

**Selected  
US Industrial Activity  
JAN 07- JAN 09**

***Bulletin No. 1, March 2009***

## **About Sensorlytics LLC**

Sensorlytics LLC is a consultancy established by technologist and author Ed Ramsden to serve the sensors and related technology industries. Sensorlytics offers the following services and products:

- Market Research
- Product Definition
- Technical Communications
- Data Analysis
- Technical Publications & Software

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# 1. Commentary

## Welcome and Introduction

Welcome to the first release of Sensorlytics LLC's US Industrial Activity Bulletin. This bulletin is intended to provide a quantitative high-level view of recent economic activity in US industries that buy sensors, transducers, and related products.

We live in a world of 30-second sound bites and isolated statistics on a continuous feed from the media. While 'talking heads' and 'factoids' can be entertaining, they do not form a sound basis for decision-making - this requires well-organized, coherent data from which market characteristics and trends can be deduced.

As part of our ongoing market research, we try to keep up with overall trends - a 37,000 foot view of the US economy with a focus on manufacturing. We are publishing some of the results of some of our basic data collection activities as a service to the sensors community. While this bulletin is not comprehensive, it describes approximately one trillion dollars of annual US economic activity - a sizable part of the total manufacturing sector. Since this is primarily an informational bulletin, we will be keeping commentary and speculation to a minimum, and just try to point out trends in the data as we see them.

This bulletin is divided into sections that each cover an industry or related group of industries. Each section provides historical data on sales, and where possible, orders. As tables of numbers can be difficult to understand, we have also provided plots of this information over time, helping you to understand both the long and short-term trends for each of these industries.

Sensorlytics intends to issue follow-on updates to this bulletin on an ongoing basis. If you would like to receive these updates, as well as other bulletins we may publish, please visit our website ([www.sensorlytics.com](http://www.sensorlytics.com)) and sign up for our newsletter. We would also like to hear your comments on whether this report was useful to you and feedback on what might make it more useful to the sensors community in general.

In addition to this report, Sensorlytics also offers market research and other consulting services. If you have a need for the types of services we provide, please contact us..

*Commentary, continued.*

## **Commentary....**

Declines in shipments and new orders for US industries have been so widespread that it is easier to point out those few sectors who have had some success amidst the general gloom..

## **Bright Spots**

Despite the breadth of the downturn, a few sectors managed to hold their own or continue growing.

**Farm Machinery** - Experienced a significant 4Q08 downturn, but a January uptick that could keep it on a positive trend if future shipments continue.

**Extraction equipment** - Used for mining, and the recovery of petroleum and natural gas. This sector has experienced a steady increase in shipments, although a decline in new orders in past few months that could mean future troubles.

**Instrumentation & Control** - The trend in this industry has been generally positive, with a slight decline in the last 2 quarters of '08 (compared to most other industries). A substantial part of the resiliency here, however, may be due to the subsegment servicing the markets for medical instrumentation and not industrial process controls, so further declines may be in the near future.

## **Turbulence Ahead!**

Although the civilian aircraft industry has already been hard hit, with layoffs affecting thousands in the past few quarters, it seems to have had an uptick in shipments toward the end of '08. This uptick may not last for long, however, as new orders for civilian aircraft have plummeted over the past year. Because of long lead times in this industry, it may take a while for this decline in orders to have its full effect. If orders don't recover, aircraft industry shipments may experience significant declines in the near future.

## **...and General Choppiness through at least 2010**

Economic forecasts from the Federal Reserve (see pg. 28-29) suggest that things will get a lot worse in 2009 before starting to improve in 2010, and that 2010 will still be a pretty bad year. On the bright side, their forecast calls for low, but not starkly negative inflation, which means that manufacturers are not expected to experience deflationary price pressures, and consumers and investors are not expected to experience high inflation, such as that seen in the 1970's.

## 2 - Farm, Construction, and Extraction Machinery

US Manufacturer shipments and orders for heavy machinery used for farming, construction, or extractive industries (mining, oil, gas).

Data Source: US Dept. Of Commerce

Table 2.1 - Monthly Shipments, \$million, seasonally adjusted, last 2 years

	Farm Machinery	Construction Machinery	Extraction Machinery
Jan-07	1759	2056	1354
Feb-07	1839	2042	1421
Mar-07	1804	2086	1414
Apr-07	1833	1980	1453
May-07	1996	2133	1459
Jun-07	1847	2195	1421
Jul-07	1858	2324	1410
Aug-07	1936	2359	1476
Sep-07	2068	2375	1435
Oct-07	2146	2366	1498
Nov-07	2104	2353	1496
Dec-07	2129	2374	1459
Jan-08	2158	2318	1475
Feb-08	2030	2362	1517
Mar-08	2137	2264	1431
Apr-08	2221	2355	1502
May-08	2278	2277	1528
Jun-08	2244	2387	1594
Jul-08	2501	2445	1616
Aug-08	2721	2443	1617
Sep-08	3006	2499	1674
Oct-08	2646	2562	1824
Nov-08	2563	2521	1759
Dec-08	2531	2226	1829
Jan-09	2683	2084	1916

*Farm, Construction, and Extraction Machinery, continued.*

Table 2.2 - Monthly Orders, \$million, seasonally adjusted, last 2 years

	Farm Machinery	Construction Machinery	Extraction Machinery
Jan-07		1870	1188
Feb-07		1743	1178
Mar-07		3245	1306
Apr-07		2107	1537
May-07		1756	1419
Jun-07		2169	1335
Jul-07		3777	1471
Aug-07		2454	1770
Sep-07		2235	1414
Oct-07		1509	1842
Nov-07		1864	1450
Dec-07		2229	1922
Jan-08	Data	2740	1613
Feb-08	Unavailable	1907	1566
Mar-08		3832	1456
Apr-08		2896	2170
May-08		2951	1971
Jun-08		2645	1990
Jul-08		3153	1970
Aug-08		2780	1861
Sep-08		2919	1938
Oct-08		1875	1805
Nov-08		1711	1794
Dec-08		1124	1629
Jan-09		1573	1501

Farm, Construction, and Extraction Machinery, continued.

Trend Overview

Figure 2.1 - Monthly Shipments, \$million, seasonally adjusted, past 2 years

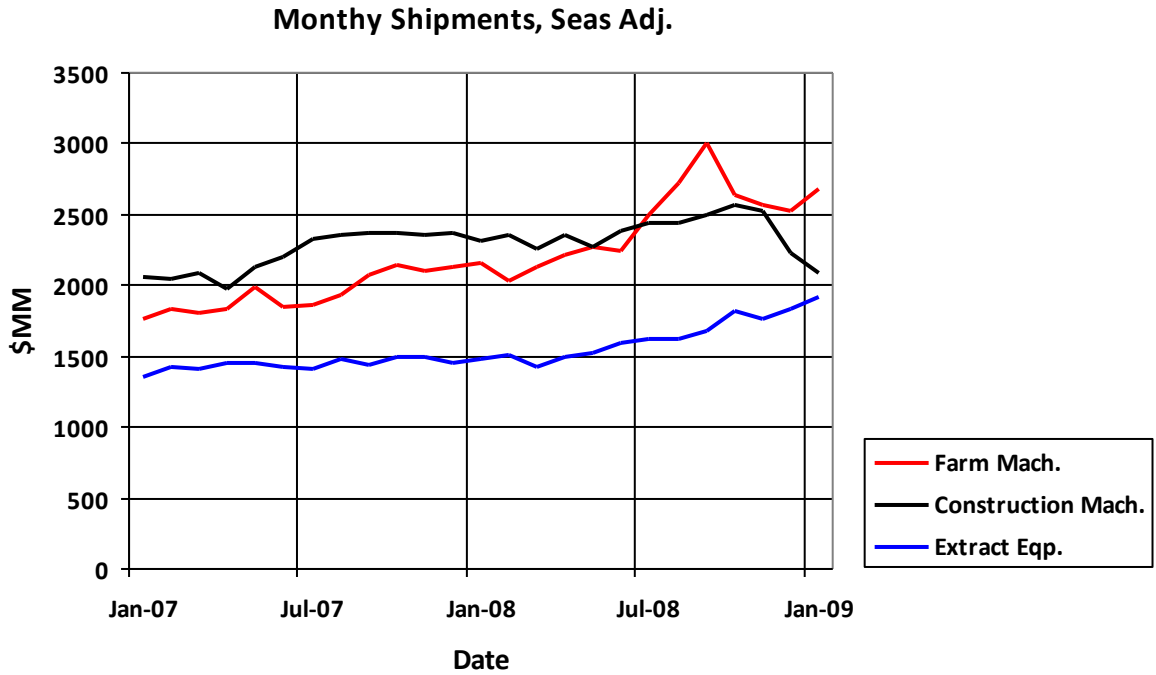
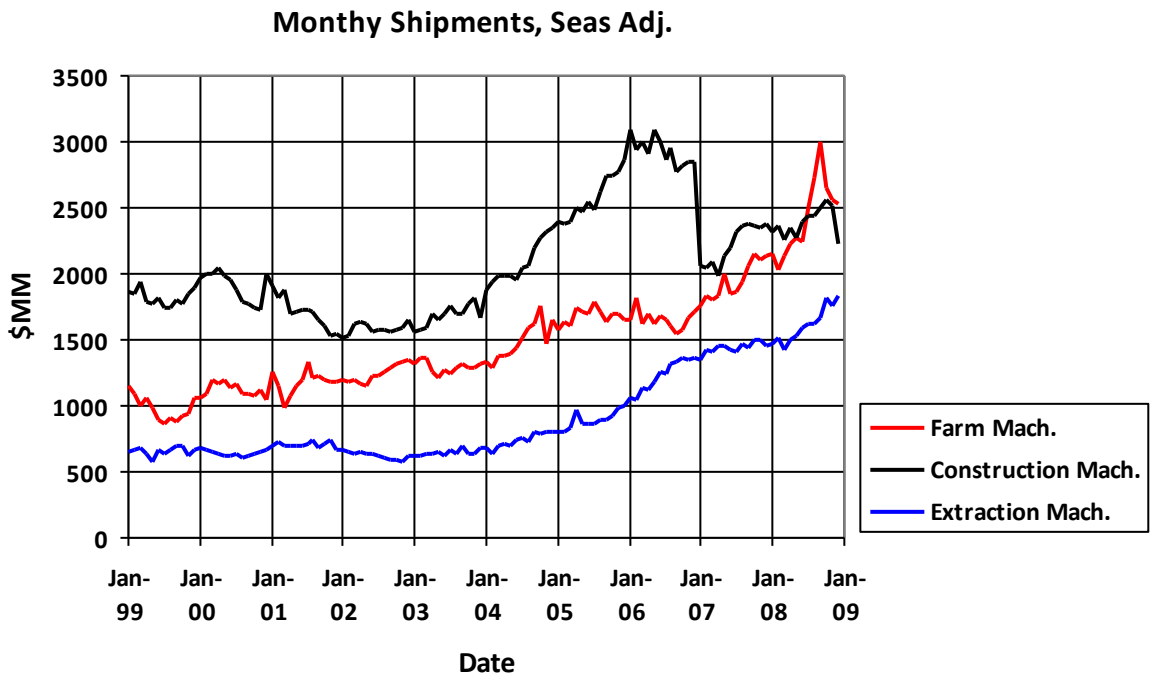


Figure 2.2 - Monthly Shipments, \$million, seasonally adjusted, past 10 years



Farm, Construction, and Extraction Machinery, continued.

