

Top 10 economic indicators manufacturers should watch

Manufacturers invest heavily in both capital and operating expenses, without having a direct line of sight to the end use of their products. Leaders must accurately plan for future demand to avoid costs and risk, but because they are further removed from end consumers, manufacturers often struggle to distinguish temporary adjustments from sustained shifts in demand.

Vehicle Miles Traveled

Total annual miles of vehicle travel divided by the total population in

Job Openings in

Manufacturing Recognizes availability of unfilled jobs to indicate

Chemical Activity Barometer

Two to fourteen-month lead into the peaks and troughs in the overall U.S. economy due to chemistry's early position in the supply chain

Total U.S.

Trade Weighted US Dollar Index: The Broad Index

Current trade patterns in the United States.

What are the top external factors

influencing manufacturing?

Employment Level Fulfilled jobs in the U.S., with the exception of

American Trucking Association's Truck

Crude Oil Prices: West Texas Intermediate

One of three global oil benchmarks indicating crude oil that is produced, refined and consumed in North America.

Value of Manufacturers' **New Orders**

Leading indicator of consumer confidence, as buyers are more likely to order high value goods

ISM Manufacturing

PMI Composite Index Monitors employment, production, inventories, new orders and supplier deliveries from a survey of purchasing managers.

The Prevedere **Industrial Production** Leading Indicator

Predicts the challenges and future based on factors impacting global supply chains.

Prevedere is an industry insights and predictive analytics company helping business leaders make better decisions by providing a real-time view of their company's future.

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How to interpret leading indicators for manufacturing

Every manufacturer has a unique set AVG. WEEKLY of external factors that influence HOURS: RETAIL UNEMPLOYMENT performance. Integrating this "domino effect" in business analytics can accurately predict shopper behavior. **PERSONAL SAVINGS RATE** 6 MONTHS 6 MONTHS ISM MANF. RETAIL SPEND CONSUMER **NEW ORDERS DEMAND** 5 MONTHS **NEW JOB GROWTH** 7 MONTHS 3 MONTHS PRESENT **ENERGY** AVERAGE COSTS RAINFALL 15 MONTHS 4 MONTHS

Prevedere's Demand Planning for Manufacturing solution combines human intelligence with Machine Learning from Microsoft Azure to provide future-focused insights delivered at the speed of business.

The ERIN Engine (External Real-time INsights) constantly analyzes Prevedere's proprietary data store, which includes millions of external economic, consumer behavior, online and social data sets, to provide companies the ability to access external factors as readily and easily as internal data.



INDUSTRIAL

15 MONTHS

3 MONTHS