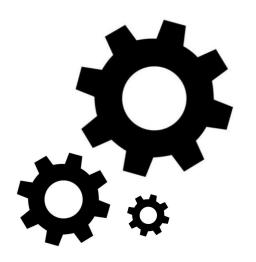


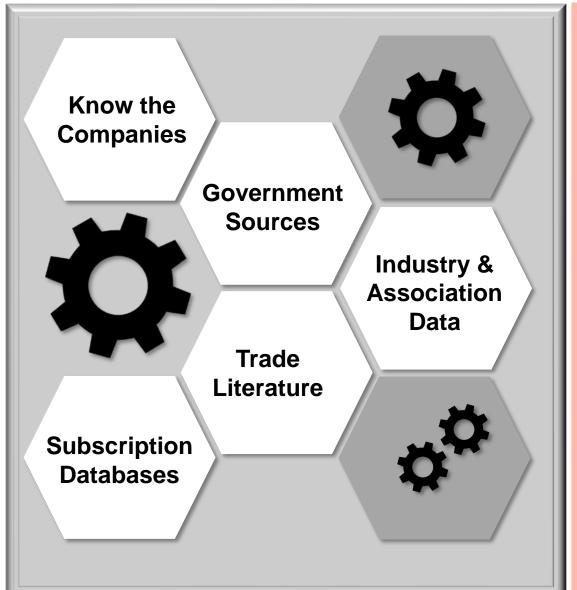
# Is There an Industry Report for That? Market & Industry Research



**Business Reference Services Natalie Burclaff Ellen Terrell** 







# **Keep in Mind that Each Industry Will...**

- be different
- have their own history that illuminates how they do business today
- have their own data needs
- present/publish
   statistics that they need
   and how they need
   them
- have their own body of trade literature and information sources
- won't necessarily make information open and available



# **Industry Codes**

#### TRADES ALPHABETICALLY ARRANGED.

CROCKERY	#	HARDWARE		NURSERYMEN	u
DEPARTMENT STORES	*	HARNESS	-	OHL DEALERS	
DISTILLERS		HATS AND CAPS	+	OPTICIANS	
DRUGS	Z	HAY	11	ORGANS	
DRY GOODS	A	HIDES		PAINT DEALERS	×
EGGS	P	HOTEL	E	PAINTERS	×
ELECTRICAL SUPPLIES	V	HOUSE FURNISHING		PAPER	
ENGINES	V	ICE	1	PAPER BOXES	
FANCY GOODS	1	JEWELERS		PAPERHANGING	
FEED DEALERS	11	LEAD PIPE	0	PATENT MEDICINES	
FERTILIZERS	U	LEATHER		PIANOS	
FLORISTS	U	LEATHER FINDINGS		PLANING MILLS	
FLOUR DEALERS	11	LIQUOR DEALERS	Ē	PLUMBERS	
	11	LITHOGRAPHERS		PLUMBERS' SUPPLIES	
FOUNDRIES	V	LIVERY	S	PRINTERS	
FRUIT	P	LUMBER DEALERS	7	PRODUCE	
FURNITURE	5	MACHINERY	v	PROVISIONS	
GARAGES	6	MACHINISTS' SUPPLIES	v		
	o	MALTSTERS	0	PUBLISHERS	=
GAS FIXTURES	0	MASONS	-	PUMPS	
GENERAL HARDWARE	-	MEN'S FURNISHINGS	-	RAILROAD SUPPLIES	V
GENERAL STORES	-	METALS	7	REFRIGERATING	
	#		v	ROOFERS	L
GRAIN		MILLINERY	-	SADDLERY HARDWARE	0.000
	::		6	SALOONS	_
GRIST MILLS	-	MUSIC	>	SASH AND BLINDS	L
GROCERIES	-	MUSICAL INSTRUMENTS	>	SAW MILLS	7
GUNS	100	NOTIONS	<b>A</b>	SEEDS	U

Dun's Reference Book July 1919 vol 205



### Industry codes.

- **❖ North American Industrial Classification (NAICS)**
- Standard Industrial Classification Codes (SIC Codes)
- Harmonized System (HS)



### Industry codes: NAICS.

#### **Sector**

72 Accommodation and Food Services T

721 Accommodation T

#### 721199 All Other Traveler Accommodation

This U.S. industry comprises establishments primarily engaged in providing short-term lodging (except hotels, motels, casino hotels, and bed-and-breakfast inns).

