Citation
Preface

This volume presents the final results of the 1999 Benchmark Survey of U.S. Direct Investment Abroad conducted by the Bureau of Economic Analysis (BEA), U.S. Department of Commerce. Benchmark surveys are the Bureau’s most comprehensive surveys—both in terms of the companies that are covered and the information that is gathered. The 1999 survey covered the universe of U.S. direct investment abroad, which consists of all foreign business enterprises owned 10 percent or more, directly or indirectly, by a U.S. person. The prior benchmark survey covered 1994.

The survey collected detailed data on the financial structure and operations of U.S. parent companies and their foreign affiliates in 1999. The data include balance sheets, income statements, sales of goods and services, employment and compensation of employees, trade in goods, research and development expenditures, and external financial position. The survey also collected data on the U.S. direct investment position abroad and on balance of payments transactions between U.S. parents and their foreign affiliates in fiscal year 1999. The data for U.S. parent companies are disaggregated by industry of parent. The data for foreign affiliates are disaggregated by country and industry of affiliate or by industry of U.S. parent.
Acknowledgments

The Bureau of Economic Analysis thanks the staffs of the U.S. companies that responded to the 1999 benchmark survey for their efforts in completing and filing reports and for their cooperation with BEA during processing and review of the data.

Ralph Kozlow, Associate Director for International Economics, provided general guidance for the survey. R. David Belli, former Chief of the International Investment Division (IID), directed the design of the benchmark survey report forms, the conduct of the survey, and the analysis and publication of the results.

The 1999 benchmark survey was conducted under the direction of Patricia C. Walker, Chief of the Direct Investment Abroad Branch of IID. James Y. Shin supervised the editing and processing of the reports. The following current and former IID staff contributed to the processing and editing of the survey, or to related computer programming: Joan O. Adams, Damon Battaglia, Christina D. Briseno, Howard S. Chenkin, Margo R. Collier, Richard T. Edwards, David N. Hale, Carole J. Henry, Jeanne Hicks, Earl F. Holmes, Barbara C. Huang, Barbara K. Hubbard, Kristina A. Kaminski, Neeta B. Kapoor, Christine J. Lee, Sherry Lee, Stephanie A. Lewis, Marcia S. Miller, Juanita L. Mortimer, Xia Ouyang, Monique M. Pickett, Pearl Rivers, Ronald L. Ross, Nancy F. Steffen, Rubena I. Thomas, and Diann L. Vann.

Raymond J. Mataloni, Jr. prepared the text and coordinated the design of the tables for this publication. Kristina Maze, W. Ronnie Foster, and M. Gretchen Gibson of the Publication Services Office coordinated the production of this publication and provided desktop publishing services.
Contents

Preface ................................................................. iii
Acknowledgments ................................................. iv
Methodology ......................................................... M–1
  Coverage ......................................................... M–2
  Concepts and Definitions ................................... M–4
    Direct investment .......................................... M–4
    Determination of residency ................................. M–4
    The U.S. parent ............................................. M–5
    The foreign affiliate ....................................... M–5
  Accounting Principles ....................................... M–7
    Use of generally accepting accounting principles .... M–7
    Currency translation ...................................... M–7
  Valuation ......................................................... M–7
  Fiscal Year Reporting ......................................... M–7
  Confidentiality ................................................ M–8
  Classification of Data ....................................... M–8
    Classification by country ................................ M–8
    Classification by industry ............................... M–9
  Estimation and General Validity of the Data .......... M–12
  Number of U.S. Parents and Foreign Affiliates ....... M–17
Financial and Operating Data for Foreign Affiliates
  and U.S. Parents ............................................... M–18
    Balance sheets and income statements ................... M–18
    External financial position ............................... M–18
    Gross product .............................................. M–18
    Sales of goods and services ................................ M–19
    Employment and compensation of employees .......... M–19
    U.S. trade in goods ........................................ M–20
    Research and development ................................ M–21
Direct Investment Position and Balance of Payments Data .... M–21
    U.S. direct investment position abroad ................ M–22
    Direct investment capital outflows ..................... M–24
    Direct investment income ................................ M–26
    Direct investment royalties and license fees .......... M–27
    Other direct investment services ....................... M–27
<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presentation of the Data</td>
<td>M–29</td>
</tr>
<tr>
<td>Organization of Tables</td>
<td>M–30</td>
</tr>
<tr>
<td>U.S. Direct Investment Abroad Tables</td>
<td>1</td>
</tr>
<tr>
<td>Notes to the Tables</td>
<td>2</td>
</tr>
<tr>
<td>Footnotes to the Tables</td>
<td>255</td>
</tr>
<tr>
<td><strong>Group I. All Affiliates of All U.S. Parents</strong></td>
<td></td>
</tr>
<tr>
<td>1.B 5. Total Assets of Affiliates, Country by Industry</td>
<td>7</td>
</tr>
<tr>
<td>1.E 3. Sales by Affiliates, Country by Industry</td>
<td>8</td>
</tr>
<tr>
<td>1.M 1. Selected Financial and Operating Data of U.S. Parents,</td>
<td>12</td>
</tr>
<tr>
<td>by Industry of U.S. Parent</td>
<td></td>
</tr>
<tr>
<td>and Industry, Country by Industry of Affiliate</td>
<td></td>
</tr>
<tr>
<td>1.Z 1. Direct Investment Income, Country by Component</td>
<td>16</td>
</tr>
<tr>
<td>1.AA 1. Direct Investment Royalties and License Fees, Receipts and Payments by U.S. Parents, by Country</td>
<td>17</td>
</tr>
<tr>
<td>1.AA 3. Other Direct Investment Services, Receipts and Payments</td>
<td>18</td>
</tr>
<tr>
<td>by U.S. Parents, Country by Type</td>
<td></td>
</tr>
<tr>
<td><strong>Group II. Nonbank Affiliates of Nonbank U.S. Parents</strong></td>
<td></td>
</tr>
<tr>
<td>II.A 1. Selected Data for Foreign Affiliates in All Countries</td>
<td>21</td>
</tr>
<tr>
<td>in Which Investment Was Reported</td>
<td></td>
</tr>
<tr>
<td>II.A 2. Selected Data for Foreign Affiliates and U.S. Parents in All Industries</td>
<td>24</td>
</tr>
<tr>
<td>II.B 2. Balance Sheet of Affiliates—Liabilities and Owners’ Equity,</td>
<td>30</td>
</tr>
<tr>
<td>Country by Account</td>
<td></td>
</tr>
<tr>
<td>II.B 5. Total Assets of Affiliates, Country by Industry</td>
<td>31</td>
</tr>
<tr>
<td>II.B 6. Total Assets of Affiliates, Industry by Country</td>
<td>32</td>
</tr>
<tr>
<td>II.D 6. Capital Expenditures by Affiliates, Country by Industry</td>
<td>36</td>
</tr>
<tr>
<td>II.D 7. Capital Expenditures by Affiliates, Industry by Country</td>
<td>37</td>
</tr>
<tr>
<td>II.E 1. Income Statement of Affiliates, Country by Account</td>
<td>38</td>
</tr>
<tr>
<td>II.E 3. Sales by Affiliates, Country by Industry</td>
<td>39</td>
</tr>
<tr>
<td>II.E 4. Sales by Affiliates, Industry by Country</td>
<td>40</td>
</tr>
</tbody>
</table>
II.U 1. Research and Development Performed by and Funded by U.S. Parents, by Industry of U.S. Parent ................................. 85
II.U 2. Royalties and License Fees of U.S. Parents, Receipts and Payments, by Industry of U.S. Parent ................................. 86
II.V 1. Interest, Production Royalty Payments, and Taxes Other Than Income and Payroll Taxes of U.S. Parents, by Industry of U.S. Parent ............... 87
II.W 1. Selected Financial and Operating Data of U.S. Parents, by SIC-Based Industry of U.S. Parent .................................. 88
II.X 1. U.S. Direct Investment Position Abroad on a Historical-Cost Basis, Country by Account ................................. 89
II.X 2. U.S. Direct Investment Position Abroad on a Historical-Cost Basis, Country by Industry ................................. 90
II.Y 1. Change in the U.S. Direct Investment Position Abroad on a Historical-Cost Basis, Country by Account ........................ 92
II.Y 2. Direct Investment Capital Outflows, Country by Industry ................................. 93
II.Z 1. Direct Investment Income, Country by Component ................................. 94
II.Z 2. Direct Investment Income, Country by Industry ................................. 95
II.Z 3. Direct Investment Income, Industry of U.S. Parent by Component ....... 96
II.AA 1. Direct Investment Royalties and License Fees, Receipts and Payments by U.S. Parents, by Country ................................. 97
II.AA 2. Receipts of Direct Investment Royalties and License Fees by U.S. Parents, Country by Industry ................................. 98
II.AA 3. Other Direct Investment Services, Receipts and Payments by U.S. Parents, Country by Type ................................. 99
II.AA 4. Receipts for Other Direct Investment Services by U.S. Parents, Country by Industry ................................. 100
II.AA 5. Payments for Other Direct Investment Services by U.S. Parents, Country by Industry ................................. 101
II.AA 6. Direct Investment Service Charges, Receipts and Payments by U.S. Parents, Major Area and Major Industry by Type ........ 102

Group III. Majority-Owned Nonbank Affiliates of Nonbank U.S. Parents

III.A 1. Selected Data for Foreign Affiliates in All Countries in Which Investment Was Reported ................................. 105
III.A 2. Selected Data for Foreign Affiliates and U.S. Parents in All Industries ................................. 108
III.B 2. Balance Sheet of Affiliates—Liabilities and Owners' Equity, Country by Account ................................. 113
III.B 5. Total Assets of Affiliates, Country by Industry ................................. 117
III.B 6. Total Assets of Affiliates, Industry by Country ................................. 118
III.B 9. Owners’ Equity of Affiliates, Country by Industry ................................................................. 121
III.B 10. Owners’ Equity of Affiliates, Industry by Country ............................................................... 122
III.C 1. External Financing of Affiliates, Country of Affiliate by Transactor and Account .................... 127
III.C 2. External Financing of Affiliates, Industry of Affiliate by Transactor and Account ................. 128
III.C 4. Receivables and Financial Investments of Affiliates, by Major Area and Major Industry of Affiliate ................................................................. 130
III.D 1. Change in Property, Plant, and Equipment of Affiliates, Country by Account ....................... 131
III.D 2. Change in Property, Plant, and Equipment of Affiliates, Industry by Account ...................... 132
III.D 4. Capital Expenditures by Affiliates, Country by Type ............................................................... 134
III.D 5. Capital Expenditures by Affiliates, Industry by Type .............................................................. 135
III.D 6. Capital Expenditures by Affiliates, Country by Industry ........................................................ 136
III.D 7. Capital Expenditures by Affiliates, Industry by Country ........................................................ 137
III.E 1. Income Statement of Affiliates, Country by Account ................................................................. 139
III.E 2. Income Statement of Affiliates, Industry by Account ............................................................... 140
III.E 3. Sales by Affiliates, Country by Industry ........................................................... 141
III.E 4. Sales by Affiliates, Industry by Country .......................................................... 142
III.E 5. Foreign Income Taxes of Affiliates, Country by Industry ......................................................... 143
III.F 1. Sales by Affiliates, Selected Area and Industry of Affiliate and Type of Sale by Destination and Transactor ................................................................. 148
III.F 2. Sales by Affiliates, Country of Affiliate by Destination .......................................................... 149
III.F 3. Sales by Affiliates, Industry of Affiliate by Destination .......................................................... 150
III.F 5. Sales by Affiliates to Foreign Countries, Country of Affiliate by Industry of Affiliate .......... 152
III.F 6. Sales by Affiliates to Foreign Countries, Industry of Affiliate by Country of Affiliate ............. 153
III.F 7. Local Sales by Affiliates, Country of Affiliate by Industry of Affiliate .......................................... 154
III.F 8. Sales by Affiliates to Foreign Countries Other Than the Host Country, 
    Country of Affiliate by Industry of Affiliate. .......................... 155
III.F 10. Sales by Affiliates to Foreign Countries Other Than 
    the Host Country, Country of Affiliate by Country of Destination ... 157
III.F 11. Sales by Affiliates to Affiliates in Foreign Countries Other Than 
    the Host Country, Country of Affiliate by Country of Destination ... 158
III.F 12. Sales by Affiliates to Unaffiliated Foreigners in Foreign Countries 
    Other Than the Host Country, Country of Affiliate 
    by Country of Destination .............................................. 159
III.F 13. Sales of Goods by Affiliates, Country of Affiliate by Destination ... 160
III.F 14. Sales of Goods by Affiliates, Industry of Affiliate by Destination ... 161
III.F 15. Sales of Services by Affiliates, Country of Affiliate by Destination ... 162
III.F 16. Sales of Services by Affiliates, Industry of Affiliate by Destination ... 163
III.F 17. Sales of Services by Affiliates, Country of Affiliate 
    by Industry of Affiliate ............................................. 164
III.F 18. Sales of Services by Affiliates, Industry of Affiliate 
    by Country of Affiliate ............................................. 165
III.F 19. Sales of Services by Affiliates to Foreigners, Country of Affiliate 
    by Industry of Affiliate ............................................. 166
III.F 20. Sales of Services by Affiliates to Foreigners, Industry of Affiliate 
    by Country of Affiliate ............................................. 167
III.F 21. Sales by Affiliates, Industry of U.S. Parent by Type 
    of Sale and Destination ............................................. 168
III.F 22. Sales by Affiliates, Industry of Affiliate by Industry of Sales ..... 170
III.G 5. Gross Product of Affiliates, Industry of U.S. Parent by Component ... 175
III.G 7. Profit-Type Return of Affiliates, Country by Industry ................. 177
III.G 8. Profit-Type Return of Affiliates, Industry by Country ................. 178
III.G 9. Profit-Type Return of Affiliates, Industry of U.S. Parent by Country ... 179
III.H 1. Employment and Compensation of Employees of Affiliates, 
    Country by Type ..................................................... 180
III.H 2. Employment and Compensation of Employees of Affiliates, 
    Industry by Type ..................................................... 181
III.H 3. Employment of Affiliates, Country by Industry ......................... 182
III.H 4. Employment of Affiliates, Industry by Country ......................... 183
III.H 5. Compensation of Employees of Affiliates, Country by Industry ....... 184
III.H 6. Compensation of Employees of Affiliates, Industry by Country ....... 185
III.H 7. Wages and Salaries of Employees of Affiliates, Country by Industry ... 186
III.H 8. Supplements to Wages and Salaries of Employees of Affiliates, 
    Country by Industry ................................................... 187
III.H 9. Employment and Compensation of Employees of Affiliates, 
    Industry of U.S. Parent by Type ........................................ 188
III.H 11. Employment, Compensation, and Hours Worked 
    of Production Workers of Manufacturing Affiliates, by Country .......... 190
III.J 1. Research and Development Performed by and Funded by Affiliates, by Country ....223
III.J 2. Research and Development Performed by and Funded by Affiliates, by Industry ....224
III.J 3. Research and Development Performed by Affiliates, Country by Industry ....225
III.J 4. Research and Development Performed by Affiliates, Industry by Country ....226
III.J 5. Research and Development Performed by and Funded by Affiliates, by Industry of U.S. Parent ....227
III.J 7. Royalties and License Fees of Affiliates, Receipts and Payments, Country by Transactor ....229
III.J 8. Royalties and License Fees of Affiliates, Receipts and Payments, Industry by Transactor ....230
III.J 9. Receipts of Royalties and License Fees by Affiliates, Country by Industry ....231
III.K 1. Interest, Production Royalty Payments, Taxes Other Than Income and Payroll Taxes, and Subsidies of Affiliates, by Country ....232
III.K 2. Interest, Production Royalty Payments, Taxes Other Than Income and Payroll Taxes, and Subsidies of Affiliates, by Industry ....233
III.K 3. Taxes Other Than Income and Payroll Taxes, Country by Industry ....234
III.L 1. Selected Data for Foreign Affiliates, by SIC-Based Industry of Affiliate ....236
III.L 2. Total Assets of Affiliates, Country by SIC-Based Industry of Affiliate ....237
III.L 3. Sales by Affiliates, Country by SIC-Based Industry of Affiliate ....238
III.L 5. Employment of Affiliates, Country by SIC-Based Industry of Affiliate ....240
III.L 6. Selected Data for Foreign Affiliates, by SIC-Based Industry of U.S. Parent ....241
III.X 1. U.S. Direct Investment Position Abroad on a Historical-Cost Basis, Country by Account .......................................................... 242
III.Y 1. Change in the U.S. Direct Investment Position Abroad on a Historical-Cost Basis, Country by Account ......................... 243
III.Z 1. Direct Investment Income, Country by Component ..................... 244
III.AA 1. Direct Investment Royalties and License Fees, Receipts and Payments by U.S. Parents, by Country ........................................ 245
III.AA 3. Other Direct Investment Services, Receipts and Payments by U.S. Parents, Country by Type ................................. 246

**Group IV. Nonbank affiliates of U.S. parents in banking**

IVA 3. Selected Data for Foreign Affiliates, by Country ...................... 249

**Group V. Bank affiliates of all U.S. parents**


**Appendix**

USDIA: Final Results From the 1999 Benchmark Survey

Form BE–10 Instructions ............................................................. 267
Form BE–10A ..................................................................... 278
Form BE–10B (Long Form) ......................................................... 296
Form BE–10B (Short Form) ....................................................... 317
Form BE–10A BANK ........................................................... 333
Form BE–10B BANK ........................................................... 340
Form BE–10 Claim for Not Filing ............................................... 353

BEA Guide to Industry and Foreign Trade Classifications for International Surveys ......................................................... 354
Methodology

The 1999 Benchmark Survey of U.S. Direct Investment Abroad was conducted by the Bureau of Economic Analysis (BEA), U.S. Department of Commerce, to obtain complete and accurate data on U.S. direct investment abroad in 1999. Reporting in the survey was mandatory under the International Investment and Trade in Services Survey Act.¹

This publication presents 215 tables that summarize nearly all of the data collected in the benchmark survey. Three related types of data are presented: (1) Foreign-affiliate financial and operating data, (2) U.S.-parent financial and operating data, and (3) direct investment position and balance of payments data. The financial and operating data cover balance sheets and income statements; property, plant, and equipment; employment and compensation of employees; trade in goods; sales of goods and services; gross product; technology; taxes; and external financial position.

The direct investment position and balance of payments data cover positions and transactions between foreign affiliates and their U.S. parents. These data are the source of the official estimates of direct investment that enter the U.S. national income and product accounts (NIPAs) and the U.S. international investment position and international transactions (or “balance of payments”) accounts. Balance of payments data include data on capital flows between U.S. parents and their foreign affiliates that are recorded in the financial account of the balance of payments, receipts of income by U.S. parents from their foreign affiliates, and U.S. parents’ receipts and payments of royalties and license fees and charges for other services from and to their foreign affiliates.² The direct investment capital flows, income, and position data collected in the benchmark survey and shown in this publication are on a historical-cost basis; prior to their inclusion in the international accounts and the NIPAs they are adjusted to reflect current-period prices.

The amount and type of data collected in the survey differed, depending on whether the U.S. parents or foreign affiliates were banks or nonbanks and, for nonbank affiliates, depending on whether they were majority or minority owned.³ In this publication, data for foreign affiliates and for their U.S. parents are presented separately for five affiliate groups: (1) All affiliates of all U.S. parents, (2) nonbank affiliates of nonbank U.S. parents, (3) majority-owned nonbank affiliates of nonbank U.S. parents, (4) nonbank affiliates of U.S. parents in banking, and (5) bank affiliates of all U.S. parents.

A variety of table formats are used: Some tables present data for several related items disaggregated by country or by industry; others present data for a single item disaggregated by country (or industry) and cross-classified by industry (or country).

The data in this publication supersede the preliminary estimates that appeared in U.S. Direct Investment Abroad: Preliminary Results From the 1999 Benchmark Survey and that were summarized in “Operations of U.S. Multinational Companies: Preliminary Results from the 1999 Benchmark Survey” in the March 2002 issue of the Survey of Current Business.

The financial and operating data in this publication are part of an annual time series that begins with data for 1982 (see table 1 on the next page). Benchmark surveys were conducted for 4 years in the series—1982, 1989, 1994, and 1999—and they will continue to be conducted every 5 years. In nonbenchmark survey years, a sample survey is conducted to derive universe estimates that are comparable with the benchmark survey data.⁴ The estimates for most years are available in publications, and the estimates for 1983 forward are also available in files that can be downloaded at no charge. For information on how to order the publications or to download the data, go to BEA's Web site at <www.bea.gov>. Some data items—such as employment of U.S. parents by industry of sales, U.S. trade in goods of parents and affiliates by product and

². Benchmark survey data on U.S. trade in goods of parents and affiliates are grouped under financial and operating data rather than balance of payments data, because they are not the source of the official trade in goods statistics in the U.S. international transactions accounts.
³. In this publication, the term “bank” is used to describe parents and affiliates that are classified under the BEA international surveys industry category “depository credit intermediation,” which includes bank holding companies, credit unions, and savings institutions as well as commercial banks.
⁴. The sample of affiliates for nonbenchmark surveys is determined by size. The sample for the nonbenchmark survey covering 1998, for example, consisted of affiliates that had total assets, sales, or net income (or loss) greater than $20 million.
by destination or origin, compensation of and hours worked by production workers of manufacturing affiliates, sales by affiliates by country of destination—are collected in benchmark surveys, but not in the annual surveys.

The numbering scheme for the tables that appears after the methodology on page M–37 lists the tables in this publication and gives the comparable tables—where available—for the publications for 1977 and for 1982–98. Many of the tables that appear in this publication do not have counterparts in the publications for annual survey years, primarily because the 1999 benchmark survey collected data for some items that were not collected in the annual surveys.

In some instances, data items collected separately in the benchmark survey may have been combined with other items in the annual survey. Thus, two or more items that were combined in a table in the annual survey publications may be shown separately in a table in this publication.

Coverage

The benchmark survey covered every U.S. person (as defined below) who had a foreign affiliate—that is, who had direct or indirect ownership or control of 10 percent or more of the voting securities of an incorporated foreign business enterprise or an equivalent interest in an unincorporated foreign business enterprise—any time during its 1999 fiscal year.

The financial and operating data cover every U.S. or foreign business enterprise that was a U.S. parent or a foreign affiliate at the end of its 1999 fiscal year. In addition, the direct investment position and balance of payments data cover foreign businesses that were foreign affiliates at any time during their 1999 fiscal year but that were not affiliates at the end of the year, because the U.S. parents’ interest in them had been liquidated or sold. The foreign affiliates that were liquidated or sold during the year are covered so that the coverage of the direct investment position and balance of payments data in this publication is consistent with that of the U.S. international investment position and international transactions accounts.5

As a result of this difference in coverage, some balance of payments data items may not be fully comparable with their counterparts in the financial and operating data. For example, the total for net income

---

5. Because these affiliates were sold or liquidated during 1999, they are excluded from the investment position at yearend 1999. However, some tables present data on the position at yearend 1998, when these affiliates were still included in the foreign direct investment universe and, hence, in the estimates.
shown in the financial and operating data excludes the net income of these former affiliates, but the U.S. parents’ share of this income is included in the balance of payments measure of income on U.S. direct investment abroad.

Each benchmark survey report consisted of (1) Form BE–10A, which requested the data for the U.S. parent company, and (2) one or more Form BE–10Bs, which requested the data for each of the parent’s foreign affiliates that had total assets, sales, or net income (or loss) greater than $7 million or that owned another foreign affiliate for which a Form BE–10B had to be filed. (See copies of the BE–10 forms in the appendix.)

Based on the above criteria, complete BE–10A forms were filed by 2,125 U.S. parents; 481 U.S. parents filed partial BE–10A forms because all their foreign affiliates were exempt. BE–10B forms were received for 23,980 foreign affiliates; 16,125 foreign affiliates were listed by their U.S. parents as exempt from being reported on Form BE–10B.

In table 2, foreign affiliates for which BE–10B forms were filed are compared with all foreign affiliates in the 1999 direct investment universe. Affiliates for which BE–10B forms were filed accounted for 59.8 percent of the universe in terms of numbers. However, because of the relatively low exemption level on the form, they accounted for almost the entire universe in terms of value—99.6 percent of total assets, 99.0 percent of sales, 100.2 percent of net income, and 99.2 percent of the historical-cost U.S. direct investment position abroad.

Beginning with the revised 1999 benchmark survey data presented in this volume, BEA broadened its coverage of the direct investment universe. In the past, BEA did not produce estimates for foreign affiliates that were exempt, due to their small size, from reporting on the benchmark survey and for parents that had only exempt foreign affiliates. Estimates for these affiliates and parents are now included in the multinational company data in order to eliminate the small downward bias attributable to these exclusions.6

For exempt affiliates, a few data items were required to be reported on a supplement to the 1999 benchmark survey forms. In the final 1999 benchmark data presented here, these data items were included in the published totals and were also used as the basis for estimating other items covered by the survey.

The impact of the inclusion of the new estimates for exempt affiliates on the published aggregate estimates is generally negligible, although it may be significant for a few data items or for a few individual host countries (particularly those that are less developed). For example, exempt affiliates accounted for 0.6 percent of the assets, 1.1 percent of the gross product, 3.4 percent of the employment, and less than 0.1 percent of the capital expenditures of all majority-owned nonbank foreign affiliates (MOFAs). In India, the employment of exempt affiliates accounted for a substantially larger share—10.9 percent—of the employment of all MOFAs in 1999.

The values for parents of only exempt affiliates, however, are more significant. Parents of only exempt affiliates accounted for 1.6 percent of the assets, 3.8 percent of the gross product, 6.1 percent of the employment, and 2.7 percent of the capital expenditures of all nonbank U.S. parent companies in 1999. Thus, the addition of data for parents of only exempt affiliates does affect the comparability of the 1999 data with data for earlier years for some data items for U.S. parents and for U.S. MNCs overall.