Figure 2.3 - Monthly Orders, \$million, seasonally adjusted, past 2 years

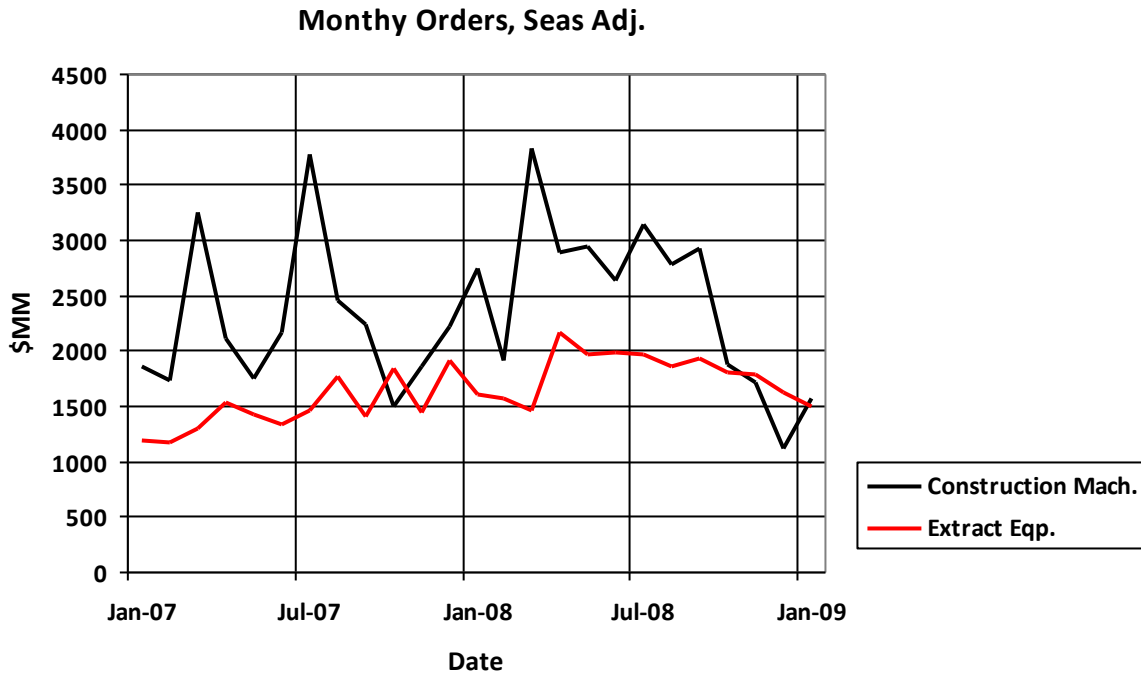
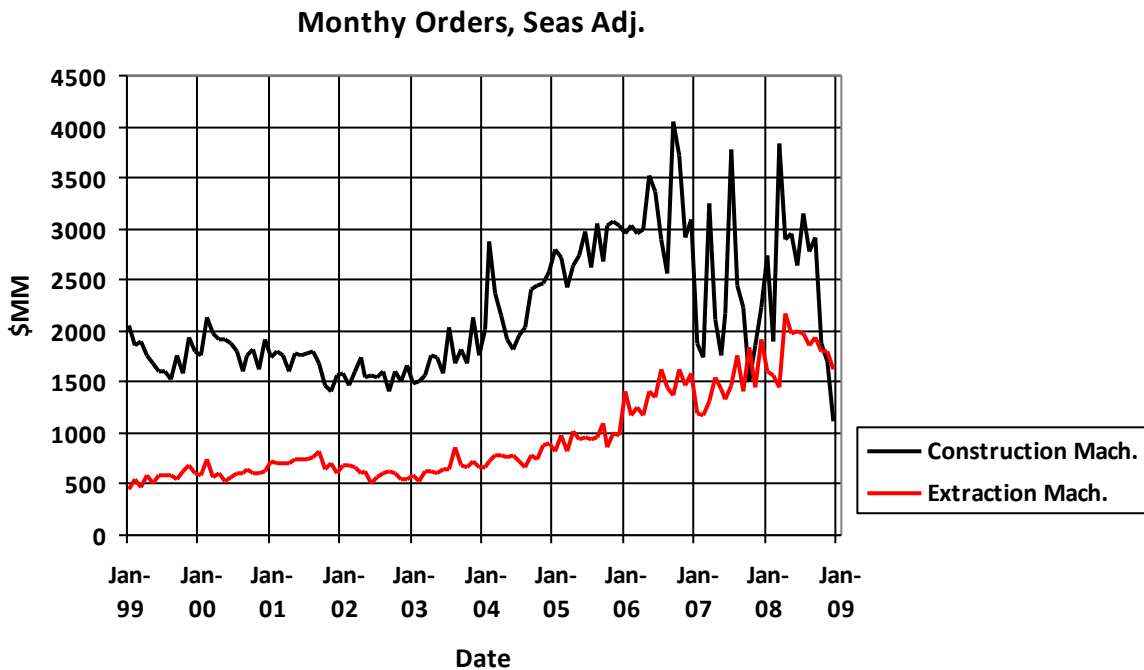


Figure 2.4 - Monthly Orders, \$million, seasonally adjusted, past 10 years



### 3 - Industrial, Metalworking, Material Handling Machinery

US Manufacturer shipments and orders for heavy machinery used for manufacturing and handling materials

Data Source: US Dept. Of Commerce

Table 3.1 - Monthly Shipments, \$million, seasonally adjusted, last 2 years

	<b>Industrial Machinery</b>	<b>Metalworking Machinery</b>	<b>Material Handling Machinery</b>
<b>Jan-07</b>	2448	2272	2167
<b>Feb-07</b>	3105	2280	2156
<b>Mar-07</b>	2903	2209	2232
<b>Apr-07</b>	4242	2363	2226
<b>May-07</b>	3720	2350	2339
<b>Jun-07</b>	3332	2272	2339
<b>Jul-07</b>	3282	2379	2333
<b>Aug-07</b>	3369	2361	2448
<b>Sep-07</b>	3194	2195	2353
<b>Oct-07</b>	3101	2339	2334
<b>Nov-07</b>	3142	2411	2428
<b>Dec-07</b>	3102	2387	2466
<b>Jan-08</b>	3233	2475	2361
<b>Feb-08</b>	2994	2389	2671
<b>Mar-08</b>	3128	2337	2901
<b>Apr-08</b>	3071	2516	2494
<b>May-08</b>	3094	2453	2507
<b>Jun-08</b>	2892	2368	2457
<b>Jul-08</b>	2762	2578	2463
<b>Aug-08</b>	2772	2380	2372
<b>Sep-08</b>	2785	2407	2357
<b>Oct-08</b>	2682	2344	2349
<b>Nov-08</b>	2741	2294	2325
<b>Dec-08</b>	2638	2176	2179
<b>Jan-09</b>	2615	2052	1948

*Industrial, Metalworking, Material Handling Machinery, continued.*

Table 3.2 - Monthly Orders, \$million, seasonally adjusted, last 2 years

	<b>Industrial Machinery</b>	<b>Metalworking Machinery</b>	<b>Material Handling Machinery</b>
<b>Jan-07</b>	2581	2568	2491
<b>Feb-07</b>	3569	2317	2024
<b>Mar-07</b>	3586	2198	2295
<b>Apr-07</b>	4160	2276	2137
<b>May-07</b>	3858	2356	2283
<b>Jun-07</b>	3216	2282	2794
<b>Jul-07</b>	3385	2385	2533
<b>Aug-07</b>	3326	2407	2670
<b>Sep-07</b>	2889	2625	2336
<b>Oct-07</b>	3570	2565	2523
<b>Nov-07</b>	3293	2565	2491
<b>Dec-07</b>	3488	2634	2402
<b>Jan-08</b>	3527	2435	2684
<b>Feb-08</b>	3128	2355	2687
<b>Mar-08</b>	3144	2413	2775
<b>Apr-08</b>	3339	2854	2445
<b>May-08</b>	3061	2615	2300
<b>Jun-08</b>	2841	2531	2370
<b>Jul-08</b>	3395	2572	2602
<b>Aug-08</b>	2826	2536	2675
<b>Sep-08</b>	2683	2411	2285
<b>Oct-08</b>	2282	2163	2069
<b>Nov-08</b>	2083	2071	2045
<b>Dec-08</b>	1918	1906	1724
<b>Jan-09</b>	1633	1763	1803

Industrial, Metalworking, Material Handling Machinery, continued.

Trend Overview

Figure 3.1 - Monthly Shipments, \$million, seasonally adjusted, past 2 years

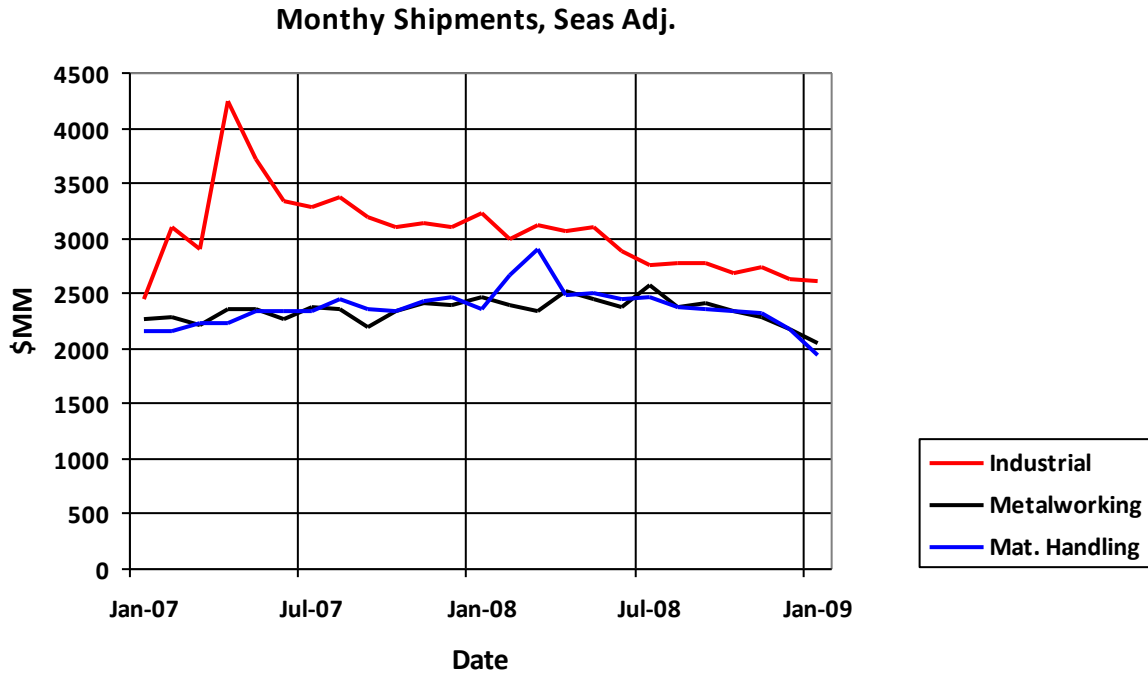
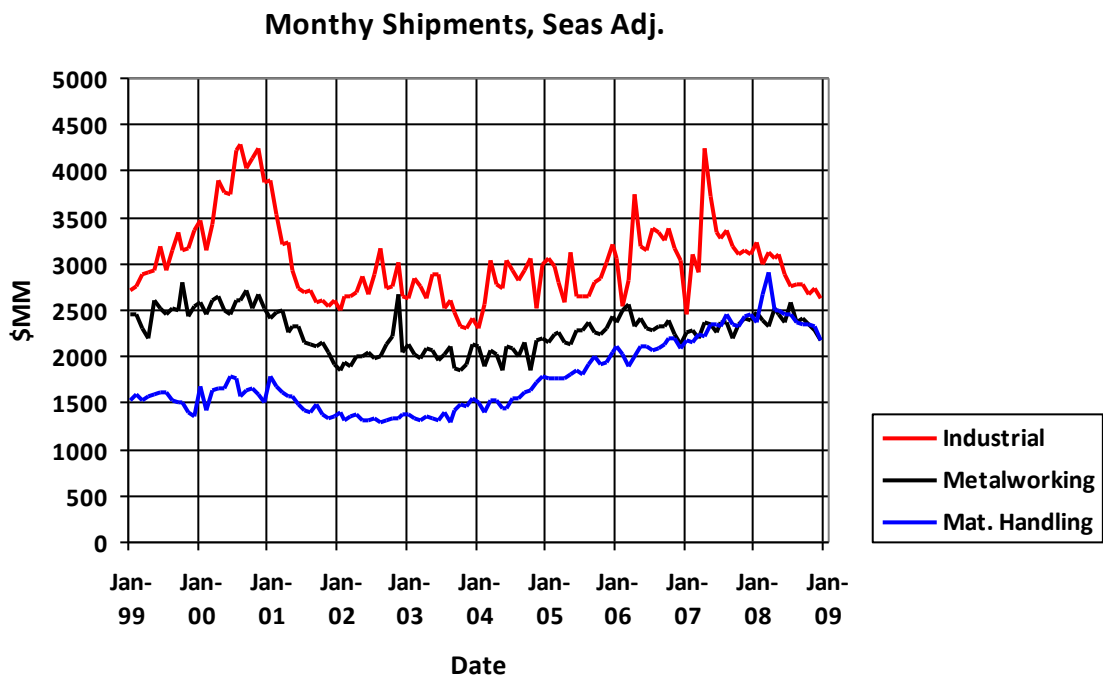


Figure 3.1 - Monthly Shipments, \$million, seasonally adjusted, past 10 years



Industrial, Metalworking, Material Handling Machinery, continued.