Illustrative Examples:

Guest houses Tourist homes Housekeeping cabins and cottages Youth hostels

Cross-References. Establishments primarily engaged in--

- Providing short-term lodging in facilities known as hotels without a casino on the premises--are classified in Industry 721110, Hotels (except Casino Hotels) and Motels;
- Providing short-term lodging in facilities known as hotels with a casino on the premises--are classified in Industry 721120, Casino Hotels; and
- Providing short-term lodging in establishments known as bed-and-breakfast inns--are classified in U.S. Industry 721191, Bed-and-Breakfast Inns.

2007 NAICS	2012 NAICS	2017 NAICS	Corresponding Index Entries	ı
721199	721199	721199	Cabins, housekeeping	1
721199	721199	721199	Cottages, housekeeping	
721199	721199	721199	Guest houses	5
721199	721199	721199	Hostels	1
721199	721199	721199	Housekeeping cabins	
721199	721199	721199	Housekeeping cottages	1
721199	721199	721199	Tourist courts	
721199	721199	721199	Tourist homes	1
721199	721199	721199	Youth hostels	

81	722310 Food Service Contractor
92	72232 Caterers <sup>T</sup>

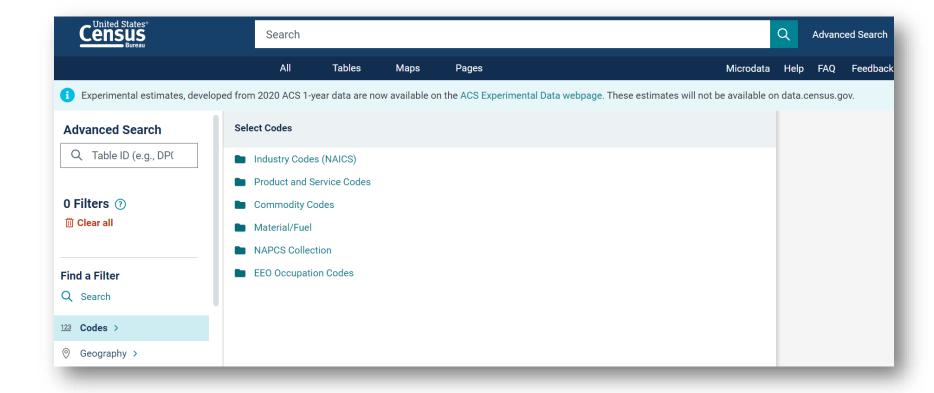


U	Silly lar	alco codes.						
	ECONOMIC CENSUS	Data						
С	APIs	Data are facts on people, places a						
b	Business Expense Tables	administrative records (e.g., birth collections are often called statis	n certificates). The results release tics.	ed based on these data				
/h	Datasets	The sources of the data published on census.gov are the Census Bureau and other federal agencies, if applicable.						
at	Data Tools							
00	Errata Notes	Economic Census APIs Census Bureau datasets are available via AP	'l Check out our Discovery Tool Sign up for	our newsletter Visit our Developers Forum				
26	< Back to Economic Census	to learn more.						
01		Business Expenses Survey						
00		The BES was created originally to compile statistics on business operating expenses for Retail Trade, Wholesale Trade, and Service Industries.						
a								
b		Economic Census Tables Stats displayed in columns and rows with titl PDF file formats.	le, ID, notes, sources and release date. Man	y tables are in downloadable XLS, CVS and				
e		PDF file formats.						
ec		Economic Census Data Tools Interactive applications, created by the Censucensuses, surveys, and programs		•				
	rmation for pondents	Census Release Information	Stats	Dala				