<table>
<thead>
<tr>
<th>Number of affiliates</th>
<th>Total assets</th>
<th>Sales</th>
<th>Net income</th>
<th>U.S. direct investment position abroad on a historical-cost basis</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Universe of foreign affiliates:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total ..................</td>
<td>40,105</td>
<td>6,575,709</td>
<td>2,666,356</td>
<td>192,021</td>
</tr>
<tr>
<td>Nonbank affiliates ..........</td>
<td>39,154</td>
<td>4,657,573</td>
<td>2,637,900</td>
<td>181,514</td>
</tr>
<tr>
<td>Bank affiliates ............</td>
<td>951</td>
<td>1,918,136</td>
<td>16,456</td>
<td>10,507</td>
</tr>
<tr>
<td><strong>Foreign affiliates reported:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total ..................</td>
<td>23,980</td>
<td>6,549,776</td>
<td>2,630,165</td>
<td>192,429</td>
</tr>
<tr>
<td>Nonbank affiliates ..........</td>
<td>23,121</td>
<td>4,631,810</td>
<td>2,611,764</td>
<td>181,915</td>
</tr>
<tr>
<td>Bank affiliates ............</td>
<td>859</td>
<td>1,917,966</td>
<td>16,401</td>
<td>10,514</td>
</tr>
<tr>
<td><strong>Exempt foreign affiliates:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total ..................</td>
<td>16,125</td>
<td>25,933</td>
<td>26,191</td>
<td>–408</td>
</tr>
<tr>
<td>Nonbank affiliates ..........</td>
<td>16,033</td>
<td>25,763</td>
<td>26,136</td>
<td>–401</td>
</tr>
<tr>
<td>Bank affiliates ............</td>
<td>92</td>
<td>170</td>
<td>55</td>
<td>–7</td>
</tr>
</tbody>
</table>

| Percent of the universe of affiliates reported | | | | |
|-----------------------------------------------|--------------|-------|------------|
| Total .................................. | 59.8 | 99.6 | 99.0 | 100.2 | 99.2 |
| Nonbank affiliates .......................... | 59.1 | 99.4 | 99.0 | 100.2 | 99.2 |
| Bank affiliates ............................ | 90.3 | 100.0 | 99.7 | 100.1 | 100.0 |

6. The number of affiliates shown in the tables of this publication exclude affiliates that were exempt from reporting, even though estimates for exempt affiliates are now included in the data for other items. Similarly, the number of U.S. parents shown in the tables of this publication exclude those parents that owned only exempt affiliates, even though estimates for such parents are included in the data for other items.
Concepts and Definitions

This section describes the basic concepts and definitions used in the 1999 benchmark survey. Major differences between these concepts and definitions and those used in BEA's prior benchmark survey, which covered 1994, and in other BEA surveys of U.S. direct investment abroad since 1994 are noted.

Direct investment

Direct investment implies that a person in one country has a lasting interest in, and a degree of influence over the management of, a business enterprise in another country. For the United States, in accordance with international guidelines, ownership or control by a single “person” of 10 percent or more of an enterprise's voting securities or the equivalent is considered evidence of such a lasting interest or degree of influence over management.7 Thus, U.S. direct investment abroad is the ownership or control, directly or indirectly, by one U.S. person of 10 percent or more of the voting securities of an incorporated foreign business enterprise or an equivalent interest in an unincorporated foreign business enterprise. Only U.S. investment abroad that is direct investment was covered by the 1999 benchmark survey.

Direct investment refers to ownership by a single person, not to the combined ownership of all persons in a country. A “person” is broadly defined to include any individual, branch, partnership, associated group, association, estate, trust, corporation or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the U.S. Government, a State or local government, and any agency, corporation or financial institution, or other entity or instrumentality thereof, including a government-sponsored agency).

An associated group consists of two or more persons who exercise their voting privileges in a concerted manner by the appearance of their actions, by agreement, or by understanding in order to influence the management of a business enterprise. The following are deemed to be associated groups: (1) Members of the same family, (2) a business enterprise and one or more of its officers and directors, (3) members of a syndicate or joint venture, and (4) a corporation and its domestic subsidiaries. Thus, direct investment is considered to exist as long as the combined ownership interests of all members of the group is at least 10 percent, even if no member owns 10 percent or more. The definition assumes, in effect, that the members' influence over management is comparable to that of a single person with the same ownership interest.

Direct investment in a foreign business enterprise can result from direct or indirect ownership by a U.S. person. In direct ownership, the U.S. person holds the ownership interest in the foreign business enterprise. In indirect ownership, one or more tiers of ownership exist between the foreign business enterprise and the U.S. person. A U.S. person's percentage of indirect voting ownership in a given foreign business enterprise is equal to the direct-voting-ownership percentage of the U.S. person in the first foreign business enterprise in the ownership chain multiplied by that first enterprise's direct-voting-ownership percentage in the second foreign business enterprise in the chain multiplied by the corresponding percentages for all other intervening enterprises in the chain multiplied by the last intervening enterprise's direct-voting-ownership percentage in the given foreign business enterprise. If more than one ownership chain exists, the percentages of direct and indirect ownership in all chains are summed to determine the U.S. person's ownership percentage.

Investment by a U.S. person of less than 10 percent in a foreign business enterprise is not considered direct investment, even if another U.S. person has an interest of a least 10 percent in the enterprise. Thus, if one U.S. person owns 11 percent and another owns 9 percent, the 11-percent interest is included in direct investment, but the 9-percent interest is excluded. However, if two or more U.S. persons each hold an interest of at least 10 percent, each such interest is included.

Determination of residency

For purposes of the benchmark survey (and BEA's other direct investment surveys), the “United States” means the 50 States, the District of Columbia, the Commonwealth of Puerto Rico, and all U.S. territories and possessions. Oil and gas sites that are within U.S. territorial waters are also considered to be in the United States.

“Foreign” means that which is situated outside the United States or that belongs to, or is characteristic of, a country other than the United States.

The country of residence, rather than the country of citizenship, of a person is used to determine whether a direct investor or the business enterprise owned by a direct investor is U.S. or foreign. A U.S. person is any

---

person who resides in, or is subject to the jurisdiction of, the United States, and a foreign person is any person who resides outside the United States or who is subject to the jurisdiction of a country other than the United States.

A person is considered a resident of, or is subject to the jurisdiction of, the country in which the person is located if the person resides or expects to reside in that country for 1 year or more. Under this rule, persons who reside or expect to reside outside their country of citizenship for less than 1 year are considered residents of their country of citizenship, whereas persons who reside or expect to reside outside their country of citizenship for 1 year or more are considered residents of the country in which they are residing.

There are two exceptions to this rule. First, individuals (and their immediate families) who either own or are employed by a business in their country of citizenship and who are residing outside of that country for 1 year or more in order to conduct business for the enterprise are considered residents of their country of citizenship if they intend to return within a reasonable period of time. Second, individuals who reside outside their country of citizenship because they are government employees (such as diplomats, consular officials, members of the armed forces, and their immediate families) are considered residents of their country of citizenship regardless of their length of stay.

The U.S. parent

A U.S. parent is a U.S. person who has direct investment—that is, a 10-percent-or-more direct or indirect ownership interest—in a foreign business enterprise. Because a U.S. parent is a “person” in the broad sense defined above, it may be a business enterprise; a religious, charitable, or other nonprofit organization; an individual; a government; an estate or trust; and so forth. In actuality, almost all U.S. parents are business enterprises. A business enterprise is any organization, association, branch, venture, or the ownership of any real estate that exists to make a profit or to otherwise secure economic advantage.8

Each U.S. parent that was an incorporated business enterprise was required to report on a fully consolidated domestic (U.S.) basis. The full consolidation consists of (1) the U.S. corporation with the direct investment ownership interest in a foreign business enterprise, (2) any U.S. corporation, proceeding up that U.S. corporation's ownership chain, that owns more than 50 percent of the U.S. corporation below it, and (3) any U.S. corporation, proceeding down the ownership chains of each of these corporations, that is owned more than 50 percent by the U.S. person above it. The consolidation excludes all other U.S. business enterprises and all foreign branches and subsidiaries owned by any of these U.S. corporations.

Where a U.S. individual or other nonbusiness person (such as a nonprofit organization or a government) owns more than 50 percent of a U.S. business enterprise that, in turn, owns a foreign business enterprise, the U.S. business enterprise, not the individual or other nonbusiness person, is considered the parent. This treatment ensures that financial and operating data of the U.S. business enterprise are included in the U.S.-parent data and that data on the transactions and positions of the U.S. business enterprise with the foreign business enterprise are included in the foreign-affiliate data reported to BEA. Any direct transactions or positions of the individual or other nonbusiness person with the foreign business enterprise must be reported by the U.S. business enterprise and are, therefore, also included in the direct investment accounts.

The U.S. Government may have equity investment in a foreign business enterprise, but such investment is not covered by BEA’s direct investment surveys. Data on such investment are reported to other agencies and are included by BEA in the U.S. Government accounts, rather than in the direct investment accounts, of the U.S. international transactions accounts and the international investment position.

In the case of a U.S. estate, the estate itself, not its beneficiary, is considered the U.S. parent. For a U.S. trust, however, either the beneficiary or the creator of the trust may be considered the U.S. parent with respect to any investments of the trust, depending on the circumstances. A U.S. creator is considered the parent if there is a reversionary interest—that is, if the interest in the trust may be returned to the creator after a period of time—or if the creator is a U.S. corporation or other organization that designates its own shareholders or members as beneficiaries. In all other cases, the U.S. beneficiary is considered the parent.

The foreign affiliate

A foreign affiliate is a foreign business enterprise in which there is U.S. direct investment; that is, it is a foreign business enterprise that is directly or indirectly

8. Ownership of real estate for profit-making purposes is defined to be a business enterprise, but ownership of real estate exclusively for personal use is not. A residence that is leased to others by an owner who intends to reoccupy it is considered real estate held for personal use and not a business enterprise.
owned or controlled by one U.S. person to the extent of 10 percent or more of the voting securities for an incorporated business enterprise or an equivalent interest for an unincorporated business enterprise. The affiliate is called a foreign affiliate to denote that it is located outside the United States.

A business enterprise, and therefore an affiliate, may be either incorporated or unincorporated. Unincorporated business enterprises primarily take the form of branches and partnerships.

A foreign affiliate that is a branch consists of operations or activities in a foreign country that a U.S. person conducts in its own name rather than through an entity separately incorporated abroad. By definition, a branch is wholly owned. If a company is incorporated in the United States but carries out substantially all of its operations abroad, its foreign operations are treated by BEA as a foreign branch (and, therefore, as a foreign affiliate) even though the U.S. company itself may consider the operations to be an integral part of, and would normally consolidate them with, its domestic operations and accounts.

In general, the foreign operations or activities of a U.S. person are considered to be a foreign affiliate if they are legally or functionally separable from the domestic operations or activities of the U.S. person. In most cases, it is clear whether the foreign operations or activities constitute a foreign affiliate. If an operation or activity is incorporated abroad—as most are—it is always considered a foreign affiliate. The situation is not always so clear with unincorporated foreign operations or activities. Most are legally or functionally separable from those of the U.S. person, but some are not clearly separable, and the determination of whether they constitute a foreign affiliate is made on a case-by-case basis, depending on the weight of the evidence.

The following characteristics would indicate that the unincorporated operation or activity is probably a foreign affiliate:

- It pays foreign income taxes.
- It has a substantial physical presence abroad, as evidenced by plant and equipment or by employees that are permanently located abroad.
- It has separate financial records that would allow the preparation of financial statements, including a balance sheet and income statement. (A mere record of disbursements to, or receipts from, the foreign operation or activity does not constitute a "financial statement" for this purpose.)
- It takes title to the goods it sells and receives revenues from the sale, or it receives funds from customers for its own account for services it performs.

The following characteristics would indicate that the unincorporated operation or activity is probably not a foreign affiliate:

- It conducts business abroad only for the U.S. person's account, not for its own account (for example, it engages only in sales promotion or public relations activities on behalf of the U.S. person).
- It has no separate financial records that allow the preparation of financial statements.
- Its expenses are paid by the U.S. parent.
- It pays no foreign income taxes.
- It has limited physical assets or few employees permanently located abroad.

In general, each foreign affiliate was required to be reported separately. However, consolidation of affiliates in the same country was permitted if the affiliates were in the same four-digit industry or were integral parts of the same business operation. As an example of the latter, if Mexican affiliate A manufactured automobile engines and a majority of its sales were to Mexican affiliate B, which assembled automobiles, then affiliates A and B could have been consolidated. Under no circumstances were operating affiliates in different countries permitted to be consolidated.

A majority-owned foreign affiliate (MOFA) is a foreign affiliate in which the combined direct and indirect ownership interest of all U.S. parents exceeds 50 percent. Data for MOFAs rather than data for all foreign affiliates are required in order to examine the foreign investments over which U.S. parents exhibit unambiguous control. Additionally, some aspects of affiliate operations can only be analyzed from the perspective of MOFA operations, because the necessary data items are not collected for other affiliates.

A small percentage of MOFAs are majority owned by a group of U.S. parents in which no one of the parents has a majority stake. The group usually influences or controls the management of the affiliate as a single parent that has the same total ownership interest would. Most of these jointly owned MOFAs are in the petroleum industry, where parents sometimes pool their resources in order to raise capital or to mitigate risk.

---


10. However, the U.S. parent(s) may be under the control of a foreign parent company. In 1999, for example, nonbank U.S. parents that were ultimately controlled by foreign parents accounted for 18 percent of all nonbank U.S. parents, and they accounted for 16 percent of the assets and for 15 percent of the sales of all nonbank U.S. parents.

11. In 1999, for example, MOFAs in which none of the U.S. parents had a majority stake accounted for 0.8 percent of all nonbank MOFAs, and they accounted for 0.7 percent of the assets and for 0.8 percent of the sales of all nonbank MOFAs.
Data in the 1999 benchmark survey were required to be reported as they would have been for stockholders’ reports rather than for tax or other purposes. Thus, U.S. generally accepted accounting principles (GAAP) were followed unless otherwise indicated by the survey instructions. The survey instructions departed from GAAP only in cases where the departure would result in data that were conceptually or analytically more useful or more appropriate for direct investment purposes. One major departure from GAAP was the use of the unique consolidation rules (see the preceding discussions of consolidated reporting in “The U.S. parent” and in “The foreign affiliate” in the section “Concepts and Definitions”).

Currency translation

Monetary amounts were reported to BEA in thousands of U.S. dollars. The report forms specified that when a foreign affiliate’s assets, liabilities, revenues, and expenses were denominated or measured in the affiliate’s financial statements in a foreign currency, they must be translated into dollars in accordance with GAAP, specifically Financial Accounting Standards Board Statement No. 52 (FAS 52).

Under FAS 52, all assets, liabilities, revenues, and expenses are translated at current exchange rates. For assets and liabilities, the exchange rate as of the balance sheet date is used. For revenues and expenses, weighted-average exchange rates for the period are used.

Under FAS 52, exchange gains and losses resulting from remeasuring the foreign affiliates’ assets and liabilities that are denominated in foreign currencies other than the affiliate’s principal, or functional, currency into the functional currency at exchange rates that differ from those used in the prior period are included in affiliates’ net income. However, exchange gains and losses that result from translating opening balances for foreign affiliates’ assets and liabilities from the functional currency into U.S. dollars at exchange rates different from those for closing balances are taken directly to a separate component of owners’ equity, entitled “cumulative translation adjustments,” rather than being included in net income. The effects of translating foreign affiliates’ revenues and expenses from their functional currency into U.S. dollars at exchange rates different from those in the prior period are reflected in net income, but they are not separately identified, and because they do not represent changes in the values of assets or liabilities, they are not regarded as capital gains or losses.

Valuation

The 1999 benchmark survey data are, for the most part, valued in the prices and exchange rates of 1999. Because 1999 prices and exchange rates may differ from those of other years, changes in U.S.-parent and foreign-affiliate data over time may reflect changes in prices and exchange rates rather than real changes. In addition, the validity of comparisons of foreign affiliate data across countries may be affected if the market exchange rates used to translate foreign-affiliate data to U.S. dollars do not reflect the relative purchasing power of different currencies. 12

In general, stock items from the benchmark survey—such as property, plant, and equipment and the direct investment position—are valued at historical cost. For these items, the values shown largely reflect prices at the time the asset was acquired or the investment was made rather than prices of 1999. 13

Fiscal Year Reporting

Data for foreign affiliates and U.S. parents were required to be reported on a fiscal year basis. The 1999 fiscal year was defined to be the affiliate’s or parent’s financial reporting year that ended in calendar year 1999.

The data for fiscal year 1999 from the benchmark survey that are presented in this publication differ from the 1999 calendar year estimates of transactions between foreign affiliates and their U.S. parents that appear in the U.S. international transactions accounts or with the 1999 calendar year estimates of the U.S. direct investment position abroad. The benchmark survey data must be adjusted to a calendar year basis before they are entered into the U.S. direct investment position abroad and the international transactions accounts.

The size of the differences between the fiscal year data presented here and the calendar year estimates that are presented in the U.S. direct investment position and international transactions accounts depends

12 For a further discussion of valuation issues and for the results of an initial BEA attempt to remove valuation effects from its estimates of the gross product of MOFAs, see Raymond J. Mataloni, Jr., “Real Gross Product of U.S. Companies’ Majority-Owned Foreign Affiliates in Manufacturing,” SURVEY OF CURRENT BUSINESS 77 (April 1997): 8–17.


13 For further discussion of historical-cost valuation of the direct investment position, see the section “U.S. direct investment position abroad.”
on the number and size of foreign affiliates and U.S. parents whose fiscal years do not correspond to the calendar year. Figures on the number of foreign affiliates and U.S. parents that have fiscal years that do not correspond to the calendar year and on the portion of the benchmark survey data accounted for by these foreign affiliates and U.S. parents are shown in Table 3.

**Confidentiality**

Under the International Investment and Trade in Services Survey Act, the direct investment data collected by BEA are confidential. Without the prior written permission of the respondent, the data cannot be published in such a manner “that the person to whom the information relates can be specifically identified.” For this publication, each cell in a table was tested to determine whether the data it contained should be suppressed (that is, not shown) for confidentiality reasons. A “(D)” in a cell indicates that the data were suppressed to avoid the disclosure of information on an individual company. For employment data, a letter representing a size range was entered in place of a “(D).”

The act further stipulates that the data must be used for statistical and analytical purposes only; the use of an individual company’s data for tax, investigative, or regulatory purposes is prohibited. Access to the data is limited to officials and employees (including consultants and contractors and their employees) of Government agencies who, under the terms of the act, are granted access for specified statistical and analytical purposes.

Private individuals may obtain access to the data only in the capacity of experts, consultants, or contractors whose services are procured by BEA, usually on a temporary or intermittent basis, for purposes of carrying out projects under the act—for example, to perform research on U.S. direct investment abroad. These people are subject to the same confidentiality requirements as regular employees of BEA or other government agencies performing functions under the act.

**Classification of Data**

**Classification by country**

Each foreign affiliate is classified by its country of location—that is, the country in which the affiliate’s physical assets are located or in which its primary activity is carried out. In most cases, the country of location of a business enterprise is the same as its country of organization or incorporation. However, in some cases, a business enterprise is incorporated in one country, but part or all of its physical assets are located, or its activities are carried out, in a second country. If all its

### Table 3. Selected Data for Foreign Affiliates and U.S. Parents by End of Fiscal Year

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Jan. 1 to Mar. 31</th>
<th>April 1 to June 30</th>
<th>July 1 to Sept. 30</th>
<th>Oct. 1 to Dec. 31</th>
<th>Dec. 31</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Foreign affiliates</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of foreign affiliates</td>
<td>23,880</td>
<td>968</td>
<td>1,817</td>
<td>1,962</td>
<td>19,233</td>
<td>17,236</td>
</tr>
<tr>
<td>Total assets</td>
<td>6,544,293</td>
<td>124,220</td>
<td>205,920</td>
<td>177,083</td>
<td>6,037,070</td>
<td>5,134,776</td>
</tr>
<tr>
<td>Sales</td>
<td>2,630,165</td>
<td>121,405</td>
<td>163,135</td>
<td>153,272</td>
<td>2,192,353</td>
<td>1,912,946</td>
</tr>
<tr>
<td>Net income</td>
<td>192,429</td>
<td>4,045</td>
<td>8,874</td>
<td>9,699</td>
<td>169,811</td>
<td>138,115</td>
</tr>
<tr>
<td>Compensation of employees</td>
<td>305,959</td>
<td>14,241</td>
<td>18,092</td>
<td>19,849</td>
<td>253,777</td>
<td>224,387</td>
</tr>
<tr>
<td>Thousands of employees</td>
<td>9,412.3</td>
<td>554.6</td>
<td>530.1</td>
<td>733.3</td>
<td>7,594.3</td>
<td>6,720.3</td>
</tr>
<tr>
<td>U.S. exports of goods shipped to affiliates</td>
<td>196,499</td>
<td>5,428</td>
<td>10,105</td>
<td>16,260</td>
<td>164,706</td>
<td>145,439</td>
</tr>
<tr>
<td>U.S. imports of goods shipped by affiliates</td>
<td>194,511</td>
<td>8,003</td>
<td>8,140</td>
<td>13,525</td>
<td>164,843</td>
<td>151,648</td>
</tr>
<tr>
<td>Position on a historical-cost basis</td>
<td>1,186,822</td>
<td>29,751</td>
<td>52,243</td>
<td>50,469</td>
<td>1,054,419</td>
<td>939,903</td>
</tr>
<tr>
<td>Direct investment income</td>
<td>109,268</td>
<td>2,405</td>
<td>5,226</td>
<td>6,361</td>
<td>95,276</td>
<td>80,866</td>
</tr>
</tbody>
</table>

| **U.S. parents**        |                              |                   |                   |                   |                   |         |
| Number of U.S. parents  | 2,606                        | 208               | 234               | 228               | 1,936             | 1,704    |
| Total assets            | 11,686,512                    | 138,189           | 497,398           | 381,314           | 10,669,611        | 9,651,142 |
| Sales                   | 5,973,727                     | 255,511           | 396,502           | 329,513           | 4,992,201         | 4,403,278 |
| Net income              | 394,512                       | 5,982             | 21,138            | 26,321            | 341,071           | 301,810  |
| Compensation of employees | 1,103,923                    | 38,577            | 77,823            | 73,115            | 914,408           | 809,909  |
| Thousands of employees  | 2,405.2                      | 1,660.7           | 1,751.9           | 1,477.5           | 1,916.7           | 1,585.3  |
| U.S. exports of goods shipped to parents | 407,602                      | 4,979             | 33,867            | 35,040            | 323,716           | 293,964  |
| U.S. imports of goods shipped to parents | 360,959                      | 10,048            | 15,525            | 16,695            | 318,691           | 265,622  |
Transactions with third-country transactors involving a given affiliate are classified in the affiliate’s country of location. For example, suppose a U.S. parent purchases a Japanese affiliate’s capital stock from a French resident; the resulting direct investment capital flow would be classified in Japan because such flows change the U.S. direct investment position in that country. (However, the associated settlement flows, which would be included in other financial accounts of the U.S. international transactions accounts, would likely be classified in France.)

Unless otherwise specified, the designation “by country” in a table title in this publication indicates that the data in the table are disaggregated by country of foreign affiliate. If a different method of country disaggregation is used, it is specified in the table title; for example, trade data could be disaggregated either by country of affiliate or by country of origin or destination.

In table II.A1, selected data for all nonbank foreign affiliates of nonbank U.S. parents are classified by country of affiliate; each country in which U.S. direct investment in 1999 was reported is shown separately and is grouped by geographic area. Table III.A1 presents similar information for majority-owned foreign affiliates. Primarily because of confidentiality requirements, many countries could not be shown separately in the other tables in this publication. However, the individual countries included in a country group shown in the other tables may be determined, and their relative sizes assessed, by referring to table II.A1 or table III.A1.

Classification by industry

The 1999 benchmark survey marks the first year that annual and benchmark survey data on U.S. direct investment abroad have been classified by industry using BEA’s International Survey Industry (ISI) classification system that is based on the 1997 North American Industry Classification System (NAICS). ¹⁴ NAICS is the new industry classification system of the United States, Canada, and Mexico. ¹⁵ In the United States, NAICS supplants the 1987 Standard Industrial Classification (SIC), which was the basis for the old ISI classification.


system. Among other improvements, NAICS better reflects new and emerging industries, industries involved in the production of advanced technologies, and service industries.

Many of the NAICS industries correspond directly to SIC industries; similarly, many of the NAICS-based ISI industries correspond directly to SIC-based ISI industries.

However, many of these industries have been rearranged among the higher level groups in which they appear. In addition, the NAICS includes several new, higher level groups. At the highest level of aggregation, the 20 industry groups—termed “sectors”—in the NAICS replace the 10 industry divisions in the SIC. Several of the NAICS (and NAICS-based ISI) sectors do not correspond directly to these SIC (and SIC-based ISI) industry divisions. For example, the new “information” sector consists of industry groups from several SIC industry divisions. In addition, the new “finance and insurance” sector excludes holding companies, unlike the “finance, insurance, and real estate” division of the 1987 SIC.

Under NAICS, the finance and insurance sector includes data for depository institutions. However, in the tables in this volume (and for other BEA data on direct investment) that show data for depository institutions, these firms are not grouped with other finance and insurance firms but are instead shown in a separate category titled “depository credit intermediation (banking).” Reflecting this treatment, all other data for the finance and insurance sector are shown in a category titled “finance (except depository institutions)” and insurance.” The coverage of this category differs from that of the old SIC-based category “finance (except depository institutions), insurance, and real estate” in that the new NAICS-based category excludes real estate firms and nonfinancial holding companies, whereas the old SIC-based category included them.

Under the NAICS-based classifications, data for nonfinancial holding companies appear in the “management of nonbank companies and enterprises” industry (included in “other industries” in the tables).

In the NAICS-based ISI classification system, there are 197 industries, compared with 137 industries in the old SIC-based ISI system. For the most part, the new ISI classifications are equivalent to NAICS four-digit industries; at its most detailed level, NAICS classifies industries at a six-digit level. The ISI classification system is less detailed than either NAICS or the SIC because it is designed for classifying enterprises rather than establishments (or plants). Because many direct investment enterprises are active in several industries, it is not meaningful to classify all their data in a single industry if that industry is defined too narrowly. A list and descriptions of the NAICS-based ISI codes (and their relationship to NAICS) are presented in the Guide to Industry and Foreign Trade Classifications for International Surveys (see the appendix to this publication).

Each U.S. parent or foreign affiliate was classified by industry on the basis of its sales (or of its total income, for holding companies) in a three-stage procedure. First, a given U.S. parent or foreign affiliate was classified in the sector that accounted for the largest percentage of its sales.

Second, within the sector, the U.S. parent or foreign affiliate was classified in the three-digit subsector in which its sales were largest; a three-digit subsector consists of all four-digit industries that have the same first three digits in their four-digit ISI code. Third, within its three-digit subsector, the U.S. parent or foreign affiliate was classified in the four-digit industry in which its sales were largest. This procedure ensured that the U.S. parent or foreign affiliate was not assigned to a four-digit industry outside either its sector or its three-digit subsector.