Figure 3.3 - Monthly Orders, \$million, seasonally adjusted, past 2 years

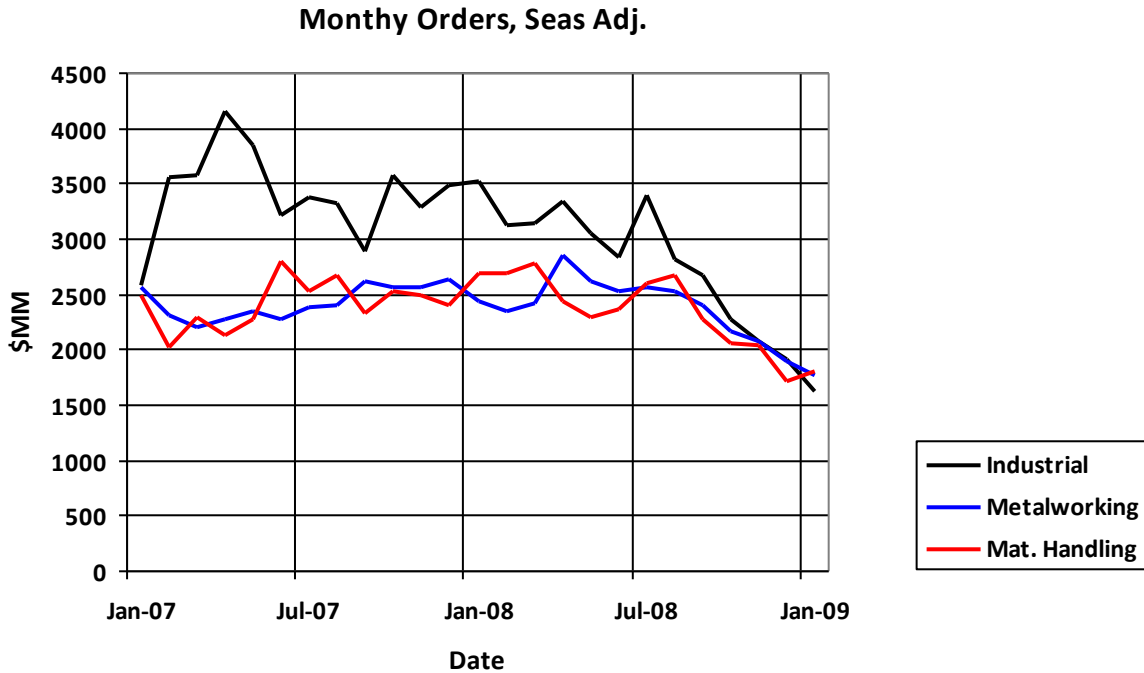
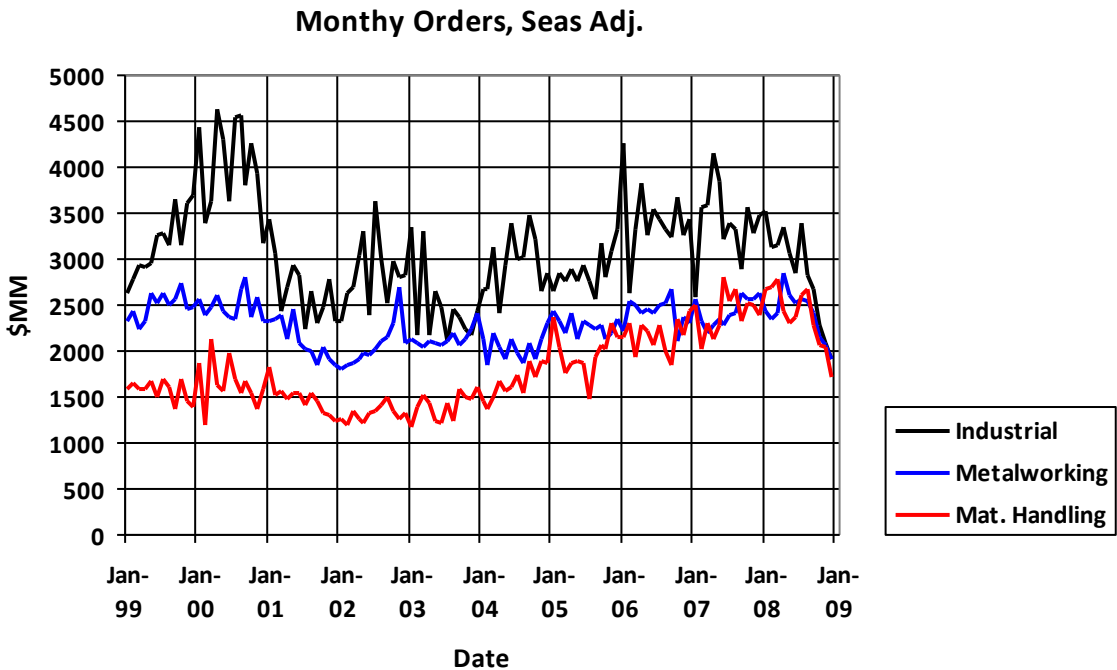


Figure 3.4 - Monthly Orders, \$million, seasonally adjusted, past 10 years



## 4- HVAC & Refrigeration Equipment

US Manufacturer shipments and orders for Ventilation, Heating, Air-conditioning, and Refrigeration Equipment

Data Source: US Dept. Of Commerce

Table 4.1 - Monthly Shipments and New Orders \$million, seasonally adjusted, last 2 years

	Shipments	New Orders
Jan-07	3384	3671
Feb-07	3504	4860
Mar-07	3566	3275
Apr-07	3636	3306
May-07	3673	3845
Jun-07	3640	3892
Jul-07	3898	4271
Aug-07	3488	3952
Sep-07	3605	4654
Oct-07	3625	4006
Nov-07	3669	4167
Dec-07	3553	4206
Jan-08	3693	4452
Feb-08	4812	3900
Mar-08	4272	3661
Apr-08	3890	4991
May-08	3846	4468
Jun-08	4003	5026
Jul-08	4013	5286
Aug-08	3888	4375
Sep-08	3758	3586
Oct-08	3582	3846
Nov-08	3373	3193
Dec-08	3446	2574
Jan-09	3193	2832

HVAC & Refrigeration Equipment, continued.

Trend Overview

Figure 4.1 - Monthly Shipments & Orders, \$million, seasonally adjusted, past 2  
**Monthly Orders, Seas Adj.**

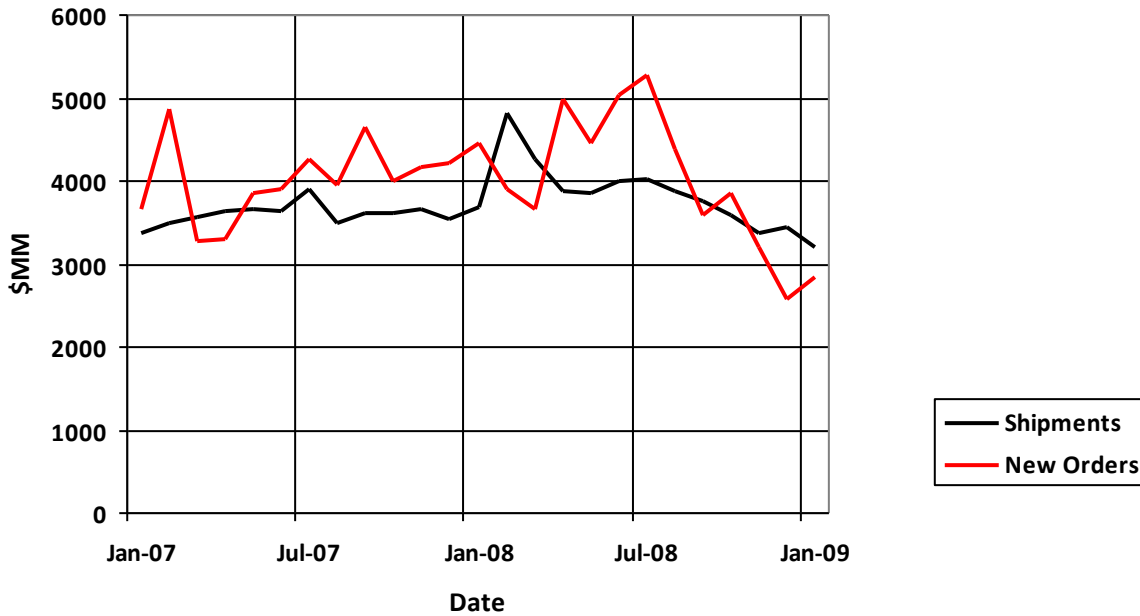
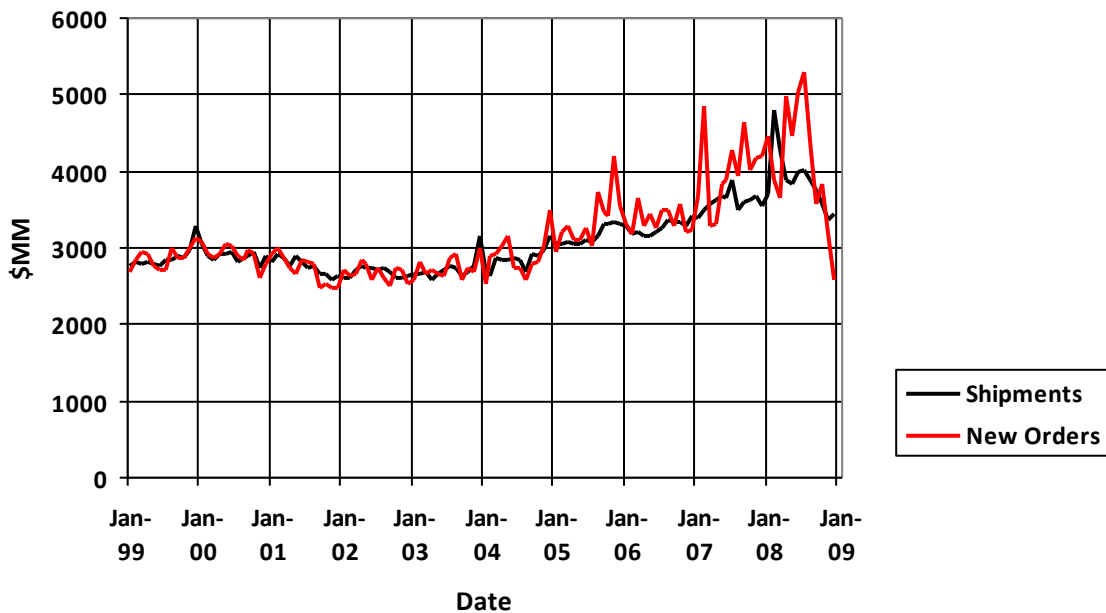


Figure 4.2 - Monthly Shipments & Orders, \$million, seasonally adjusted, past 10 years  
**Monthly Shipments&Orders, Seas Adj.**



## 5 - Power Generation & Transmission Equipment

US Manufacturer shipments and orders for Turbines, Generators and other Power-transmission Equipment

Data Source: US Dept. Of Commerce

Table 5.1 - Monthly Shipments and New Orders \$million, seasonally adjusted, last 2 years

	Shipments	New Orders
Jan-07	2791	2984
Feb-07	2893	2706
Mar-07	3580	3598
Apr-07	3173	3065
May-07	3428	3345
Jun-07	3690	3528
Jul-07	3605	3537
Aug-07	3353	3373
Sep-07	4158	4093
Oct-07	3288	4112
Nov-07	3713	3679
Dec-07	4418	4616
Jan-08	3320	3395
Feb-08	3481	3711
Mar-08	3585	4178
Apr-08	3715	3714
May-08	3901	3932
Jun-08	4451	4491
Jul-08	3521	3601
Aug-08	3567	3465
Sep-08	4401	4384
Oct-08	3461	3826
Nov-08	3920	4584
Dec-08	4925	4170
Jan-09	3140	3046

Power Generation & Transmission Equipment, continued.

