

NWX-US DEPT OF COMMERCE

Moderator: Kim Brown
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12:00 pm CT

Coordinator: Welcome and thank you for standing by. At this time all the participants will be on listen mode only until the question and answer session of today's session. At that time you can press star 1 to ask a question from the phone lines. I'd like to inform all parties that today's call is being recorded. If you have any objections you may disconnect at this time. I'd now like to turn the call over to Mr. Lam Nguyen. Thank you and you may begin.

Lam Nguyen: Thank you. Good afternoon everyone and welcome to the Economic Indicator Webinar Series. Thank you so much for joining us today. My name is Lam Nguyen and I will be the host of the webinar today.

Just a quick background before we get started. This webinar series was created by the Economic Directorate of the U.S. Census Bureau to help you discover the wide range of data we have to offer. Through this series you will learn about each of our economic indicators and the role the data plays in our economy.

Here with me today is Jan Lattimore and Steve Hood from the Manufacturers' Shipments, Inventories and Orders branch who will be jointly presenting today.

This webinar and others that have already been taking place will be archived on our website at www.census.gov/econ/webinar and now I will hand things over to Jan.

Jan Lattimore: Thank you, Lam. Good afternoon. I'm Jan Lattimore. Steve Hood and I are survey statisticians with the United States Census Bureau. We review data for the Manufacturers' Shipments, Inventories and Orders branch. The M3 survey. Welcome.

Today we will be introducing our survey panel, reviewing our data collection and estimate procedures, discussing our supplemental surveys and our core products, reviewing our data users, showing some examples of M3 data in our economy and giving you a live demonstration of our website.

So to begin the Manufacturers' Shipments, Inventories and Orders survey, the M3, provides a measurement of current industrial activity and provides an indication of future manufacturing activity. It provides broad-based monthly statistical data on an economic condition in a domestic manufacturing sector at the national level. It has been conducted monthly since 1957.

Data are collected on manufacturers' value of shipments, new orders, end of month order backlog, and end of month total inventory. The total inventory includes its stages of inventory, its materials and supplies, its work in process and its finished goods.

The M3 is tabulated from data reported from domestic manufacturing establishments. The M3 includes about 4,300 reporting units that represent about 3,000 multi-unit companies. The units may be divisions of diversified large companies, large homogeneous companies, or single-unit manufacturers in 89 industry categories. There are 66 industry categories collected to estimate total durable goods and 23 industry categories collected to estimate nondurable goods.

Data are collected from a panel of manufacturing companies. These participants are not selected based on a probability sample. Data are collected and tabulated based on industry groups that are aggregations of detailed, six-digit North American industry classifications makes system. They are classified within the manufacturing make sectors 31 through 33. The companies included produce goods domestically but the destination of those goods can be a company within the United States or a destination abroad.

Data collection is authorized by Title 13 of the United States Code. All information including names of participating companies is held in confidence under both Title 13 and Title 26 of the United States Code. All staff are sworn to uphold Title 13 regulations and are trained and abide by the Census Bureau's principle economic indicator policies. The latter are an additional layer of internal security.

The monthly M3 estimates are based on information obtained from domestic manufacturing companies with \$500 million or more in annual shipments. The companies included are selected from the manufacturing sector of the once every five year economic census from the annual survey of manufacturers and from the unfilled order survey. These we refer to as source data.

All of our data is collected electronically. Eighty-seven percent of our data are collected through the internet. This is the preferred method of data collection. Twelve percent of our data is collected through our optical character recognition software, the Paperless Facsimile Image Reporting System or PFIR. And less than 1% of our data collected through the secure messaging center, our secure e-mail system.

The M3 collects data on a manufacturers' value of shipments, new orders, order backlogs, co-inventory and the stages of fabrication, its materials and supplies, its work in process and its finished goods. Manufacturers' shipments measures the dollar value of products sold by manufacturing establishments and are based on net selling value. The shipment value was only for requested calendar month.

Data reported on a four-week or five-week basis are adjusted for a calendar period. A shipment figure encompasses domestic manufacturing, transfers to other manufacturing locations that do additional manufacturing in a different M3 category, shipments to distributors, services that are included in the shipment contracts and the value for each specific calendar month of long-term contracts.