The following example illustrates the three-stage classification procedure. Suppose the sales of a parent or an affiliate were distributed as follows:

<table>
<thead>
<tr>
<th>Code</th>
<th>Percentage of Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>333</td>
<td>55</td>
</tr>
<tr>
<td>3331</td>
<td>30</td>
</tr>
<tr>
<td>3332</td>
<td>15</td>
</tr>
<tr>
<td>3336</td>
<td>5</td>
</tr>
<tr>
<td>334</td>
<td>25</td>
</tr>
<tr>
<td>3344</td>
<td>25</td>
</tr>
<tr>
<td>421</td>
<td>45</td>
</tr>
<tr>
<td>4218</td>
<td>45</td>
</tr>
</tbody>
</table>

17. Specifically, the information sector includes the following industries: Publishing, which is included in the SIC manufacturing industry division; “motion picture and sound recording industries” and “information and data processing services,” which are included in the SIC services division; and broadcasting and communications, which are included in the SIC transportation, communication, and public utilities division.
18. Bank holding companies are grouped with depository institutions in both the NAICS- and SIC-based classifications.
19. The sectors used for this purpose were agriculture, forestry, fishing, and hunting; mining; utilities; construction; manufacturing; wholesale trade; retail trade; transportation and warehousing; information; finance and insurance; real estate and rental and leasing; professional, scientific, and technical services; management of companies and enterprises; administrative and support, waste management, and remediation services; educational services; health care and social assistance; arts, entertainment, and recreation; accommodations and food services; and all other services.
Because 55 percent of the sales of the parent or the affiliate were classified in manufacturing and only 45 percent were classified in wholesale trade, the parent’s or affiliate’s major industry is manufacturing. Within manufacturing, 30 percent of sales were in three-digit subsector 333 (machinery) (the sum of the percentages in 3331, 3332, and 3336), and 25 percent were in three-digit subsector 334 (computers and electronic products); therefore, the parent’s or affiliate’s three-digit subsector is 333. Finally, because sales within subsector 333 were largest in industry 3332, the parent’s or affiliate’s four-digit industry is 3332. Thus, because of the three-stage classification procedure, the parent or affiliate was assigned to industry 3332, even though its sales in that industry were smaller than its sales in either industry 4218 or industry 3344.

Table II.A2 presents selected data for nonbank foreign affiliates and nonbank U.S. parents classified by industry; each four-digit industry except depository credit intermediation is shown separately and is grouped by the major industry to which it belongs. Table III.A2 presents similar data for majority-owned nonbank affiliates. Primarily because of confidentiality requirements, many of these four-digit industries are not shown in the other tables in this publication. However, each industry that is included, but not separately identified, in an industry group in the other tables may be ascertained by referring to table II.A2 or III.A2.

In contrast to publications on U.S. direct investment abroad for earlier years, the various petroleum-related industries are no longer grouped in the industry group “petroleum.” Instead, these industries are spread among the NAICS-based ISI sectors; for example, oil and gas extraction is now included in mining, petroleum refining is in manufacturing, and gasoline service stations are in retail trade. This change was made to bring the industry presentation of the data for U.S. direct investment abroad into conformity with that used for most other data on the U.S. economy.

To help assess the impact of the changes both in industry classification and in the treatment of petroleum-related industries, table groups L and W in this publication present selected data for 1999 classified by industry using 1987 SIC-based industries, the basis used for the benchmark survey and annual publications covering 1989–98.

Unless otherwise specified, the designation “by industry” in the title of a table in this publication indicates that the data in the table are disaggregated by primary industry of the U.S. parent or foreign affiliate. Exceptions to this rule are specified in the table title; for example, in some tables, affiliate data are disaggregated by industry of their U.S. parent.

U.S. parents that are individuals, estates, or trusts were classified in the industry “nonbusiness entities, except government,” which in this publication, is treated as part of the ISI major industry 81 “other services.” This industry is included in tables that disaggregate affiliate data by industry of U.S. parent. However, it is not included in tables containing U.S.-parent data, because U.S. parents that were individuals, estates, or trusts were not required to report data.

Each U.S. parent and each foreign affiliate was classified in a single industry—in the primary industry of the parent or of the affiliate. As a result, any parent or affiliate activities that take place in secondary industries are classified as activities in the primary industry. Because the benchmark survey data were collected on an enterprise basis, the reports for many parents and affiliates reflect substantial activities in secondary industries. Information on the distribution of activities within each firm was obtained in the benchmark survey for two items—sales and employment for U.S. parents and for sales for foreign affiliates. Specifically, each U.S. parent was required to distribute its sales and employment among the ten four-digit industries in which its sales were largest and to distribute the sales of each foreign affiliate among the seven four-digit industries in which the affiliate’s sales were largest. Unspecified sales and employment are shown in the “not specified by industry” row or column in the tables that display data by industry of sales. Because a parent or affiliate that has an establishment in an industry usually also has sales in that industry, the distribution by industry of sales roughly approximates the distribution that would result if the data were reported and classified by industry of establishment.

In table 4, U.S. parents’ sales and employment disaggregated by industry of sales are compared with their sales and employment disaggregated by industry of parent, and foreign affiliates’ sales disaggregated by industry of sales are compared with their sales disaggregated by industry of affiliate. (For nonbank parents of nonbank affiliates, data by industry of sales cross-classified by industry of parent are shown in table II.Q2 for sales and table II.S2 for employment; for majority-owned nonbank affiliates of nonbank parents, sales by industry of sales cross-classified by industry of affiliate are shown in table III.F22.)
For sales, differences between the distribution by industry of enterprise and the distribution by industry of sales were much larger for U.S. parents than for foreign affiliates, primarily because U.S. parents are more diversified than their affiliates.

<table>
<thead>
<tr>
<th>Table 4. Sales by All Foreign Affiliates and Sales by, and Employment of, All U.S. Parents, by Industry of Enterprise and by Industry of Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Affiliates</strong></td>
</tr>
<tr>
<td>Sales (millions of dollars)</td>
</tr>
<tr>
<td>By industry of affiliate</td>
</tr>
<tr>
<td>--------------------------</td>
</tr>
<tr>
<td><strong>Mining</strong></td>
</tr>
<tr>
<td>Oil and gas extraction</td>
</tr>
<tr>
<td>Other</td>
</tr>
<tr>
<td>Coal mining</td>
</tr>
<tr>
<td>Nonmetallic mineral</td>
</tr>
<tr>
<td>Metal ore mining</td>
</tr>
<tr>
<td>Iron ores</td>
</tr>
<tr>
<td>Gold and silver ores</td>
</tr>
<tr>
<td>Copper, nickel, lead, and zine ores</td>
</tr>
<tr>
<td>Other metal ores</td>
</tr>
<tr>
<td>Support activities for mining</td>
</tr>
<tr>
<td>Support activities for oil and gas extraction</td>
</tr>
<tr>
<td>Support activities for mining, except for oil and gas extraction</td>
</tr>
<tr>
<td><strong>Utilities</strong></td>
</tr>
<tr>
<td>Electric power generation, transmission, and distribution</td>
</tr>
<tr>
<td>Natural gas distribution</td>
</tr>
<tr>
<td>Water, sewage, and other systems</td>
</tr>
<tr>
<td><strong>Manufacturing</strong></td>
</tr>
<tr>
<td>Food</td>
</tr>
<tr>
<td>Animal foods</td>
</tr>
<tr>
<td>Grain and osied milling</td>
</tr>
<tr>
<td>Sugar and confectionery products</td>
</tr>
<tr>
<td>Fruit and vegetable preserving and specialty foods</td>
</tr>
<tr>
<td>Dairy products</td>
</tr>
<tr>
<td>Animal slaughtering and processing</td>
</tr>
<tr>
<td>Seafood product preparation and packaging</td>
</tr>
<tr>
<td>Bakeries and tortillas</td>
</tr>
<tr>
<td>Other food products</td>
</tr>
<tr>
<td>Beverages and tobacco products</td>
</tr>
<tr>
<td>Beverages</td>
</tr>
<tr>
<td>Tobacco products</td>
</tr>
<tr>
<td>Textiles, apparel, and leather products</td>
</tr>
<tr>
<td>Textile mills</td>
</tr>
<tr>
<td>Textile product mills</td>
</tr>
<tr>
<td>Apparel</td>
</tr>
<tr>
<td>Leather and allied products</td>
</tr>
<tr>
<td>Wood products</td>
</tr>
<tr>
<td>Paper</td>
</tr>
<tr>
<td>Pulp, paper, and cardboard mills</td>
</tr>
<tr>
<td>Converted paper products</td>
</tr>
<tr>
<td>Printing and related support activities</td>
</tr>
<tr>
<td>Petroleum and coal products</td>
</tr>
<tr>
<td>Integrated petroleum refining and extraction</td>
</tr>
<tr>
<td>Petroleum refining excluding oil and gas extraction</td>
</tr>
<tr>
<td>Asphalt and other petroleum and coal products</td>
</tr>
<tr>
<td>Chemicals</td>
</tr>
<tr>
<td>Resins and synthetic rubber, fibers, and filaments</td>
</tr>
<tr>
<td>Pharmaceuticals and medicines</td>
</tr>
<tr>
<td>Soap, cleaning compounds, and toilet preparations</td>
</tr>
</tbody>
</table>

Table 4 continues.
affiliate. In addition, a few key data items were collected for affiliates that were too small to meet these criteria (that is, exempt affiliates) so that some data were collected for virtually all foreign affiliates. To present direct investment data in the same detail for all affiliates, BEA estimated the items that appeared only on the long form for the affiliates that were reported on the short form and for affiliates that were exempt. Estimates were also made for some affiliates that failed {Text continues on page M–16.}

<table>
<thead>
<tr>
<th>Table 4</th>
<th>Sales by All Foreign Affiliates and Sales by, and Employment of, All U.S. Parents, by Industry of Enterprise and by Industry of Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Affiliates</td>
</tr>
<tr>
<td></td>
<td>(millions of dollars)</td>
</tr>
<tr>
<td></td>
<td>By industry of affiliate</td>
</tr>
<tr>
<td></td>
<td>By industry of sales</td>
</tr>
<tr>
<td></td>
<td>By industry of U.S. parent</td>
</tr>
<tr>
<td></td>
<td>By industry of sales</td>
</tr>
<tr>
<td>Other...</td>
<td>43,946 42,165</td>
</tr>
<tr>
<td>Pesticides, fertilizers, and other agricultural chemicals</td>
<td>7,541 7,741 11,086 17,886 27.9 37.2</td>
</tr>
<tr>
<td>Paints, coatings, and adhesives</td>
<td>7,246 8,331 18,555 18,558 70.0 63.0</td>
</tr>
<tr>
<td>Other chemical products and preparations</td>
<td>29,159 26,092 33,221 33,609 123.3 111.0</td>
</tr>
<tr>
<td>Plastics and rubber products</td>
<td>27,302 28,570 59,144 60,297 307.5 300.3</td>
</tr>
<tr>
<td>Plastics products</td>
<td>14,427 16,223 31,020 39,896 154.4 188.6</td>
</tr>
<tr>
<td>Rubber products</td>
<td>12,875 12,347 28,127 20,401 153.1 111.8</td>
</tr>
<tr>
<td>Nonmetallic mineral products</td>
<td>13,793 14,408 34,150 36,852 151.6 155.9</td>
</tr>
<tr>
<td>Primary and fabricated metals</td>
<td>47,228 44,399 133,821 129,857 616.2 579.2</td>
</tr>
<tr>
<td>Primary metals</td>
<td>15,682 14,744 21,092 20,667 103.7 95.9</td>
</tr>
<tr>
<td>Iron and steel mills and ferroalloys</td>
<td>1,487 1,527 27,097 30,439 98.6 103.7</td>
</tr>
<tr>
<td>Steel products from purchased steel</td>
<td>911 984 4,668 8,937 21.0 36.9</td>
</tr>
<tr>
<td>Alumina and aluminum production and processing</td>
<td>11,605 11,316 18,932 13,438 66.6 41.6</td>
</tr>
<tr>
<td>Nonferrous metal (except aluminum) production and processing</td>
<td>3,085 3,069 17,341 17,120 65.4 45.9</td>
</tr>
<tr>
<td>Foundries</td>
<td>1,022 1,048 5,429 4,417 35.5 30.0</td>
</tr>
<tr>
<td>Fabricated metal products</td>
<td>29,118 26,455 60,353 59,505 329.1 321.1</td>
</tr>
<tr>
<td>Forging and stamping</td>
<td>5,094 4,527 6,512 6,238 23.9 23.1</td>
</tr>
<tr>
<td>Cutlery and handtools</td>
<td>7,365 5,573 9,023 9,438 60.6 53.6</td>
</tr>
<tr>
<td>Architectural and structural metals</td>
<td>1,531 1,374 8,700 9,744 54.7 60.1</td>
</tr>
<tr>
<td>Boilers, tanks, and shipping containers</td>
<td>4,333 4,101 16,210 9,054 59.2 29.3</td>
</tr>
<tr>
<td>Hardware</td>
<td>1,531 1,007 524 1,790 3.4 11.7</td>
</tr>
<tr>
<td>Spring and wire products</td>
<td>(D) 879 989 1,447 3.8 7.5</td>
</tr>
<tr>
<td>Machine shops, turned products, and screws, nuts, and bolts</td>
<td>(D) 1,085 1,733 3,089 10.8 18.4</td>
</tr>
<tr>
<td>Coating, engraving, heat treating and allied activities</td>
<td>(D) 229 489 4,169 3.2 10.9</td>
</tr>
<tr>
<td>Other fabricated metal products</td>
<td>6,962 7,681 16,175 17,057 109.4 106.5</td>
</tr>
<tr>
<td>Machinery</td>
<td>77,109 76,213 146,480 167,480 674.3 700.7</td>
</tr>
<tr>
<td>Agriculture, construction, and mining machinery</td>
<td>18,956 18,752 47,492 39,007 153.9 124.2</td>
</tr>
<tr>
<td>Industrial machinery</td>
<td>7,377 8,042 16,832 20,133 77.4 88.8</td>
</tr>
<tr>
<td>Other</td>
<td>50,755 49,419 82,157 108,341 443.0 487.7</td>
</tr>
<tr>
<td>Commercial and service machinery</td>
<td>(D) 12,358 20,228 14,577 110.9 78.4</td>
</tr>
<tr>
<td>Ventilation, heating, air-conditioning, and commercial refrigeration equipment</td>
<td>11,832 10,912 19,491 25,276 116.1 131.7</td>
</tr>
<tr>
<td>Metalworking machinery</td>
<td>2,777 2,865 7,890 7,508 41.3 36.2</td>
</tr>
<tr>
<td>Engines, turbines, and power transmission equipment</td>
<td>9,270 10,572 13,161 36,861 57.5 114.1</td>
</tr>
<tr>
<td>Other general purpose machinery</td>
<td>(D) 12,722 21,387 24,137 110.9 78.4</td>
</tr>
<tr>
<td>Computers and electronic products</td>
<td>197,465 187,785 340,150 365,609 1,007.5 1,110.1</td>
</tr>
<tr>
<td>Computers and peripheral equipment</td>
<td>(D) 81,273 95,773 125,994 190.4 267.5</td>
</tr>
<tr>
<td>Communications equipment</td>
<td>35,281 35,420 102,158 81,130 307.5 282.9</td>
</tr>
<tr>
<td>Audio and video equipment</td>
<td>5,072 4,590 25,927 16,727 57.9 34.8</td>
</tr>
<tr>
<td>Semiconductors and other electronic components</td>
<td>46,514 48,542 96,922 99,455 330.0 338.2</td>
</tr>
<tr>
<td>Navigational, measuring, and other instruments</td>
<td>10,869 12,753 16,854 39,411 83.3 174.3</td>
</tr>
<tr>
<td>Magnetic and optical media</td>
<td>(D) 5,206 2,384 2,892 10.2 12.3</td>
</tr>
<tr>
<td>Electrical equipment, appliances, and components</td>
<td>28,737 29,748 87,822 79,381 451.2 360.7</td>
</tr>
<tr>
<td>Electric lighting equipment</td>
<td>(D) 8,286 6,607 6,877 45.0 31.0</td>
</tr>
<tr>
<td>Household appliances</td>
<td>11,655 11,634 20,117 21,926 85.9 88.0</td>
</tr>
<tr>
<td>Electrical equipment</td>
<td>(D) 7,873 49,098 32,964 259.4 164.4</td>
</tr>
<tr>
<td>Other electrical equipment and components</td>
<td>7,179 7,385 15,000 17,614 62.8 77.3</td>
</tr>
</tbody>
</table>

Table 4 continues.
Table 4. Sales by All Foreign Affiliates and Sales by, and Employment of, All U.S. Parents, by Industry of Enterprise and by Industry of Sales

<table>
<thead>
<tr>
<th>Industry of Sales</th>
<th>Sales by Affiliates (millions of dollars)</th>
<th>Sales by U.S. Parents (millions of dollars)</th>
<th>Number of Employees (thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance (except depository institutions) and insurance</td>
<td>104,287 109,475 238,124 352,662 489.5 679.1</td>
<td>66,8 802.0</td>
<td>107.0 563.6</td>
</tr>
<tr>
<td>Depository credit intermediation (banking)</td>
<td>286,369 266,930 784,171 584,735 2,219.6 1,496.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motor vehicles, bodies and trailers, and parts</td>
<td>278,604 258,054 518,456 443,312 1,152.7 932.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motor vehicles</td>
<td>216,556 189,355 416,014 336,051 668.8 502.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motor vehicle bodies and trailers</td>
<td>(D) 655 6,532 6,150 37.8 31.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motor vehicle parts</td>
<td>(D) 68,043 95,910 101,111 461.6 399.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>7,765 8,876 36,716 141,423 1,067.0 848.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aerospace products and parts</td>
<td>4,438 4,503 256,896 124,168 1,017.7 483.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Railroad rolling stock</td>
<td>718 750 2,062 6,083 8.8 14.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ship and boat building</td>
<td>46 105 (D) 6,007 K 45.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other transportation equipment</td>
<td>2,563 3,517 (D) 5,165 I 19.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Furniture and related products</td>
<td>3,780 8,832 18,768 18,462 136.4 132.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>30,500 30,463 53,704 68,379 307.7 338.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medical equipment and supplies</td>
<td>21,191 20,435 36,769 41,923 210.4 190.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other miscellaneous manufacturing</td>
<td>9,309 10,028 16,935 26,455 97.3 148.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation equipment</td>
<td>613,256 634,460 584,596 602,677 906.1 848.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional and commercial equipment and supplies</td>
<td>190,577 189,355 115,948 100,120 232.7 147.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other durable goods</td>
<td>127,478 145,996 142,116 212,440 230.6 356.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motor vehicles and motor vehicle parts and supplies</td>
<td>32,021 46,972 27,337 50,005 44.1 82.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Furniture and home furnishings</td>
<td>715 756 262 2,003 0.8 7.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lumber and other construction materials</td>
<td>(D) 1,569 6,070 14,444 6.6 17.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Metals and minerals (except petroleum)</td>
<td>3,774 4,405 22,195 29,505 17.7 24.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Electrical goods</td>
<td>4,768 4,028 39,682 41,084 74.6 84.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hardware and plumbing and heating equipment and supplies</td>
<td>(D) 4,299 9,210 11,200 14.2 29.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Machinery, equipment, and supplies</td>
<td>24,966 24,996 12,978 21,907 42.2 49.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Miscellaneous durable goods</td>
<td>15,626 15,946 19,833 30.3 38.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Petroleum and petroleum products</td>
<td>135,377 135,293 104,127 85,622 37.0 24.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Paper and paper products</td>
<td>159,623 163,239 222,405 204,495 407.8 360.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Drugs and druggists' sundries</td>
<td>11,454 10,156 13,156 13,045 35.0 39.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apparel, piece goods, and notions</td>
<td>40,317 42,806 57,792 54,163 59.0 37.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Furniture, piece goods, and notions</td>
<td>(D) 10,856 18,236 17,283 57.7 42.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grocery and related products</td>
<td>18,573 19,547 37,933 47,607 141.7 147.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Farm product raw materials</td>
<td>(D) 35,791 51,028 27,923 57.7 13.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chemical and allied products</td>
<td>22,423 23,218 25,562 20,403 12.0 8.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beer, wine, and distilled alcoholic beverages</td>
<td>(D) 436 446 (D) 2,772 H 1.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Miscellaneous nondurable goods</td>
<td>19,135 20,418 (D) 20,399 K 48.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Information</td>
<td>139,538 140,681 465,240 460,219 1,931.3 1,769.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Publishing industries</td>
<td>20,681 22,169 74,889 85,939 325.9 334.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Newspaper, periodical, book, and database publishers</td>
<td>6,210 6,289 46,391 53,601 247.0 240.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Software publishers</td>
<td>14,372 15,580 26,498 23,388 78.9 94.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motion picture and sound recording industries</td>
<td>11,201 10,955 18,211 34,027 162.4 164.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motion picture and video industries</td>
<td>9,810 (D) 29,172 M 155.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sound recording industries</td>
<td>2,291 (D) 4,856 I 9.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Broadcasting and telecommunications</td>
<td>90,724 90,443 330,352 295,503 1,189.0 1,013.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Broadcasting, cable networks, and program distribution</td>
<td>5,386 5,489 80,453 58,217 337.3 202.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Radio and television broadcasting</td>
<td>1,534 1,709 38,396 28,473 149.8 88.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cable networks and program distribution</td>
<td>3,894 3,780 42,027 29,744 187.5 114.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Telecommunications</td>
<td>85,336 84,954 249,899 237,285 851.5 811.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Information services and data processing services</td>
<td>16,932 17,114 41,787 44,750 254.1 257.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Information services</td>
<td>(D) 5,338 14,392 20,329 52.1 83.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Data processing services</td>
<td>(D) 11,776 27,395 24,421 202.1 173.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depository credit intermediation (banking)</td>
<td>74,956 74,956 296,047 296,082 978.5 943.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Banks</td>
<td>74,235 74,235 296,047 296,082 978.5 943.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Branches and agencies</td>
<td>721 731 0 0.0 0.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finance (except depositary institutions) and insurance</td>
<td>178,034 181,006 712,779 782,431 1,366.5 1,433.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finance, except depositary institutions</td>
<td>104,287 109,475 238,124 352,662 489.5 679.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other financial investments and exchanges</td>
<td>66,358 72,617 196,791 260,377 370.9 480.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Securities and commodity contracts intermediation and brokerage</td>
<td>33,234 36,615 168,734 139,787 274.3 217.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>33,124 36,002 28,058 120,590 96.6 263.5</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Table 4 continues.
Table 4. Sales by All Foreign Affiliates and Sales by, and Employment of, All U.S. Parents, by Industry of Enterprise and by Industry of Sales

<table>
<thead>
<tr>
<th>Industry of Enterprise or Sales</th>
<th>Affiliates</th>
<th>U.S. parents</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Sales (millions of dollars)</td>
<td>By industry of affiliate</td>
</tr>
<tr>
<td>Other finance, except depository institutions</td>
<td>37,929</td>
<td>36,858</td>
</tr>
<tr>
<td>Nondepository credit intermediation and related services</td>
<td>35,933</td>
<td>34,831</td>
</tr>
<tr>
<td>Nondepository credit intermediation</td>
<td>32,904</td>
<td>31,272</td>
</tr>
<tr>
<td>Activities related to credit intermediation</td>
<td>3,029</td>
<td>3,558</td>
</tr>
<tr>
<td>Funds, trusts, and other financial vehicles</td>
<td>1,995</td>
<td>2,028</td>
</tr>
<tr>
<td>Insurance carriers and related activities</td>
<td>73,747</td>
<td>71,531</td>
</tr>
<tr>
<td>Insurance carriers, except life insurance carriers</td>
<td>45,433</td>
<td>41,809</td>
</tr>
<tr>
<td>Life insurance carriers</td>
<td>24,988</td>
<td>26,432</td>
</tr>
<tr>
<td>Agencies, brokers, and other insurance related activities</td>
<td>3,327</td>
<td>3,291</td>
</tr>
<tr>
<td>Professional, scientific, and technical services</td>
<td>84,501</td>
<td>89,795</td>
</tr>
<tr>
<td>Architectural, engineering, and related services</td>
<td>13,527</td>
<td>14,030</td>
</tr>
<tr>
<td>Computer systems design and related services</td>
<td>45,930</td>
<td>45,924</td>
</tr>
<tr>
<td>Management, scientific, and technical consulting</td>
<td>9,857</td>
<td>9,841</td>
</tr>
<tr>
<td>Advertising and related services</td>
<td>8,331</td>
<td>8,354</td>
</tr>
<tr>
<td>Specialized design services</td>
<td>198</td>
<td>204</td>
</tr>
<tr>
<td>Scientific research and development services</td>
<td>2,782</td>
<td>2,916</td>
</tr>
<tr>
<td>Other professional, scientific, and technical services</td>
<td>2,945</td>
<td>6,875</td>
</tr>
<tr>
<td>Other industries</td>
<td>201,941</td>
<td>219,015</td>
</tr>
<tr>
<td>Agriculture, forestry, fishing, and hunting</td>
<td>2,887</td>
<td>4,369</td>
</tr>
<tr>
<td>Crop production</td>
<td>1,806</td>
<td>3,050</td>
</tr>
<tr>
<td>Animal production</td>
<td>757</td>
<td>816</td>
</tr>
<tr>
<td>Forestry and logging</td>
<td>(D)</td>
<td>218</td>
</tr>
<tr>
<td>Fishing, hunting, and trapping</td>
<td>(D)</td>
<td>68</td>
</tr>
<tr>
<td>Support activities for agriculture and forestry</td>
<td>153</td>
<td>217</td>
</tr>
<tr>
<td>Construction</td>
<td>17,797</td>
<td>17,425</td>
</tr>
<tr>
<td>Building, developing, and general contracting</td>
<td>8,854</td>
<td>8,354</td>
</tr>
<tr>
<td>Heavy construction</td>
<td>(D)</td>
<td>(D)</td>
</tr>
<tr>
<td>Special trade contractors</td>
<td>(D)</td>
<td>(D)</td>
</tr>
<tr>
<td>Retail trade</td>
<td>66,796</td>
<td>69,636</td>
</tr>
<tr>
<td>Motor vehicle and parts dealers</td>
<td>332</td>
<td>631</td>
</tr>
<tr>
<td>Furniture and home furnishings stores</td>
<td>252</td>
<td>196</td>
</tr>
<tr>
<td>Electronics and appliance stores</td>
<td>1,548</td>
<td>916</td>
</tr>
<tr>
<td>Building material and garden equipment and supplies dealers</td>
<td>(D)</td>
<td>(D)</td>
</tr>
<tr>
<td>Food and beverage stores</td>
<td>7,139</td>
<td>7,430</td>
</tr>
<tr>
<td>Health and personal care stores</td>
<td>(D)</td>
<td>745</td>
</tr>
<tr>
<td>Gasoline stations</td>
<td>13,163</td>
<td>15,126</td>
</tr>
<tr>
<td>Clothing and clothing accessories stores</td>
<td>5,318</td>
<td>5,228</td>
</tr>
<tr>
<td>Sporting goods, hobby, book, and music stores</td>
<td>3,751</td>
<td>3,841</td>
</tr>
<tr>
<td>General merchandise stores</td>
<td>(D)</td>
<td>21,897</td>
</tr>
<tr>
<td>Miscellaneous store retailers</td>
<td>3,590</td>
<td>3,518</td>
</tr>
<tr>
<td>Nonstore retailers</td>
<td>7,710</td>
<td>7,851</td>
</tr>
<tr>
<td>Transportation and warehousing</td>
<td>40,940</td>
<td>42,387</td>
</tr>
<tr>
<td>Air transportation</td>
<td>(D)</td>
<td>3,478</td>
</tr>
<tr>
<td>Rail transportation</td>
<td>2,617</td>
<td>2,601</td>
</tr>
<tr>
<td>Water transportation</td>
<td>8,340</td>
<td>8,770</td>
</tr>
<tr>
<td>Petroleum tanker operations</td>
<td>2,707</td>
<td>3,200</td>
</tr>
<tr>
<td>Other water transportation</td>
<td>5,633</td>
<td>5,570</td>
</tr>
<tr>
<td>Truck transportation</td>
<td>1,500</td>
<td>1,532</td>
</tr>
<tr>
<td>Transit and ground passenger transportation</td>
<td>92</td>
<td>175</td>
</tr>
<tr>
<td>Pipeline transportation</td>
<td>13,087</td>
<td>(D)</td>
</tr>
<tr>
<td>Pipeline transportation of crude oil, refined petroleum products, and natural gas</td>
<td>13,084</td>
<td>(D)</td>
</tr>
<tr>
<td>Other pipeline transportation</td>
<td>13,084</td>
<td>(D)</td>
</tr>
<tr>
<td>Scenic and sightseeing transportation</td>
<td>(D)</td>
<td>(D)</td>
</tr>
<tr>
<td>Support activities for transportation</td>
<td>5,283</td>
<td>5,536</td>
</tr>
<tr>
<td>Couriers and messengers</td>
<td>(D)</td>
<td>(D)</td>
</tr>
<tr>
<td>Warehousing and storage</td>
<td>1,341</td>
<td>1,503</td>
</tr>
<tr>
<td>Petroleum storage for hire</td>
<td>293</td>
<td>378</td>
</tr>
</tbody>
</table>

Table 4 continues.
to report on the benchmark survey but for which data could be obtained from other direct investment surveys.