Trend Overview

Figure 5.1 - Monthly Shipments & Orders, \$million, seasonally adjusted, past 2 years

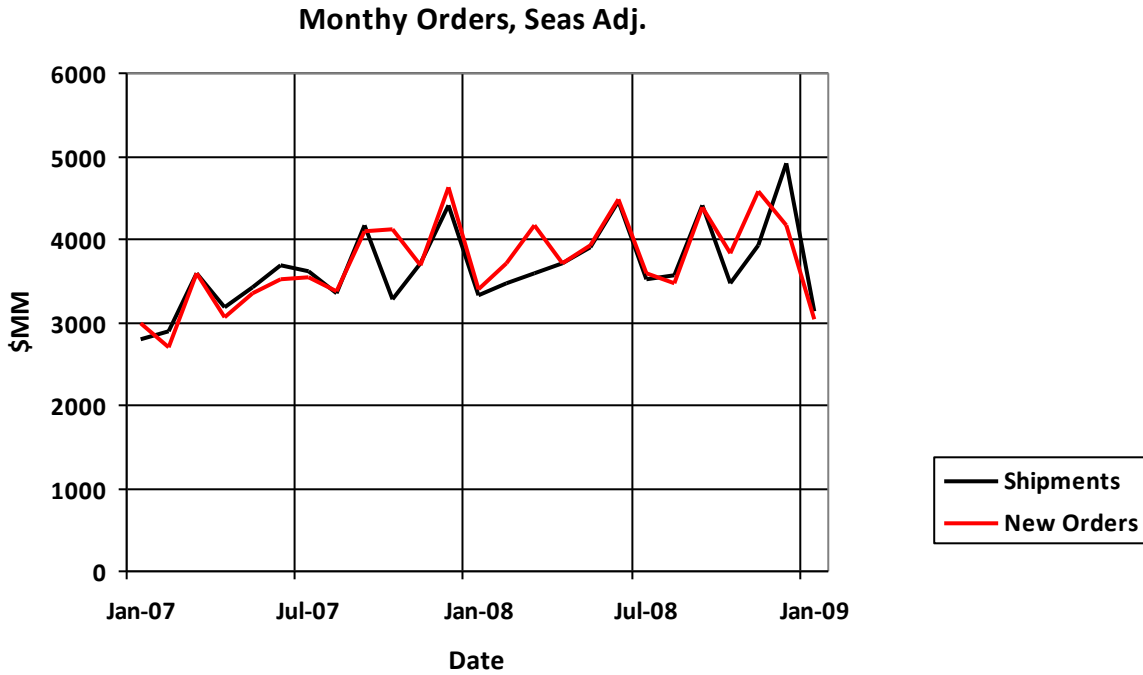
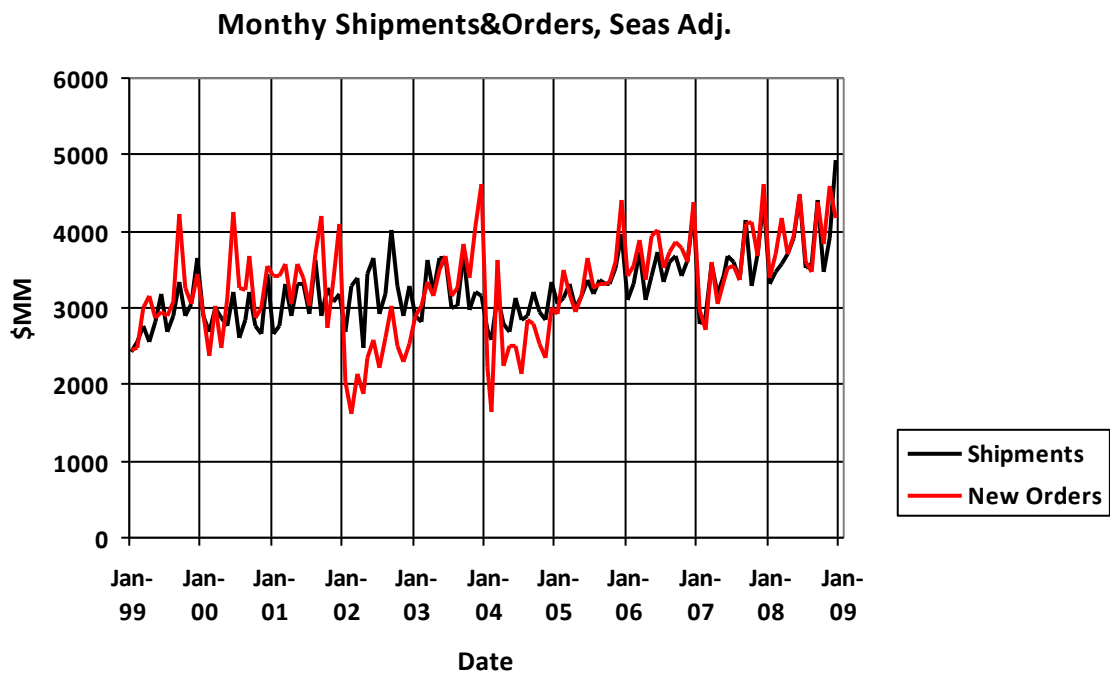


Figure 5.2 - Monthly Shipments & Orders, \$million, seasonally adjusted, past 10 years



## 6 - Computers, Semiconductors, Instrumentation & Control

US Manufacturer shipments and orders for computers, semiconductors, and various instrumentation & control devices

Data Source: US Dept. of Commerce.

Table 6.1 - Monthly Shipments, \$million, seasonally adjusted, last 2 years

	Computers	Semiconductors	I&C
Jan-07	3301	6656	6103
Feb-07	3835	5208	6509
Mar-07	3270	4913	6876
Apr-07	3143	6678	6620
May-07	3737	5520	6647
Jun-07	3526	4742	6806
Jul-07	2486	5579	6707
Aug-07	3309	5079	6710
Sep-07	3605	4471	6846
Oct-07	3546	5139	7108
Nov-07	3541	5155	6959
Dec-07	3503	4731	6716
Jan-08	3509	6790	7425
Feb-08	3449	4672	7022
Mar-08	3304	4416	6912
Apr-08	2975	5974	7563
May-08	3204	4699	7380
Jun-08	3097	4027	6985
Jul-08	3020	5595	7919
Aug-08	2873	4552	7827
Sep-08	2701	3902	7601
Oct-08	2760	5032	7567
Nov-08	2344	3932	7403
Dec-08	2495	4650	7317
Jan-09	2691	3936	7380

## Computers, Semiconductors, Instrumentation &amp; Control, continued.

Table 6.2 - Monthly Orders, \$million, seasonally adjusted, last 2 years

	Computers	Semiconductors	I&C
Jan-07	3241		6197
Feb-07	3750		6846
Mar-07	3483		7369
Apr-07	2968		6723
May-07	3729		6936
Jun-07	3630		7000
Jul-07	2766		6965
Aug-07	3543		6871
Sep-07	3703		7210
Oct-07	2955		7160
Nov-07	3609		7142
Dec-07	3657	Data	7004
Jan-08	2933	Not Available	7234
Feb-08	3603		7235
Mar-08	3533		7420
Apr-08	2857		7342
May-08	3409		7274
Jun-08	3443		7385
Jul-08	2886		7890
Aug-08	2954		7587
Sep-08	2721		7828
Oct-08	2426		7459
Nov-08	2891		7041
Dec-08	2448		7582
Jan-09	2348		7029

Computers, Semiconductors, Instrumentation & Control, continued.

Trend Overview

Figure 6.1 - Monthly Shipments, \$million, seasonally adjusted, past 2 years

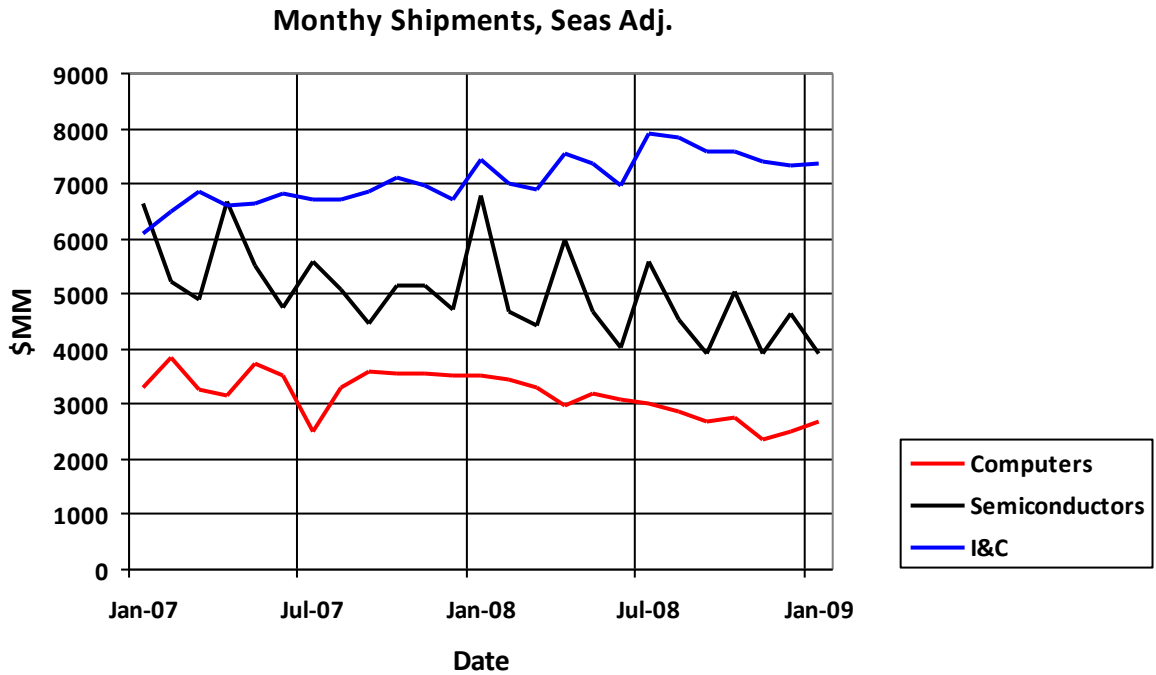
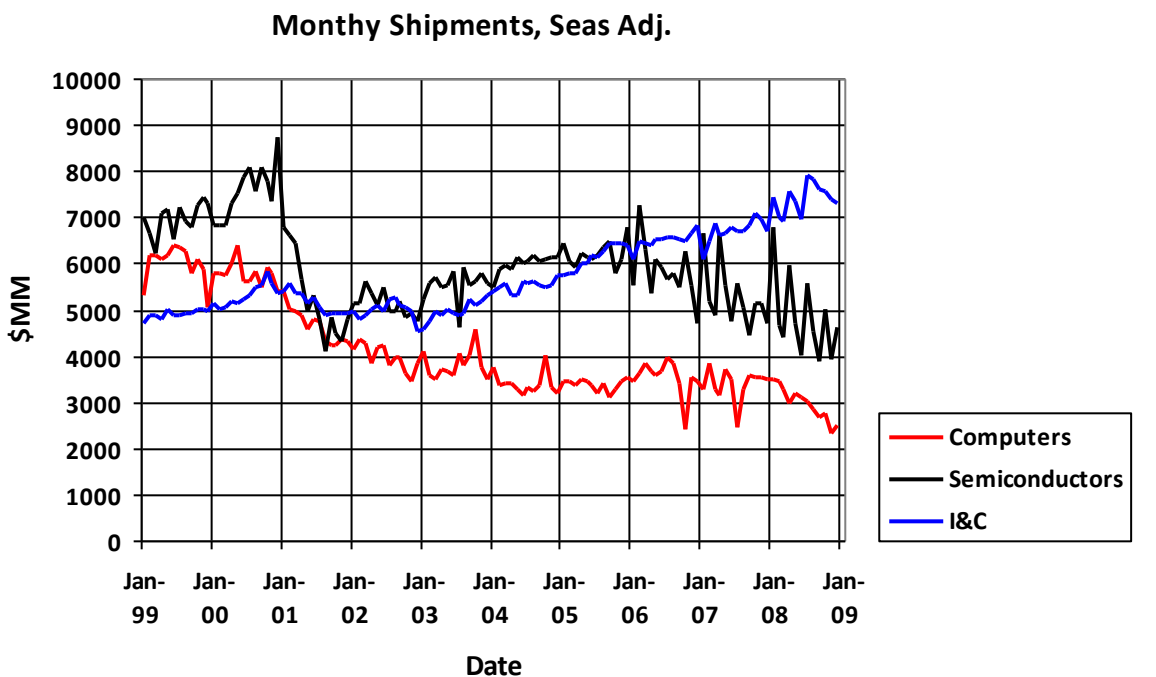


Figure 6.2 - Monthly Shipments, \$million, seasonally adjusted, past 5 years



Computers, Semiconductors, Instrumentation & Control, continued.

