48%				4	4				
333295	Semiconductor industry machinery mfg.	increase 1.29%	increase 3.04%				3					
333298	Chemical & other industry machinery mfg.	decrease 0.24%	increase 2.09%				4					
333311	Automatic vending machine manufacturing	increase 1.23%	increase 3.39%				3	1				
333312	Commercial laundry machinery mfg.	increase 2.30%	increase 1.73%				4	3				
333313	Mail handling & other office equip. mfg.	increase 3.42%	increase 2.30%			3	1					
333314	Optical instrument & lens manufacturing	increase 0.22%	decrease 2.35%			2	3					
333315	Photographic & photocopy equipment mfg.	increase 2.01%	decrease 1.51%			5	4					
333319	Other commercial & service machinery mfg.	increase 0.13%	increase 2.63%				4	2				

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333411	Stationary air purification equipment mfg.	decrease 2.26%	decrease 2.80%			3	5	4				
333412	Industrial & commercial fan & blower mfg.	decrease 4.49%	decrease 2.55%				5	4				
333414	Heating equip. (ex warm air furnaces)	decrease 2.21%	increase 0.69%				5	2				
333415	AC, refrigeration & forced air heating equip.	decrease 0.19%	increase 2.22%				3	2				
333511	Industrial mold mfg. (for casting & forming)	decrease 4.04%	decrease 0.43%				4					
333512	Metal cutting machine tool manufacturing	decrease 5.00%	decrease 2.65%	2		2	3	3				
333513	Metal forming machine tool mfg.	decrease 0.78%	increase 0.70%				2	2				
333514	Special tool, die, jig & fixture manufacturing	decrease 1.53%	increase 1.09%				3					
333515	Cutting tool & machine tool accessory mfg.	decrease 1.37%	increase 3.52%				3	1				
333516	Rolling mill machinery manufacturing	decrease 4.08%	decrease 6.93%	3	2	3	3	3				1
333518	Assembly & other metalwork machine mfg.	increase 0.09%	increase 0.24%				3					
333611	Turbine & turbine generator set units mfg.	increase 0.17%	increase 7.17%				4					
333612	Speed changers, drives & gears mfg.	decrease 3.37%	decrease 0.60%			1	4	2				
333613	Mechanical power transmission equip. mfg.	decrease 1.28%	increase 0.28%				4	5				
333618	Other internal combustion engine mfg.	decrease 0.82%	increase 5.24%				3					
333911	Pump & pumping equipment manufacturing	decrease 1.68%	decrease 0.74%	2		2	4	5				
333912	Air & gas compressor manufacturing	decrease 3.56%	decrease 0.04%				4	3				
333913	Measuring & dispensing pump mfg.	decrease 0.69%	increase 0.63%				3	1				
333921	Elevator & moving stairway manufacturing	increase 0.06%	increase 10.61%									
333922	Conveyor & conveying equipment mfg.	decrease 3.26%	increase 1.69%				4	3				
333923	Overhead cranes, hoists & monorail systems	decrease 0.22%	decrease 2.77%	3		3	2	5				1
333924	Industrial truck (forklift) & stacker mfg.	decrease 1.82%	increase 1.20%	2		2	2	4				
333991	Power-driven handtool manufacturing	increase 4.32%	increase 9.92%				4					
333992	Welding & soldering equipment mfg.	increase 0.17%	increase 1.77%			2	5	5				
333993	Packaging machinery manufacturing	increase 0.08%	increase 1.28%				4					
333994	Industrial process furnace & oven mfg.	decrease 1.73%	increase 0.98%				4	2				
333995	Fluid power cylinder & actuator mfg.	decrease 5.21%	decrease 2.09%	2		3	4	4				
333996	Fluid power pump & motor manufacturing	decrease 2.32%	increase 0.20%				4	2				
333997	Scales & balances (except lab) mfg.	increase 1.93%	increase 7.66%				4					
333999	Centrifuge & other general machinery mfg.	increase 0.38%	increase 3.46%				4					
334111	PC, mainframe & other computer mfg.	increase 2.20%	increase 3.14%			3						