The long form (BE–10B(LF)) collected the most detailed data; it was filed by U.S. parents for their majority-owned nonbank foreign affiliates with total assets, sales, or net income (or loss) greater than $100 million. A total of 5,341 nonbank affiliates of nonbank parents filed long forms. Although these affiliates accounted for only 24 percent of all nonbank affiliates of nonbank parents for which survey forms were filed, they accounted for a much larger portion of the data for nonbank affiliates of nonbank parents in terms of value—75 percent of total assets, 68 percent of sales, and 52 percent of employment.

The short form (BE–10B(SF)) collected most balance of payments items but only selected financial and operating data items; it was filed by nonbank U.S. parents for their nonbank foreign affiliates with total assets, sales, or net income (or losses) greater than

Table 4. Sales by All Foreign Affiliates and Sales by, and Employment of, All U.S. Parents, by Industry of Enterprise and by Industry of Sales

<table>
<thead>
<tr>
<th>Affiliates</th>
<th>By industry of affiliate</th>
<th>By industry of sales</th>
<th>Sales (millions of dollars)</th>
<th>By industry of U.S. parent</th>
<th>By industry of sales</th>
<th>Number of employees (thousands)</th>
<th>By industry of U.S. parent</th>
<th>By industry of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real estate rent..</td>
<td>15,420</td>
<td>18,868</td>
<td>25,011</td>
<td>47,468</td>
<td>139.7</td>
<td>209.8</td>
<td>139.7</td>
<td>209.8</td>
</tr>
<tr>
<td>Real estate</td>
<td>3,365</td>
<td>3,564</td>
<td>7,547</td>
<td>12,774</td>
<td>31.5</td>
<td>50.4</td>
<td>31.5</td>
<td>50.4</td>
</tr>
<tr>
<td>Rental and leasing (except real estate)</td>
<td>12,055</td>
<td>15,304</td>
<td>17,464</td>
<td>34,694</td>
<td>108.3</td>
<td>159.4</td>
<td>108.3</td>
<td>159.4</td>
</tr>
<tr>
<td>Automotive equipment rental and leasing</td>
<td>4,921</td>
<td>5,103</td>
<td>12,187</td>
<td>18,519</td>
<td>78.1</td>
<td>83.0</td>
<td>78.1</td>
<td>83.0</td>
</tr>
<tr>
<td>Other rental and leasing services</td>
<td>4,555</td>
<td>6,260</td>
<td>(D)</td>
<td>12,644</td>
<td>J 62.2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lessors of nonfinancial intangible assets (except copyrighted works)</td>
<td>2,579</td>
<td>3,941</td>
<td>(D)</td>
<td>3,531</td>
<td>I 10.2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management of nonbank companies and enterprises</td>
<td>1,283</td>
<td>1,173</td>
<td>134</td>
<td>599</td>
<td>1.4</td>
<td>3.9</td>
<td>1.4</td>
<td>3.9</td>
</tr>
<tr>
<td>Holding companies, except bank holding companies</td>
<td>396</td>
<td>0</td>
<td>4</td>
<td>0</td>
<td>0.6</td>
<td>0.5</td>
<td>0.6</td>
<td>0.5</td>
</tr>
<tr>
<td>Corporate, subsidiary, and regional management offices</td>
<td>868</td>
<td>1,173</td>
<td>131</td>
<td>599</td>
<td>0.9</td>
<td>3.4</td>
<td>0.9</td>
<td>3.4</td>
</tr>
<tr>
<td>Administration, support, and waste management</td>
<td>24,053</td>
<td>29,102</td>
<td>52,384</td>
<td>66,892</td>
<td>1,197.2</td>
<td>1,288.2</td>
<td>1,197.2</td>
<td>1,288.2</td>
</tr>
<tr>
<td>Administrative and support services</td>
<td>(D)</td>
<td>36,722</td>
<td>49,682</td>
<td>1,100.7</td>
<td>1,184.0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Office administrative services</td>
<td>(D)</td>
<td>(D)</td>
<td>609</td>
<td>H</td>
<td>5.8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Facilities support services</td>
<td>1,141</td>
<td>1,192</td>
<td>(D)</td>
<td>4,643</td>
<td>I 52.6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employment services</td>
<td>11,060</td>
<td>11,020</td>
<td>16,841</td>
<td>14,878</td>
<td>750.0</td>
<td>682.7</td>
<td>750.0</td>
<td>682.7</td>
</tr>
<tr>
<td>Business support services</td>
<td>1,665</td>
<td>5,421</td>
<td>5,795</td>
<td>12,796</td>
<td>81.9</td>
<td>121.1</td>
<td>81.9</td>
<td>121.1</td>
</tr>
<tr>
<td>Travel arrangement and reservation services</td>
<td>(D)</td>
<td>3,698</td>
<td>2,261</td>
<td>3,620</td>
<td>I 12.7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investigation and security services</td>
<td>1,541</td>
<td>1,725</td>
<td>(D)</td>
<td>5,372</td>
<td>L 167.9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services to buildings and dwellings</td>
<td>1,482</td>
<td>1,461</td>
<td>7,537</td>
<td>5,796</td>
<td>128.4</td>
<td>98.9</td>
<td>128.4</td>
<td>98.9</td>
</tr>
<tr>
<td>Other support services</td>
<td>896</td>
<td>1,962</td>
<td>(D)</td>
<td>1,962</td>
<td>K 42.3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Waste management and remediation services</td>
<td>(D)</td>
<td>(D)</td>
<td>15,662</td>
<td>17,210</td>
<td>96.4</td>
<td>104.2</td>
<td>96.4</td>
<td>104.2</td>
</tr>
<tr>
<td>Health care and social assistance</td>
<td>394</td>
<td>41</td>
<td>61,484</td>
<td>64,685</td>
<td>440.4</td>
<td>460.8</td>
<td>440.4</td>
<td>460.8</td>
</tr>
<tr>
<td>Ambulatory health care services</td>
<td>204</td>
<td>180</td>
<td>16,342</td>
<td>18,321</td>
<td>165.1</td>
<td>179.4</td>
<td>165.1</td>
<td>179.4</td>
</tr>
<tr>
<td>Hospitals</td>
<td>153</td>
<td>148</td>
<td>(D)</td>
<td>(D)</td>
<td>M 198.9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nursing and residential care facilities</td>
<td>(D)</td>
<td>83</td>
<td>(D)</td>
<td>2,701</td>
<td>L 52.6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Social assistance</td>
<td>(D)</td>
<td>1</td>
<td>(D)</td>
<td>(D)</td>
<td>K 42.3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accommodation and food services</td>
<td>22,559</td>
<td>21,706</td>
<td>58,915</td>
<td>56,612</td>
<td>1,094.5</td>
<td>1,177.0</td>
<td>1,094.5</td>
<td>1,177.0</td>
</tr>
<tr>
<td>Accommodation</td>
<td>5,319</td>
<td>5,819</td>
<td>23,902</td>
<td>25,177</td>
<td>371.8</td>
<td>383.0</td>
<td>371.8</td>
<td>383.0</td>
</tr>
<tr>
<td>Food services and drinking places</td>
<td>17,240</td>
<td>15,887</td>
<td>35,013</td>
<td>31,435</td>
<td>722.7</td>
<td>734.0</td>
<td>722.7</td>
<td>734.0</td>
</tr>
<tr>
<td>Miscellaneous services</td>
<td>8,632</td>
<td>13,936</td>
<td>15,718</td>
<td>32,852</td>
<td>192.5</td>
<td>324.3</td>
<td>192.5</td>
<td>324.3</td>
</tr>
<tr>
<td>Educational services</td>
<td>(D)</td>
<td>899</td>
<td>2,108</td>
<td>2,510</td>
<td>21.9</td>
<td>35.7</td>
<td>21.9</td>
<td>35.7</td>
</tr>
<tr>
<td>Arts, entertainment, and recreation</td>
<td>(D)</td>
<td>2,371</td>
<td>5,170</td>
<td>10,660</td>
<td>57.5</td>
<td>116.2</td>
<td>57.5</td>
<td>116.2</td>
</tr>
<tr>
<td>Performing arts, spectator sports, and related industries</td>
<td>(D)</td>
<td>1,073</td>
<td>2,616</td>
<td>(D)</td>
<td>11.3</td>
<td>24.6</td>
<td>11.3</td>
<td>24.6</td>
</tr>
<tr>
<td>Museums, historical sites, and similar institutions</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>(D)</td>
<td>0.3</td>
<td>0.2</td>
<td>0.3</td>
<td>0.2</td>
</tr>
<tr>
<td>Amusement, gambling, and recreation industries</td>
<td>(D)</td>
<td>1,298</td>
<td>2,554</td>
<td>7,434</td>
<td>46.2</td>
<td>91.3</td>
<td>46.2</td>
<td>91.3</td>
</tr>
<tr>
<td>Other services (except public administration and private households)</td>
<td>6,085</td>
<td>10,666</td>
<td>8,440</td>
<td>19,673</td>
<td>105.8</td>
<td>172.4</td>
<td>105.8</td>
<td>172.4</td>
</tr>
<tr>
<td>Repair and maintenance</td>
<td>3,138</td>
<td>7,438</td>
<td>1,622</td>
<td>10,231</td>
<td>14.0</td>
<td>66.3</td>
<td>14.0</td>
<td>66.3</td>
</tr>
<tr>
<td>Personal and laundry services</td>
<td>2,947</td>
<td>3,228</td>
<td>6,819</td>
<td>9,442</td>
<td>91.8</td>
<td>106.1</td>
<td>91.8</td>
<td>106.1</td>
</tr>
<tr>
<td>Nonbusiness entities, except government</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Unspecified</td>
<td>0</td>
<td>839</td>
<td>0</td>
<td>21,105</td>
<td>0.0</td>
<td>868.3</td>
<td>0.0</td>
<td>868.3</td>
</tr>
</tbody>
</table>

D Suppressed to avoid disclosure of data of individual companies.

NOTE. Size ranges are given in employment cells that are suppressed. The size ranges are A–1 to 499; F–500 to 999; G–1,000 to 2,499; H–2,500 to 4,999; I–5,000 to 9,999; J–10,000 to 24,999; K–25,000 to 49,999; L–50,000 to 99,999; M–100,000 or more.
$7 million but not more than $100 million; by nonbank U.S. parents for their minority-owned nonbank foreign affiliates with total assets, sales, or net income (or losses) greater than $7 million; and by bank parents for their nonbank affiliates with total assets, sales, or net income (or losses) greater than $7 million. For a given short-form affiliate or exempt affiliate, long-form items were generally estimated on the basis of relationships among data items for long-form affiliates that were in the same industry group as the affiliate whose data were being estimated.

Short forms were filed for 16,629 nonbank affiliates of nonbank parents. Although these affiliates accounted for 76 percent of all nonbank affiliates of nonbank parents for which survey forms were filed, they accounted for a smaller portion of the data for nonbank affiliates of nonbank parents in terms of value—0.4 percent of total assets, 1.0 percent of sales, and 40 percent of employment.

As noted earlier, estimates of data (excluding number counts) were made for exempt affiliates and for parents that had only exempt affiliates. These estimates accounted for a very small portion of the universe data for affiliates but for a somewhat larger share for parents (see the coverage section).

BEA also made estimates of the data for some nonbank affiliates for which a benchmark survey report was not filed, even though they met the criteria for filing. For the 1,151 affiliates covered by these estimates, BEA had a report in another direct investment survey that served as a basis for estimation. These affiliates, most of which were small, accounted for only a minor portion of the nonbank universe in terms of value—0.4 percent of total assets, 1.0 percent of sales, and 3.2 percent of employment. The estimation of data for these affiliates ensured that the 1999 data were as complete as possible.

All data reported for U.S. parents and foreign affiliates were required to pass a number of computerized edit checks. Where possible, the data for a parent or an affiliate were reviewed for their consistency with related data for the parent or affiliate from other parts of the report form, with data provided in related report forms, with comparable data reported by other parents or affiliates, and with comparable data from outside sources. As a result of this edit and review process, a number of changes to the reported data were made, often after consultation with survey respondents. In some cases, usually involving small parents and affiliates, estimates based on industry averages or on other information were substituted for missing or erroneously reported data.

For some data items—such as those pertaining to trade by product and by country of destination and origin—survey respondents had difficulty in supplying the required information because the data were not easily accessible or were unavailable from their books. In these cases, respondents often made estimates, the quality of which is difficult to assess.

**Number of U.S. Parents and Foreign Affiliates**

Table 7 on page M–29 shows the number of parents and affiliates for which the 1999 benchmark survey forms were filed. Table II.A1 shows the number of nonbank foreign affiliates by country, and table II.A2 shows the number of nonbank U.S. parents and nonbank foreign affiliates by industry.

The counts of nonbank parents and affiliates are not strictly comparable with the counts shown in previous benchmark and annual survey publications because of differences in criteria for reporting. The counts in this publication cover affiliates that met the 1999 benchmark survey’s $7 million reporting criterion and cover parents that had at least one reportable affiliate. The counts in earlier benchmark survey publications are based on the reporting criteria in those surveys, which differed from that in 1999. For example, the criterion was $3 million in the 1989 and 1994 benchmark surveys and $1 million in the 1982 benchmark survey. In the annual survey publications, counts of affiliates and parents are based on the criterion used in the preceding benchmark survey. Thus, the counts in the 1995–98 annual survey publications are based on a $3 million criterion.

The counts of parents and affiliates should be used cautiously because, as just noted, with the exception of those shown in table 2, they exclude the numerous very small affiliates (and parents of only very small affiliates) for which a complete benchmark survey report was not required. In addition, survey forms were not filed for some parents and affiliates that met the reporting criteria. Because of limited resources, BEA’s efforts to ensure compliance with reporting requirements focused mainly on large parents and affiliates. As a result, some of the parents of small affiliates that were not aware of the reporting requirements and that were not on BEA’s mailing list may not have filed reports. The omission of these parents and their affiliates

21. For items other than number counts, estimates are included in the totals for affiliates below the reporting threshold and for parents that only had affiliates below the threshold (see the coverage section).
from the benchmark survey results probably has not significantly affected the aggregate value of the various data items collected, but it could have caused an unknown, but possibly significant, understatement of the number of parents or affiliates.

Even an exact count of parents or affiliates would be difficult to interpret because each report covers a consolidated business enterprise. The number of consolidated business enterprises varies according to the degree of consolidation used and the differences in the organizational structure of the companies.

**Financial and Operating Data for Foreign Affiliates and U.S. Parents**

Financial and operating data focus on the overall operations of U.S. parents and their foreign affiliates. Among the items covered by these data are the following: Balance sheets and income statements; gross product; sales of goods and services; external financial position; taxes; property, plant, and equipment; employment and compensation of employees; U.S. trade in goods; and research and development expenditures. Only a few of these items were obtained for bank parents and affiliates; consequently, most of the tables that present financial and operating data cover only non-bank parents and affiliates.

The financial and operating data for foreign affiliates are not adjusted for the ownership share of the U.S. parents. Thus, for example, the employment data include all employees of each affiliate, including affiliates in which the U.S. parent’s ownership share is less than 100 percent. To help address issues for which control is relevant, many tables cover only majority-owned foreign affiliates.

Most of the concepts and definitions used in reporting the financial and operating data can be found on the survey forms or in the *Instruction Booklet* to the forms, all of which are reproduced in the appendix. The following discussion focuses on the concepts, definitions, and statistical issues that require further explanation or that are not covered in either the forms or the *Instruction Booklet.*

**Balance sheets and income statements**

Balance sheets and income statements for U.S. parents and foreign affiliates are required to be filed according to U.S. generally accepted accounting principles (GAAP), and any major changes in GAAP will affect the data. For most affiliates, the income statement includes all types of income, both ordinary and extraordinary. However, for some parents and affiliates, such as those in insurance, GAAP requires certain unrealized gains and losses to be carried directly to owners’ equity in the balance sheet rather than to be carried through the income statement.

Under GAAP, depreciation and depletion charges are used to distribute the cost of an asset over that asset's estimated useful life. For example, parents and affiliates engaged in extracting natural resources report net income after the deduction of book depletion—that is, those expenses representing the periodic charge-off of the actual cost of natural resources. Tax or percentage depletion is not deducted.

**External financial position**

The external financial position of foreign affiliates measures the extent to which affiliates rely on external sources of funds rather than on internal sources of funds. The primary internal sources of funds are the affiliate's own reinvested earnings and depreciation allowances. External sources of funds are all sources of financing of affiliate operations other than internal sources. For foreign affiliates, the external sources can be disaggregated by type of financing (debt or equity) and by affiliation and location of the investor (U.S. parents, other U.S. persons, persons in the affiliate's country of location, or other foreign persons). For some analytical purposes, it is preferable to consider funds received from U.S. parents as an internal source of funds (in the sense that the funds are internal to the multinational company). The detail provided on the external financial position can support this type of analysis.

**Gross product**

Gross product is an economic accounting measure of the production of goods and services. Gross product measures the value added by U.S. parents and foreign affiliates; thus, foreign-affiliate gross product measures the contributions of foreign affiliates to the gross domestic product (GDP) of foreign countries, and U.S.-parent gross product measures the contribution of U.S. parents to U.S. GDP.

For a U.S. parent or a foreign affiliate, as for any firm, gross product can be measured as gross output (sales or receipts and other operating income plus changes in inventories and work in progress) minus intermediate inputs (purchased goods and services). Alternatively, it can be measured as the sum of the costs incurred (except for intermediate inputs) and the profits earned in production. The costs fall into four major
The basis used to measure depreciation has no effect on the value of total gross product; any differences between the measures of depreciation, which is a cost of production, have equal and offsetting effects on the profit-type return component.

For purposes of disaggregating sales into goods, services, and investment income, sales of goods are defined as sales that are typical of establishments in any of the following six NAICS sectors: Agriculture, forestry, fishing and hunting (except support activities for agriculture and forestry); mining (except support activities); construction; manufacturing; wholesale trade; and retail trade. (A parent or affiliate need not be classified in one of these sectors to have sales of goods.) Sales of services are defined as sales that are typical of establishments in the 14 other NAICS sectors and the support activities for agriculture, forestry, fishing and hunting and for mining. (A parent or affiliate need not be classified in one of these sectors to have sales of services.) In previous benchmark and annual surveys, sales of goods and services were defined as the sales that were characteristic of establishments in specified groups of SIC-based industries.

Information on investment income was collected primarily to ensure that, if investment income was included in total sales (or gross operating revenues), it would not be included in sales of services. In finance and insurance, parents and affiliates include investment income in sales because it is generated by a primary activity of the firm. In other industries, most parents and affiliates consider investment income an incidental revenue source and include it in the income statement in an “other income” category rather than in sales.

Employment and compensation of employees

In the benchmark survey, data on employment and compensation of employees were collected for U.S. parents and foreign affiliates. For U.S. parents and majority-owned foreign affiliates, data were also collected...
on the number of employees engaged in research and development activities and on the components of compensation of employees—wages and salaries and employee benefits. For majority-owned foreign affiliates, data were also collected on the number of production workers engaged in manufacturing activities and on the compensation of, and hours worked by, those workers.

Survey respondents were asked to report employment as the number of full-time and part-time employees on the payroll at the end of fiscal year 1999. However, a count taken during the year was accepted if it was a reasonable proxy for the end-of-year number. In addition, if employment at the end of the year was unusually high or low because of temporary factors, such as seasonal variations or a strike, a number reflecting normal operations was requested.

Employment by U.S. parents is classified both by industry of parent and by industry of sales. The classification by industry of sales is based on information supplied by each U.S. parent on employment in the individual four-digit industries in which it had sales.

Employment by foreign affiliates is classified both by industry of affiliate and by industry of U.S. parent. It is not classified by industry of sales because the necessary data were not collected. (Earlier surveys had indicated that most affiliates had employment in only one four-digit industry.)

Worker compensation rates were not directly collected in the benchmark survey, but, for majority-owned foreign affiliates, the data needed to derive hourly compensation of production workers engaged in manufacturing activities were collected. Such data were collected only for production workers because data on hours worked by nonproduction workers are generally not maintained by survey respondents and because data on aggregate hourly compensation and wage rates for the United States and foreign countries that might be comparable with the benchmark survey data are limited to data for production workers.

Although the data on employment and compensation of employees from the benchmark survey can be used to compute rates of compensation per employee and wages and salaries per employee, these rates may not accurately reflect the compensation rates normally paid by parents and affiliates (and, thus, are not shown in this publication). The computed rates may be distorted by the inclusion of part-time employees, because part-time employees are counted the same as full-time employees, or by data that cover only part of the year—for example, data for a parent or affiliate that was newly established during the year.

**U.S. trade in goods**

The concepts and definitions underlying the data collected in the benchmark survey on U.S. trade in goods of U.S. parents and foreign affiliates are nearly identical to those used for the data on total U.S. trade in goods compiled by the Census Bureau. The trade data are particularly difficult for survey respondents to report, but BEA’s review of the reported data indicates that most of the data conforms well to Census Bureau concepts and definitions. However, because of certain reporting problems, the U.S. multinational company trade data are not completely comparable with the Census Bureau trade data. In the benchmark survey, data on U.S. trade in goods had to be reported on a “shipped” basis—that is, on the basis of when, where, and to (or by) whom the goods were shipped—in order for them to be comparable with official U.S. trade data. However, most survey respondents keep their accounting records on a “charged” basis—that is, on the basis of when, where, and to (or by) whom the goods were charged. The two bases are usually the same, but they can differ substantially. For example, if a U.S. parent buys goods from country A and sells them to country B and if the goods are shipped directly from country A to country B, the parent’s books would show a purchase from country A and a sale to country B. Because the goods never entered or left the United States, they would not be recorded as either U.S. imports or U.S. exports. However, if the parent’s trade data were reported on a charged basis, the purchase would appear as a U.S. import and the sale would appear as a U.S. export.

On the basis of its review, BEA believes most data were reported on a shipped, rather than on a charged, basis. However, some survey respondents had difficulty obtaining data on a shipped basis, which usually required using shipping department documentation rather than accounting records. If BEA determined that the data were reported on a charged basis and that these data were likely to differ materially from data reported on a shipped basis, it required revised reports to be filed. However, some cases of erroneous reporting were probably not identified.

In addition, the data on trade by U.S. parents and foreign affiliates that are collected by BEA are on a fiscal year basis, whereas the data on total U.S. trade in goods that are collected by the Census Bureau are on a calendar year basis. In the 1999 benchmark survey, foreign affiliates whose fiscal year exactly corresponded to
the calendar year 1999 accounted for 74 percent of the total exports of goods reported for all foreign affiliates and for 78 percent of total imports (table 3). U.S. parents whose fiscal year exactly corresponded to the calendar year 1999 accounted for 72 percent of the total exports of goods reported for all U.S. parents and for 74 percent of total imports.

Additional differences between the BEA trade data and the Census Bureau trade data may have resulted simply because the data come from two different sources: The BEA data are based on company records, whereas those of the Census Bureau are compiled from export and import documents filed by the shipper with the U.S. Customs Service on individual transactions. The timing, valuation, origin or destination, shipper, and product involved in a given export or import transaction may be recorded differently on company records than on customs export and import documents.

In the 1999 benchmark survey, exports and imports of U.S. parents and majority-owned foreign affiliates are disaggregated into 10 product categories on the basis of the Standard International Trade Classification, Revision 3 (United Nations Statistical Papers, Series M, No. 34/Rev. 3). (See pages 50-53 in the Guide to Industry and Foreign Trade Classifications for International Surveys in the appendix for a description of the categories used.) U.S. exports of goods shipped to majority-owned foreign affiliates were also disaggregated by intended use into three categories: Capital equipment, goods for further processing, assembly, or manufacture by the affiliate, and goods for resale without further processing, assembly, or manufacture.

Total trade of a given U.S. parent with all of its foreign affiliates combined was reported on the parent survey form (BE-10A), and trade of a foreign affiliate with its U.S. parent was reported on the affiliate survey form (BE-10B). However, the total trade of a U.S. parent with all of its affiliates combined may not equal the sum of the trade with the U.S. parent that was reported for the affiliates, because of differences in timing and valuation and because the parent’s survey form may include data for affiliates that are exempt from being reported on the affiliates’ survey forms.

Research and development

The 1999 benchmark survey collected data on two technology-related items—research and development (R&D) expenditures and the number of employees engaged in R&D-related activities.