Figure 6.3 - Monthly Orders, \$million, seasonally adjusted, past 2 years

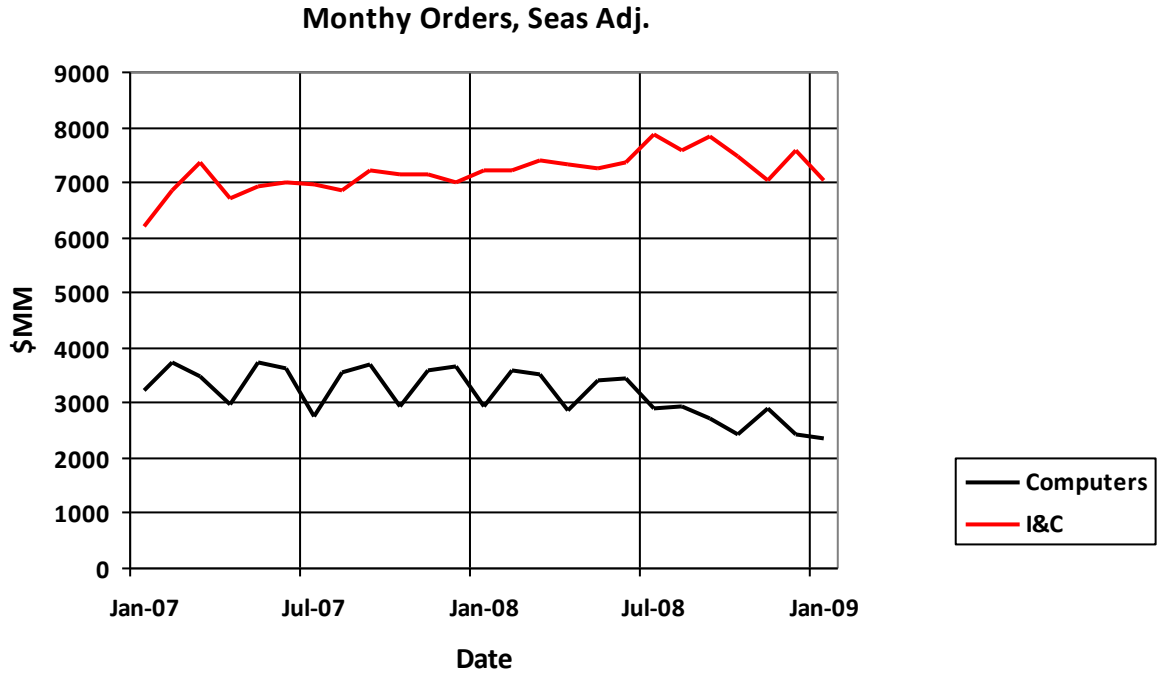
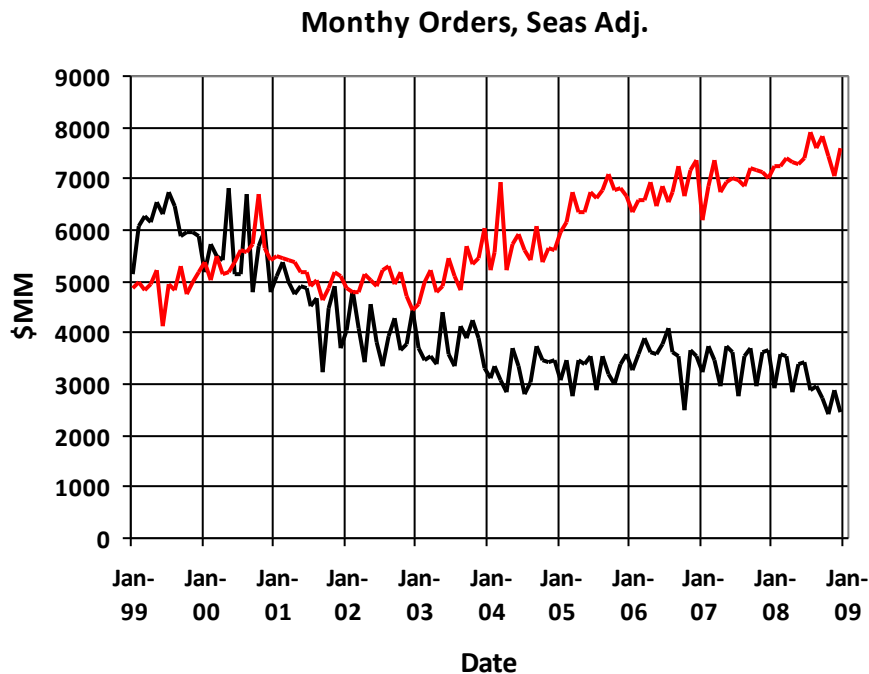


Figure 6.4 - Monthly Orders, \$million, seasonally adjusted, past 10 years



## 7 - Household Appliances

US Manufacturer shipments and orders for Household Appliances

Data Source: US Dept. of Commerce

Table 7.1 - Monthly Shipments and New Orders \$million, seasonally adjusted, last 2 years

	Shipments	New Orders
Jan-07	1874	1900
Feb-07	1979	2090
Mar-07	2016	2003
Apr-07	2395	2625
May-07	1979	1923
Jun-07	1944	1761
Jul-07	1985	2124
Aug-07	1961	1952
Sep-07	2040	2007
Oct-07	2002	1979
Nov-07	1950	1829
Dec-07	1806	1820
Jan-08	2033	1919
Feb-08	1951	1976
Mar-08	1949	2054
Apr-08	1970	2030
May-08	1960	1918
Jun-08	1906	1942
Jul-08	1994	1892
Aug-08	1845	1833
Sep-08	1843	1872
Oct-08	1899	1673
Nov-08	1724	1675
Dec-08	1632	1633
Jan-09	1747	1745

Household Appliances, continued.

Trend Overview

Figure 7.1 - Monthly Shipments & Orders, \$million, seasonally adjusted, past 2 years

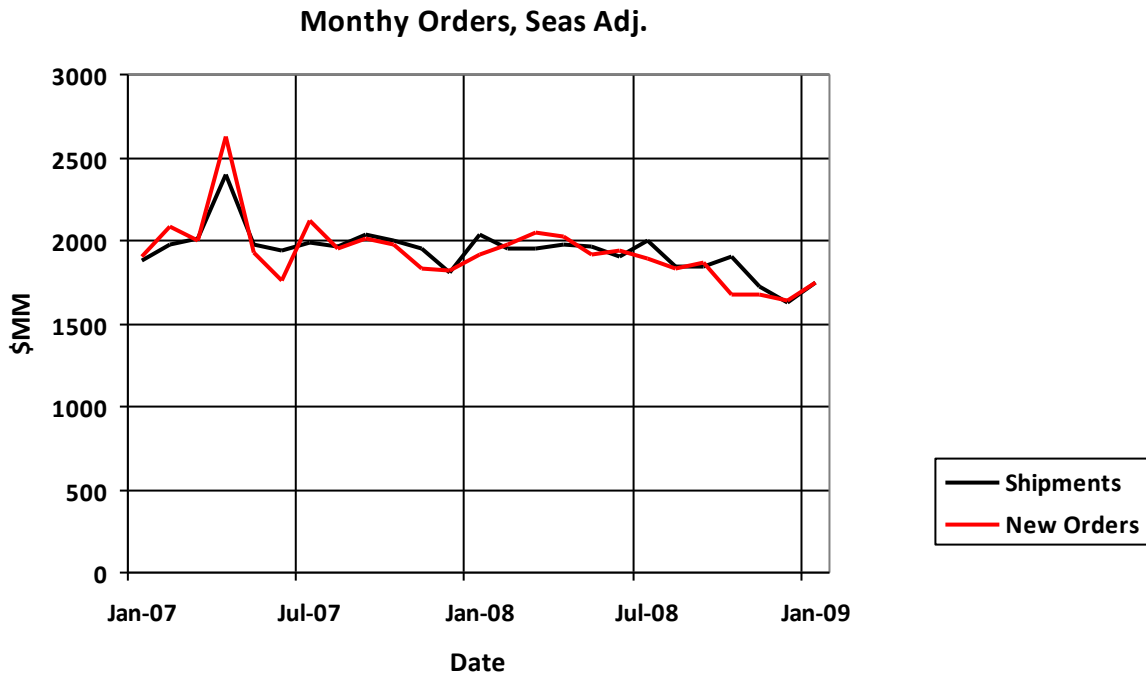
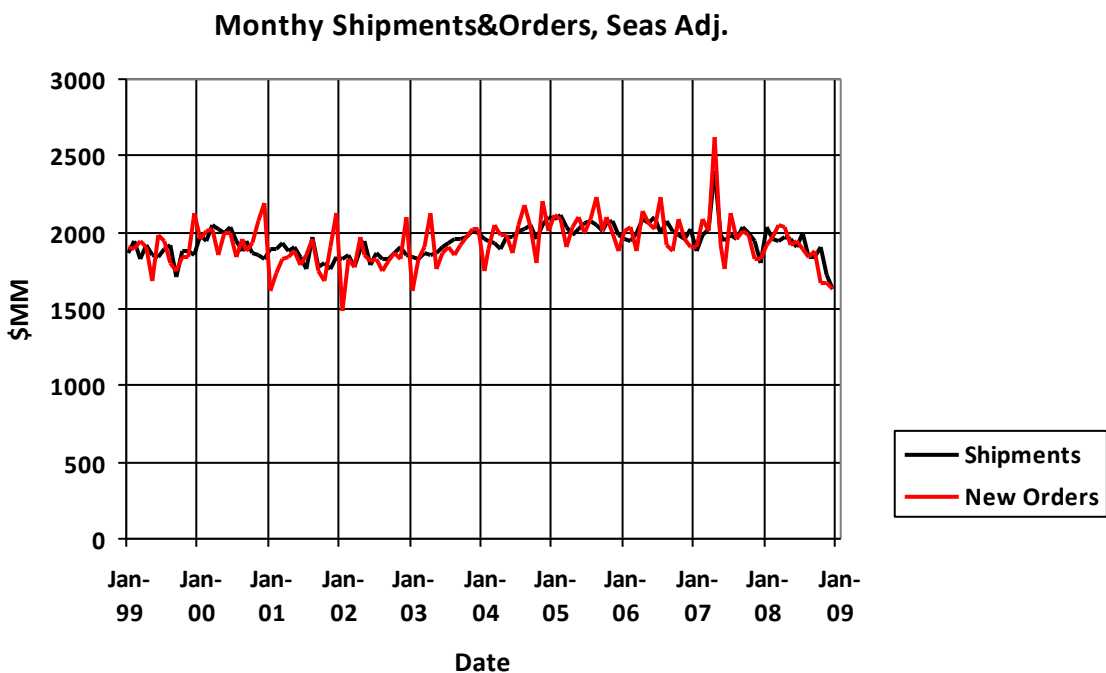


Figure 7.2 - Monthly Shipments & Orders, \$million, seasonally adjusted, past 10 years



## 8 - Aircraft, Boats and Ships

US Manufacturer shipments and orders for ship and boat building and civilian and military aircraft

Data Source: US Dept. of Commerce

Table 8.1 - Monthly Shipments, \$million, seasonally adjusted, last 2 years

	<b>Ships</b>	<b>Civ. Aircraft</b>	<b>Mil. Aircraft</b>
<b>Jan-07</b>	2297	8201	3354
<b>Feb-07</b>	2201	7820	3344
<b>Mar-07</b>	2170	8183	3153
<b>Apr-07</b>	2064	7998	3234
<b>May-07</b>	2204	8105	3396
<b>Jun-07</b>	2230	8453	3142
<b>Jul-07</b>	2205	8860	3657
<b>Aug-07</b>	2194	9231	3340
<b>Sep-07</b>	2226	8382	3183
<b>Oct-07</b>	2288	8882	3473
<b>Nov-07</b>	2259	8686	3344
<b>Dec-07</b>	2331	8726	3193
<b>Jan-08</b>	2440	9937	3496
<b>Feb-08</b>	2386	8209	4593
<b>Mar-08</b>	2321	7908	4500
<b>Apr-08</b>	2317	8647	4628
<b>May-08</b>	2361	8208	4505
<b>Jun-08</b>	2454	8456	4647
<b>Jul-08</b>	2284	9183	5053
<b>Aug-08</b>	2237	8130	4707
<b>Sep-08</b>	2060	7695	5201
<b>Oct-08</b>	2227	6861	4757
<b>Nov-08</b>	2156	6134	4539
<b>Dec-08</b>	2063	8083	4853
<b>Jan-09</b>	2055	9295	4753

*Aircraft, Boats and Ships, continued.*

Table 8.2 - Monthly Orders, \$million, seasonally adjusted, last 2 years

	<b>Ships</b>	<b>Civ. Aircraft</b>	<b>Mil. Aircraft</b>
<b>Jan-07</b>	2851	7693	2459
<b>Feb-07</b>	2270	12703	3094
<b>Mar-07</b>	2359	18592	1797
<b>Apr-07</b>	1960	17031	2306
<b>May-07</b>	2912	13349	2670
<b>Jun-07</b>	2063	17485	3078
<b>Jul-07</b>	2171	20502	3403
<b>Aug-07</b>	2908	11043	5866
<b>Sep-07</b>	1852	15072	3705
<b>Oct-07</b>	2055	14357	3517
<b>Nov-07</b>	1738	17374	2694
<b>Dec-07</b>	2000	18361	6376
<b>Jan-08</b>	1710	13099	3888
<b>Feb-08</b>	3296	14721	4344
<b>Mar-08</b>	2565	16000	4638
<b>Apr-08</b>	2117	12058	4510
<b>May-08</b>	1913	12783	5174
<b>Jun-08</b>	2871	10055	4723
<b>Jul-08</b>	2028	12294	5881
<b>Aug-08</b>	1955	7658	5189
<b>Sep-08</b>	3790	9866	5839
<b>Oct-08</b>	1346	9003	5356
<b>Nov-08</b>	1705	4840	4982
<b>Dec-08</b>	4882	2058	5763
<b>Jan-09</b>	708	5513	4155

Aircraft, Boats and Ships, continued.