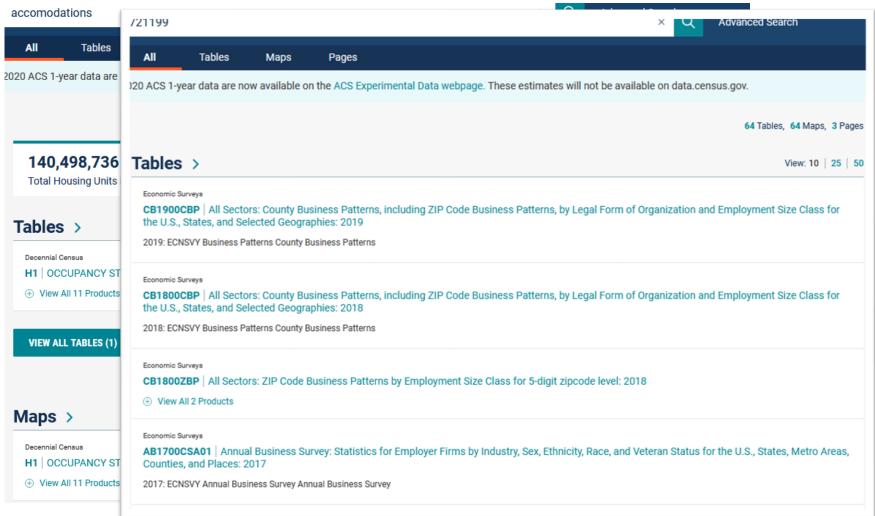
https://data.census.gov/





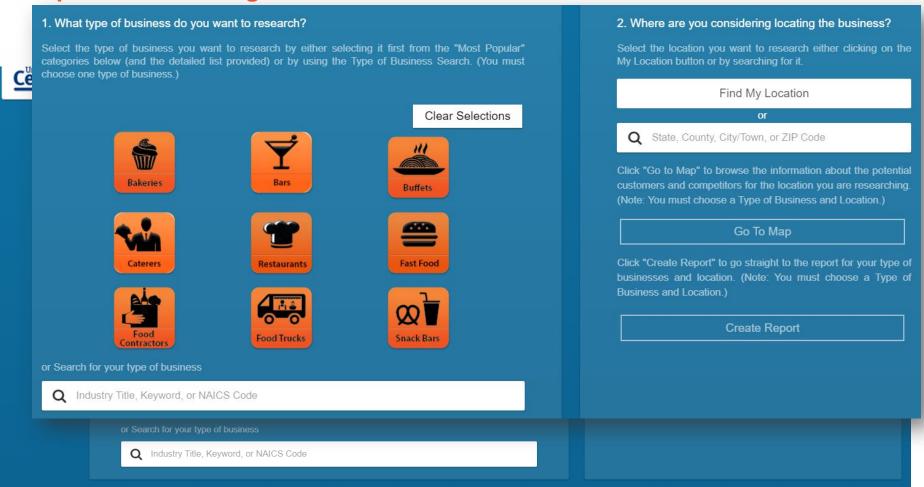


#### https://data.census.gov/





#### https://cbb.census.gov/sbe/#





Economic Census	This census is done every five years and data is by industry and geography. In addition to displaying data by industry codes, the Economic Census also shows data by Product Codes that can be even more specific. It includes the surveys below.
Annual Survey of Manufactures (ASM)	Sample estimates of statistics for all manufacturing establishments (NAICS sector 31-33) with one or more paid employees and is conducted annually, except for years ending in 2 and 7.
Annual Retail Trade Survey (ARTS)	National estimates of total annual sales, e-commerce sales, sales taxes, end-of-year inventories, purchases, total operating expenses, inventories held outside the US, gross margins, and end-of-year accounts receivable for retail businesses located in the US.
Annual Wholesale Trade Survey (AWTS)	Merchant wholesale companies provide estimates on sales, e-commerce, end-of-year inventories, inventories held outside the U.S., purchases, and total operating expenses.
Service Annual Survey (SAS)	Data from companies whose primary business or operation is to provide services to individuals, businesses, and governments including most personal, business, automotive, amusement and recreation, social welfare, health care, and other professional services.



https://guides.loc.gov/industry-research/census-bureau

### Industry codes: SIC.

#### **Division Industries/Sectors** A. Division A: Agriculture, Forestry, And Fishing Major Group 01: Agricultural Production Crops Major Group 02: Agriculture production livestock and animal specialties Major Group 07: Agricultural Services Major Group 08: Forestry Major Group 09: Fishing, hunting, and trapping

- B. Division B: Mining
- Major Group 10: Metal Mining
- Major Group 12: Coal Mining
- Major Group 13: Oil And Gas Extraction
- Major Group 14: Mining And Quarrying Of Nonmetalli
- C. Division C: Construction
- Major Group 15: Building Construction General Contr
- Major Group 16: Heavy Construction Other Than Buil
- Major Group 17: Construction Special Trade Contract DIVISION I I MANGE, MISURAN