The data on R&D expenditures were collected on two bases: R&D that was performed by the parent or affiliate (whether the R&D was for its own use or for use by others) and R&D that was funded by the parent or affiliate (whether the R&D was performed internally or by others). R&D on the performance basis can be used to gauge the technological capabilities of parents and affiliates, and it is the primary basis on which National Science Foundation surveys collect information on R&D from U.S. businesses. R&D on the funding basis views R&D from the perspective of the costs of production and can be used as an indicator of a parent or affiliate’s use of technology; this basis is consistent with guidelines of the Financial Accounting Standards Board for accounting for the costs of R&D.

Direct Investment Position and Balance of Payments Data

Direct investment position and direct investment balance of payments data measure the value of U.S. parents’ investment positions in, and the value of their transactions with, their foreign affiliates. In contrast, the financial and operating data of parents and affiliates provide measures of the overall operations of parents and affiliates, including their transactions and investment positions with persons outside of the U.S. multinational company. For example, the U.S. direct investment position in a foreign affiliate is equal to the U.S. parent’s equity in, and net outstanding loans to, the affiliate; in contrast, a foreign affiliate’s total assets are equal to the sum of (1) the total owners’ equity in the affiliate that is held by its U.S. parent and by all other persons and (2) the total liabilities owed by the affiliate to its U.S. parent and to all other persons.25

For U.S. direct investment abroad, the following major items appear in the U.S. international transactions (balance of payments) accounts:

- Direct investment capital outflows (which appear in the financial accounts),
- Direct investment income,
- Direct investment royalties and license fees, and
- Other direct investment services.

Two adjustments are made to the balance of payments data before they are entered into the U.S. international accounts and the national income and

25. To illustrate, suppose that an affiliate is owned 80 percent by its U.S. parent and that the affiliate has total owners’ equity of $50 million and total liabilities of $100 million, of which $20 million is owed to the parent. In this case, the affiliate’s total assets would be $150 million (total owners’ equity of $50 million plus total liabilities of $100 million), and the parents’ position in the affiliate would be $60 million (80 percent of the $50 million of owners’ equity plus the $20 million of intercompany debt).
product accounts (NIPAs). First, two of these items—
income and capital flows—are adjusted to reflect cur-
current-period prices. Second, the data from the bench-
mark survey are adjusted from a fiscal year basis to a 
calendar year basis. As discussed in the section on fiscal 
year reporting, the direct investment position and bal-
balance of payments data collected in the 1999 bench-
mark survey are on a fiscal year basis. Thus, before the 
data are incorporated into the U.S. balance of pay-
ments accounts and the annual series on the position, 
which are on a calendar year basis, they must be ad-
justed from a fiscal year basis to a calendar year basis. 
The adjusted data for 1999 will be extrapolated for-
ward to derive universe estimates for calendar years 
after 1999 on the basis of sample data collected in 
BEA’s quarterly surveys for those years.

U.S. direct investment position abroad

The U.S. direct investment position abroad at histori-
cal cost is equal to the net book value of U.S. parents’ 
equity in, and net outstanding loans to, their foreign 
affiliates. The position may be viewed as the U.S. par-
ents’ contributions to the total assets of their foreign 
affiliates or as the financing provided in the form of 
equity or debt by U.S. parents to their foreign affiliates.

The direct investment position data presented in 
this publication are valued at historical cost and are 
not adjusted to current value. Thus, they largely reflect 
prices at the time of investment rather than prices of 
the current period. Because historical cost is the basis 
used for valuation in company accounting records in 
the United States, it is the only basis on which compa-
ies can report data in BEA’s direct investment surveys. 
It is also the only basis on which detailed estimates of 
the position are available by country, by industry, and 
by account. However, BEA does provide aggregate esti-
mates of the position valued in current-period prices 
on two alternative bases—current cost and market 
value.27 The direct investment position at current cost 
revalues that portion of the position that represents 
U.S. parents’ claims on the tangible assets of foreign af-
filates (such as plant, equipment, and inventories), us-
ing price indexes appropriate to each of a few broad 
asset classes. The direct investment position at market 
value revalues U.S. parents’ equity in affiliates, using 
aggregate stock price indexes for foreign countries. In-
vestments in countries where county-specific stock 
market data are not available are revalued using the 
Morgan Stanley World Index for stocks.

U.S. parents’ equity in incorporated foreign affili-
cates can be broken down into U.S. parents’ holdings of 
capital stock in, and other capital contributions to, 
their affiliates and U.S. parents’ equity in the retained 
earnings of their affiliates. Capital stock consists of all 
stock of affiliates—both common and preferred and 
both voting and nonvoting. Other capital contribu-
tions by U.S. parents, also referred to as the “U.S. par-
ents’ equity in additional paid-in capital,” consist of 
invested and contributed capital that is not included in 
capital stock, such as cash contributions, the amount 
paid for stock in excess of its par or stated value, and 
the capitalization of intercompany accounts (conver-
sions of debt to equity) that do not result in the issu-
ance of capital stock. U.S. parents’ equity in retained 
earnings is the U.S. parents’ shares of the cumulative 
undistributed earnings of their incorporated foreign 
affiliates.

Although some unincorporated affiliates could not 
disaggregate owners’ equity by type, the data on U.S. 
parents’ equity in affiliates by type cover both incor-
porated and unincorporated affiliates. For unincorpo-
rated affiliates for which no breakdown of owners’ 
equity by type was available, the parents’ total equity 
was included in capital stock. The U.S. parents’ share 
in total owners’ equity (not broken down by type) is 
shown for incorporated affiliates and for unincorpo-
rated affiliates in addenda to the tables presenting the 
U.S. direct investment position abroad.

U.S. parents’ net outstanding loans to their foreign 
affiliates, also referred to as “foreign affiliates’ net in-
tercompany debt payables to U.S. parents,” consist of 
trade accounts and trade notes payable, other current 
liabilities, and long-term debt that is owed by the affili-
ates to their U.S. parents and that is net of similar items 
due to the affiliates from their U.S. parents.

Intercompany debt includes the value of capital 
leases and of operating leases of more than 1 year be-
tween U.S. parents and their foreign affiliates. The 
value of property leased to a foreign affiliate by its U.S. 
parent is included in affiliates’ payables, and the 
value of property leased by a foreign affiliate to its U.S.

26. The adjustments are made only at the global level; the data required to 
make them for countries and industries are not available. The adjustments 
are accomplished in three steps. First, a capital consumption adjustment is 
made to convert depreciation charges from a historical-cost basis to a cur-
rent- (or replacement-) cost basis. Second, earnings are raised by the 
amount of charges for the depletion of natural resources, because these 
charges are not treated as production costs in the NIPAs. Third, expenses 
for mineral exploration and development are reallocated across periods to 
ensure that they are written off over their economic lives rather than all at 
once.

27. Position estimates at current cost and at market value for U.S. direct 
investment abroad (and for foreign direct investment in the United States) 
are published each July in an article on the U.S. international investment 
position in the SURVEY. For a discussion of concepts and estimating 
procedures, see J. Steven Landefeld and Ann M. Lawson, “Valuation of the 
parent is included in affiliates’ receivables. Under a capital lease, it is assumed that the title to the leased property will be transferred to the lessee at the termination of the lease, similar to an installment sale. Operating leases have a term that is significantly shorter than the expected useful life of the tangible property being leased, and the leased property is usually returned to the lessor at the termination of the lease. For capital leases, the value of the leased property is calculated according to GAAP; under GAAP, the lessee records either the present value of the future lease payments or the fair market value of the leased property, whichever is lower, and the lessor records the sum of all future lease receipts. For operating leases of more than 1 year, the value recorded is the original cost of the leased property less the accumulated depreciation.

For affiliates that are depository institutions, the direct investment position is defined to include only their U.S. parents’ equity and permanent debt investment in them; similarly, the direct investment flows that enter the U.S. international transactions accounts for these affiliates include only transactions related to such investment. All other transactions and positions—mainly claims and liabilities arising from the parents’ and affiliates’ normal banking business—are excluded from the direct investment accounts and included along with other banking claims and liabilities in the portfolio or other investment accounts.

For nonbank foreign affiliates that are primarily engaged in financial intermediation, the direct investment position and associated direct investment capital flows exclude intercompany debt transactions. This treatment, which was introduced in the U.S. international transactions accounts in 1998 and affected the estimates for 1994 and beyond, is similar to the treatment of nonpermanent debt investment for affiliates that are depository institutions.

A U.S. parent and its foreign affiliate may have a two-way relationship—that is, each may have debt and equity investment in the other. Thus, a U.S. parent may have investment in a foreign affiliate that, in turn, has investment in the U.S. parent as a result of the affiliate’s lending funds to, or acquiring voting securities or other equity interest in, the U.S. parent. In the intercompany debt portion of the position, affiliates’ receivables from their U.S. parents (reverse debt investment) are netted against affiliates’ payables to their U.S. parents. Equity investment by foreign affiliates in their U.S. parents is included in foreign portfolio investment in the United States if the affiliate’s ownership is less than 10 percent or in the foreign direct investment position in the United States if the affiliate’s ownership of its U.S. parent is 10 percent or more.

The direct investment position at the end of the year is equal to the position at the end of the previous year plus the change in the position during the year (table 5).

<table>
<thead>
<tr>
<th>Table 5. Change in the Direct Investment Position on a Historical-Cost Basis</th>
<th>[Millions of dollars]</th>
</tr>
</thead>
<tbody>
<tr>
<td>Position at yearend 1998</td>
<td>981,961</td>
</tr>
<tr>
<td>Change in position</td>
<td>204,920</td>
</tr>
<tr>
<td>Capital outflows</td>
<td>204,046</td>
</tr>
<tr>
<td>Equity capital</td>
<td>95,998</td>
</tr>
<tr>
<td>Increases</td>
<td>132,030</td>
</tr>
<tr>
<td>Decreases</td>
<td>36,032</td>
</tr>
<tr>
<td>Reinvested earnings</td>
<td>41,947</td>
</tr>
<tr>
<td>Intercompany debt</td>
<td>66,101</td>
</tr>
<tr>
<td>Increases in U.S. parents' receivables</td>
<td>89,656</td>
</tr>
<tr>
<td>Increases in U.S. parents' payables</td>
<td>23,555</td>
</tr>
<tr>
<td>Valuation adjustments</td>
<td>874</td>
</tr>
<tr>
<td>Position at yearend 1999</td>
<td>1,186,882</td>
</tr>
</tbody>
</table>

The change in position during the year is the sum of direct investment capital flows (defined below) and valuation adjustments. Valuation adjustments are broadly defined to include all changes in the position other than those arising from capital flows. They primarily reflect differences between transactions values, which are used to record direct investment capital flows, and the book values on foreign affiliates’ books, which are used to record the position and, hence, changes in the position. For example, valuation adjustments include differences between the transactions value and book value of foreign affiliates that are sold by U.S. parents. They also include currency-translation adjustments—that is, the gains and losses that arise because of changes in the exchange rates used in translating affiliates’ foreign-currency-denominated assets and liabilities into U.S. dollars—and other

---

28. A nonbank affiliate that is primarily engaged in financial intermediation is defined to be a finance affiliate whose U.S. parent company is a bank or securities broker-dealer. Finance affiliates located in the Netherlands Antilles are also included in this category.

29. In the rare case in which a foreign affiliate and its U.S. parent own 10 percent or more of each other, a foreign affiliate’s debt investment in its U.S. parent is not netted against the parents’ debt investment in it. In order to avoid double-counting, the U.S. parents’ debt investment in the foreign affiliate is included in the U.S. direct investment position abroad, and the foreign affiliate’s debt investment in the U.S. parent is included in the foreign direct investment position in the United States.

30. For the current-price estimates of the foreign direct investment position entered in the U.S. international investment position, the corresponding valuation adjustments would reflect differences between the transactions values and the estimated current values of the affiliates.
capital gains and losses, such as revaluations of assets that may result from mergers and acquisitions.

**Direct investment capital outflows**

Direct investment capital outflows (which are recorded in the financial account of the U.S. international transactions accounts) consist of equity capital outflows, reinvested earnings, and intercompany debt outflows. This section first defines these components and then discusses the coverage, measurement, and presentation of direct investment capital outflows.

**Equity capital outflows.** Equity capital outflows are net increases in U.S. parents’ equity in their foreign affiliates; equity capital inflows (decreases in equity) are netted against equity capital outflows (increases in equity) to derive the net outflow. Equity capital outflows exclude changes in equity that result from the reinvestment of earnings, which are recorded as a separate component of direct investment capital outflows.

Equity capital outflows to foreign affiliates result from U.S. parents’ establishment of new foreign affiliates, from their initial acquisitions of 10-percent-or-more ownership interests in existing foreign business enterprises, from their acquisitions of additional ownership interests in existing foreign affiliates, and from their capital contributions to foreign affiliates.

Equity capital inflows result from liquidations of foreign affiliates, from partial or total sales of ownership interests in foreign affiliates, and from the return of capital contributions. Equity capital inflows also include liquidating dividends, which are a return of capital to U.S. parents.

Equity capital outflows are recorded at transactions values on the basis of the books of the U.S. parents rather than on the basis of the books of the affiliates. The data are based on the books of the parents partly because some transactions—such as when a U.S. parent purchases or sells stock in an affiliate from or to an unaffiliated third party—are not recorded in the books of the foreign affiliates.

Data from the books of the U.S. parent are also sometimes needed to obtain the transactions values that are required for balance of payments accounting. For example, equity capital inflows related to the sale of a foreign affiliate should include any premium or discount between the present transactions value and the historical value of the parent’s investment. These values are sometimes available only from the parent’s books; the equity capital of a foreign affiliate that is newly acquired or sold by its U.S. parent is carried at book value in the books of the foreign affiliate, but it is carried at transaction value in the books of the U.S. parent.

**Reinvested earnings.** Reinvested earnings of foreign affiliates are earnings less distributed earnings. Earnings are U.S. parents’ shares in the net income of their foreign affiliates after the provision for foreign income taxes. A U.S. parent’s share in earnings is based on its directly held equity interest in the foreign affiliate. The earnings and reinvested earnings estimates in this publication are not adjusted to reflect current-period prices, because the source data needed to adjust the estimates by detailed country and industry are not available.

Earnings are entered into direct investment income because they are income to the U.S. parent, whether they are reinvested in the affiliate or remitted to the parent. However, because reinvested earnings are not actually transferred to the U.S. parent but increase the parent’s investment in its affiliate, an entry that is equal to that made in the direct investment income account but that has the opposite sign is made in the direct investment capital account.

For incorporated foreign affiliates, distributed earnings are dividends on common and preferred stock of the affiliates that are held by their U.S. parents. Distributions can be paid out of current or past earnings. Dividends exclude stock and liquidating dividends. Stock dividends are excluded because they are a capitalization of retained earnings—a substitution of one type of equity (capital stock) for another (retained earnings); they reduce the amount of retained earnings available for distribution but leave total owners’ equity unchanged. Thus, stock dividends do not give rise to entries in the international transactions accounts. Liquidating dividends are excluded because they are a return of capital rather than a remittance of earnings (liquidating dividends are included instead as inflows in the direct investment equity capital account). For unincorporated affiliates, distributed earnings are earnings distributed to U.S. parents out of current or past earnings.

**Distributed earnings** are based on the books of U.S. parents. Because they are on an

---

31. "Stock dividends" are used here to refer to essentially the same concept that is discussed in the International Monetary Fund’s *Balance of Payments Manual* under the heading of “bonus shares.” BEA has retained its terminology because it conforms to what U.S. firms understand by the term “stock dividends.”
accrual basis, they are reported as of the date that they are either received from foreign affiliates or entered into intercompany accounts with foreign affiliates. Distributed earnings are included whether they are paid in cash, through debt creation, or in kind.

**Intercompany debt outflows.** Intercompany debt outflows consist of the increase in U.S. parents’ net intercompany debt receivables from their foreign affiliates during the year. The increase for a given period is derived by subtracting the net outstanding intercompany debt balance (that is, U.S.-parent receivables less U.S.-parent payables) at the end of the previous period from the net outstanding balance at the end of the current period.

When a U.S. parent lends funds to its foreign affiliate, the balance of the U.S. parents’ receivables (amounts due) from the affiliate increase; subsequently, when the affiliate repays the principal owed to its U.S. parent, the balance of the U.S. parent’s receivables from the affiliate is reduced. Similarly, when a U.S. parent borrows funds from its foreign affiliate, the balance of the U.S. parent’s payables (amounts owed) to the affiliate increase; subsequently, when the U.S. parent repays the principal owed to its affiliate, the balance of the U.S. parent’s payables to the affiliate are reduced.

Increases in U.S. parents’ receivables from, or reductions in parents’ payables to, their foreign affiliates give rise to outflows on intercompany debt accounts. Reductions in U.S. parents’ receivables from, or increases in U.S. parents’ payables to, their affiliates give rise to inflows.

Not all intercompany debt transactions reflect actual flows of funds. For example, when distributed earnings, interest, or royalties and license fees from a foreign affiliate accrue to its U.S. parent, the full amount is included as an income or royalty and license fee receipt (an inflow) on U.S. direct investment abroad. If part of that amount is not actually transferred to the U.S. parent, the amount not transferred is entered into intercompany debt as an increase in the U.S. parent’s receivables from its affiliate (an outflow).

The net change in intercompany debt includes changes in the value of capital leases and operating leases of more than 1 year between U.S. parents and their foreign affiliates. When property is leased by a foreign affiliate from its U.S. parent under a capital lease or a long term operating lease, the value of the leased property is recorded as an intercompany debt outflow because it increases the U.S. parent’s receivables. The subsequent payment of principal on a capital lease or the component of rent on an operating lease that reflects depreciation is a return of capital and is recorded as an intercompany debt inflow because it reduces the U.S. parent’s receivables. Similarly, when property is leased to a U.S. parent by its foreign affiliate, the value of the leased property is recorded as an intercompany debt inflow because it increases the U.S. parent’s payables. The subsequent payment of principal on a capital lease or the component of rent on an operating lease that reflects depreciation is a return of capital and is recorded as an intercompany debt outflow because it reduces the U.S. parent’s payables.

**Coverage, measurement, and presentation.** Most intercompany debt and equity capital flows result from transactions between U.S. parents and their foreign affiliates. However, some of these flows may result from transactions between U.S. parents and unaffiliated foreign persons; for example, a direct investment equity capital flow results from a transaction between a U.S. parent and an unaffiliated foreign person when the parent purchases an affiliate’s capital stock from the unaffiliated person.

In general, direct investment capital outflows exclude transactions among U.S. persons because U.S.-to-U.S. transactions are not international transactions of the United States. Thus, if one U.S. person purchases a direct investment interest in a foreign affiliate from another U.S. person, the new owner will establish or increase its ownership interest in the foreign affiliate, but no equity capital outflow is recorded, because the transaction occurs entirely within the United States. In addition, there may be no net increase in U.S. claims on foreign countries; instead, one U.S. person’s claims have merely been substituted for those of another.32

If the U.S. purchaser’s original interest represented only a portfolio (less-than-10-percent) investment interest and if the combined interests qualify as a direct investment as a result of the purchase of an additional interest, a direct investment capital outflow equal to the value of the additional interest is recorded. In addition, a valuation adjustment is made to the direct investment position to bring into the position the original investment. If a U.S. parent’s interest in an affiliate falls below 10 percent, a direct investment capital inflow is recorded, and a valuation adjustment is made to extinguish the remaining direct investment interest.

---

32. Any revaluation of the investment by the new U.S. parent is treated as a valuation adjustment to the U.S. direct investment position abroad.
Direct investment income

Direct investment income is the return on the U.S. direct investment position abroad; that is, it is the U.S. parents’ return on their debt and equity investment in foreign affiliates. Direct investment income consists of earnings (that is, U.S. parents’ shares in the net income of their foreign affiliates) plus interest on intercompany debt accounts of U.S. parents with their foreign affiliates (interest is defined as interest received by U.S. parents from their foreign affiliates net of interest paid, or credited by, U.S. parents on debt owed to them by their foreign affiliates). Earnings are the U.S. parents’ return on their equity investment, and interest is the U.S. parents’ return on their debt investment, in their foreign affiliates. Table 6 shows direct investment income and the relationships among its components from the 1999 benchmark survey.

Table 6. Investment Income and Its Components

[Millions of dollars]

<table>
<thead>
<tr>
<th>Income</th>
<th>109,268</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings</td>
<td>105,102</td>
</tr>
<tr>
<td>Distributed earnings</td>
<td>63,154</td>
</tr>
<tr>
<td>Reinvested earnings</td>
<td>41,947</td>
</tr>
<tr>
<td>Interest</td>
<td>4,166</td>
</tr>
<tr>
<td>U.S. parents’ receipts</td>
<td>7,095</td>
</tr>
<tr>
<td>U.S. parents’ payments</td>
<td>2,929</td>
</tr>
</tbody>
</table>

Direct investment income is recorded as accrued. Direct investment income and earnings exclude currency-translation adjustments and other capital gains and losses, whether or not such gains and losses are included in net income for income statement purposes.

This treatment is intended to make income and earnings correspond more closely to the current operating performance of foreign affiliates, as recommended by international guidelines for the compilation of balance of payments accounts.

Direct investment income is measured before deduction (that is, gross) of withholding taxes. This treatment views taxes as being levied on the recipient of the distributed earnings or interest to which the taxes are applied, and thus as being paid across borders even though, as an administrative convenience, the tax payments are actually made by the firm whose disbursement gave rise to them. Thus, foreign withholding taxes on distributed earnings and on interest received by the U.S. parent are recorded as if they were paid by the parent, not by the foreign affiliate. Similarly, U.S. withholding taxes on interest payments by the U.S. parent are recorded as if they were paid by the foreign affiliate, not by the U.S. parent. Counterentries for these taxes are made in the U.S. international transactions accounts under current unilateral transfers.

BEA collects data on withholding taxes on distributed earnings on its quarterly survey of U.S. direct investment abroad, but withholding taxes on interest, royalties and license fees, and other private services are collected only in benchmark surveys. Withholding taxes on these items must be estimated for nonbenchmark years.

The interest component of direct investment income is measured as interest paid or credited to U.S. parents on debt owed to them by their foreign affiliates less interest paid, or credited by, U.S. parents on debt owed by them to their foreign affiliates. Interest payments are netted against interest receipts because in the intercompany debt component of the U.S. direct investment position abroad, debt owed by U.S. parents to foreign affiliates is netted against debt owed by foreign affiliates to U.S. parents. Like other components of direct investment income, interest is reported as accrued. It includes interest paid through debt creation or in kind as well as interest paid in cash.

Interest includes net interest payments on capital

33. For foreign affiliates that are depository institutions (commercial banks and bank holding companies, savings institutions, and credit unions), interest includes only payments on permanently invested debt capital in the affiliate. For nonbank affiliates that are primarily engaged in financial intermediation, all interest on intercompany debt is excluded from direct investment income payments. The treatment of interest for these two types of affiliates parallels the treatment of their debt transactions with their U.S. parents, as described in the section “U.S. direct investment position abroad.”
leases between U.S. parents and foreign affiliates because the outstanding capitalized value of such leases is included in the intercompany-debt component of the direct investment position.34

**Direct investment royalties and license fees**

Direct investment royalties and license fees consist of receipts by U.S. parents from, and payments by U.S. parents to, their foreign affiliates of fees for the use or sale of intangible property or rights, such as patents, industrial processes, trademarks, copyrights, franchises, techniques, manufacturing rights, and other intangible assets or proprietary rights.

In the U.S. international transactions accounts, U.S. parents’ receipts of royalties and license fees are recorded as U.S. exports of services, and U.S. parents’ payments are recorded as U.S. imports of services. Both receipts and payments are measured before deduction, or gross, of (foreign or U.S.) withholding taxes.

Receipts and payments of royalties and license fees are based on the books of the U.S. parents and are reported as accrued. When funds are not actually transferred, offsetting entries are made in the intercompany debt account.

**Other direct investment services**

Transactions in other direct investment services consist of receipts by U.S. parents from, and payments by U.S. parents to, their foreign affiliates of service charges, of charges for the use of tangible property, and for film and television tape rentals. Receipts and payments are reported as accrued and are based on the books of U.S. parents.

In the U.S. international transactions accounts, U.S. parents’ receipts are recorded as U.S. exports of services, and U.S. parents’ payments are recorded as U.S. imports of services. Both receipts and payments are measured before deduction, or gross, of (foreign or U.S.) withholding taxes.

**Service charges.** Service charges consist of fees for services—such as management, professional, or technical services—rendered between U.S. parents and their foreign affiliates. The service charges may represent sales of services or reimbursements. Sales of services are receipts for services rendered that are included in sales or gross operating revenues in the income statement of the seller. Normally, such receipts are included in sales if the performance of the service is a primary activity of the enterprise. (For example, if a U.S. management consulting firm provides management-consulting services to its foreign affiliates, the resulting revenues are included in its sales.)

Reimbursements are receipts for services rendered that are normally included in “other income” rather than in sales in the income statement of the provider of the service. Typically, the performance of the service is not a primary activity of the enterprise; however, the service may facilitate or support the conduct of the enterprise’s primary activities. (For example, if a U.S. manufacturer provides management services to its foreign manufacturing affiliate, the associated charges typically would be recorded in its income statement under “other income” and reported to BEA as a reimbursement.)

Reimbursements may be allocated expenses or direct charges for the services rendered. Allocated expenses are overhead expenses that are apportioned among the various divisions or parts of an enterprise. An example would be R&D assessments on foreign affiliates by a U.S. parent for R&D the parent performs and shares with its affiliates.

Intercompany service charges are disaggregated into six types of services, using categories that are based on the detail recommended in the International Monetary Fund’s *Balance of Payments Manual*. The data on intercompany service charges by category indicate that 79 percent of U.S. parents’ receipts and 47 percent of U.S. parents’ payments were for “other” services (table II.AA6). These high percentages may have resulted because survey respondents did not have the necessary information in their books to provide a breakdown of their allocated expenses or of other services transactions with their foreign affiliates by type of service. The share for “other” services may also be large because many services (such as advertising, management, research and development, and accounting services) are not covered by the other five categories.35

**Charges for the use of tangible property.** Charges for the use of tangible property include total lease payments under operating leases of 1 year or less and net

---

34. Although the value of operating leases of more than 1 year is also included in the intercompany debt position, payments of net rent (which covers interest, administrative expenses, and profit) on such leases are recorded as charges for the use of tangible property (part of the “other direct investment services” account) rather than as interest.

35. After the 1994 benchmark survey, BEA’s quarterly survey of U.S. direct investment abroad was amended to collect, once each year, detail on service charges by type of service. Beginning with the quarterly surveys for 2001, two categories—management and consulting services and research, development, and testing services—were added, and the category for communication services was dropped.
rent on operating leases of more than 1 year. From the lessors’ viewpoint, total lease payments for operating leases consist of two components: (1) Net rent, which covers interest, administrative expenses, and profit, and (2) depreciation, which is a return of capital.