334112	Computer storage device manufacturing	increase 3.85%	increase 2.00%			4						
334113	Computer terminal manufacturing	decrease 1.36%	decrease 8.00%	4	4	4						1
334119	Printer & other computer peripheral mfg.	decrease 0.15%	increase 0.25%	2	4	1		5	2			
334210	Telephone apparatus manufacturing	increase 1.80%	increase 8.02%				4					
334220	Broadcast & wireless commun. equip. mfg.	decrease 1.45%	increase 0.28%			4		5				
334290	Alarm system, signal & other equip. mfg.	decrease 1.86%	increase 0.09%			3		4				
334310	Audio & video equipment manufacturing	increase 1.29%	increase 2.06%			4		1				
334411	Electron tube manufacturing	increase 8.36%	increase 6.80%					4				
334412	Printed circuit bare board manufacturing	decrease 1.05%	decrease 7.08%			3		5				
334413	Semiconductors & related device mfg.	increase 14.19%	increase 23.22%					3				
334414	Electronic capacitor manufacturing	decrease 2.48%	decrease 0.55%			1		4				
334415	Electronic resistor manufacturing	increase 0.19%	increase 3.74%					4				
334416	Electronic coil & transformer mfg.	decrease 10.55%	decrease 17.09%	4	4	1	4	2				
334417	Electronic connector manufacturing	increase 0.90%	decrease 6.85%			3		4				
334418	Printed circuit assemblies manufacturing	increase 6.36%	increase 5.73%					4				
334419	Switches & other electronic component mfg.	decrease 1.13%	decrease 4.40%			2		4				
334510	Electromedical apparatus manufacturing	increase 4.98%	increase 11.26%									
334511	Search, detection & navigation instruments	increase 3.11%	decrease 0.42%			5						
334512	Automatic environmental control mfg.	decrease 2.94%	decrease 2.09%					4				
334513	Industrial process variable instruments	decrease 3.06%	decrease 7.02%	3	4			5				
334514	Totalizing fluid meters & counting devices	increase 0.86%	increase 0.71%					4				
334515	Electricity & signal testing instruments mfg.	decrease 1.63%	decrease 2.86%			4		3				
334516	Analytical laboratory instrument mfg.	decrease 0.67%	decrease 0.76%			2		4				
334517	Irradiation apparatus manufacturing	increase 1.82%	increase 4.30%					4				
334518	Watch, clock & parts manufacturing	decrease 0.35%	increase 0.41%					4				
334519	Other measuring & controlling device mfg.	decrease 0.64%	increase 0.97%					5				
334611	Software reproducing	na	na	na	na	na	na	na	na	na	na	na
334612	Audio & video media reproduction	increase 4.40%	increase 3.01%					3				
334613	Magnetic & optical recording media mfg.	increase 2.67%	increase 5.96%					4				
335110	Electric lamp bulb & part manufacturing	increase 4.85%	increase 11.86%					1				
335121	Residential electric lighting fixture mfg.	increase 1.99%	increase 3.84%					5				
335122	Nonresidential electric lighting fixture mfg.	increase 3.05%	increase 5.72%					5				
335129	Streetlight & misc. other lighting fixture mfg.	increase 3.42%	increase 7.18%					5				
335211	Electric housewares & household fan mfg.	decrease 1.81%	increase 4.20%					3				

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To build a case for either lowering the price of the average product or fighting a price increase, **what part of the budget** could be successfully reviewed in order to develop support for such an effort and, on a scale of **1** (weak) to **5** (strong), how much support? (Shaded cell indicates data for a budget category likely favors suppliers.)

NAICS Code Industry		Price Targets		How much do average product prices have to increase or decrease in order for current inflation-adjusted profit margins to be restored to ...								