Trend Overview

Figure 8.1 - Monthly Shipments, \$million, seasonally adjusted, past 2 years

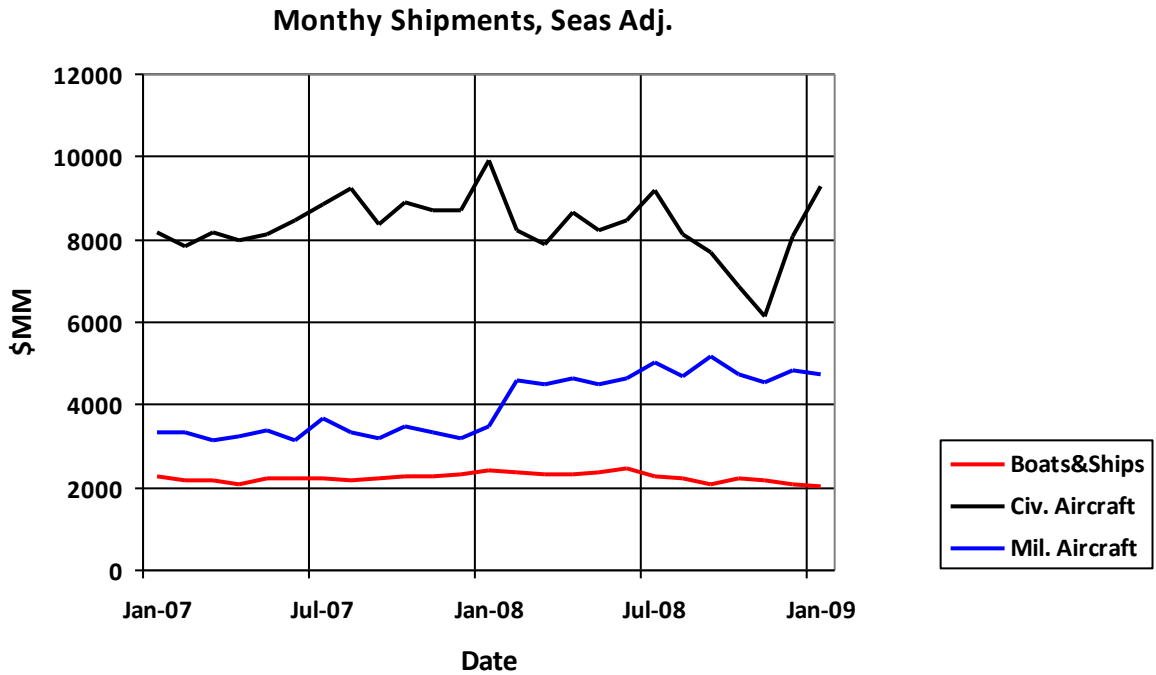
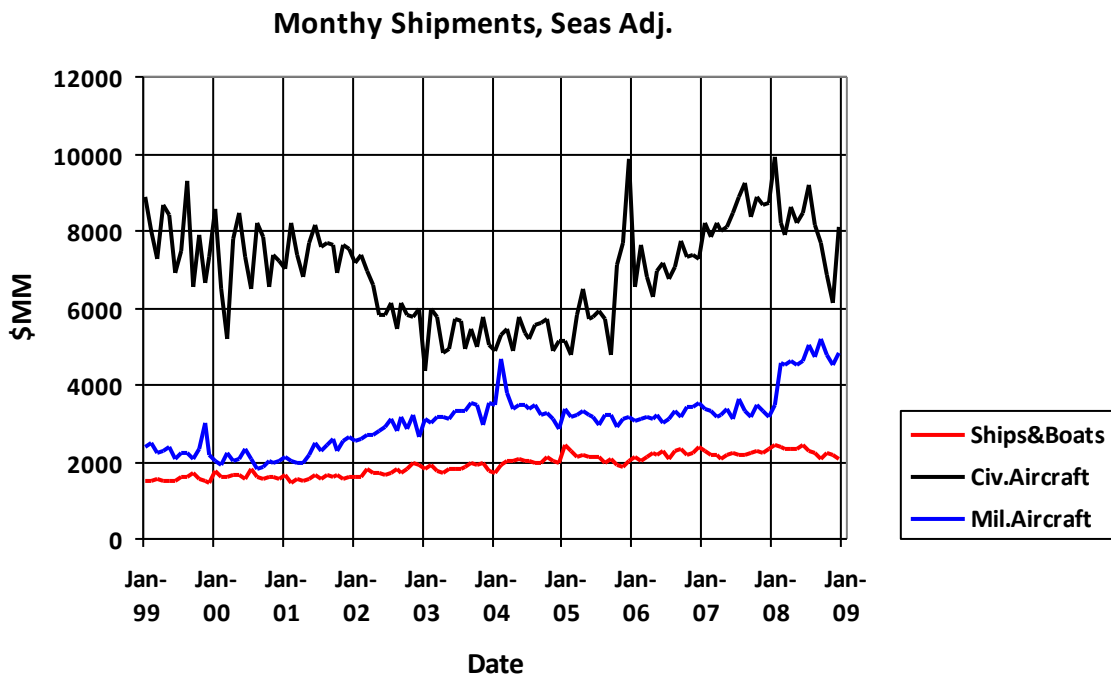


Figure 8.1 - Monthly Shipments, \$million, seasonally adjusted, past 10 years



Aircraft, Boats and Ships, continued.

Figure 8.3 - Monthly Orders, \$million, seasonally adjusted, past 2 years

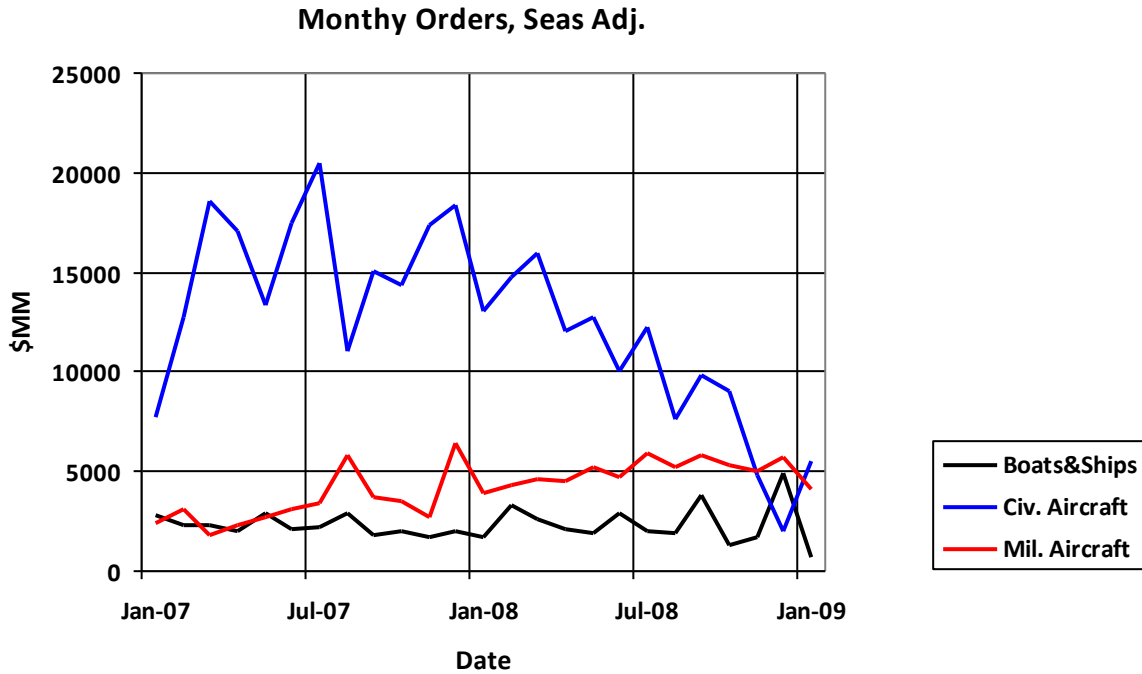
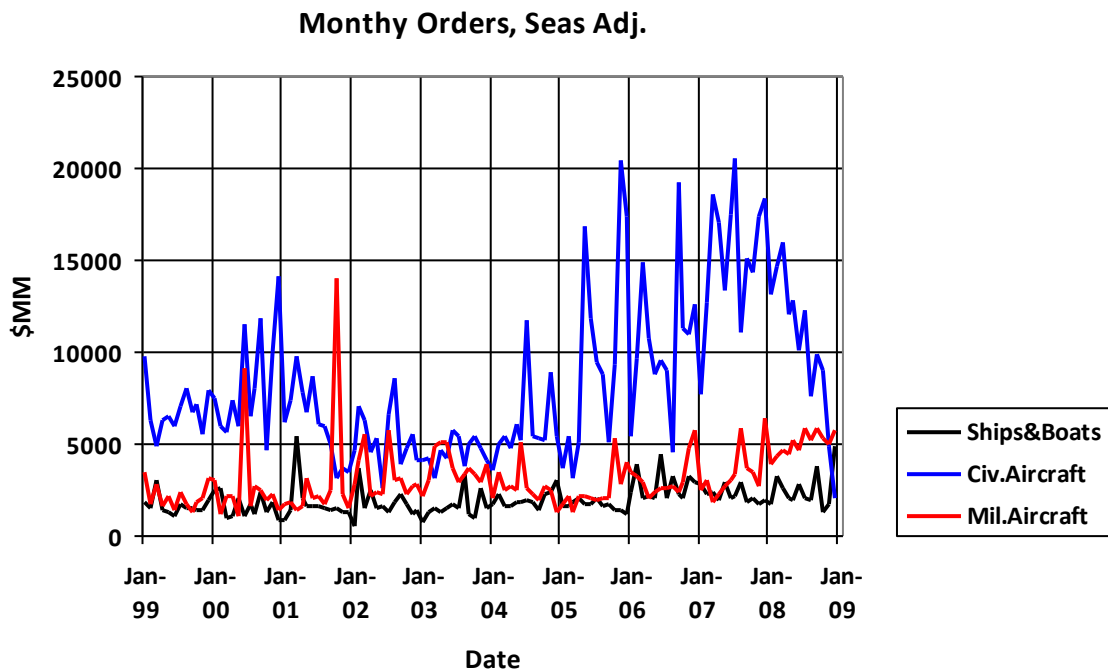


Figure 8.4 - Monthly Orders, \$million, seasonally adjusted, past 10 years



## 9 - Cars & Trucks: US Manufacturer Shipments (\$)

US Manufacturer shipments for Automobiles, Light Trucks, and Heavy Trucks

Data Source: US Dept. of Commerce

Table 9.1 - Monthly Shipments, \$million, seasonally adjusted, last 2

	<b>Autos</b>	<b>Light Truck</b>	<b>Heavy Truck</b>
<b>Jan-07</b>	7779	10454	2282
<b>Feb-07</b>	7822	11148	1994
<b>Mar-07</b>	8169	11605	1865
<b>Apr-07</b>	7939	11844	1483
<b>May-07</b>	8079	11974	1400
<b>Jun-07</b>	8122	11943	1324
<b>Jul-07</b>	9001	12157	1365
<b>Aug-07</b>	8201	11865	1532
<b>Sep-07</b>	7974	11345	1418
<b>Oct-07</b>	7965	11237	1324
<b>Nov-07</b>	8027	11297	1393
<b>Dec-07</b>	7805	10937	1406
<b>Jan-08</b>	7939	10776	1433
<b>Feb-08</b>	7641	10662	1346
<b>Mar-08</b>	6849	9247	1505
<b>Apr-08</b>	6706	8835	1609
<b>May-08</b>	6621	8194	1433
<b>Jun-08</b>	6783	8281	1348
<b>Jul-08</b>	7327	7862	1318
<b>Aug-08</b>	6719	7480	1265
<b>Sep-08</b>	6855	7682	1386
<b>Oct-08</b>	6427	7232	1263
<b>Nov-08</b>	6158	7083	1343
<b>Dec-08</b>	5544	6592	1396
<b>Jan-09</b>	4679	6185	1129

Cars & Trucks: US Manufacturer Shipments (\$), continued.