For operating leases of more than 1 year, net rent is included in “other direct investment services,” and depreciation is included as an intercompany debt flow in the direct investment capital account. For operating leases of 1 year or less, total lease payments—both net rent and depreciation—are included in “other direct investment services.”

**Film and television tape rentals.** Film and television tape rentals are rentals received by U.S. parents from, and rentals paid by U.S. parents to, their foreign affiliates for the sale or use of film and television tapes. Except for mass-produced media, such as prerecorded video cassettes or disks (which are recorded in U.S. trade in goods), such film and television tapes are treated as if they were being rented rather than sold, and payments for the tapes are considered payments for services rather than payments for goods. This treatment is used because the value of the tapes is derived mostly from the services, such as entertainment and education, that they provide, not from the value of the media on which they are recorded. Thus, the cost of the film and television tapes is excluded from the U.S. trade-in-goods account and is included in “other direct investment services.”
Presentation of the Data

The amount and type of data available from the benchmark survey varies according to whether the foreign affiliates or U.S. parents are banks or nonbanks, and for nonbank affiliates, according to whether they are majority or minority owned. The 15 possible groups of affiliates and parents are shown in Table 7. Selected data for the affiliates in each group are shown in the top half of the table, and selected data for each group's U.S. parents are shown in the bottom half. Primarily because of space and resource limitations, the tables in this publication cover only 5 of the 15 groups: Group I, all affiliates of all U.S. parents (column 1 of Table 7); group II, nonbank affiliates of nonbank U.S. parents (column 7); group III, majority-owned nonbank affiliates of nonbank U.S. parents (column 8); group IV, nonbank affiliates of U.S. parents in banking (column 10); and group V, bank affiliates of all U.S. parents (column 13). In total, 14 tables are presented for group I; 65 tables, for group II; 134 tables, for group III; 1 table, for group IV; and 1 table, for group V.

The table on the following pages shows the data that are presented in this publication for each of the five affiliate groups. The columns represent the five affiliate groups and the rows list the different tables. An "✔" in the column for a group means that the data are published for the affiliates in that group or for their U.S. parents.

Table 7. Selected Data for Foreign Affiliates by Group of Affiliate or by Group of Parent

[Millions of dollars, unless otherwise noted]

### By Group of Affiliate

<table>
<thead>
<tr>
<th></th>
<th>All affiliates of all parents</th>
<th>All affiliates of nonbank parents</th>
<th>All affiliates of bank parents</th>
<th>Nonbank affiliates of all parents</th>
<th>Nonbank affiliates of nonbank parents</th>
<th>Nonbank affiliates of bank parents</th>
<th>Bank affiliates of nonbank parents</th>
<th>Bank affiliates of bank parents</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
<td>(4)</td>
<td>(5)</td>
<td>(6)</td>
<td>(7)</td>
<td>(8)</td>
<td>(9)</td>
</tr>
<tr>
<td>Number of affiliates</td>
<td>23,985.3</td>
<td>23,414.1</td>
<td>672</td>
<td>23,552.1</td>
<td>21,425.2</td>
<td>2,127</td>
<td>23,121.1</td>
<td>21,042.2</td>
</tr>
<tr>
<td>Sales</td>
<td>2,705.069</td>
<td>2,647.315</td>
<td>57,751</td>
<td>2,630.110</td>
<td>2,235.555</td>
<td>394,555</td>
<td>2,611.764</td>
<td>2,189,945</td>
</tr>
<tr>
<td>Net income</td>
<td>192,429</td>
<td>184,983</td>
<td>7,446</td>
<td>189,450</td>
<td>170,174</td>
<td>19,276</td>
<td>181,915</td>
<td>162,759</td>
</tr>
<tr>
<td>Compensation of</td>
<td>305,959</td>
<td>299,894</td>
<td>6,065</td>
<td>297,045</td>
<td>256,310</td>
<td>40,735</td>
<td>295,311</td>
<td>254,923</td>
</tr>
<tr>
<td>employees</td>
<td>9,412.3</td>
<td>9,294.1</td>
<td>118.2</td>
<td>9,266.0</td>
<td>7,790.8</td>
<td>1,475.2</td>
<td>9,220.2</td>
<td>7,765.8</td>
</tr>
<tr>
<td>Thousands of</td>
<td>1,186,882</td>
<td>1,157,397</td>
<td>29,485</td>
<td>1,154,908</td>
<td>1,113,366</td>
<td>40,388</td>
<td>1,132,687</td>
<td>1,092,419</td>
</tr>
<tr>
<td>investment income</td>
<td>109,268</td>
<td>107,695</td>
<td>1,673</td>
<td>108,916</td>
<td>106,658</td>
<td>2,259</td>
<td>106,150</td>
<td>103,906</td>
</tr>
<tr>
<td>Direct investment income</td>
<td>9,412.3</td>
<td>9,294.1</td>
<td>118.2</td>
<td>9,266.0</td>
<td>7,790.8</td>
<td>1,475.2</td>
<td>9,220.2</td>
<td>7,765.8</td>
</tr>
</tbody>
</table>

### By Group of Parent

<table>
<thead>
<tr>
<th></th>
<th>All parents of all affiliates</th>
<th>Bank parents of all affiliates</th>
<th>Bank parents of nonbank affiliates</th>
<th>Bank parents of bank affiliates</th>
<th>All parents of bank affiliates</th>
<th>Bank parents of nonbank affiliates</th>
<th>Bank parents of bank affiliates</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
<td>(4)</td>
<td>(5)</td>
<td>(6)</td>
<td>(7)</td>
<td>(8)</td>
</tr>
<tr>
<td>Number of parents</td>
<td>2,606.3</td>
<td>2,555</td>
<td>51</td>
<td>2,599.1</td>
<td>2,495.0</td>
<td>722</td>
<td>2,554</td>
</tr>
<tr>
<td>Total assets</td>
<td>15,077,669</td>
<td>11,688,359</td>
<td>3,389,310</td>
<td>14,412,521</td>
<td>14,185,454</td>
<td>8,543,941</td>
<td>11,675,871</td>
</tr>
<tr>
<td>Sales</td>
<td>2,705.069</td>
<td>2,647.315</td>
<td>57,751</td>
<td>2,630.110</td>
<td>2,235,555</td>
<td>394,555</td>
<td>2,611,764</td>
</tr>
<tr>
<td>Net income</td>
<td>192,429</td>
<td>184,983</td>
<td>7,446</td>
<td>189,450</td>
<td>170,174</td>
<td>19,276</td>
<td>181,915</td>
</tr>
<tr>
<td>Compensation of</td>
<td>305,959</td>
<td>299,894</td>
<td>6,065</td>
<td>297,045</td>
<td>256,310</td>
<td>40,735</td>
<td>295,311</td>
</tr>
<tr>
<td>employees</td>
<td>9,412.3</td>
<td>9,294.1</td>
<td>118.2</td>
<td>9,266.0</td>
<td>7,790.8</td>
<td>1,475.2</td>
<td>9,220.2</td>
</tr>
<tr>
<td>Thousands of</td>
<td>1,186,882</td>
<td>1,157,397</td>
<td>29,485</td>
<td>1,154,908</td>
<td>1,113,366</td>
<td>40,388</td>
<td>1,132,687</td>
</tr>
<tr>
<td>investment income</td>
<td>109,268</td>
<td>107,695</td>
<td>1,673</td>
<td>108,916</td>
<td>106,658</td>
<td>2,259</td>
<td>106,150</td>
</tr>
<tr>
<td>Direct investment income</td>
<td>9,412.3</td>
<td>9,294.1</td>
<td>118.2</td>
<td>9,266.0</td>
<td>7,790.8</td>
<td>1,475.2</td>
<td>9,220.2</td>
</tr>
</tbody>
</table>

1. Because some parents have both nonbank and bank affiliates, the sum of columns 4 and 13, columns 7 and 14, and columns 10 and 15 contain duplication and do not equal the totals in columns 1, 2, 3, 4, and 5.
2. Because some parents have both majority- and minority-owned affiliates, the sum of columns 5 and 6, columns 8 and 9, and columns 11 and 12 contain duplication and do not equal the totals in columns 4, 7, 10, and 13.
In the title of each table is an alphanumeric code that consists of (1) a Roman numeral (I, II, III, IV, or V) to indicate the affiliate group covered, (2) a capital letter to indicate the general subject matter, and (3) an Arabic numeral to indicate the specific subject matter of the table. For example, table I.B5 covers all affiliates of all U.S. parents (group I), is part of the group of tables that covers affiliates’ balance sheets, and provides data specifically on total assets disaggregated by country and cross-classified by major industry. If a given table is published for more than one affiliate group, it will have the same letter and Arabic numeral designation (to indicate that the general and specific subject matters of the tables are the same), but it will have different Roman numerals (to indicate that different affiliate groups are covered). For example, table III.B5 has the same format and the same general and specific subject matters as table I.B5, but table III.B5 covers majority-owned nonbank affiliates of nonbank U.S. parents (group III), and table I.B5 covers all affiliates of all U.S. parents (group I).

The tables are presented in the numerical order of the groups: The tables in group I are presented first, followed by the tables in groups II, III, IV, and V.

In a group, the numbering of tables are often not consecutive, because some tables are not shown for some groups. For example, in group I, table I.A3 is the first table because tables I.A1 and I.A2 are not presented.

### Organization of Tables

<table>
<thead>
<tr>
<th>Group</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>All affiliates of all U.S. parents</td>
<td>Nonbank affiliates of nonbank U.S. parents</td>
<td>Majority-owned nonbank affiliates of nonbank U.S. parents</td>
<td>Nonbank affiliates of U.S. parents in banking</td>
<td>Bank affiliates of all U.S. parents</td>
</tr>
</tbody>
</table>

#### Foreign affiliate financial and operating data

**A. Selected data**

1. Selected Data for Foreign Affiliates in All Countries in Which Investment Was Reported
2. Selected Data for Foreign Affiliates and U.S. Parents in All Industries
3. Selected Data for Foreign Affiliates, by Country
4. Selected Data for Foreign Affiliates and U.S. Parents, by Industry

**B. Balance sheet**

2. Balance Sheet of Affiliates—Liabilities and Owners’ Equity, Country by Account
4. Balance Sheet of Affiliates—Liabilities and Owners’ Equity, Industry by Account
5. Total Assets of Affiliates, Country by Industry
6. Total Assets of Affiliates, Industry by Country
9. Owners’ Equity of Affiliates, Country by Industry
10. Owners’ Equity of Affiliates, Industry by Country

Organization of Tables continues.
## Organization of Tables

<table>
<thead>
<tr>
<th>C. External financial position</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. External Financial Position of Affiliates, Country of Affiliate by Transactor and Account</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. External Financial Position of Affiliates, Industry of Affiliate by Transactor and Account</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Receivables and Financial Investments of Affiliates, by Major Area and Major Industry of Affiliate</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>D. Property, plant, and equipment</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Change in Property, Plant, and Equipment of Affiliates, Country by Account</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Change in Property, Plant, and Equipment of Affiliates, Industry by Account</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Capital Expenditures by Affiliates, Country by Type</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Capital Expenditures by Affiliates, Industry by Type</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6. Capital Expenditures by Affiliates, Country by Industry</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. Capital Expenditures by Affiliates, Industry by Country</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>E. Income statement</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Income Statement of Affiliates, Country by Account</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Income Statement of Affiliates, Industry by Account</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Sales by Affiliates, Country by Industry</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Sales by Affiliates, Industry by Country</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Foreign Income Taxes of Affiliates, Country by Industry</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>F. Sales</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Sales by Affiliates, Selected Area and Industry of Affiliate and Type of Sale by Destination and Transactor</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Sales by Affiliates, Country of Affiliate by Destination</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Sales by Affiliates, Industry of Affiliate by Destination</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Sales by Affiliates to the United States, Country of Affiliate by Industry of Affiliate</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Sales by Affiliates to Foreign Countries, Country of Affiliate by Industry of Affiliate</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6. Sales by Affiliates to Foreign Countries, Industry of Affiliate by Country of Affiliate</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. Local Sales by Affiliates, Country of Affiliate by Industry of Affiliate</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8. Sales by Affiliates to Foreign Countries Other Than the Host Country, Country of Affiliate by Industry of Affiliates</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9. Sales by Affiliates, Industry of U.S. Parent by Destination</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Organization of Tables continues.
### Organization of Tables

<table>
<thead>
<tr>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>All affiliates of all U.S. parents</td>
<td>Nonbank affiliates of nonbank U.S. parents</td>
<td>Majority-owned nonbank affiliates of nonbank U.S. parents</td>
<td>Nonbank affiliates of U.S. parents in banking</td>
<td>Bank affiliates of all U.S. parents</td>
</tr>
<tr>
<td>10. Sales by Affiliates to Foreign Countries Other Than the Host Country, Country of Affiliate by Country of Destination</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11. Sales by Affiliates to Affiliates in Foreign Countries Other Than the Host Country, Country of Affiliate by Country of Destination</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12. Sales by Affiliates to Unaffiliated Foreigners in Foreign Countries Other Than the Host Country, Country of Affiliate by Country of Destination</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15. Sales of Services by Affiliates, Country of Affiliate by Destination</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16. Sales of Services by Affiliates, Industry of Affiliate by Destination</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17. Sales of Services by Affiliates, Country of Affiliate by Industry of Affiliate</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>18. Sales of Services by Affiliates, Industry of Affiliate by Country of Affiliate</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19. Sales of Services by Affiliates to Foreigners, Country of Affiliate by Industry of Affiliate</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20. Sales of Services by Affiliates to Foreigners, Industry of Affiliate by Country of Affiliate</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>21. Sales by Affiliates, Industry of U.S. Parent by Type of Sale and Destination</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>22. Sales by Affiliates, Industry of Affiliate by Industry of Sales</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### G. Gross Product

| 1. Gross Product of Affiliates, Country by Component | ✔ | | | |
| 2. Gross Product of Affiliates, Industry by Component | ✔ | | | |
| 5. Gross Product of Affiliates, Industry of U.S. Parent by Component | ✔ | | | |
| 7. Profit-Type Return of Affiliates, Country by Industry | ✔ | | | |
| 8. Profit-Type Return of Affiliates, Industry by Country | ✔ | | | |
| 9. Profit-Type Return of Affiliates, Industry of Parent by Country | ✔ | | | |

### H. Employment and Compensation of Employees

| 1. Employment and Compensation of Employees of Affiliates, Country by Type | ✔ | | | |
| 2. Employment and Compensation of Employees of Affiliates, Industry by Type | ✔ | | | |
| 3. Employment of Affiliates, Country by Industry | ✔ ✔ | | | |
| 4. Employment of Affiliates, Industry by Country | ✔ ✔ | | | |
| 5. Compensation of Employees of Affiliates, Country by Industry | ✔ ✔ | | | |
| 6. Compensation of Employees of Affiliates, Industry by Country | ✔ ✔ | | | |
| 7. Wages and Salaries of Employees of Affiliates, Country by Industry | ✔ | | | |
| 8. Supplements to Wages and Salaries of Employees of Affiliates, Country by Industry | ✔ | | | |
| 9. Employment and Compensation of Employees of Affiliates, Industry of U.S. Parent by Type | ✔ | | | |

Organization of Tables continues.
### Organization of Tables

<table>
<thead>
<tr>
<th>Table Description</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>11. Employment, Compensation, and Hours Worked of Production Workers of Manufacturing Affiliates, by Country</td>
<td>✔️</td>
<td></td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12. Employment, Compensation, and Hours Worked of Production Workers of Manufacturing Affiliates, by Industry</td>
<td>✔️</td>
<td></td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13. Compensation of Production Workers of Manufacturing Affiliates, Country by Industry</td>
<td>✔️</td>
<td></td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14. Compensation Per Hour of Production Workers of Manufacturing Affiliates, Country by Industry</td>
<td>✔️</td>
<td></td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15. Compensation Per Hour of Production Workers of Manufacturing Affiliates, Country by Industry</td>
<td>✔️</td>
<td></td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16. Employment, Compensation, and Hours Worked of Production Workers of Manufacturing Affiliates, Industry by U.S. Parent</td>
<td>✔️</td>
<td></td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17. Compensation Per Hour of Production Workers of Manufacturing Affiliates, Industry by U.S. Parent by Country</td>
<td>✔️</td>
<td></td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### I. U.S. trade in goods

<table>
<thead>
<tr>
<th>Table Description</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. U.S. Trade in Goods With Affiliates, by Country of Affiliate</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. U.S. Trade in Goods With Affiliates, by Industry of Affiliate</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. U.S. Exports of Goods Shipped to Affiliates, Country of Affiliate by Industry of Affiliate</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. U.S. Exports of Goods Shipped to Affiliates by U.S. Parents, Country of Affiliate by Product</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12. U.S. Exports of Goods Shipped to Affiliates, Country of Affiliate by Whom Shipped and Intended Use</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13. U.S. Exports of Goods Shipped to Affiliates, Industry of Affiliate by Whom Shipped and Intended Use</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Organization of Tables

<table>
<thead>
<tr>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>All affiliates of all U.S. parents</td>
<td>Nonbank affiliates of nonbank U.S. parents</td>
<td>Majority-owned nonbank affiliates of nonbank U.S. parents</td>
<td>Nonbank affiliates of U.S. parents in banking</td>
<td>Bank affiliates of all U.S. parents</td>
</tr>
</tbody>
</table>

### J. Technology

1. Research and Development Performed by and Funded by Affiliates, by Country | ✔ | |
2. Research and Development Performed by and Funded by Affiliates, by Industry | ✔ | |
3. Research and Development Performed by Affiliates, Country by Industry | ✔ | |
4. Research and Development Performed by Affiliates, Industry by Country | ✔ | |
5. Research and Development Performed by and Funded by Affiliates, by Industry of U.S. Parent | ✔ | |
7. Royalties and License Fees of Affiliates, Receipts and Payments, Country by Transactor | ✔ | |
8. Royalties and License Fees of Affiliates, Receipts and Payments, Industry by Transactor | ✔ | |
9. Receipts of Royalties and License Fees by Affiliates, Country by Industry | ✔ | |
10. Royalties and License Fees of Affiliates, Receipts and Payments, Industry of U.S. Parent by Transactor | ✔ | |

### K. Other financial and operating data

1. Interest, Production Royalty Payments, Taxes Other Than Income and Payroll Taxes, and Subsidies of Affiliates, by Country | ✔ | |
2. Interest, Production Royalty Payments, Taxes Other Than Income and Payroll Taxes, and Subsidies of Affiliates, by Industry | ✔ | |
3. Taxes Other Than Income and Payroll Taxes, Country by Industry | ✔ | |

### L. Selected Data Classified by SIC-Based Industry

1. Selected Data for Foreign Affiliates, by SIC-Based Industry of Affiliate | ✔ | ✔ |
2. Total Assets of Affiliates, Country by SIC-Based Industry of Affiliate | ✔ | |
3. Sales by Affiliates, Country by SIC-Based Industry of Affiliate | ✔ | |
5. Employment of Affiliates, Country by SIC-Based Industry of Affiliate | ✔ | |
6. Selected Data for Foreign Affiliates, by SIC-Based Industry of U.S. Parent | ✔ | |

Organization of Tables continues.
### Organization of Tables

<table>
<thead>
<tr>
<th>Group</th>
<th>All affiliates of all U.S. parents</th>
<th>Nonbank affiliates of nonbank U.S. parents</th>
<th>Majority-owned nonbank affiliates of nonbank U.S. parents</th>
<th>Nonbank affiliates of U.S. parents in banking</th>
<th>Bank affiliates of all U.S. parents</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>M. Selected data</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Selected Financial and Operating Data of U.S. Parents, by Industry of U.S. Parent</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>N. Balance sheet</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>O. Property, plant, and equipment</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>P. Income statement</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Income Statement of U.S. Parents, Industry of U.S. Parent by Account</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Q. Sales</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Sales by U.S. Parents, Industry of U.S. Parent by Type and Destination</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Sales by U.S. Parents, Industry of U.S. Parent by Industry of Sales</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>R. Gross Product</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>S. Employment and compensation of employees</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Employment and Compensation of Employees of U.S. Parents, Industry of U.S. Parent by Type</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Employment of U.S. Parents, Industry of U.S. Parent by Industry of Sales</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>T. U.S. trade in goods</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>U. Technology</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Research and Development Performed by and Funded by U.S. Parents, by Industry of U.S. Parent</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Royalties and License Fees of U.S. Parents, Receipts and Payments, by Industry of U.S. Parent</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Organization of Tables continues.
### Organization of Tables

<table>
<thead>
<tr>
<th>V. Other financial and operating data</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>All affiliates of all U.S. parents</td>
<td>Nonbank affiliates of nonbank U.S. parents</td>
<td>Majority-owned nonbank affiliates of U.S. parents</td>
<td>Nonbank affiliates of U.S. parents in banking</td>
<td>Bank affiliates of all U.S. parents</td>
</tr>
<tr>
<td>1. Interest, Production Royalty Payments, and Taxes Other Than Income and Payroll Taxes of U.S. Parents, by Industry of U.S. Parent</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### W. Selected Data Classified by SIC-Based Industry

<table>
<thead>
<tr>
<th>Direct investment position and balance of payments data</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
</table>

### X. U.S. direct investment position abroad

<table>
<thead>
<tr>
<th>Direct investment position abroad</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. U.S. Direct Investment Position Abroad on a Historical-Cost Basis, Country by Account</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. U.S. Direct Investment Position Abroad on a Historical-Cost Basis, Country by Industry</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Y. Change in the position on a historical-cost basis and direct investment capital outflows

<table>
<thead>
<tr>
<th>Change in the position on a historical-cost basis and direct investment capital outflows</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Change in the U.S. Direct Investment Position Abroad on a Historical-Cost Basis, Country by Account</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Direct Investment Capital Outflows, Country by Industry</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Z. Direct investment income

<table>
<thead>
<tr>
<th>Direct investment income</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Direct Investment Income, Country by Component</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Direct Investment Income, Country by Industry</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Direct Investment Income, Industry of U.S. Parent by Component</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### AA. Direct investment royalties and license fees and other direct investment services

<table>
<thead>
<tr>
<th>Direct investment royalties and license fees and other direct investment services</th>
<th>Group I</th>
<th>Group II</th>
<th>Group III</th>
<th>Group IV</th>
<th>Group V</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Direct Investment Royalties and License Fees, Receipts and Payments by U.S. Parents, by Country</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Receipts of Direct Investment Royalties and License Fees by U.S. Parents, Country by Industry</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Other Direct Investment Services, Receipts and Payments by U.S. Parents, Country by Type</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Receipts for Other Direct Investment Services by U.S. Parents, Country by Industry</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Payments for Other Direct Investment Services by U.S. Parents, Country by Industry</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6. Direct Investment Service Charges, Receipts and Payments by U.S. Parents, Major Area and Major Industry by Type</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Note:** The numbers of the pages on which these tables appear are given on pp. vi–xiii.
Table 8. The Numbering Scheme for the Financial and Operating Data Tables for Nonbank U.S. Parents and Their Nonbank Foreign Affiliates in 1977 and in 1982–99

<table>
<thead>
<tr>
<th>Nonbank Foreign Affiliates of Nonbank U.S. Parents</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group A. Selected Data</strong></td>
</tr>
</tbody>
</table>

| **Group B. Balance Sheet**                        |
| I.I.B 5 | II.B 5 | II.B 5 | II.B 5 | II.B 5 | 3 | II.A 5 | II.A 5 |
| I.I.B 6 | II.B 6 | II.B 6 | II.B 6 | II.B 6 | 4 | II.A 6 | II.A 6 |
| I.I.B 7–II.B 8 | n.a. | II.B 7–II.B 8 | n.a. | II.B 7–II.B 8 | n.a. | II.A 7–II.A 8 | II.A 11–II.A 12 |
| I.I.B 13 | II.B 13 | II.B 15 | II.B 15 | II.A 15 | 5 | II.A 22 | |

| **Group D. Property, Plant, and Equipment**       |
| I.I.D 6–II.D 7 | n.a. | II.D 6–II.D 7 | n.a. | II.D 6–II.D 7 | n.a. | II.C 6–II.C 7 | II.D 3–II.D 4 |

| **Group E. Income Statement**                     |
| I.I.E 1 | n.a. | II.E 1 | n.a. | II.E 1 | n.a. | II.D 1 | II.F 1 |
| I.I.E 3 | II.E 3 | II.E 3 | II.E 3 | II.E 3 | 6 | II.D 3 | II.F 5 |
| I.I.E 4 | II.E 4 | II.E 4 | II.E 4 | II.E 4 | 7 | II.D 4 | II.F 6 |
| I.I.E 6 | II.E 6 | II.E 6 | II.E 6 | II.E 6 | 8 | II.D 6 | II.F 10 |
| I.I.E 7 | II.E 7 | II.E 7 | II.E 7 | II.E 7 | 9 | II.D 7 | II.F 11 |
| I.I.E 9 | II.E 9 | II.E 9 | II.E 9 | II.E 9 | 10 | II.D 9 | II.F 13 |

| **Group H. Employment and Compensation of Employees** |
| I.I.H 3 | II.H 3 | II.H 3 | II.G 3 | II.G 3 | 11 | II.F 3 | II.G 3 |
| I.I.H 4 | II.H 4 | II.H 4 | II.G 4 | II.G 4 | 12 | II.F 4 | II.G 6 |
| I.I.H 5 | II.H 5 | II.H 5 | II.G 5 | II.G 5 | 13 | II.F 5 | II.G 6 |
| I.I.H 6 | II.H 6 | II.H 6 | II.G 6 | II.G 6 | 14 | II.F 7 | II.G 7 |
| I.I.H 10 | II.H 11 | II.H 11 | II.G 11 | II.G 11 | 15 | II.F 11 | II.G 11 |

| **Group I. U.S. Trade in Goods**                 |

| **Group L. Selected Data Classified by SIC-Based Industry** |
| I.I.L 1 | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |

| **Nonbank U.S. Parents**                         |
| **Group M. Selected Data**                       |

| **Group N. Balance Sheet**                       |
| I.I.N 1–II.N 2 | n.a. | II.M 1–II.M 2 | n.a. | II.L 1–II.L 2 | n.a. | II.K 1–II.K 2 | II.N 1–II.N 2 |
| I.I.N 3 | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |

<p>| <strong>Group O. Property, Plant, and Equipment</strong>      |
| I.I.O 1–II.O 2 | n.a. | II.O 1–II.O 2 | n.a. | II.M 1–II.M 2 | n.a. | II.L 1–II.L 2 | II.P 1 |</p>
<table>
<thead>
<tr>
<th>Table 8. The Numbering Scheme for the Financial and Operating Data Tables for Nonbank U.S. Parents and Their Nonbank Foreign Affiliates in 1977 and in 1982–99—Continued</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Nonbank U.S. Parents</strong></td>
</tr>
<tr>
<td><strong>Group P. Income Statement</strong></td>
</tr>
<tr>
<td>II.P 1</td>
</tr>
<tr>
<td><strong>Group Q. Sales</strong></td>
</tr>
<tr>
<td>II.Q 1</td>
</tr>
<tr>
<td>II.Q 2</td>
</tr>
<tr>
<td><strong>Group R. Gross Product</strong></td>
</tr>
<tr>
<td>II.R 1</td>
</tr>
<tr>
<td><strong>Group S. Employment and Compensation of Employees</strong></td>
</tr>
<tr>
<td>II.S 1</td>
</tr>
<tr>
<td>II.S 2</td>
</tr>
<tr>
<td><strong>Group T. U.S. Trade in Goods</strong></td>
</tr>
<tr>
<td>II.T 1</td>
</tr>
<tr>
<td>II.T 2–II.T 3</td>
</tr>
<tr>
<td>II.T 4</td>
</tr>
<tr>
<td>II.T 5–II.T 6</td>
</tr>
<tr>
<td><strong>Group U. Technology</strong></td>
</tr>
<tr>
<td>II.U 1–II.U 2</td>
</tr>
<tr>
<td><strong>Group V. Other Financial and Operating Data</strong></td>
</tr>
<tr>
<td>II.V 1</td>
</tr>
<tr>
<td><strong>Group W. Other Data Classified by SIC-Based Industry</strong></td>
</tr>
<tr>
<td>II.W 1</td>
</tr>
<tr>
<td><strong>Majority-Owned Nonbank Affiliates of Nonbank U.S. Parents</strong></td>
</tr>
<tr>
<td><strong>Group A. Selected Data</strong></td>
</tr>
<tr>
<td>III.A 2</td>
</tr>
<tr>
<td><strong>Group B. Balance Sheet</strong></td>
</tr>
<tr>
<td>III.B 5</td>
</tr>
<tr>
<td>III.B 6</td>
</tr>
<tr>
<td>III.B 7</td>
</tr>
<tr>
<td>III.B 8</td>
</tr>
<tr>
<td>III.B 13</td>
</tr>
<tr>
<td><strong>Group C. External Financial Position</strong></td>
</tr>
<tr>
<td>III.C 1</td>
</tr>
<tr>
<td>III.C 2</td>
</tr>
<tr>
<td>III.C 3</td>
</tr>
<tr>
<td>III.C 4</td>
</tr>
</tbody>
</table>
Table 8. The Numbering Scheme for the Financial and Operating Data Tables for Nonbank U.S. Parents and Their Nonbank Foreign Affiliates in 1977 and in 1982–99—Continued

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>III.D 1–III.D 3</td>
<td>n.a.</td>
<td>III.D 1–III.D 3</td>
<td>n.a.</td>
<td>III.D 1–III.D 3</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.D 6–III.D 7</td>
<td>III.D 6–III.D 7</td>
<td>III.D 6–III.D 7</td>
<td>n.a.</td>
<td>III.D 6–III.D 7</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.D 8</td>
<td>III.D 8</td>
<td>III.D 8</td>
<td>n.a.</td>
<td>III.D 8</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>III.E 1</td>
<td>III.E 1</td>
<td>III.E 1</td>
<td>III.E 1</td>
<td>III.E 1</td>
<td>27</td>
<td>III.D 1</td>
</tr>
<tr>
<td>III.E 2</td>
<td>III.E 2</td>
<td>III.E 2</td>
<td>III.E 2</td>
<td>III.E 2</td>
<td>28</td>
<td>III.D 2</td>
</tr>
<tr>
<td>III.E 3</td>
<td>III.E 3</td>
<td>III.E 3</td>
<td>III.E 3</td>
<td>III.E 3</td>
<td>29</td>
<td>III.D 3</td>
</tr>
<tr>
<td>III.E 4</td>
<td>III.E 4</td>
<td>III.E 4</td>
<td>III.E 4</td>
<td>III.E 4</td>
<td>30</td>
<td>III.D 4</td>
</tr>
<tr>
<td>III.E 5</td>
<td>III.E 5</td>
<td>III.E 5</td>
<td>III.E 5</td>
<td>III.E 5</td>
<td>n.a.</td>
<td>III.D 5</td>
</tr>
<tr>
<td>III.E 6</td>
<td>III.E 6</td>
<td>III.E 6</td>
<td>III.E 6</td>
<td>III.E 6</td>
<td>31</td>
<td>III.D 6</td>
</tr>
<tr>
<td>III.E 7</td>
<td>III.E 7</td>
<td>III.E 7</td>
<td>III.E 7</td>
<td>III.E 7</td>
<td>32</td>
<td>III.D 7</td>
</tr>
<tr>
<td>III.E 8</td>
<td>III.E 8</td>
<td>III.E 8</td>
<td>III.E 8</td>
<td>III.E 8</td>
<td>33</td>
<td>III.D 8</td>
</tr>
<tr>
<td>III.E 9</td>
<td>III.E 9</td>
<td>III.E 9</td>
<td>III.E 9</td>
<td>III.E 9</td>
<td>n.a.</td>
<td>III.D 9</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>III.F 1</td>
<td>III.F 1</td>
<td>III.F 1</td>
<td>III.F 1</td>
<td>III.F 1</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.F 2</td>
<td>III.F 2</td>
<td>III.F 2</td>
<td>III.F 2</td>
<td>III.F 2</td>
<td>34</td>
<td>III.D 2</td>
</tr>
<tr>
<td>III.F 3</td>
<td>III.F 3</td>
<td>III.F 3</td>
<td>III.F 3</td>
<td>III.F 3</td>
<td>35</td>
<td>III.D 3</td>
</tr>
<tr>
<td>III.F 4</td>
<td>III.F 4</td>
<td>III.F 4</td>
<td>III.F 4</td>
<td>III.F 4</td>
<td>37</td>
<td>III.D 4</td>
</tr>
<tr>
<td>III.F 7</td>
<td>III.F 7</td>
<td>III.F 7</td>
<td>III.F 7</td>
<td>III.F 7</td>
<td>36</td>
<td>III.D 7</td>
</tr>
<tr>
<td>III.F 8</td>
<td>III.F 8</td>
<td>III.F 8</td>
<td>III.F 8</td>
<td>III.F 8</td>
<td>38</td>
<td>III.D 8</td>
</tr>
<tr>
<td>III.F 9</td>
<td>III.F 9</td>
<td>III.F 9</td>
<td>III.F 9</td>
<td>III.F 9</td>
<td>n.a.</td>
<td>III.D 9</td>
</tr>
<tr>
<td>III.F 13</td>
<td>III.F 13</td>
<td>III.F 13</td>
<td>III.F 13</td>
<td>III.F 13</td>
<td>39</td>
<td>III.D 13</td>
</tr>
<tr>
<td>III.F 14</td>
<td>III.F 14</td>
<td>III.F 14</td>
<td>III.F 14</td>
<td>III.F 14</td>
<td>40</td>
<td>III.D 14</td>
</tr>
<tr>
<td>III.F 15</td>
<td>III.F 15</td>
<td>III.F 15</td>
<td>III.F 15</td>
<td>III.F 15</td>
<td>41</td>
<td>III.D 15</td>
</tr>
<tr>
<td>III.F 16</td>
<td>III.F 16</td>
<td>III.F 16</td>
<td>III.F 16</td>
<td>III.F 16</td>
<td>42</td>
<td>III.D 16</td>
</tr>
<tr>
<td>III.F 17</td>
<td>n.a.</td>
<td>III.F 17</td>
<td>n.a.</td>
<td>III.F 17</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.F 18</td>
<td>III.F 18</td>
<td>III.F 18</td>
<td>III.F 18</td>
<td>III.F 18</td>
<td>43</td>
<td>III.D 18</td>
</tr>
<tr>
<td>III.F 19</td>
<td>n.a.</td>
<td>III.F 19</td>
<td>n.a.</td>
<td>III.F 19</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.F 20</td>
<td>III.F 20</td>
<td>III.F 20</td>
<td>III.F 20</td>
<td>III.F 20</td>
<td>44</td>
<td>III.D 20</td>
</tr>
<tr>
<td>III.F 21</td>
<td>n.a.</td>
<td>III.F 21</td>
<td>n.a.</td>
<td>III.F 21</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.F 22</td>
<td>III.F 22</td>
<td>III.F 22</td>
<td>III.F 22</td>
<td>III.F 22</td>
<td>45</td>
<td>III.D 21</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>III.G 1–III.G 9</td>
<td>III.G 1–III.G 9</td>
<td>III.G 1–III.G 9</td>
<td>(2)</td>
<td>(2)</td>
<td>(2)</td>
<td>(2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>III.H 1–III.H 2</td>
<td>n.a.</td>
<td>III.H 1–III.H 2</td>
<td>n.a.</td>
<td>III.H 1–III.H 2</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.H 3</td>
<td>III.H 3</td>
<td>III.H 3</td>
<td>III.H 3</td>
<td>III.H 3</td>
<td>46</td>
<td>III.D 3</td>
</tr>
<tr>
<td>III.H 4</td>
<td>III.H 4</td>
<td>III.H 4</td>
<td>III.H 4</td>
<td>III.H 4</td>
<td>47</td>
<td>III.D 4</td>
</tr>
<tr>
<td>III.H 5</td>
<td>III.H 5</td>
<td>III.H 5</td>
<td>III.H 5</td>
<td>III.H 5</td>
<td>48</td>
<td>III.D 5</td>
</tr>
<tr>
<td>III.H 6</td>
<td>III.H 6</td>
<td>III.H 6</td>
<td>III.H 6</td>
<td>III.H 6</td>
<td>49</td>
<td>III.D 6</td>
</tr>
<tr>
<td>III.H 7</td>
<td>III.H 7</td>
<td>III.H 7</td>
<td>III.H 7</td>
<td>III.H 7</td>
<td>50</td>
<td>III.D 7</td>
</tr>
<tr>
<td>III.H 8–III.H 10</td>
<td>n.a.</td>
<td>III.H 8–III.H 10</td>
<td>n.a.</td>
<td>III.H 8–III.H 10</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.H 11</td>
<td>III.H 11</td>
<td>III.H 11</td>
<td>III.H 11</td>
<td>III.H 11</td>
<td>51</td>
<td>III.D 11</td>
</tr>
<tr>
<td>III.H 12–III.H 18</td>
<td>n.a.</td>
<td>III.H 12–III.H 18</td>
<td>n.a.</td>
<td>III.H 12–III.H 18</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>III.I 1</td>
<td>III.I 1</td>
<td>III.I 1</td>
<td>III.I 1</td>
<td>III.I 1</td>
<td>50</td>
<td>III.D 1</td>
</tr>
<tr>
<td>III.I 2</td>
<td>III.I 2</td>
<td>III.I 2</td>
<td>III.I 2</td>
<td>III.I 2</td>
<td>51</td>
<td>III.D 2</td>
</tr>
<tr>
<td>III.I 3</td>
<td>III.I 3</td>
<td>III.I 3</td>
<td>III.I 3</td>
<td>III.I 3</td>
<td>52</td>
<td>III.D 3</td>
</tr>
<tr>
<td>III.I 4</td>
<td>III.I 4</td>
<td>III.I 4</td>
<td>III.I 4</td>
<td>III.I 4</td>
<td>53</td>
<td>III.D 4</td>
</tr>
<tr>
<td>III.I 5</td>
<td>III.I 5</td>
<td>III.I 5</td>
<td>III.I 5</td>
<td>III.I 5</td>
<td>54</td>
<td>III.D 5</td>
</tr>
<tr>
<td>III.I 6–III.I 8</td>
<td>n.a.</td>
<td>III.I 6–III.I 8</td>
<td>n.a.</td>
<td>III.I 6–III.I 8</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>III.I 9</td>
<td>III.I 9</td>
<td>III.I 9</td>
<td>III.I 9</td>
<td>III.I 9</td>
<td>55</td>
<td>III.D 9</td>
</tr>
<tr>
<td>III.I 14</td>
<td>III.I 14</td>
<td>III.I 14</td>
<td>III.I 14</td>
<td>III.I 14</td>
<td>56</td>
<td>III.D 14</td>
</tr>
<tr>
<td>III.I 15</td>
<td>III.I 15</td>
<td>III.I 15</td>
<td>III.I 15</td>
<td>III.I 15</td>
<td>57</td>
<td>III.D 15</td>
</tr>
<tr>
<td>III.I 16</td>
<td>III.I 16</td>
<td>III.I 16</td>
<td>III.I 16</td>
<td>III.I 16</td>
<td>58</td>
<td>III.D 16</td>
</tr>
<tr>
<td>III.I 17</td>
<td>III.I 17</td>
<td>III.I 17</td>
<td>III.I 17</td>
<td>III.I 17</td>
<td>59</td>
<td>III.D 17</td>
</tr>
<tr>
<td>III.I 18</td>
<td>III.I 18</td>
<td>III.I 18</td>
<td>III.I 18</td>
<td>III.I 18</td>
<td>60</td>
<td>III.D 18</td>
</tr>
</tbody>
</table>
Table 8. The Numbering Scheme for the Financial and Operating Data Tables for Nonbank U.S. Parents and Their Nonbank Foreign Affiliates in 1977 and in 1982–99—Continued

### Group I. U.S. Trade in Goods—Continued

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>III.16</td>
<td>n.a.</td>
<td>III.16</td>
<td>n.a.</td>
<td>III.19</td>
<td>n.a.</td>
<td>III.19</td>
<td>n.a.</td>
<td>III.16</td>
</tr>
<tr>
<td>III.17–III.18</td>
<td>n.a.</td>
<td>III.17–III.18</td>
<td>n.a.</td>
<td>III.H 21</td>
<td>n.a.</td>
<td>III.G 19</td>
<td>n.a.</td>
<td>III.17–III.18</td>
</tr>
<tr>
<td>III.19</td>
<td>III.19</td>
<td>III.19</td>
<td>III.H 22</td>
<td>III.H 22</td>
<td>53</td>
<td>III.G 20</td>
<td>III.19</td>
<td></td>
</tr>
<tr>
<td>III.20–III.22</td>
<td>n.a.</td>
<td>III.20–III.22</td>
<td>n.a.</td>
<td>III.G 23</td>
<td>n.a.</td>
<td>III.20–III.22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>III.23</td>
<td>III.23</td>
<td>III.23</td>
<td>III.H 26</td>
<td>III.H 26</td>
<td>n.a.</td>
<td>III.24</td>
<td>III.23</td>
<td></td>
</tr>
</tbody>
</table>

### Group J. Technology

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>III.J 3</td>
<td>III.J 3</td>
<td>III.J 3</td>
<td>III.3</td>
<td>III.3</td>
<td>n.a.</td>
<td>III.3</td>
<td>III.J 7</td>
<td></td>
</tr>
<tr>
<td>III.J 4</td>
<td>n.a.</td>
<td>III.J 4</td>
<td>n.a.</td>
<td>III.4</td>
<td>n.a.</td>
<td>III.4</td>
<td>III.J 8</td>
<td></td>
</tr>
<tr>
<td>III.J 5</td>
<td>III.J 12</td>
<td>III.J 5</td>
<td>III.2–III.5</td>
<td>III.5</td>
<td>n.a.</td>
<td>n.a.</td>
<td>n.a.</td>
<td></td>
</tr>
<tr>
<td>III.J 10</td>
<td>n.a.</td>
<td>III.J 11</td>
<td>n.a.</td>
<td>III.11</td>
<td>n.a.</td>
<td>III.15</td>
<td>III.J 18</td>
<td></td>
</tr>
</tbody>
</table>

### Group K. Other Financial and Operating Data

|------|-------|---------|-------|---------|-------|---------|-------|-------|

### Group L. Selected Data Classified by SIC-Based Industry

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>III.L 1–III.L 6</td>
<td>n.a.</td>
<td>n.a.</td>
<td>n.a.</td>
<td>n.a.</td>
<td>n.a.</td>
<td>n.a.</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

n.a. Not available.


U.S. Direct Investment Abroad Tables

Final Results

From the

1999 Benchmark Survey
Notes to the Tables

- The estimates are on a fiscal year (FY) basis; an affiliate’s fiscal year is defined as the financial reporting year that ended in that calendar year. Unless otherwise specified, all balances are as of the close of FY 1999.
- Detail may not add to totals because of rounding.
- An asterisk “(*)” indicates a value between −$500,000 and $500,000.
- A “(D)” indicates that the data in the cell have been suppressed to avoid disclosure of data of individual companies. For employment data, a letter representing a size range is entered in place of a “(D)”.
- The designation “by country” in a table title indicates that data are disaggregated by country of foreign affiliate.
- Unless otherwise specified, the designation “by industry” in a table title indicates that the data are disaggregated by industry of foreign affiliate.
- For tables that only show industry groups, see table II.A2 or III.A2 for the industries in the group. The industries shown in table II.A2 and in table III.A2 are described in BEA’s Guide to Industry and Foreign Trade Classifications for International Surveys (see the appendix).
- “Eastern Europe” comprises Albania, Armenia, Azerbaijan, Belarus, Bulgaria, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Poland, Romania, Russia, Slovakia, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan.
- The European Union (15) comprises Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Portugal, Spain, Sweden, and the United Kingdom.
- OPEC is the Organization of Petroleum Exporting Countries. Its members are Algeria, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, the United Arab Emirates, and Venezuela.

See the footnotes to the tables on pages 255–264.
Appendix
The Bureau of Economic Analysis (BEA) is conducting the Benchmark Survey of U.S. Direct Investment Abroad - 1999. BEA will use the data collected for compiling the nation’s economic accounts and for providing a factual framework through which policy makers and the general public may address issues pertaining to U.S. direct investment abroad. Reporting on the survey is mandatory under the International Investment and Trade in Services Survey Act (22 U.S.C. 3101-3108). By the same law, BEA may use the information reported only for analytical and statistical purposes and, without your written permission, cannot present the data in a manner that allows it to be individually identified.

The benchmark survey obtains universe data on the financial and operating characteristics of, and on positions and transactions between, U.S. parent companies and their foreign affiliates. The data will provide benchmarks for deriving current universe estimates of direct investment from sample data BEA collects in surveys in nonbenchmark years. In particular, the data will serve as benchmarks for the quarterly direct investment estimates included in the U.S. international transactions and national income and product accounts, and for annual estimates of the U.S. direct investment position abroad and of the operations of U.S. parent companies and their foreign affiliates.

Each U.S. business enterprise that, at any time during its 1999 fiscal year, owned or controlled a direct or indirect interest of 10 percent or more in a foreign business enterprise must file this survey. See this Instruction Booklet for reporting requirements and general instructions and 15 CFR, Part 806 for regulations. You must return the completed survey by May 31, 2000 if you have fewer than 50 forms to file and by June 30, 2000 if you have 50 or more forms to file. If you received this survey but are not required to report, you must complete a “Claim for Not Filing a BE-10” and return it to BEA within 30 days.

The survey introduces the North American Industry Classification System (NAICS) as the basis for classifying enterprises reported in BEA’s surveys of U.S. direct investment abroad; in the past, classification was based on the U.S. Standard Industrial Classification system. Details of the NAICS-based system are provided in the accompanying booklet, Guide to Industry and Foreign Trade Classification for International Surveys.

The Bureau is aware of the reporting burden that surveys such as this impose on respondents, and it has endeavored to keep this burden to the minimum consistent with achieving the objectives of the survey. The business community and the U.S. Government have a common interest in the availability of timely and reliable statistical information on the activities of U.S. multinational companies. If you need assistance, please do not hesitate to contact my staff at (202) 606-5566.

Thank you for your cooperation.

Sincerely,

J. Steven Landefeld
Director
Bureau of Economic Analysis
I. REPORTING REQUIREMENTS

A. Who must report
   1. Basic requirements
   2. Calculation of ownership percentage
   3. Reporting when the foreign affiliate is owned only part of the year

B. Forms for nonbank U.S. Reporters and nonbank foreign affiliates
   1. Form BE-10A – Report for nonbank U.S. Reporter
   2. Form BE-10B(LF) or (SF) – Report for nonbank foreign affiliate
      a. Basic requirements for BE-10B(LF) Long Form
      b. Basic requirements for Form BE-10B(SF) Short Form
      c. Other requirements for filing Forms BE-10B(LF) and BE-10B(SF)

C. Forms for U.S. Reporters and foreign affiliates that are banks or bank holding companies
   1. Form BE-10A BANK – Report for a U.S. Reporter that is a bank
   2. Form BE-10B BANK – Report for a foreign affiliate that is a bank
      a. Basic requirements
      b. Other requirements for filing Form BE-10A BANK
      c. Definition of “fully consolidated U.S. domestic business enterprise”
      d. Other requirements for filing Form BE-10B BANK

II. DEFINITIONS

III. CLARIFICATION OF COVERAGE

A. Determining existence of a foreign affiliate
B. U.S. Reporter owned by a foreign person
C. Partnerships
D. Determining country of residence or jurisdiction of individuals
E. Foreign affiliate operating completely outside its country of incorporation
F. Agencies and representative offices
G. Foreign affiliate owned for only part of FY 1999
H. Real estate
I. Airlines and ship operators
J. Estates, trusts, and intermediaries

IV. GENERAL INSTRUCTIONS

A. Accounting methods and records
B. Translation of foreign currency financial and operating data into U.S. dollars
C. Method of accounting for equity investments
D. Industry and export and import trade classifications
E. Estimates
F. Specify
G. Space on form insufficient

V. FILING THE BE-10

A. Due date
B. Extensions
C. Assistance
D. Number of copies
E. Additional copies of forms
F. Where to send the report
G. Confidentiality
H. Annual stockholders’ report and Form 10-K

BE-10 Order Form
I. REPORTING REQUIREMENTS

Section 806.4 of 15 CFR, Chapter VIII, requires all persons subject to the reporting requirements of the BE-10 survey to respond, whether or not they are contacted by BEA. It also requires that a person, or their agent, who is contacted by BEA about reporting in this survey, either by sending them report forms or by written inquiry, must respond in writing. They may respond by: 1. certifying in writing, within 30 days of being contacted by BEA, that the person has no direct investment within the purview of the reporting requirements of the BE-10 survey; 2. completing and returning the "BE-10 Claim for Not Filing" within 30 days of receipt of the BE-10 survey report forms; or 3. filing the properly completed BE-10 report by May 31, 2000; 60 days after its June 30, 2000, deadline for an unconsolidated domestic subsidiary is passed.

Forms comprising a BE-10 report are:

1. Form BE-10A – Report for U.S. Reporters that are not banks;
2. Form BE-10A BANK – Report for U.S. Reporters that are banks;
3. Form BE-10B(LF) (Long Form) – Report for "large" majority-owned nonbank foreign affiliates of nonbank parents;
4. Form BE-10B(SF) (Short Form) – Report for "small" majority-owned nonbank foreign affiliates of nonbank parents, nonbank foreign affiliates of bank parents, and nonbank minority-owned foreign affiliates of nonbank parents;
5. Form BE-10B BANK – Report for foreign affiliates that are banks; and
6. BE-10 Claim for Not Filing.

For definitions of terms, see Section II of these instructions.

A. Who must report

1. Basic requirement – A BE-10 report is required of any U.S. person that had a foreign affiliate – that is, that had direct or indirect ownership or control of at least 10 percent of the voting stock of an incorporated foreign business enterprise, or an equivalent interest in an unincorporated foreign business enterprise – at any time during the U.S. person’s 1999 fiscal year.

If the U.S. person had no foreign affiliates during its 1999 fiscal year, it must file a 'BE-10 Claim for Not Filing' within 30 days of receipt of this package; no other forms in the survey are required. If the U.S. person had any foreign affiliates during its 1999 fiscal year, it must file a 'BE-10 Claim for Not Filing' within 30 days of receipt of this package; no other forms in the survey are required. If the U.S. person had foreign affiliates during its 1999 fiscal year, a BE-10 report is required and should be filed as, a U.S. person is a U.S. Reporter in this survey. To determine which forms must be filed, nonbank U.S. Reporters should see I.B. and U.S. Reporters that are banks or bank holding companies should see I.C.

2. Calculation of ownership percentage – A U.S. Reporter’s ownership interest in a foreign business enterprise may be directly held, indirectly held, or both. It is directly held if the U.S. Reporter itself holds the ownership interest in a foreign business enterprise. It is indirectly held if, for example, the U.S. Reporter holds an ownership interest in another foreign business enterprise that, in turn, owns the given foreign business enterprise. The Reporter must sum all direct and indirect lines of ownership interest in the foreign business enterprise to determine whether it holds a foreign business enterprise to the extent of 10 percent or more, directly or indirectly.

Note – An associated group is deemed to be one U.S. Reporter. See I.C. for a definition of an associated group.

A U.S. Reporter’s percent of indirect ownership interest in a given foreign business enterprise is the product of the direct ownership percentage that the U.S. Reporter has in the first foreign business enterprise in the ownership chain, multiplied by that first enterprise’s direct ownership percentage in the second enterprise in the chain, multiplied by the direct ownership percentages for all other intervening enterprises in the ownership chain, multiplied by the last intervening enterprise’s direct ownership percentage in the given foreign business enterprise. To illustrate, assume the U.S. Reporter owned 50 percent of foreign business enterprise A directly, and that A owned 75 percent of foreign business enterprise B that, in turn, owned 80 percent of foreign business enterprise C. Then the U.S. Reporter’s percentage of indirect ownership of B would be 37.5 percent (the product of the first two percentages), its indirect ownership of C would be 30 percent (the product of all three percentages), and B and C (as well as A) would be considered foreign affiliates of the U.S. Reporter.

3. Reporting when the foreign affiliate is owned only part of the year – Reports are required even though the foreign business enterprise was established, acquired, seized, liquidated, sold, expropriated, or inactivated during the U.S. Reporter’s 1999 fiscal year. See I.F. for how to file for these foreign business enterprises.

B. Forms for nonbank U.S. Reporters and nonbank foreign affiliates

1. Form BE-10A – Report for nonbank U.S. Reporter:
   a. Basic requirements – Each U.S. Reporter that is not a bank must complete a BE-10A report. If the U.S. Reporter is a corporation, Form BE-10A must cover the fully consolidated U.S. domestic business enterprise. See I.B.1.b. for the definition of “fully consolidated U.S. domestic business enterprise.”