New orders is defined as the communication of an intention to buy for immediate or future delivery. Data includes all new orders received during the month minus cancellations. The value of orders received during the report period, the value of orders for immediate delivery, net value of contract modifications, orders for equipment to be leased or rented, or orders for long-term contracts that are funded are included. Only those orders that are supported by binding legal documents such as signed contracts or letter contracts are requested.

The order backlog are unfilled orders at the end of an accounting period. They equal the unfilled orders at the beginning of an account period plus the net of new orders for that same period minus the net of sales. They include orders that have not yet passed through the sales account and funded orders for which the value of work done has not been reported as sales.

Total inventories represent the value of the end of month stocks regardless of stage of fabrication. These inventories are valued at cost using any valuation method other than LIFO. Inventories associated with the non-manufacturing activities of a company are excluded.

Now we will discuss M3's estimation procedure. A link relative procedure derives the monthly universe of estimates of shipments, unfilled orders, and total inventories for each industry. The universe estimate for the previous month is multiplied by the monthly ratio of change tabulated for current month's reporting unit to arrive at a universe estimate for the current month.

The universe estimate of new orders is derived from the monthly estimate of shipments plus the change in unfilled orders between the current and prior period. The estimate includes orders that are received and filled in the same month as well as orders that have not yet been filled. It also includes the effects of cancellations and modifications of previously reported orders.

The total inventory data estimated for each tabulated industry are re-tabulated to the appropriate three-digit make subsector level and service control totals for the stages of fabrication data. Initial estimates are made for each of the stages of fabrication at the three-digit links level using the link-relative procedure. The differences between the sum of stage of fabrication and total inventories at the three-digit links level are then allocated proportionately to the stage of fabrication figures to form the estimate.

The reason behind this procedure is that a significant number of companies report total inventories but cannot report inventories by stage of fabrication.

With each monthly release the prior month's data are revised based on receipt of late data or corrected reports provided by the respondents. Those monthly reports that are received too late to be included in the monthly publication are added to improve the revised estimates of change of the historical monthly data.

Once a year when the source data, the economic census, the ASM and the unfilled order survey become available, the monthly estimates of manufacturers' shipments, inventories and new orders are benchmarked against these larger surveys.

The M3 survey panel data is benchmarked to reduce both sampling and non-sampling errors. Since the panel is not a probability sample, the sampling errors that are normally provided with the sample surveys cannot be measured.

Benchmark data are published in May of each year except for years ending in four or nine. These are years when the ASM is not conducted and the economic census data is not yet available.

All of the M3 shipment data series except for tobacco and manufacturing, and turbine generator manufacturing are adjusted for calendar month variations, moving holidays and outliers.

For shipments, unfilled orders and inventories, two years of data are forecasted at the end of each series. The combined effects of trading day and

seasonality can then be estimated and removed by producing adjusted estimates. These estimates are not adjusted for inflation. The selection of models used to produce the estimates are based primarily on the recognition of patterns continued in the data. These are made visible by using aggression and spectral analysis of seasonal adjustment software.

The adjusted estimates for shipments, unfilled orders and total inventories are calculated by dividing the unadjusted estimates by combining adjustment factors computed by the X13ARIMA-SEATS seasonal adjustment program.

Adjusted new orders are computed by adding the changes between current and prior adjusted unfilled orders to the current month's adjusted shipments.

The inventory stage of fabrication data are seasonally adjusted at the three-digit makes subsector level for each phase.

If the sum of the adjusted stage of fabrication does not equal the major group totals derived from summing the adjusted inventory totals for each industry the difference is proportionally allocated to the stage of fabrication details.

Staff calculate the combined factors concurrently and include it with the current observation in the calculation of the current month's seasonal factor.

For more information on specific measures used in the seasonal adjustment analysis, selection of options within the X13ARIMA-SEATS program, call (301) 763-7630.

Now we will review the supplemental M3 surveys.

The manufacturers' unfilled order survey, the UFO, is a mandatory survey with a sample of approximately 6,000 companies. Since 2010 the survey has been conducted annually. Prior to 2010 a survey was conducted in 1976, 1986 and 1999. The UFO survey provides the annual benchmark for M3's unfilled orders data. The ASM and the economic census serve as the annual benchmarks for M3 shipments and inventory data.

The survey collects 41 out of the 83 M3 industry categories minus the defense and non-defense industry breakouts. And 48% of UFO respondents report via the Web on our Centurion system. The UFO survey is necessary to ensure future accuracy of the new order state in the M3 and to determine which makes industries continue to report unfilled orders.

