

NEMA Business Information Services



Capabilities and Opportunities

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NEMA Product Divisions



- **Industrial Automation** (controls, motors)
- **Lighting Systems** (lamps, fixtures, ballasts)
- **Electronics** (batteries, res. controls, TMS)
- **Building Equipment** (conduit, LVDE, fuses)
- **Insulating Materials** (laminates, resins, tubing)
- **Wire and Cable** (building, high performance, cords)
- **Power Equipment** (switchgear, transformers)
- **Medical Equipment** (CT, MRI, X-ray, ultrasound)

Statistical Activities

- This year, NEMA Business Information Services will produce more than 500 statistical reports on a monthly, quarterly, semi-annual, or annual basis.
- Most of these publications summarize product sales and orders in units and dollars.
- We also produces wage and benefit surveys, financial and operating ratio reports, and government/regulatory body reports.

Report Administration

- Currently, all NEMA/BIS statistical reports are managed and funded by NEMA product sections.
- Non-section reports can be done by request from interested members and groups.
- Report costs are based on the number of staff hours required.

Statistical Reports

- Product Reports
- Industrial Relations Reports
- Financial Reports
- Government and/or Regulatory Body Reports

Product Reports

- Sales and Orders Information
 - unit, feet, pound, dollars
- Geographic Distribution Information
 - region, state, NEMA trade area
- End-Market Information
 - sales, orders by channel of distribution

Industrial Relations Reports

- Wage Surveys
- Compensation and Salary Surveys
- Benefit Surveys
- Lost Time/Injury Surveys

Financial Reports

- Financial and Operating Ratios - Data collected by company or division on various financial and operating ratios.

Government and/or Regulatory Body Reports

- On behalf of product sections/divisions, NEMA/BIS compiles and submits data requested by the government and regulatory bodies. Includes OSHA and FDA reporting.

Report Process

- Acquire all company data submissions
- Check data for anomalies and correct and verify data
- Compile data
- Determine disclosure
- Create report
- Two stage review

Report Process (continued)

- Dissemination

Participation

- Voluntary. Participants can elect to discontinue participation at any time.
- Cannot deny members participation if they manufacture products covered in the report.
- Section-sponsored reports can choose to have non-members participate in a report.

Submissions

Participants may submit data through

- AMStars (Association Management Statistical Tracking and Reporting System) *Preferred
- Email
- Fax

AMStars

- NEMA's electronic data collection and dissemination system was designed as a secure environment
- All normal confidentiality procedures apply
- In fact more secure than facsimile or postal mail transmission

AMStars (continued)

- Members are assigned a confidential key number, which serves as the only identification that is transmitted with their data
- When members are ready to transmit data AMStars compresses and encrypts the file, then connects directly to our password-protected Access database via phone line, FTP or email attachment

AMStars (continued)

- Access to all parts of the system is restricted through a secure password scheme and directory structure
- Users can only retrieve industry summaries assigned to their key number
- No user is ever able to access individual company data

Data Checking

- Each data submission is reviewed to ensure that data are complete, reported in the specified format (e.g. 1,000s vs. whole numbers, units vs. pounds) and are consistent with historical reporting
- AMStars performs SPC analysis and flags suspect data for staff to investigate

Data Confidentiality

- All statistical data are stored in the offices of NEMA Business Information Services
- All line-item and total figures are subject to NEMA disclosure rules in order to avoid revealing individual company data
- All individual company data are kept confidential

Data Confidentiality

- All data collection and compilation is conducted by NEMA/BIS staff within the secure area of the department, which is accessible only to authorized personnel.

Data Disclosure Rules

- If only one or two companies report data for an item, the total is withheld.
- If only three or four companies report data and one company's figures represent more than 60% of the total, or if two companies combined represent more than 80% of the total, the total figure is withheld.
- If five or more companies report data, the total is released.

Dissemination

- NEMA Statistical Bulletins are available **only** to companies that supply data relating to products in the survey

Process for New Reports

- Interest is expressed in having a report to collect certain types of data
- Potential participants are identified and contacted for interest
- Group determines feasibility of report based on market structure and composition of participant group

Process for New Reports

- If feasible, reporting categories are proposed and reviewed by the group
- Consensus is reached for reporting categories
- Reporting form is created
- Funding is determined
- Schedule is set to begin reporting
- Periodic reviews of report held

Reports on Energy Efficiency

- Unit Shipments of Distribution Transformers which Meet NEMA Minimum Efficiency Standard TP-1-2002
- Percentage of Energy Star Electrically-powered Exit Signs

Reports on Energy Efficiency



- Domestic and Import Orders Received And Sales Billed of AC Motors and Generators Three or More Frame Size Digits
- Joint NEMA/SMMA Bulletin of US Sales of Selected Small Motors

Reports on Energy Efficiency



- Annual Report of NEMA Premium TM Efficiency Electric Motor Program