Trend Overview

Figure 9.1 - Monthly Shipments, \$million, seasonally adjusted, past 2 years

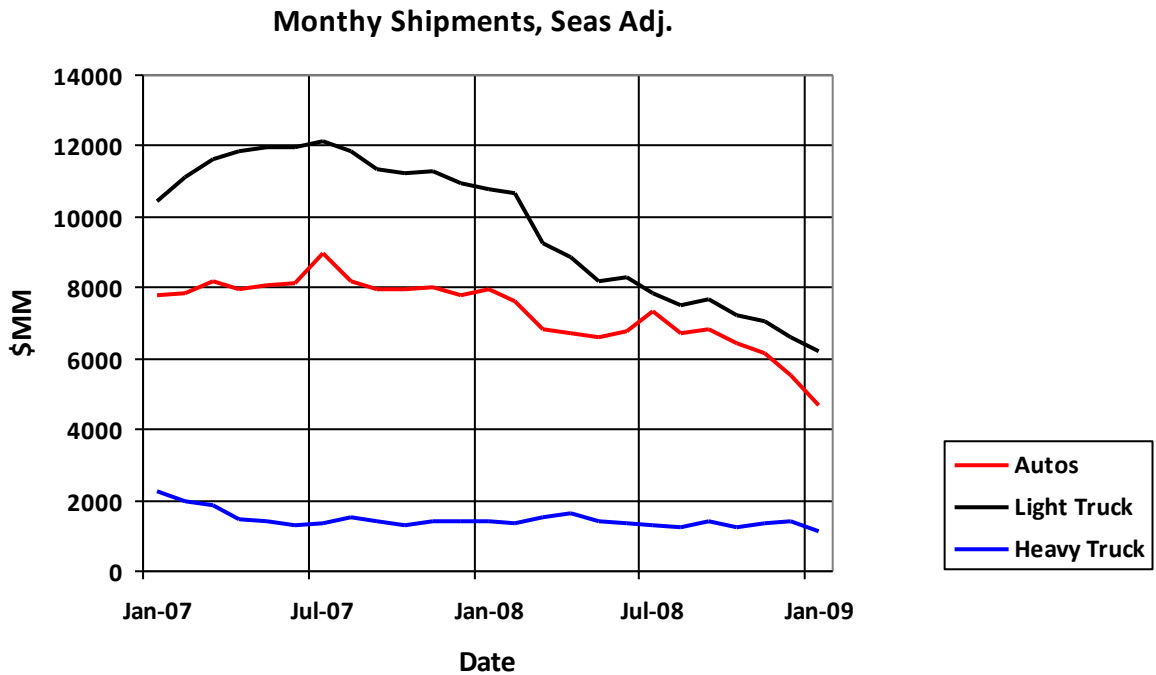
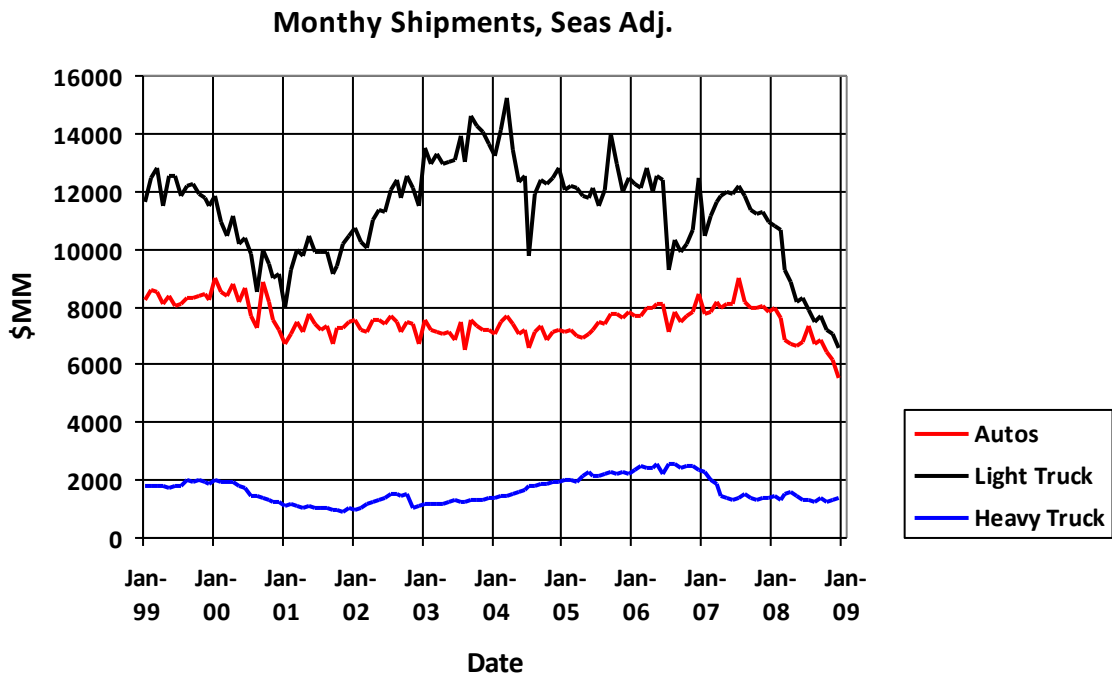


Figure 9.2 - Monthly Shipments, \$million, seasonally adjusted, past 10 years



## 10 - Cars & Trucks: US Total Sales (units)

US sales for Automobiles, Light Trucks, and Heavy Trucks

Data Source: US Bureau of Economic Analysis.

Table 10.1 - Monthly Sales, thousands of units last 2 years - *not seasonally adjusted*

	<b>Autos</b>	<b>Light Truck</b>	<b>Heavy Truck</b>
<b>Jan-07</b>	508.0	579.5	36.8
<b>Feb-07</b>	561.7	689.4	34.0
<b>Mar-07</b>	720.8	816.0	38.0
<b>Apr-07</b>	624.4	708.0	33.6
<b>May-07</b>	778.7	780.0	31.5
<b>Jun-07</b>	719.3	730.9	31.1
<b>Jul-07</b>	620.1	684.2	26.8
<b>Aug-07</b>	682.4	788.9	29.2
<b>Sep-07</b>	612.7	697.7	25.4
<b>Oct-07</b>	561.2	665.4	29.9
<b>Nov-07</b>	566.4	609.0	25.1
<b>Dec-07</b>	632.4	752.1	29.7
<b>Jan-08</b>	496.9	542.2	24.3
<b>Feb-08</b>	557.4	614.2	24.8
<b>Mar-08</b>	682.6	668.9	27.1
<b>Apr-08</b>	660.5	583.0	29.5
<b>May-08</b>	798.7	594.2	27.7
<b>Jun-08</b>	664.2	521.1	27.3
<b>Jul-08</b>	622.2	510.0	23.7
<b>Aug-08</b>	631.0	615.8	22.3
<b>Sep-08</b>	480.9	481.3	22.3
<b>Oct-08</b>	429.4	405.2	24.4
<b>Nov-08</b>	359.7	383.9	20.3
<b>Dec-08</b>	422.7	468.6	24.8
<b>Jan-09</b>	315.2	339.7	15.6
<b>Feb-09</b>	340.9	346.4	14.1

Cars & Trucks : US Total Sales (units), continued.

Trend Overview

Figure 10.1 - Car and Light Truck Monthly Sales, 1000's units, not seasonally adjusted, past 2 years

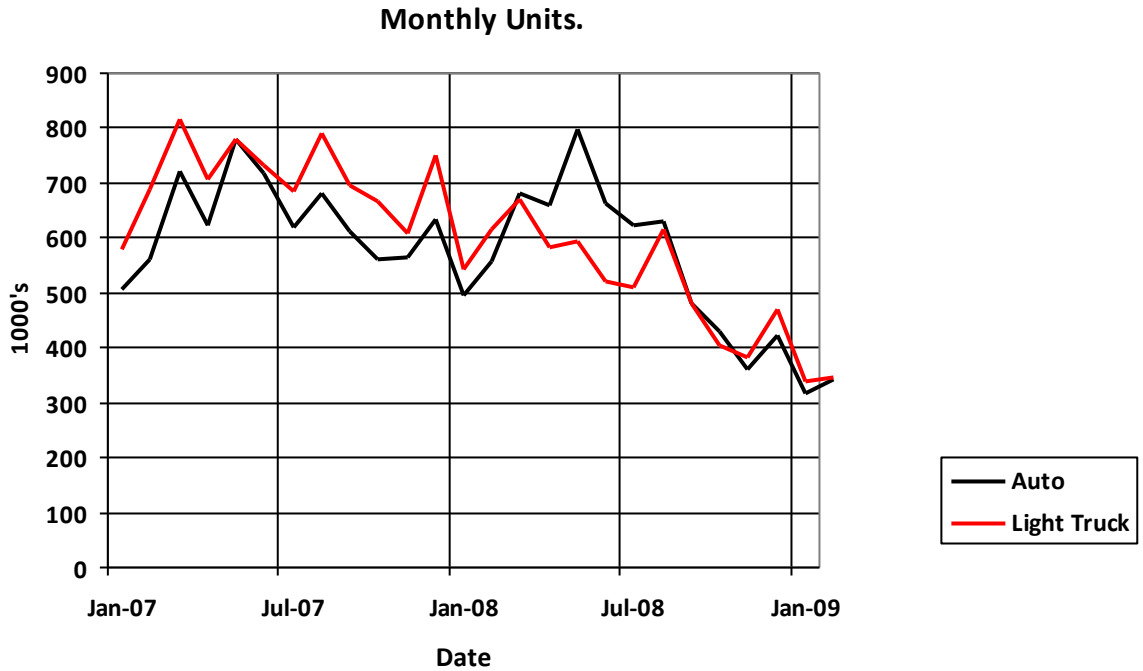
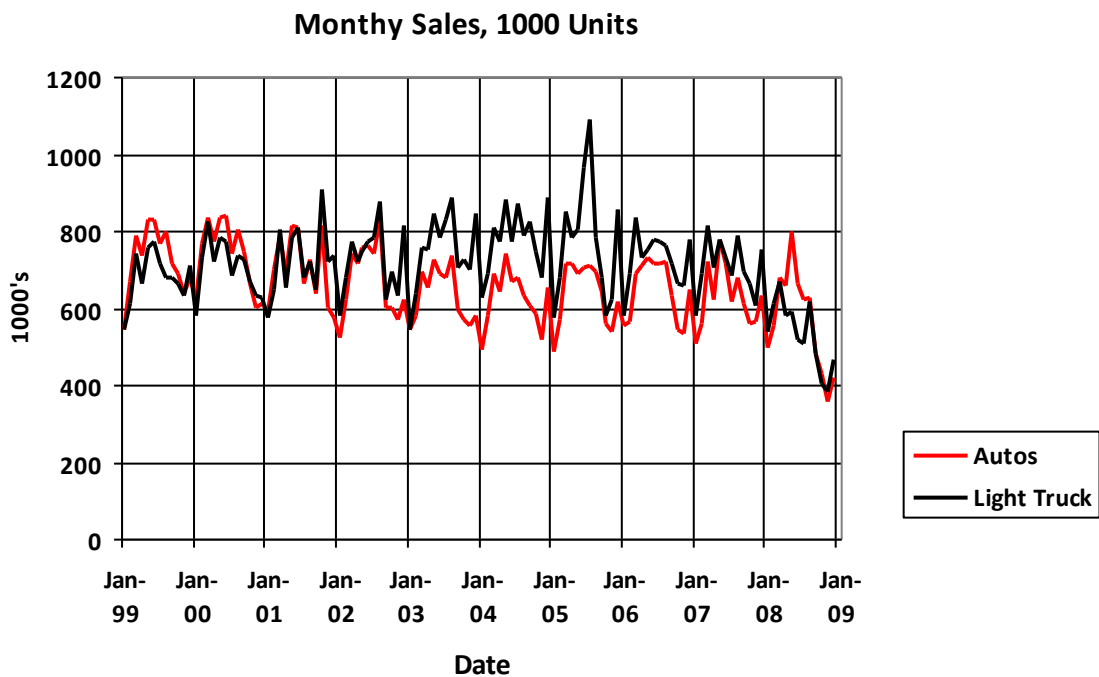


Figure 10.2 - Car and Light Truck Monthly Sales, 1000's units, not seasonally adjusted, past 10 years



Cars & Trucks :US Total Sales (units), continued.