Division I Services

Division J Public Administr

- D. Division D: Manufacturing
- Major Group 20: Food And Kindred Products
- Major Group 21: Tobacco Products
- Major Group 22: Textile Mill Products
- Major Group 23: Apparel And Other Finished Products Made From Fabrics And Similar Materials
- Major Group 24: Lumber And Wood Products, Except Furniture
- Major Group 25: Furniture And Fixtures
- Major Group 26: Paper And Allied Products
- Major Group 27: Printing, Publishing, And Allied Industries
- Major Group 28: Chemicals And Allied Products
- Major Group 29: Petroleum Refining And Related Industries
- Major Group 30: Rubber And Miscellaneous Plastics Products
- Major Group 31: Leather And Leather Products
- Major Group 32: Stone, Clay, Glass, And Concrete Products
- Major Group 33: Primary Metal Industries
- Major Group 34: Fabricated Metal Products, Except Machinery And Transportation Equipment
- Major Group 35: Industrial And Commercial Machinery And Computer Equipment
- Major Group 36: Electronic And Other Electrical Equipment And Components, Except Computer Equipment
- Major Group 37: Transportation Equipment
- Major Group 38: Measuring, Analyzing, And Controlling Instruments; Photographic, Medical And Optical Goods; Watches And Clocks
- Major Group 39: Miscellaneous Manufacturing Industries

https://quides.loc.gov/industry-research/classification-sic



### Industry codes: SIC.

#### Description for 7011: Hotels and Motels

Division I: Services | Major Group 70: Hotels, Rooming Houses, Camps, And Other Lodging Places H. Div Industry Group 701: Hotels And Motels Ma

7011 Hotels and Motels

Commercial establishments, known to the public as hotels, motor hotels, motels, or tourist courts, primarily engaged in providing lodging, or lodging and meals, for the general public. Hotels which are operated by membership organizations and open to the general public are included in this industry. Hotels operated by organizations for their members only are classified in Industry 7041. Apartment hotels are classified in Real Estate, Industry 6513; rooming and boarding houses are classified in Industry 7021; and sporting and recreational camps are classified in Industry 7032.

Auto courts

 Divis Bed and breakfast inns

Cabins and cottages

Casino hotels

Hostels

Hotels, except residential

• Inns, furnishing food and lodging

Motels

Recreational hotels

Resort hotels

Seasonal hotels

Ski lodges and resorts

Tourist cabins

Tourist courts

Industry Group 702: Rooming And Boarding Houses

7021 Rooming and Boarding Houses

Industry Group 703: Camps And Recreational Vehicle Parks

- 7032 Sporting and Recreational Camps
- 7033 Recreational Vehicle Parks and Campsites

Industry Group 704: Organization Hotels And Lodging Houses, On

7041 Organization Hotels and Lodging Houses, on Membership Basis

SCIENCE, TECHNOLOGY AND BUSINESS DIVISON



https://quides.loc.gov/industry-research/classification-sic

### **Industry codes: Trade.**

#### Harmonized systems (HS)

This is an international system for the classification of traded goods on a common basis for customs purposes.

### Official Harmonized Tariff Schedule:

HTS comprises a hierarchical structure for describing all goods in trade for duty, quota, and statistical purposes.
Structure is based upon the international Harmonized Commodity Description and Coding System (HS), administered by the World Customs Organization.

https://hts.usitc.gov/current

### Standard International Trade Classification (SITC)

This system is used in the compilation and comparison of trade statistics. The commodity groupings reflect (a) the materials used, (b) the processing stage, (c) market practices and, (d) the importance of the commodities in terms of world trade, and (e) technological changes.