M3 publishes Department of Defense and non-Department of Defense data splits. Defense industry data is gathered for sales, inventory and orders relating to foreign governments, contracted through the Department of Defense and subcontracts with other companies where the prime contract is known to be with the Department of Defense. Information for defense and non-defense activities are requested separately.

DOD data includes the following industry categories: small arms and ordinance, communication equipment and manufacturing, search and navigation equipment manufacturing, ship and boat building, aircraft manufacturing, and aircraft engine and parts manufacturing.

Because of the monthly variation of DOD data it is essential that economists are able to examine the M3 data both with and without DOD figures included. Based on the results of a special inquiry of select industries in the economic census M3 will benchmark the split between DOD and non-DOD industries beginning in 2015.

There are two press releases per month.

The first is the advance report on durable goods manufacturers' shipments, inventories and orders. It reports on the domestic manufacturing activities of goods lasting three years or more and is available about 18 working days after each month.

The second is the full report of the manufacturers' shipments and orders and inventories. It includes both durable and non-durable manufacturing and is available about 23 working days after each month.

M3 also contributes total manufacturing data through the manufacturing trade, inventories and sales report - the MTIS.

The advance report on durable goods is the lead indicator of manufacturing activity in the U.S. It reports on domestically manufactured goods lasting three years or more. It reports on the primary metals, fabricated metals, machinery, computers, electrical equipment and appliances, transportation equipment and other miscellaneous durable manufacturing industries. Its data are published on select four- and six-digit makes categories.

New orders are an indicator of future economic activity because these orders translate into future shipments. The early indication of durable goods manufacturing affects the movement of the financial markets.

The full report on manufacturers' shipments, inventories and orders reports on all domestic manufacturing goods, both durable and non-durable. It contains more detail than the advance report. It contains revisions of prior months' data and late receipts from the advance report.

The full report lists the results from the M3 survey in six tables. Table 1, shipments, Table 2, new orders, Table 3, unfilled orders, Table 4, total inventories, Table 5, topical series, and Table 6, the inventory stages of fabrication.

Topical series are a special aggregate that help tie the full report to the advance report. This category includes construction of materials and supplies, information technology, computer and related products, motor vehicles and parts, consumer goods both durable and non-durable, and defense and non-defense capital goods.

Consumer goods are further broken down to durable and non-durable goods.

The stages of inventory are defined as materials and supplies inventory which includes all unprocessed raw and semi-fabricated commodities and supplies to which the company has title. Work in process which includes accumulated costs of all commodities undergoing fabrication within the company's plan, and finished goods which includes the value of all completed products ready for shipment.

The full report is the more complete picture of manufacturing activity in the U.S. It is an economic indicator and is used in the calculation of the U.S. GDP.

Now I will turn this presentation over to Steve Hood who will give examples of our data and demonstrate the tools on our website.

Steve Hood: Thank you, Jan.

This slide presents the most current values of total manufacturing in the U.S. along with two primary components, durables and non-durable goods. The values on the right side of the slide were updated based on our most recent full report released on February 4.

In this graph we see a time series for the adjusted value of total manufacturing in the United States from 1996 through 2013 to the two most recent recessions. How often do you hear a person say, the U.S. doesn't make anything anymore? Everything is made in China or India. This graph demonstrates that the U.S. still manufactures at a current rate of \$492.7 billion per month invalidating the myth.

The value of shipments of all manufactured goods in the United States continues to grow since hitting a low point during the last recession of \$353.4 billion in May of 2009. The February 4 full release of December 2013 data showed that total manufacturing levels have surpassed the prior record high levels of \$487.1 billion from July of 2008.

Shipments of durable goods exceeded the pre-recessionary high of \$228.9 billion in May of 2013 and have continued a slow but steady upward trend.

The shipments of non-durables briefly surpassed their prior high of \$260.5 billion set in July of 2008 in February of 2013. Total shipments in February 2013 were \$263.2 billion. Since February 2013 non-durable shipments have trended slightly downward.

I would also like to note that around the end of 2007 and beginning of 2008 non-durable shipments began to outpace durable shipments. The main driver behind this would be the petroleum shipments due to increased oil prices. I am sure everyone still remembers in 2008 when oil prices hit a peak of \$150.00

per barrel and we were paying \$4.00 plus per gallon of gas, which leads us into our next slide.