Figure 10.3 - Monthly Heavy Truck Sales, 1000's units, not seasonally adjusted, past 2 years

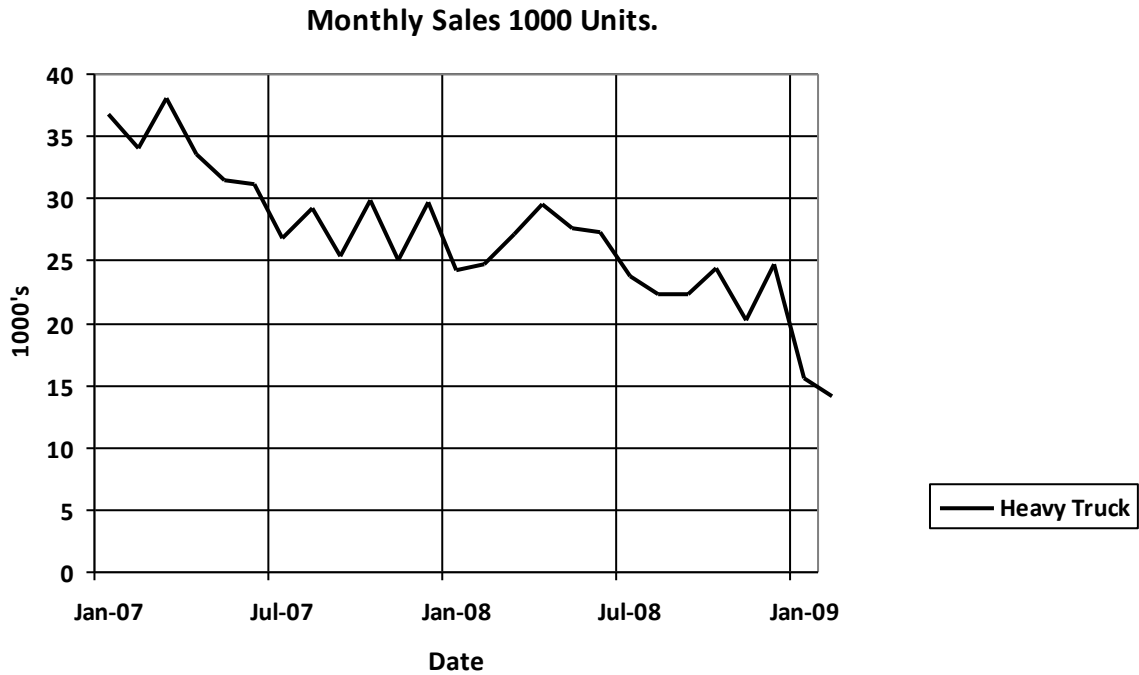
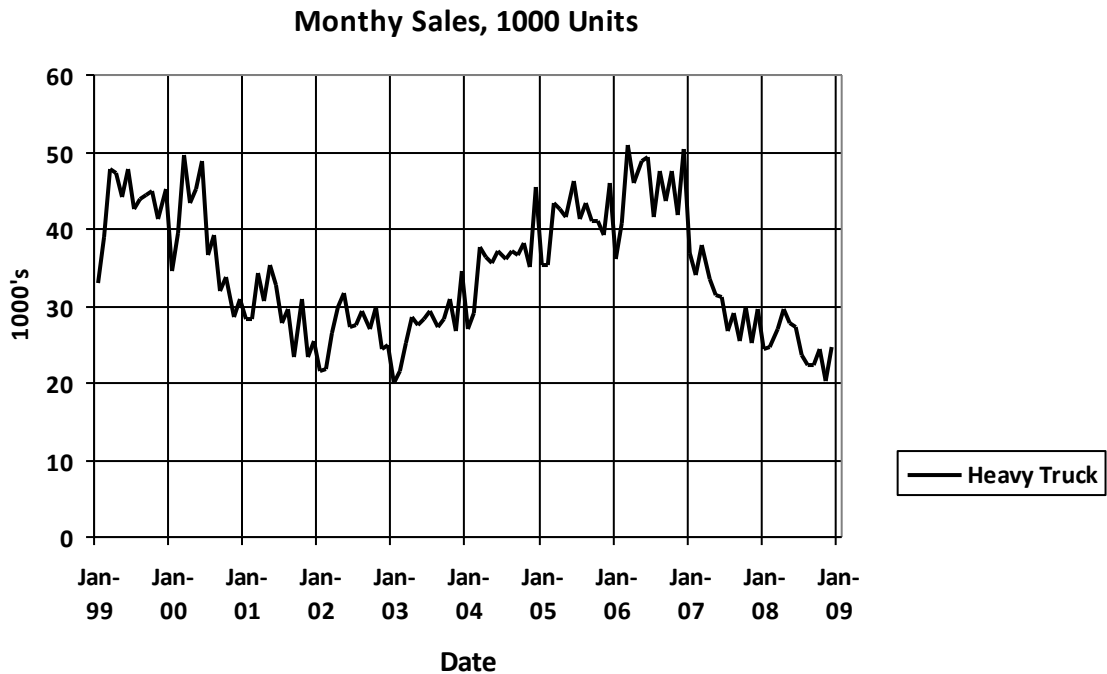


Figure 10.4 - Monthly Heavy Truck Sales, 1000's units, not seasonally adjusted, past 10 years



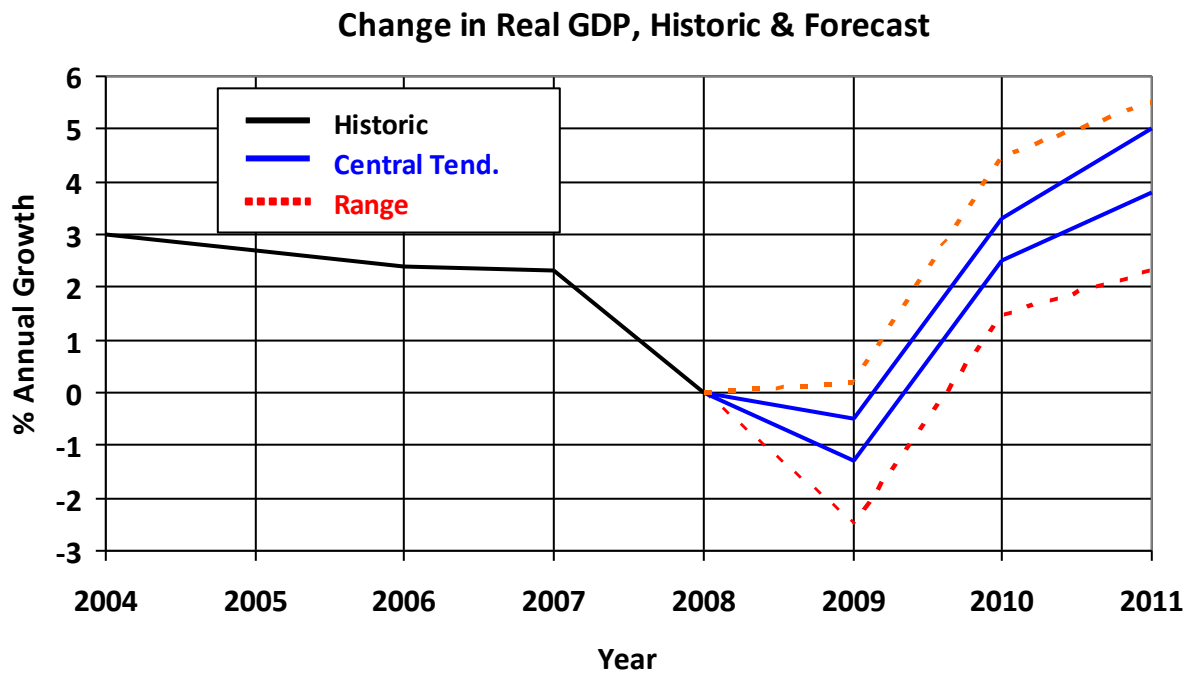
## 11 - Economic Indicators & Forecasts

This section contains forecasts of fundamental economic indicators published by the US Federal Reserve Open Market Committee (FOMC). Gross domestic Product (GDP), Unemployment, and PCE (Personal Consumption Expenditures - including food and fuel) Inflation are presented here. These metrics give an overview of the overall state of the economy.

The forecasts are for the years 2009, 2010, and 2011. Each forecast is given as a set of upper/lower limits. The first is the *RANGE*, which represents the total range of individual estimates put forth by FOMC participants. The second is the *CENTRAL TENDENCY*, which consists of the *RANGE* estimates, with the three highest and lowest estimates removed.

*Data source: Minutes of the Federal Open Market Committee, Jan 27-28, 2009*

Figure 11.1 - FOMC GDP Forecasts



11 - Economic Indicators & Forecasts, continued.

Figure 11.2 - FOMC Unemployment Forecasts

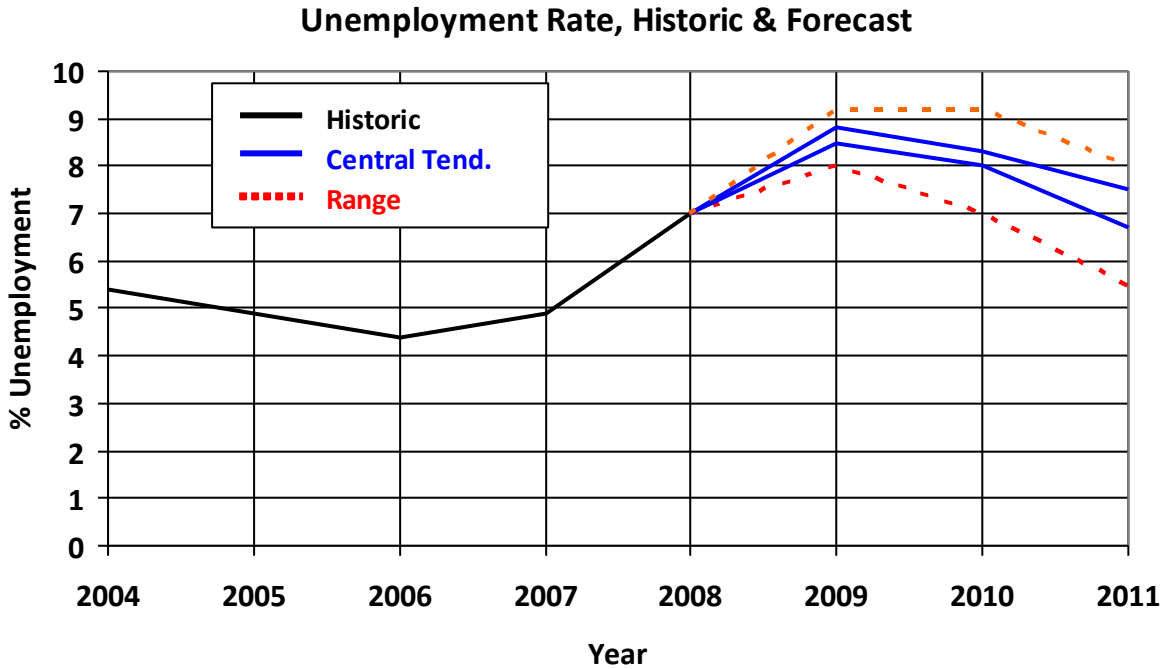
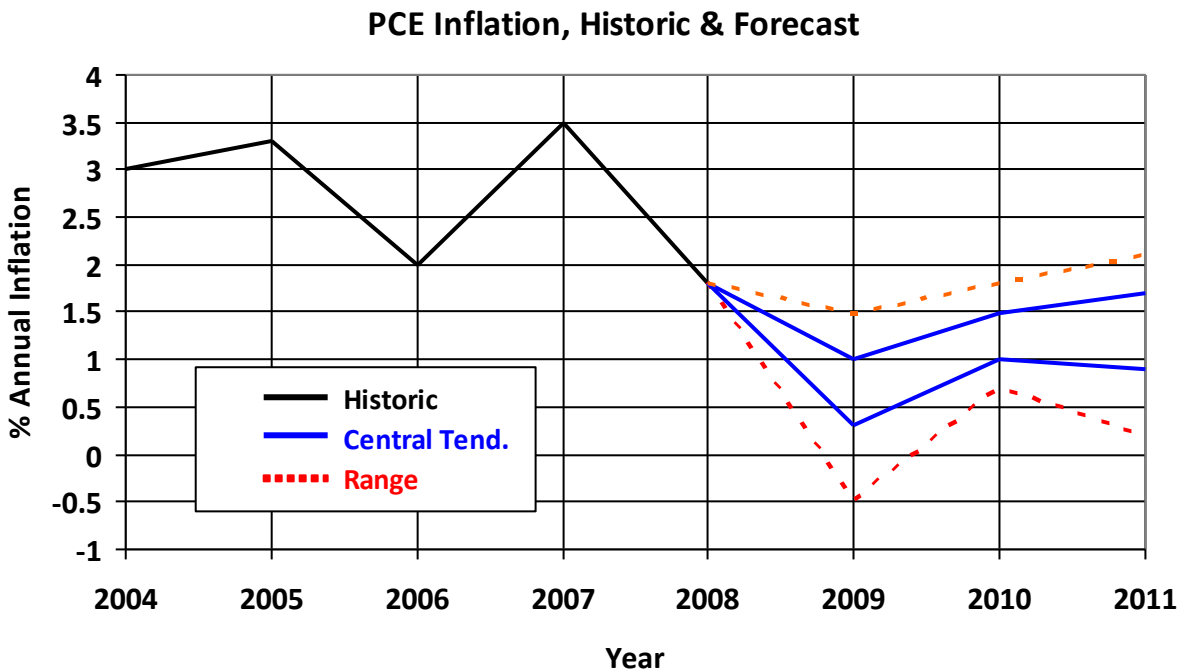


Figure 11.3 - FOMC PCE Inflation Forecasts



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