# International Standard of Industrial Classification (ISIC)

Developed by the UN as a standard way of classifying economic activities. This groups together enterprises if they produce the same type of goods or service or if they use similar processes. Examples:

- A. Agriculture, forestry and fishing
- B. Mining and quarrying
- C. Manufacturing

https://guides.loc.gov/industry-research/classification-international



### Industry codes: Trade.

d Chapter 5 ctio d Chapter 5 e A d Chapter 5 d Chapter 5 Chi d Chapter 5	Subheading	Stat. Suf- fix	Article Description	Unit of		Rates of Duty		
e A Chapter 5 Chapter 5 Chi Chapter 5	6401	TIX		1		1	2	
Chapter 5	I		Waterproof footwear with outer soles and uppers of rubber or plastics, the uppers of which are neither fixed to the sole nor assembled by stitching, riveting, nailing, screwing, plugging	Quantity	General	Special		
Chi d Chapter 5 Chi d Chapter 5 Chi d Chapter 5 Chi d Chapter 5	6401.10.00	00	or similar processes:	. prs	· 37.5% <sup>1/</sup>	Free (AU, BH, CA, CL, D, IL, JO, MA, MX, OM, P, PE, R, SG) 0.4% (PA)	75%	
Chi Chapter 5 Chapter 6 Chapter 6 Chapter 6 Chapter 6 Chapter 6 Chapter 6	6401.92 6401.92.30		Other: Having soles and uppers of which over 90 percent of the external surface area (including any accessories or reinforcements such as	. prs	- Free <sup>1/</sup>	3.7% (CO) 28.1% (KR)	35%	
Section XII:  Chi Footwear, He  Chi Articles of Hu  Chi Chapter 6  Chi Chapter 6			those mentioned in note 4(a) to this chapter) is poly(vinyl chloride), whether or not supported or lined with poly(vinyl chloride) but not otherwise supported or lined		· 4.6% <sup>2/</sup>	CL, CO, D, É, IL, JO, KR, MA, MX, OM, P, PA, PE, R,	25%	e Therewith; Artificial Flow
Chapter 12 Chapter 13 Chapter 14 sitc.gov/view/Cha	10401.32.30		Other		37.5% <sup>1/</sup>	SG) Free (AU, BH, CA, CL, D, IL, JO, MA, MX, OM, P, PE, R, SG) 0.4% (PA) 3.7% (CO) 28.1% (KR)	75%	der

https://guides.loc.gov/industry-research/classification-international



Using HS codes: US data.

### export.gov

- Aerospace & Defense
- Agribusiness
- · Architecture & Engineering
- Automotive & Ground Transportation
- Construction, Building, & Heavy Equipment
- Consumer Goods & Home Furnishings
- Education
- Energy and Environmental Industries
  - U.S. Commercial Service Energy Team
  - Civil Nuclear Portal
  - Oil & Gas Industry Portal
  - · Renewable Energy Industry Portal
  - · Smart Grid Industry Portal
  - Environmental Technologies Exporters Portal
  - U.S. Commercial Service Environmental Technologies Team
- Finance
- Food Processing & Packaging
- Franchising
- · Health Technologies
- Industrial Equipment & Supplies
- Information & Communication
- Manufacturing Industries
- Marine Technology
- Publishing, Media, & Entertainment
- Security & Safety
- Services
- Textiles, Apparel & Sporting Goods
- Travel and Tourism
- Used & Reconditioned Equipment



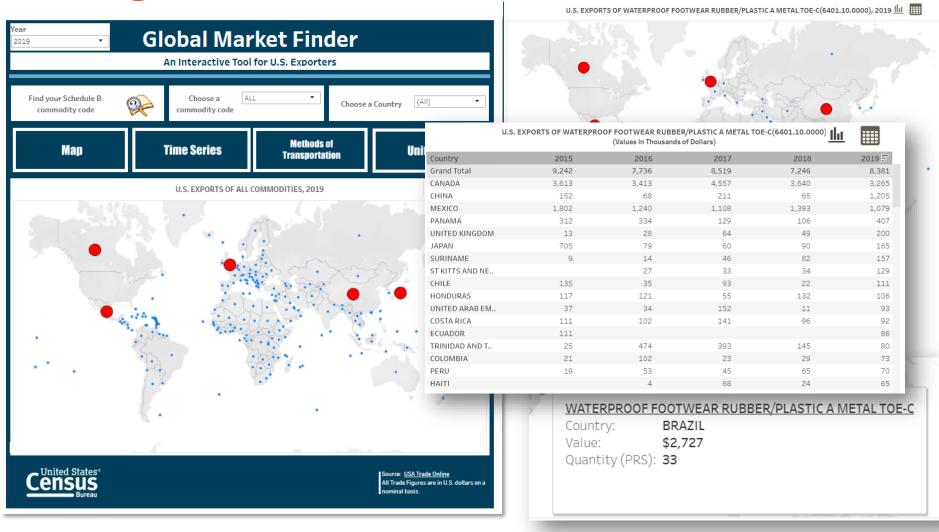
www.census.gov/foreign-trade/index.html

- The Advance International Trade in Goods Deficit Increased
- Imports and Exports by Related Parties
- > U.S. Exports by Metropolitan Area
- Profile of U.S. Importing and Exporting Companies,
- Global Market Finder: An interactive tool for U.S. exporters