		Feb-05 (year-ago) levels	5-year average levels	domestic materials	imported materials	materials delivery	direct labor	indirect wages	benefits	fuel	electricity	
335212	Household vacuum cleaner manufacturing	decrease 0.75%	increase 6.99%				3					
335221	Household cooking appliance mfg.	decrease 0.84%	increase 3.90%				5					
335222	Household refrigerator & freezer mfg.	decrease 0.92%	decrease 0.43%				5	4				
335224	Household laundry equipment mfg.	increase 3.14%	increase 9.86%				5					
335228	Dishwasher & other major home appliance	decrease 1.35%	decrease 4.67%	2		2	5	4				
335311	Electric power & specialty transformer mfg.	decrease 3.27%	increase 0.73%			3	4	4				2
335312	Motor & generator manufacturing	increase 1.20%	increase 2.53%				4	4				
335313	Switchgear & switchboard apparatus mfg.	increase 2.28%	increase 4.38%				3	3				
335314	Relay & industrial control manufacturing	decrease 0.34%	decrease 0.15%		3		3	1				
335911	Storage battery manufacturing	increase 9.95%	increase 13.70%				4	2	4			1
335912	Primary battery manufacturing	increase 5.02%	increase 17.14%									
335921	Fiber optic cable manufacturing	increase 5.12%	increase 19.68%									
335929	Other communication & energy wire mfg.	decrease 0.55%	increase 1.57%			5	5	5	5			4
335931	Current-carrying wiring device mfg.	increase 0.61%	increase 7.00%				4	1				
335932	Noncurrent-carrying wiring device mfg.	decrease 6.10%	decrease 9.47%	2	2	4	4	4	3			3
335991	Carbon & graphite product manufacturing	increase 6.00%	decrease 1.32%		3	3	3	4				1
335999	Surge suppressor & misc. elec. equip. mfg.	increase 2.63%	increase 4.87%				2					
336111	Automobile manufacturing	na	na	na	na	na	na	na	na	na	na	na
336112	Light truck & utility vehicle manufacturing	na	na	na	na	na	na	na	na	na	na	na
336120	Heavy duty truck manufacturing	decrease 2.75%	decrease 2.93%		3		5					
336211	Motor vehicle body manufacturing	decrease 3.58%	decrease 1.56%			4	4	5				
336212	Truck trailer & chassis manufacturing	decrease 1.86%	decrease 1.31%				2	2				
336213	Motor home manufacturing	decrease 0.03%	decrease 2.12%				4					
336214	Recreational travel trailer & camper mfg.	decrease 4.70%	decrease 5.60%	3	2	2	2	4				
336311	Carburetors, piston & engine valve mfg.	decrease 0.95%	increase 1.37%				3					
336312	Gasoline engine & engine parts mfg.	decrease 5.56%	decrease 1.78%				5	5				
336321	Vehicular lighting equipment mfg.	decrease 0.69%	increase 0.87%				4	2				
336322	Alternator & other vehicle elec. equip. mfg.	decrease 1.68%	increase 6.36%				1					
336330	Steering & suspension component mfg.	decrease 0.46%	increase 1.61%				1	5				
336340	Motor vehicle brake system manufacturing	decrease 1.50%	increase 2.89%				3	1				
336350	Motor vehicle transmission & parts mfg.	decrease 1.50%	increase 1.92%				5					
336360	Motor vehicle seat & interior trimming mfg.	decrease 1.48%	increase 3.23%				5	3				
336370	Motor vehicle metal stamping	decrease 3.04%	decrease 1.69%				5	1				
336391	Motor vehicle air-conditioning system mfg.	increase 3.91%	increase 7.82%									
336399	Muffler, radiator & motor vehicle parts mfg.	increase 0.58%	increase 6.76%				3					
336411	Aircraft manufacturing	decrease 2.21%	decrease 5.57%	4	4	2	5	5				
336412	Aircraft engine & engine parts mfg.	decrease 1.35%	decrease 2.72%		2		5	4				
336413	Other aircraft parts & auxiliary equip. mfg.	increase 0.55%	increase 3.26%				5					
336414	Guided missile & space vehicle mfg.	na	na	na	na	na	na	na	na	na	na	na
336415	Guided missile & space vehicle parts mfg.	na	na	na	na	na	na	na	na	na	na	na
336419	Other guided missile & space vehicle parts	na	na	na	na	na	na	na	na	na	na	na
336510	Locomotive & railroad rolling stock mfg.	decrease 3.18%	decrease 2.95%	2		3	4	4				1
336611	Ship building & repairing	decrease 0.66%	decrease 1.72%				4	4				
336612	Yacht, sailboat & other boat manufacturing	increase 2.36%	increase 4.95%					2				
336991	Motorcycle, bicycle & parts manufacturing	increase 0.67%	increase 11.10%									
336992	Military armored vehicle, tank, & tank comp.	na	na	na	na	na	na	na	na	na	na	na