This slide presents shipments of food, chemical products and petroleum and coal products from 1996 through 2013. Here we see how petroleum price hikes carry over into other industries like food and chemicals.

A few examples to help show this carryover effect would be in our food and paint products.

For instance, higher oil prices correlate to higher transportation costs which cause an increase in food prices because it's more expensive to ship these goods to our local grocery stores.

If we look at paint products as an example, paint is made up of petro chemicals which are a byproduct in the refining process, so how does this affect the supply chain? Well an increased costs in petro chemicals to the paint manufacturers will lead to an increased cost in paint at the retail level as these costs are passed down to the consumer. A quick fact would be that petroleum shipments have increased 455% since 1996.

This slide presents shipments of primary metals and transportation equipment from 1996 through 2013. Since 1996, shipments of primary metals have increased from 12.7 billion to 26.2 billion per month, and transportation equipment has increased from 40.4 billion to 68.5 billion per month.

So, why are primary metals important to the economy? The answer is because primary metals are a base manufacturing industry which means that it feeds into other sectors of the economy, from automobile manufacturing to

fabricated structural steel for construction projects like bridges or new office buildings.

What this slide is attempting to show is the strong correlation between the primary metals industry and the transportation industry. When the free fall of the transportation equipment manufacturers began during the last recession, here you see primary metals declines mirrored the transportation equipment sector.

This slide presents the relationship between retail sales and shipments of motor vehicles and parts from 1996 through 2013. You can see how closely retail sales and motor vehicles and parts are correlated. The main reason for the correlation is that within the retail sales figures are automobile dealerships.

Here you can see how both retail sales and motor vehicles and parts have achieved a steady upward trend since the last recession. This past November, motor vehicles and parts reached a record 48.2 billion.

This slide presents shipments and new orders of machinery from 1996 through 2013. Machinery growth has also been a success story for manufacturing. Once of the main drivers behind this would be the increase in residential construction. Here, you can see the correlation between shipments and new orders as new orders are a leading indicator to future shipments.

Some key components of machinery would be construction equipment, such as bulldozers, backhoes, and road graders, industrial machinery used to produce products such as textiles, semiconductors, plastics, rubber, and food processing, material handling equipment like elevators, moving stairways, conveyors, and stacker machinery, and farm machinery which includes tractors, combines, and plows.

Shipments of machinery have pulled away from a recessionary low of 22.7 billion in August of 2009 and reached a record high in December of 35.3 billion. Orders of machinery dipped more sharply during the most recent recession, but they also reached a record high of 36.2 billion this past December.

So machinery in general appears to be rebounding nicely since our most recent recession. Those were some examples to give you a more visual interpretation of the data we collect and publish.

Now I would like to take a minute to mention M3's primary data users.

Chief among the M3 data users is the Bureau of Economic Analysis, the BEA. The BEA uses M3 data to make GDP estimates and to compile the principal economic indicator series. The Federal Reserve Board, Department of Treasury, and Council of Economic Advisors use M3 data to develop fiscal and monetary policy. Corporate economists, trade associations, news media, academia, investment consultants, and researchers use M3 data for analysis in the forecasting of future economic conditions.

What I'm going to do now is go to the M3 home page to help you become more familiar with our Web site, and I'm also going to show you how you can use M3 data to spot larger trends in the overall economy.

So this is the M3 home page. You can access our Web page at www.census.gov/m3. You can see here on our main page we provide our most recent advance and full report highlights. You can download those in PDF as well as Excel format. We also provide our benchmark report highlights. And those can also be downloaded in PDF and Excel format.

On the right side of our Web page, we provide any upcoming Announcements. You can see here today's Economic Indicator Webinar series link. We also provide our Release Schedule, and you can download that in Excel. And we have contact information at the bottom.

On the left side of our main page, we provide a link for any respondents to get any help with their form. It's also a link to our Internet reporting. And then below that we provide any related links that our respondents have found helpful over the years for information that they were looking for.

There are seven main tabs to help you navigate through our Web site. This is the main page. The second tab is about the surveys. Here, this is kind of just a general overview that provides information of purpose, coverage, content, etc.

The next tab Get Forms. This is where you could download a copy of our instruction manual and the actual M3 form itself in PDF format. We also provide a link to our Internet reporters.