The Census Bureau has created a data visualization tool that will help users find detailed international trade in goods statistics for specific commodity codes, countries of destination, and modes of transportation.



### Using HS codes: US data.



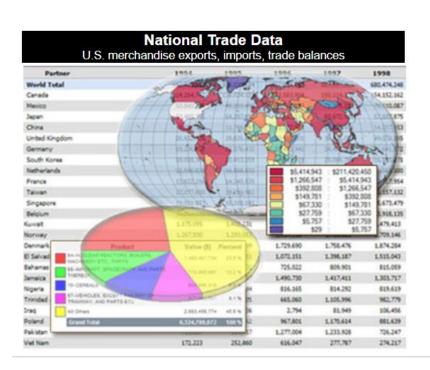
https://www.census.gov/library/visualizations/interactive/export-markets.html

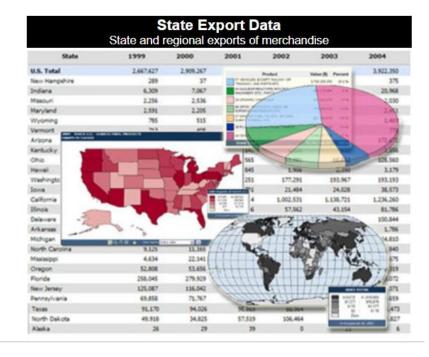


### Using HS codes: US data.

http://tse.export.gov/tse/tsehome.aspx









Business Rankings Annual . 1992

#### Department Stores

#### \*1784\*

LARGEST DEPARTMENT STORES IN THE U.S.

Ranked by: 1990 estimated sales, in millions of dollars.

Remarks: Also notes total company sales and accessories as a percentage of sales. Number listed: 18

- 1. J. C. Penney (Dallas, TX), with \$1,465.5 million
- 2. Nordstrom (Seattle, WA), \$347.3
- 3. Macy's Northeast (New York, NY), \$320
- 4. Sears Roebuck Merchandise Group (Chicago, IL), \$311.2
- 5. Macy's California (Los Angeles, CA), \$247.9
- 6. Dayton-Hudson (Minneapolis, MN), \$200.9
- 7. Saks Fifth Avenue (New York, NY), \$144
- 8. Bloomingdale's (New York, NY), \$122.4
- 9. Lord & Taylor (New York, NY), \$114.7
- 10. Foley's (New York, NY), \$103.5

Source: Accessories, July, 1991, p. 32.

Business Ranking Annual. Gale. 1992



ACTION ITEM: FIND THE COMPANIES
Knowing an industry is knowing who the players are, what companies dominate, etc.
<ul> <li>□ Use trade publications for best ranking/lists that have already been developed.</li> <li>□ Search the internet or news sources for Top or Biggest + companies + industry to bring up other results or help find industry sources</li> <li>□ Develop your own list using SIC/NAICS codes in databases like Mergent Intellect and Data Axle (formerly ReferenceUSA).</li> <li>□ See our guide Doing Company Research for more detail <a href="https://guides.loc.gov/company-research">https://guides.loc.gov/company-research</a></li> </ul>



# Is the company American?

Some database are better for US companies than for international companies.



- Mergent Intellect (US/international)
- EMIS Intelligence (emerging markets)
- Uniworld (US/international)
- SEC Filings (US)

# Is the company private or public?

Sources for private company information are limited & subscription based and searching for information can require some creativity.



- Mergent Intellect (public/private)
- Mergent Online (public)
- Business Source Complete (public)
- PrivCo (private)
- Crunchbase (private/start-up)
- General and Industry news
- SEC Filings (public)



Annual reports of public companies can give insights into their industry.