336999	ATV & all other transportation equip. mfg.	increase 0.72%	increase 9.36%									
337110	Wood kitchen cabinet & counter top mfg.	decrease 1.64%	increase 4.38%									
337121	Upholstered household furniture mfg.	decrease 1.68%	increase 0.84%				5					
337122	Non-upholstered household furniture mfg.	decrease 3.07%	decrease 0.84%				3					
337124	Metal household furniture manufacturing	increase 1.11%	increase 4.72%				4					
337125	Other home furniture (except wood & metal)	decrease 7.29%	increase 2.04%				5	3				
337127	Institutional furniture manufacturing	decrease 3.99%	increase 0.39%				4	1				
337129	Wood television, radio, & sewing mach. cabinets	na	na	na	na	na	na	na	na	na	na	na
337211	Wood office furniture manufacturing	decrease 7.19%	decrease 2.17%				5					
337212	Custom architectural woodwork & millwork	decrease 7.64%	decrease 4.05%				5	3				
337214	Office furniture mfg. (except wood)	increase 0.40%	increase 1.61%				3					
337215	Office & retail shelving & fixture mfg.	decrease 1.36%	decrease 2.05%	2		2	3	4				
337910	Mattress manufacturing	decrease 0.34%	decrease 4.58%	1	2	2	4	3				
337920	Blinds & other window treatment mfg.	increase 2.58%	increase 7.12%				3					
339111	Laboratory apparatus & furniture mfg.	decrease 3.03%	decrease 6.40%	4	4		4	5				
339112	Surgical & medical instrument mfg.	increase 3.73%	increase 5.71%				2					
339113	Surgical & safety appliance & supplies mfg.	increase 1.29%	increase 0.30%				4					
339114	Dental equipment & supplies mfg.	increase 0.11%	increase 3.75%				4	5				
339115	Ophthalmic goods manufacturing	increase 1.03%	increase 2.13%				4					

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Price Targets

How much do average product prices have to **increase** or **decrease** in order for current inflation-adjusted profit margins to be restored to ...

NAICS Code	Industry	Price Targets		domestic materials	imported materials	materials delivery	direct labor	indirect wages	benefits	fuel	electricity
		Feb-05 (year-ago) levels	5-year average levels								
339116	Dental laboratories	na	na	na	na	na	na	na	na	na	na
339911	Precious metal jewelry & related mfg.	increase 6.78%	increase 15.85%				4	4			
339912	Silverware & plated ware manufacturing	increase 6.74%	increase 16.85%				2				
339913	Jewelers' materials & lapidary work mfg	increase 5.63%	increase 13.59%			2	4	4			
339914	Costume jewelry & related novelties mfg.	increase 11.57%	increase 18.54%				2				
339920	Sporting & athletic goods manufacturing	increase 2.58%	increase 9.02%				3				
339931	Doll & stuffed toy manufacturing	increase 1.69%	increase 9.12%				3				
339932	Games & children's toys manufacturing	increase 1.68%	increase 3.59%				3				
339941	Pen, marker & mechanical pencil mfg.	increase 4.42%	decrease 3.04%		2		4	2			
339942	Artists' pencils, paints & related supplies	increase 5.46%	increase 6.28%				4				
339943	Stamp, stencil & related device mfg.	decrease 0.44%	decrease 9.47%	3	4	4	4	5			2
339944	Carbon paper & inked ribbon mfg.	increase 1.56%	increase 1.46%				4				
339950	Sign & related display manufacturing	increase 1.04%	increase 3.34%				4				
339991	Gasket, packing & sealing device mfg.	increase 3.31%	increase 6.59%				4				
339992	Musical instrument manufacturing	decrease 2.81%	decrease 2.53%		2		5				
339993	Fastener, button, needle & pin mfg.	increase 1.63%	increase 3.12%				4				
339994	Broom, brush & mop manufacturing	increase 0.46%	increase 2.79%				4				
339995	Burial casket manufacturing	decrease 4.08%	decrease 2.77%			4	4	5			
339999	All other misc. manufactured products mfg.	decrease 0.13%	increase 4.54%				5				
511110	Newspaper publishing	na	na	na	na	na	na	na	na	na	na
511120	Periodical publishing	na	na	na	na	na	na	na	na	na	na
511130	Book publishing	na	na	na	na	na	na	na	na	na	na
511140	Database, directory & other publishing	na	na	na	na	na	na	na	na	na	na
511191	Greeting card publishing	na	na	na	na	na	na	na	na	na	na
511199	All other print & electronic publishing	na	na	na	na	na	na	na	na	na	na