The fourth tab would be Historical Data, which is pretty cool because you can pick any year dating back to 1992 for the advanced and full report. Any month as well. We also provide information on the historical time series, M3 survey revision information, and historical time series in the standard classification.

How the Data are Collected. What this is, this is a more detailed look at how we conduct our survey from the composition, monthly estimation procedure, trading day adjustment, seasonal adjustment, methodology. It's really the nuts and bolts of our survey. Jan touched on this earlier, but this is really an in-depth look.

The next tab would be some definitions of key terms used with our survey, shipments, new orders, order backlog, total inventory.

And then lastly, we provide some FAQs.

For users wanting more hands-on access to available data, we provide the time series and trend charts tool. You would access that through Search database, this link right here. I'm going to click on that and show everyone.

What this is is a Web-based system which allows users to create custom time series, sourcing data directly from a repository of all published M3 data. It also features integrated graphing capabilities to help quickly build visualizations. For our power users, we have a new feature which allows you to download our entire data sets. You can see the link right here.

There are kind-of some supporting technical documents you can download once you would download the data set to kind-of, you know, help walk you through the process if you wanted to get real fancy there.

With the click of a button, time series data can be instantly exported to a text or Excel file. So what I'm going to do is show this - the five step process, and show you how easy it is to really look at the data you're interested in.

The first step, you want to make sure that you've selected the proper reporter survey. Our example today were Manufacturers' Shipments, Inventories and Orders. You are going to select the range, the year you wish to look at going back to 1992 to present. We'll take a look at 2005 to 2013.

Third, you want to select the industry or category which you are interested in. All of our industries are here, as well as some different categories such as

Manufacturing X Transportation, Manufacturing X Defense. For this example, we'll just look at total manufacturing.

Fourth, you'd want to select the item you're interested in and value of shipments, new orders, unfilled orders, total inventories. We also provide some ratios as well as a percentage change on a monthly basis.

Fifth, you want to select your geographical level. For the M3 report, we only collect the U.S. level. Some other surveys are a little different. Next, you choose if you'd like to look at seasonally adjusted or not seasonally adjusted or both. We're going to just look at seasonally adjusted. And then you just click on Get Data.

You can see how quickly the data populates to the bottom of the Web page. I'll show you this really quickly. What you can do here is you can export the files to a text format, Excel file as well. You can view your data set in a bar chart format. I'm going to click on that and show you. You can also view it in a line chart, which is my personal favorite. So there you can see how easy it is to really navigate around this page.

What I would like to do now, though, is show you how you could use M3 data to help spot trends in the overall economy. For today's example, we're going to take a look at the U.S. housing sector. Two industries within the housing sector which we are going to take a look at are wood products manufacturing, which is directly related to new home construction, and household appliance manufacturing, which is related to wood products. Every new home has a new appliance, appliances.

What you're going to see is how you could've seen the downtrend in the housing market before the markets actually collapsed beginning in 2008.

Again, I'm going to show you the simple five-step process. For this example, we're going to go from the years 2004 to 2012.

First, we're going to look at Wood Product Manufacturing. Click on Wood Products, and we're going to look at Shipments, Seasonally Adjusted, Get Data. For this example, we're going to look at it as a line chart. And you can see how quickly that populates.

So here you can see that shipments of wood products peaked in February of 2006, at 10, 531,000, and then from there began a steady down, you know, downward trend which really accelerated beginning in 2008, which bottomed out in 2009, 2010, and we've been on a steady upward trend since.

So you can see how - here how by looking at shipments of wood products, where they really started declining about a year before the markets began to collapse in real estate.

And now I'm going to show you household appliance manufacturing to also give you a better example. Again, we're going to go back to the top, Manufacturing Shipments, Inventories, and Orders, 2004 to 2012. Now we're going to go to Household Appliance Manufacturing. We're going to look at Shipments again. View this in a line chart.

And here you can see the general - generally the same pattern as Wood Product Manufacturing. On a month-to-month basis, though, household appliance manufacturing, you know, tends to have a little more volatility, but again the same general pattern.

We started on a downward trend here beginning in January 2005/end of 2004, which again really picked up at the end of 2008, with a bottoming out period in September of 2010. And we've been on a slow, steady climb since.