#### **EDGAR search SEC filings: 10K**

**Item 1** – includes a description of the company's business:

- · main products and services,
- what subsidiaries it owns,
- what markets it operates in
- recent events,
- competition the company faces,
- regulations that apply to it,
- labor issues,
- special operating costs,
- seasonal factors



Annual reports of public companies can give insights into their industry.

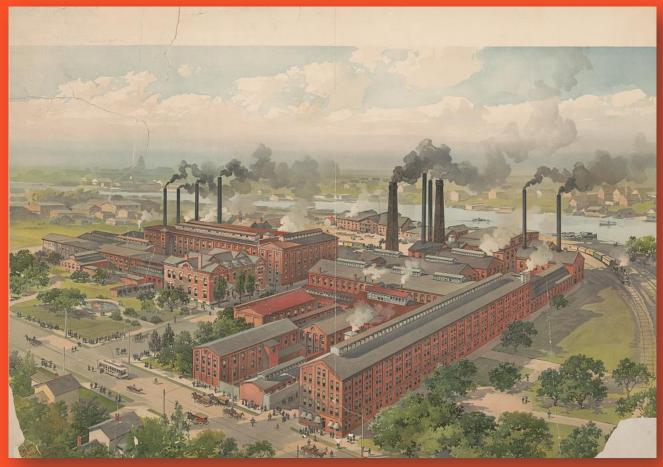
#### **EDGAR search SEC filings: 10K**

**Item 7 –** is the Management Discussion and Analysis

- expand on what is in Item 1
- management compares results from previous years
- management comments on issues facing the company



# **Government Industry Sources**



Goodrich factories, 1897. https://www.loc.gov/item/2018696473



### **Industry Census Sources.**

https://www.census.gov/topics/business-economy.html

# County Business Patterns

Annual series that includes the number of establishments, employment, first quarter payroll, and annual payroll.

Data is useful for studying economic activity of small areas; analyzing economic changes over time.

# **Business Dynamics Statistics**

Annual measure of business dynamics (such as job creation and destruction, establishment births and deaths, and firm startups and shutdowns) for the economy and aggregated by establishment and firm characteristics.

Data also available by sector.

# E-Commerce Statistics (E-STATS)

This is the Census data for "Measuring the Electronic Economy."

# **Annual Capital Expenditures Survey**

This survey covers all domestic, private, including agricultural nonfarm including nonemployer businesses. Major exclusions are foreign operations of U.S. businesses, businesses in U.S. territories, government operations, agricultural production companies, and private households.

https://www.census.gov/data/academy.html

https://guides.loc.gov/industry-research/census-bureau





DATA TOPICS - RESOURCES STRATEGY DEVELOPERS CONTACT

### The home of the U.S. Government's open data

Here you will find data, tools, and resources to conduct research, develop web and mobile applications, design data visualizations, and <u>more</u>.

For information regarding the Coronavirus/COVID-19, please visit <u>Coronavirus.gov.</u>





#### **Bureau of Economic Analysis**

Produces National Accounts data including GDP by Industry.

#### **Bureau of Labor Statistics**

Produces inflation and pricing data: Consumer Price Index (CPI); Producer Price Index (PPI) measures changes in the selling prices received by domestic producers of goods, services, and construction; Import and Export Prices; Employment Cost Trends; etc.

### **Energy Information Administration**

Data includes consumption, price, storage reports, capacity information, supplier information, etc. Mostly cover the US but there is international coverage for Electricity, Natural Gas, Petroleum & other liquids, Coal, Renewables, and Nuclear & Uranium.

#### **Department of Agriculture**

Good for data related to crop production and livestock. So you won't find information on the market for wheat or corn, but will find numbers for the production of wheat and corn.

### **Federal Communications Commission**

By Bureau. Media oversees electronic media, including cable television, broadcast television, radio.

Wireless Telecommunications oversees domestic wireless telecommunications (amateur, cellular, paging, broadband Personal Communication Services, public safety.

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#### **FDIC**



### Databases & Free Sources



https://www.loc.gov/item/2021638534/



### Free.

#### **ThomasNet**

https://www.thomasnet.com/

Has profiles on over 500,000 North American suppliers and over 6 million industrial products.

#### **MacRaes Bluebook**

https://www.macraesbluebook.com/

Information on over 1,200,000 North American industrial companies with more than 2 million product listings indexed under more than 50,000 product headings.

#### **Company Websites**

It can tell you products/services, clients, officers, locations, organization, news items etc. This will vary company by company. Public companies usually have an About Us or Investor Relations.

### Trade Literature & Industry Websites

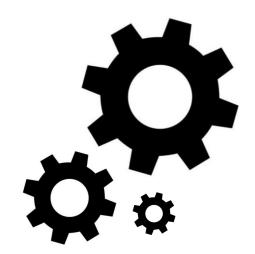
Not everything will be free but often articles and other information can still be accessible.



### Databases.

### **Specialized Resource Products**

- ☐ Business Insights: Global
- ☐ Plunkett Research
- ☐ EMIS Intelligence
- ☐ First Research
- ☐ IHS Jane's Defense & Security Intelligence & Analysis
- ☐ GlobalData: Oil & Gas
- ☐ GlobalData: Power
- ☐ IBISWorld
- ☐ Mergent Intellect
- □ Mergent Online
- ☐ STACKS (at the Library of Congress only)
- Statista
- UN Comtrade



### Databases.

### **Specialized Resource Products**



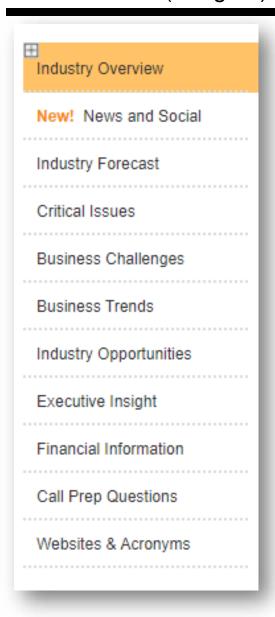
- Definition and overview of an industry
- Reports based on census-defined industries/ industry codes
- Country-specific
- Aggregate of financial data
- Establishments, payroll, and other statistics
- Major companies
- Narratives of analysis and trends



- Be aware of the codes or how an industry is defined
- Consider other industries in the supply chain
- Start with a familiar company to see how it is described
- Some companies fit in multiple industries, or an industry is so small or so new it doesn't have a full report
- News coverage might have industry report summaries



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### Databases.

### **News & Trade Literature**

- ☐ ABI Inform
- Business Insights: Global External
- ☐ Business Source Complete
- □ Factiva
- Nexis Uni
- □ ProQuest International Newsstream
- ☐ ProQuest US Newsstream



### Databases.

### **News & Trade Literature**



- Short articles and features citing industry organizations or major companies
- Focuses on trends and tie-ins to specific current events
- Company and industry report press releases can contain clues and data.

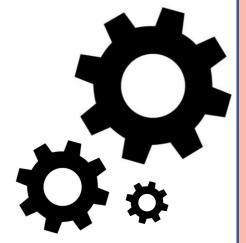


- Search using industry-specific keywords.
- Search on products, product lines, etc.
- See what sources are used in the articles.
- Search industry report titles and association names.
- Make a note of the author some journalists cover specific industries and publish in a variety of news sources

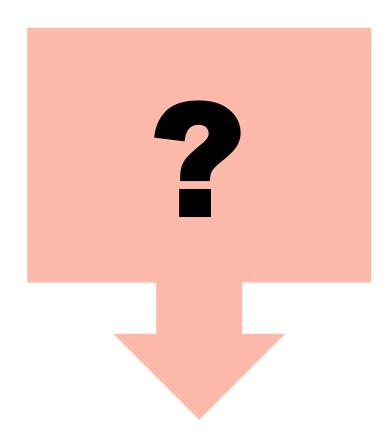


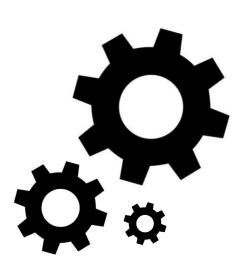
### **Tips & Final Thoughts.**

### REMEMBER ☐ Each industry is different. What is available, what terms they use, how they present data, what data they collect, etc. ☐ Any news sources can be used for industry research. Search on company name, products, associations, industry reports. Use the terms the industry uses. ☐ Go to the places that information is likely to be. Who wants to know about the industry? Who is likely to report on the industry? ☐ See what your local public library has. They will have news databases and other sources.



### **Questions?**





https://guides.loc.gov/industry-research

https://ask.loc.gov/business