The only real difference between household appliance manufacturing and wood products manufacturing was that wood product manufacturing peaked a little after household appliance manufacturing did in the sense of when the decline started. Household appliance manufacturing started declining about a year before wood product manufacturing.

And an interesting note is that while these industries were declining, the financial markets were still making new highs up until October of 2007. So I hope you can see how important the data is that we publish.

That was kind-of a short demo to show you what we do here in M3 and how you could possibly use our data. I hope my demonstration was useful. Now I'm going to turn the presentation back over to Lam so we can get to the Q&A.

Lam Nguyen: Thank you, Steve. Thank you, Jan. Be sure to check out our mobile app called America's Economy available on iPhone, iPad, and Android devices. This app will provide you with quick and easy-to-access data, and information on all of the economic indicators in this Webinar series.

Now before we move on to our Q&A session, we are going to post a link to a short survey. Please fill this out and let us know how we're doing. Your feedback is very important to us. I will post the link momentarily.

On your screen right now should be a Start link to the survey. Please fill that out. And while you're filling out the survey, I'd like to tell you about our

upcoming Webinars in the series. Now be sure to join us for the Housing Vacancies and Home Ownership Webinar on February 26, 2014, at 1:00 pm Eastern Standard Time.

The Housing Vacancies and Home Ownership Quarterly release provides data on rental and homeowner vacancy rates, and home ownership rates for the United States, regions, states, and for the 75 largest metropolitan statistical areas, including estimates on the total housing inventory, characteristics of units available for occupancy, and percent distributions of vacant for rent and for sale units in the U.S. and regions.

The following - the next Webinar is on March 12 at 1:00 pm, also Eastern Standard Time. This Webinar is on the construction put in place. The construction spending series provides monthly estimates on the total dollar value of construction work done in the U.S. This includes new residential and nonresidential structures, as well as improvements to existing structures.

You can view the complete list of upcoming Webinars, as well as the recordings of our past Webinars, on our Web site at www.census.gov/econ/webinar.

I'm going to give about a few more minutes for people to wrap up the survey. We'll start back at 1:45.

Thank you for your feedback. At this point, we will now open the Webinar for questions. Operator, will you provide the instructions on how to ask the question. We want to give everyone an opportunity to ask a question, so we will allow one question and one followup. Operator, can you please provide the instructions.

Coordinator: All right, thank you. We will now begin the question and answer session. If you would like to ask a question from the phone lines, please press star 1. You will be prompted to un-mute your phones and record your name. Your name is required to introduce your question. Again, that is star 1 to ask a question. Please allow one moment for the first question. We're showing no questions at this time.

Lam Nguyen: Can we wait a few more minutes?

Coordinator: Okay.

Lam Nguyen: Operator, there are no more questions?

Coordinator: We do have a question that just came in.

Lam Nguyen: Okay.

Coordinator: It's coming from (Nicholas Morris). Your line is now open.

(Nicholas Morris):Hi, I'd like - the presentation was excellent, thank you. The benefits that I was looking at, that I think would help others, is the example that was used, how the lumber and the appliances, you know, precede the housing industry data, and I think examples like that, they clearly illustrate the benefits of using the data that you all provide. And I'm wondering if you have other examples that would also be as informative to users like myself.

Steve Hood: We don't have any on hand, but I'm sure we could come up with some if that's something you would like. I could always e-mail you the slides, that's not a...

(Nicholas Morris): Yes. I thought the example was - it clearly illustrated how we can benefit from knowing what specifically to look at and how to view it, and I just - I was just hoping that that would be an area that would be reinforced later.

Steve Hood: Sure, sure. What you can do is after the Webinar, call our branch at 301-763-4832. And, you know, we can kind of discuss that later and I can come up with a few slides probably.

Nicholas Morris: That sounds great, thank you.

Steve Hood: Not a problem.

Coordinator: Okay, we're showing no questions at this time.

Lam Nguyen: All right, thank you. If there are no further questions, this will conclude the M3 Webinar, but if you have any questions at a later time, please feel free to contact the M3 branch at 301-763-4832. You can also contact the branch via fax or e-mail currently displayed on the screen, or on their Web site.

On behalf of Jan and Steve, and everyone who worked hard on this Webinar, thank you for joining us today and have a wonderful day.

Coordinator: That concludes today's conference. Thank you for participating. You may disconnect at this time.

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