   The nonbank U.S. Reporter must file a complete Form BE-10A if any one of the following three items of the fully consolidated U.S. domestic business enterprise was greater than $100 million (positive or negative) at any time during the Reporter’s 1999 fiscal year:

   1. (1) total assets,
   2. (2) sales or gross operating revenues excluding sales taxes,
   3. (3) net income after provision for foreign income taxes

   The nonbank U.S. Reporter must file a partial Form BE-10A if none of the three items listed above for the fully consolidated U.S. domestic business enterprise was greater than $100 million (positive or negative) at any time during the Reporter’s 1999 fiscal year.

   The nonbank U.S. Reporter, whether filing a complete or partial BE-10A report, must also complete an applicable, the BE-10A SUPPLEMENT. A listing each, if any, foreign affiliate from being filed, nonbank U.S. Reporting from Form BE-10B(LF), BE-10B(SF), or BE-10B BANK. It also must file a Form BE-10B(LF), BE-10B(SF), or BE-10B BANK, as appropriate, for each nonexempt foreign affiliate. See I.B.2 and I.C.2.

   b. Definition of “fully consolidated U.S. domestic business enterprise” – The fully consolidated U.S. domestic business enterprise is defined as: 1. the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and, 2. proceeding down each ownership chain from that U.S. corporation, any U.S. corporation (including Foreign Sales Corporations located in the United States) whose voting securities are more than 50 percent owned by the U.S. corporation above it. This consolidation excludes foreign branches and all other foreign affiliates.

   In rare instances, conditions may exist that cause a U.S. parent company to exclude a domestic subsidiary from its consolidation. If a U.S. Reporter cannot consolidate all of its domestic subsidiaries in its Form BE-10A, it must request and be granted permission from BEA to file on an unconsolidated basis prior to filing the report. The U.S. parent is responsible for ensuring that the required Forms BE-10A and related Forms BE-10B, for itself and any unconsolidated domestic subsidiaries, are filed with BEA. The filing deadline for an unconsolidated domestic subsidiary is the same as that for its U.S. parent.
2. Form BE-10B(LF) or (SF) – Report for nonbank foreign affiliate

<table>
<thead>
<tr>
<th>Ownership</th>
<th>MAJORITY-OWNED FOREIGN AFFILIATE</th>
<th>MINORITY-OWNED FOREIGN AFFILIATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. $ amount</td>
<td>BE-10B(LF)</td>
<td>BE-10B(SF) except Part V</td>
</tr>
<tr>
<td>At least one of the three items* is greater than $100 mil. (+ or -),</td>
<td>BE-10B(LF)</td>
<td></td>
</tr>
<tr>
<td>At least one of the three items* is greater than $50 mil. (+ or -),</td>
<td>BE-10B(SF) except Part V</td>
<td></td>
</tr>
<tr>
<td>At least one of the three items* is greater than $7 mil. (+ or -), but no one is greater than $50 mil. (+ or -),</td>
<td>BE-10B(SF) except Part V</td>
<td></td>
</tr>
<tr>
<td>All three items* are less than or equal to $7 mil. (+ or -), Record on BE-10A Supplement A</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Total assets, sales or gross operating revenues excluding sales taxes, net income

2. Form BE-10B(LF) or (SF) – Report for nonbank foreign affiliate

a. Basic requirements for BE-10B(LF) (Long Form) – A BE-10B(LF) must be filed for each nonbank foreign affiliate of a nonbank U.S. Reporter, whether held directly or indirectly, for which any one of the following three items was greater than $100 million (positive or negative) at any time during the affiliate’s 1999 fiscal year:

   (1) total assets,
   (2) sales or gross operating revenues excluding sales taxes, or
   (3) net income after provision for foreign income taxes.

Note – Unless otherwise stated, whenever reference is made to the financial or operating data of a foreign affiliate, such as assets, sales, or net income, the data are to represent 100 percent of the foreign affiliate and not just the portion, if less than 100 percent, owned by the U.S. Reporter(s). Also, do not eliminate an affiliate’s receivables due from its parent or from other affiliated persons from the affiliate’s total assets when applying the exemption criteria for this report.

b. Basic requirements for BE-10B(SF) (Short Form) – A BE-10B(SF) must be filed for:

   (1) each majority-owned nonbank foreign affiliate of a nonbank U.S. Reporter, whether held directly or indirectly, for which any one of the three items listed in I.2.a. was greater than $7 million, but for which no one of these items was greater than $100 million (positive or negative) at any time during the affiliate’s 1999 fiscal year, and
   (2) each minority-owned nonbank foreign affiliate of a U.S. Reporter for which any one of the three items listed in I.2.a. was greater than $7 million (positive or negative) at any time during the affiliate’s 1999 fiscal year, and
   (3) each nonbank foreign affiliate of a U.S. bank Reporter for which any one of the three items listed in I.2.a. was greater than $7 million (positive or negative) at any time during the affiliate’s 1999 fiscal year.

c. Other requirements for filing Forms BE-10B(LF) and BE-10B(SF) –

   (1) Rules for consolidation of foreign affiliate –

   Use the following rules to determine which foreign business enterprises may be consolidated into one foreign affiliate report:

   (a) FOREIGN BUSINESS ENTERPRISES LOCATED IN DIFFERENT COUNTRIES MAY NOT, UNDER ANY CIRCUMSTANCES, BE CONSOLIDATED;

   (b) Foreign business enterprises located in the same country that are integral parts of the same business operation may be consolidated into one affiliate report (example: German enterprise A manufactures automobile engines and a majority of its sales are to German enterprise B which produces complete automobiles); and

   (c) Foreign business enterprises located in the same country and in the same BEA 4-digit industry, as defined in the Guide to Industry and Foreign Trade Classifications for International Surveys, Part I, may be consolidated.

Note – A U.S. Reporter who participates in BEA’s BE-577 quarterly survey of U.S. direct investment abroad, Direct Transactions of a U.S. Reporter with Foreign Affiliate, must consolidate foreign business enterprises on Form BE-10B(LF) or (SF) in the same manner as on Form BE-577.
I. REPORTING REQUIREMENTS – Continued

(2) Reporting of foreign affiliates owned by more than one U.S. Reporter – If the foreign affiliate is owned directly and/or indirectly by more than one U.S. Reporter, the U.S. Reporter with the highest percentage of ownership in the foreign affiliate (direct and indirect combined) must file a complete Form BE-10B(LF) or (SF) on which all Parts have been completed. The other U.S. Reporter(s) with total direct and indirect ownership of 10 percent or more must file a partial Form BE-10B(LF) or (SF) which only Part I, Items 1-23, and Part III, if there is direct ownership or direct financial positions or transactions between the U.S. Reporter and the foreign affiliate, have been completed. If no one of the U.S. Reporters owns a greater share of the foreign affiliate than the other U.S. Reporter(s), then the U.S. Reporters must decide which one will file the complete Form BE-10B(LF) or (SF) and which one(s) will file a partial Form BE-10B(LF) or (SF).

Note – The U.S. Reporter filing the complete Form BE-10B(LF) for a foreign affiliate owned by more than one U.S. Reporter should note that, in Part II, Sections B, E, and I, and in Part IV data must be reported by transactor. For example, in Part II, Section E, Composition of External Finances of Foreign Affiliate, one transactor category is “with U.S. Reporter(s) of this affiliate.” If the U.S. Reporter filing the complete Form BE-10B(LF) cannot, or prefers not to, obtain from the affiliate data about the other U.S. Reporter(s) of the affiliate, then each U.S. Reporter is required to report its own data by completing these sections in Parts II and IV. The U.S. Reporter filing the complete Form BE-10B(LF) must attach a note to the form stating it is not reporting data in Part II, Sections B, E, and I, and in Part IV for the other U.S. Reporter(s). The U.S. Reporter must inform the other U.S. Reporters of this fact.

(3) Reporting when there is more than one foreign affiliate in a chain of ownership – A Form BE-10B(LF) or (SF) must be filed for each foreign affiliate of the U.S. Reporter that owns another nonexempt foreign affiliate of the U.S. Reporter, even if the foreign affiliate parent is otherwise exempt, i.e., a Form BE-10B(LF), (SF), or BANK must be filed for all affiliates upward in a chain of ownership.

(4) Relationship between Forms BE-10A and BE-10B(LF) or (SF) – The term “U.S. Reporter” is defined to mean the fully consolidated U.S. domestic enterprise, therefore, on Form BE-10B(LF) or (SF), when data on trade and financial relationships between the U.S. Reporter and the foreign affiliate are requested, the data must reflect the foreign affiliate’s relationship with the entire U.S. enterprise, not merely with any one division, operating unit, or part.

(5) Reporting for majority- or minority-owned, and for directly or indirectly owned, foreign affiliates – The specific items required to be reported on Form BE-10B(LF) or (SF) depend on whether the foreign affiliate was majority- or minority-owned, and on whether it was directly or indirectly owned, by the U.S. Reporter. For example, on the BE-10B(SF), Part V must be completed only if the affiliate is majority-owned. Similarly, more information is required to be reported for a directly owned than for indirectly owned foreign affiliate in Part III of Form BE-10B(LF) and (SF).

Unless otherwise specified in the instructions on Forms BE-10B(LF) or (SF), all other items in each Part must be completed.

C. Forms for U.S. Reporters and foreign affiliates that are banks and/or bank holding companies

Banks are defined as business enterprises classified in International Surveys Industry (IS) codes 5221 and 5229. Specialized report forms: Forms BE-10A BANK and BE-10B BANK, have been adopted for banks because much of the information on foreign activities requested on the standard BE-10 report forms is, for banks, already being reported to other agencies of the Federal Government. The specialized report forms are designed to yield only the additional information deemed necessary. Use of specialized forms is at the discretion of BEA. In situations where their possible use is not clear-cut, obtain permission from BEA before filing on the specialized forms.

If the bank or bank holding company is part of a consolidated business enterprise and the gross operating revenues from nonbanking activities of this consolidated entity are more than 50 percent of its total revenues, then the consolidated entity is deemed not to be a bank even if its banking revenues make up the largest single source of all revenues. (Activities of subsidiaries of a bank or bank holding company that may not be banks but that provide support to the bank parent company, such as real estate subsidiaries set up to hold the office buildings occupied by the bank parent company, are considered bank activities.)

1. Form BE-10A BANK – Report for U.S. Reporter that is a bank

a. Basic requirements – Each U.S. Reporter that is a bank must complete a BE-10A BANK report. The U.S. bank Reporter must also complete, as applicable, the BE-10A BANK SUPPLEMENT A listing each, if any, foreign affiliate exempt from being reported on form BE-10B BANK or BE-10B(SF). It also must file a Form BE-10B BANK or BE-10B(SF), as appropriate, for each nonexempt affiliate of this fact.

b. Other requirements for filing Form BE-10A BANK

(1) Foreign affiliate owned by only part of the fully consolidated U.S. domestic business enterprise – The U.S. Reporter is deemed to be the fully consolidated U.S. domestic enterprise even if only one entity in the consolidated business enterprise owns or directly or indirectly owns the foreign affiliate.

(2) Joint ownership of foreign affiliate – If two or more U.S. Reporters jointly own, directly or indirectly, a foreign affiliate, each U.S. Reporter must file a Form BE-10A BANK.

2. Form BE-10B BANK – Report for a foreign affiliate that is a bank

a. Basic requirements – A BE-10B BANK report must be filed for each foreign bank affiliate of a bank or nonbank U.S. Reporter, whether held directly or indirectly, for which any one of the following three items was greater than $7 million (positive or negative) at any one during the foreign affiliate’s 1999 fiscal year:

(1) total assets,
(2) sales or gross operating revenues excluding sales taxes, or
(3) net income after provision for foreign income taxes.

See Note in I.B.2.a.
b. Other requirements for filing Form BE-10B BANK

(1) Rules for consolidation of foreign bank affiliate – Use the following rules to determine which foreign business enterprises may be consolidated into one foreign bank affiliate:

(a) FOREIGN BUSINESS ENTERPRISES LOCATED IN DIFFERENT COUNTRIES MAY NOT, UNDER ANY CIRCUMSTANCES, BE CONSOLIDATED.

(b) Foreign bank branches of the U.S. Reporter that are located in the same country must be consolidated on one Form BE-10B BANK, even if the U.S. Reporter’s practice is to report data for these branches separately to the Federal Reserve (on Form FFIEC 030) or to the Comptroller of the Currency. Incorporated foreign bank affiliates of the U.S. Reporter located in the same country may be consolidated.

(c) Bank and nonbank enterprises located in the same country may not be consolidated.

(2) Reporting of foreign bank affiliates owned by more than one U.S. Reporter – If the foreign bank affiliate is owned directly and/or indirectly by more than one U.S. Reporter, the U.S. Reporter with the highest percentage of ownership in the foreign affiliate (direct and indirect combined) must file a complete Form BE-10B BANK on which all Parts have been completed. The other U.S. Reporter(s) with total direct and indirect ownership of 10 percent or more must file a partial Form BE-10B BANK on which Part I, Items 1-23, and Part III, if there is direct ownership or direct financial positions or transactions between the U.S. Reporter and foreign affiliate, have been completed. If no one U.S. Reporter owns a greater share of the foreign affiliate than the other U.S. Reporters, then the U.S. Reporters must, each, file a Form BE-10B BANK on which one will file the complete Form BE-10B BANK, and the other(s) will file a partial Form BE-10B BANK.

(3) Reporting when there is more than one foreign affiliate in a chain of ownership – Form BE-10B BANK must be filed for a foreign bank affiliate of the U.S. Reporter that owns another nonexempt foreign affiliate of that U.S. Reporter, even if the foreign affiliate parent is otherwise exempt, i.e., a Form BE-10B(LF), (SF), or BANK must be filed for all affiliates upward in a chain of ownership. A Form BE-10B BANK is not required for a foreign bank affiliate in which the U.S. Reporter holds only an indirect ownership interest of 50 percent or less and the foreign bank affiliate does not own a reportable nonbank foreign affiliate. However, the indirectly owned bank affiliate must be listed on the BE-10A SUPPLEMENT A or BE-10A BANK SUPPLEMENT A for the purposes of determining the consolidated financial statements.

(4) Relationship between Forms BE-10A BANK and BE-10B BANK – The term “U.S. Reporter” is defined to mean the fully consolidated U.S. domestic business enterprise; therefore, on Form BE-10B BANK, when data on financial relationships between the U.S. Reporter and the foreign affiliate are requested, the data must reflect the foreign affiliate’s relationship with the entire U.S. enterprise, not merely with one division, operating unit, or other part.

(5) Banks on U.S. military bases abroad – Banks located on U.S. military bases abroad servicing base personnel, if not considered “foreign” and a Form BE-10B BANK should not be filed.

II. DEFINITIONS

A. 1999 fiscal year is the U.S. Reporter’s or the foreign affiliate’s financial reporting year that ended in calendar year 1999. Reporters or affiliates having a “62/63 week” fiscal year that ended within the first week of January 2000 are considered to have a 1999 fiscal year for purposes of filing this survey, and should report December 31, 1999 as their 1999 fiscal year end. A business enterprise that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 1999, is deemed to have a fiscal year identical to calendar year 1999. If a U.S. Reporter or foreign affiliate changed the ending date of its financial reporting year in 1999, contact BEA to determine what reporting period to use.

B. Affiliate means a business enterprise, including a branch, which foreign business enterprises may be consolidated or otherwise exempt. A business enterprise that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 1999, is deemed to have a fiscal year identical to calendar year 1999. If a U.S. Reporter or foreign affiliate changed the ending date of its financial reporting year in 1999, contact BEA to determine what reporting period to use.

C. Associated group means two or more persons who, by the appearance of their actions, by agreement, or by an understanding, exercise or appear to exercise, their voting privileges in a concerted manner to influence the management of a business enterprise. The following are deemed to be associated groups:

1. members of the same family,
2. a business enterprise and one or more of its officers or directors,
3. members of a syndicate or joint venture, or
4. a corporation and its domestic subsidiaries.

D. Banking covers business enterprises engaged in deposit banking or closely related functions, including commercial banks, Edge Act corporations engaged in international or foreign banking, foreign branches and agencies of U.S. banks whether or not they accept deposits abroad, savings and loans, savings institutions, and holding companies for which over 50 percent of their total income is from banks that they hold.

E. Branch means the operations or activities conducted by a person in a different location in its own name rather than through an incorporated entity.

F. Business enterprise means any organization, association, branch, or venture which exists for profit making purposes or to otherwise secure economic advantage, and any ownership of any real estate.

G. Foreign means any organization, association, branch, or venture which exists for profit making purposes or to otherwise secure economic advantage, and any ownership of any real estate.

H. Foreign affiliate means an affiliate located outside the United States in which a U.S. person has direct investment.

I. Foreign affiliate parent means a U.S. Reporter’s foreign affiliate which has an ownership interest in another foreign affiliate of the U.S. Reporter.

J. Foreign person means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.

K. Fully consolidated U.S. domestic business enterprise means:

1. the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and
2. the corporation’s subsidiaries, whether or not within the U.S. corporation’s control, in which voting securities are not owned more than 50 percent by another U.S. corporation.

L. Intercompany means between a U.S. Reporter and its foreign affiliates.
II. DEFINITIONS – Continued

M. Intermediary means an agent, nominee, manager, custodian, trust, or any person acting in a similar capacity.

N. Lease is an arrangement conveying the right to use property, plant, or equipment (i.e., land and/or depreciable assets) for a stated period of time.

1. Capital lease – A long-term lease under which a sale of the asset is recognized at the inception of the lease. These may be shown as lease contracts or accounts receivable on the lessor’s books. The assets would not be considered to be owned by the lessor.

2. Operating lease – Generally, a lease with a term which is less than the useful life of the asset and in which a transfer of ownership is not contemplated.

O. Majority-owned foreign affiliate means a foreign affiliate in which the combined direct and indirect ownership interest of ALL U.S. REPORTERS of the affiliate exceeds 50 percent.

P. Person means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government-sponsored agency).

Q. U.S. direct investment abroad means the ownership or control, directly or indirectly, by one U.S. person of 10 percent or more of the voting securities of an incorporated foreign business enterprise or an equivalent interest in an unincorporated foreign business enterprise, including a branch.

R. U.S. Reporter means the U.S. person which has direct investment in a foreign business enterprise, including a branch. If the U.S. person is an incorporated business enterprise, the U.S. Reporter is the fully consolidated U.S. business enterprise. If the U.S. person is an unincorporated foreign business enterprise, including a branch, the U.S. Reporter is the fully consolidated U.S. business enterprise.

S. U.S. person means any person resident in the United States or subject to the jurisdiction of the United States. See II.K. of these instructions.

T. United States, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.

III. CLARIFICATION OF COVERAGE

A. Determining existence of a foreign affiliate – In general, a U.S. person’s foreign operation or activity is considered a foreign affiliate if it is legally or functionally separable from the domestic operations or activities of the U.S. person. In most cases, it is clear whether the foreign operation or activity constitutes an affiliate. If an operation or activity constitutes an affiliate, it is treated as an affiliate for purposes of the BE-10 survey, even if the foreign operation or activity is probably not a foreign affiliate.

1. It has separate financial records that would allow the preparation of financial statements, including a balance sheet and income statement. (A mere record of disbursements to, or receipts from, the foreign operation or activity does not constitute a "financial statement" for this purpose.)

2. It takes title to the goods it sells and receives revenues from the sale, or it receives funds from customers for its own account for services it performs.

The following characteristics would indicate that the operation or activity is probably not a foreign affiliate:

1. It engages only in sales promotion or public relations activities on behalf of the U.S. person.

2. It conducts business abroad only for the U.S. person’s account, not for its own account.

3. It has no separate financial records that allow the preparation of financial statements.

4. Its expenses are paid by the U.S. parent.

5. It pays no foreign income taxes.

6. It has limited physical assets or few employees permanently located abroad.

B. U.S. Reporter owned by a foreign person – A U.S. business enterprise that is a U.S. Reporter in this BE-10 survey may also be a U.S. affiliate of a foreign person that must report in the BE-15, Annual Survey of Foreign Direct Investment in the United States - 1999. This could be the case if the U.S. business enterprise owns foreign affiliates and is also owned 10 percent or more, directly or indirectly, by a foreign person. In such cases, the U.S. business enterprise should report in this survey for any foreign business enterprise it owns or controls, directly or indirectly, at least 10 percent or more, but should not report other property of its foreign owner. (A foreign business enterprise that is jointly owned by the U.S. Reporter and the foreign owner of the U.S. Reporter should be reported as a foreign affiliate of the U.S. Reporter if U.S. Reporter has a 10 percent or more ownership interest in it.) For purposes of the BE-10 survey, consider the foreign owner of the U.S. Reporter and the directly and indirectly owned foreign affiliates (other than those held through the U.S. Reporter) of the foreign owner, as unaffiliated foreign persons.

C. Partnerships – Limited partners do not have control in a partnership and therefore cannot have direct investment in a partnership; their investment is considered to be portfolio investment and is not reportable in this survey. The existence of direct investment in a partnership is based on the percentage of the general partner(s) and the percentage control exercised by the general partner(s) or its parent entity.

D. Determining country of residence or jurisdiction of individuals – An individual is considered a resident of, and subject to the jurisdiction of, the country in which he or she is physically located, subject to the following qualifications:

1. Individuals who reside, or expect to reside, outside their country of citizenship for less than one year are considered to be residents of their country of citizenship.

2. Individuals who reside, or expect to reside, outside their country of citizenship for one year or more are considered to be residents of the country in which they are residing. There are two exceptions to this rule:

a. Individuals (and their immediate families) who either own or are employed by a business in their country of citizenship and who are residing outside of that country for one year or more in order to conduct business for the enterprise are considered residents of their country of citizenship if they intend to return within a reasonable period of time.

b. Individuals who reside outside their country of citizenship because they are government employees (such as diplomats, consular officials, members of the armed forces, and their immediate families) are considered residents of their country of citizenship regardless of their length of stay.
III. CLARIFICATION OF COVERAGE – Continued

E. Foreign affiliate operating completely outside its country of incorporation – If a foreign affiliate conducts all its operations from, and is located in, a single foreign country that is different from its country of incorporation, it is deemed to be operating totally outside its country of incorporation. File a single BE-10B report for the entity in the country of operation treating it as an incorporated foreign affiliate; do not file a separate BE-10B report for the entity in the country of incorporation. If, however, the foreign affiliate has any of the following in the foreign country of incorporation:
1. bank account,
2. employees,
3. property, plant, or equipment, or
4. sales,
   it is considered to have operations in its foreign country of incorporation and, therefore, a separate BE-10B report must be filed for the entity in that country.

If a foreign affiliate incorporated abroad conducts its operations from, and has locations in, more than one foreign country, a separate Form BE-10B must be filed for each foreign country in which it has operations, and a separate Form BE-10B must be filed for the entity in the foreign country of incorporation, treating the entity as an incorporated foreign affiliate in that country.

If a foreign affiliate incorporated abroad conducts its operations from, and is located in, the United States, a Form BE-10B must be filed for the entity in the country of incorporation, treating it as an incorporated foreign affiliate in that country.

F. Agencies and representative offices — Foreign representative offices, agents and employees of a U.S. person are not considered to be foreign affiliates, and therefore, they should not be reported on Form BE-10B(LF) and BE-10B(SF). However, a U.S. Reporter’s disbursements to maintain foreign sales and representative offices must be reported on Form BE-22, Annual Survey of Selected Services Transactions With Unaffiliated Foreign Persons. Copies of Form BE-22 are available by writing to BEA at: U.S. Department of Commerce, Bureau of Economic Analysis, BE-50(SSB), Washington, DC 20230, by telephoning (202) 606–5588 or available by writing to BEA at: U.S. Department of Commerce, Bureau of Economic Analysis, BE-50(SSB), Washington, DC 20230, by telephoning (202) 606–5588 or by accessing the BEA web site at www.bea.doc.gov. A foreign presence of a U.S. person is considered a foreign affiliate and is subject to the reporting requirements.

G. Foreign affiliate owned for only part of FY 1999

The table below indicates how certain parts of Forms BE-10B(LF), (SF) and BANK must be completed for foreign affiliates held by the U.S. Reporter for only part of FY 1999.

All remaining items of the report forms including the remainder of Part III which are not addressed in the table below must be completed as applicable. Note – All data for year-end 1998 must be before restatement.

A “0” indicates that the entries should be zero. An “X” indicates that the entries should be the value at the end of FY 1998 or FY 1999, as appropriate.

<table>
<thead>
<tr>
<th>Data on Forms BE-10B(LF), (SF) or BANK</th>
<th>Investment between U.S. Reporter and foreign affiliate (Part III, Section B of each form)</th>
<th>Balance Sheet Data</th>
<th>Income statement data</th>
</tr>
</thead>
<tbody>
<tr>
<td>DURING FY 1999, the foreign affiliate</td>
<td>(a) Investment</td>
<td>(b) Balance Sheet Data</td>
<td>(c) Income statement data</td>
</tr>
<tr>
<td>the foreign affiliate was:</td>
<td>(Part III, Section B of each form)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Established</td>
<td>0</td>
<td>X</td>
<td>0</td>
</tr>
<tr>
<td>(b) Acquired from:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Another U.S. Reporter</td>
<td>0</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>(b) Foreign person</td>
<td>0</td>
<td>X</td>
<td>0</td>
</tr>
<tr>
<td>(c) Sold to:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Another U.S. Reporter</td>
<td>X</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>(b) Foreign person</td>
<td>X</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>(d) Liquidated</td>
<td>X</td>
<td>0</td>
<td>X</td>
</tr>
</tbody>
</table>

A foreign affiliate that was acquired from (sold to) another U.S. Reporter during FY 1999 should be reported on Form BE-10B(SF), the foreign affiliate was liquidated, or acquired from (sold to) another U.S. Reporter that the foreign person during FY 1999 should be treated as a foreign affiliate for only the part of the year that the U.S. Reporter owned the affiliate. The foreign affiliate’s financial and operating data should cover the period from year-end 1998 to the time of the sale. The data should be combined with the data for the period of time from the sale to year-end 1999.

A foreign affiliate that was established, liquidated, or acquired from (sold to) another U.S. Reporter that the foreign affiliate was liquidated, or acquired from (sold to) another U.S. Reporter for all of FY 1999. The foreign affiliate’s financial and operating data reported by the U.S. Reporter should cover 12 months of FY 1999. The U.S. Reporter selling the foreign affiliate should provide the U.S. Reporter acquiring the affiliate with balance sheet and income statement data for the affiliate for the period from year-end 1998 to the time of the sale. The data should be combined with the data for the period of time from the sale to year-end 1999.

Note – For Form BE-10B(SF), the foreign affiliate was liquidated, or sold to a foreign person, during FY 1999, complete Part IV.

<table>
<thead>
<tr>
<th>Investment between U.S. Reporter and foreign affiliate (Part III, Section B of each form)</th>
<th>Balance Sheet Data</th>
<th>Income statement data</th>
</tr>
</thead>
<tbody>
<tr>
<td>DURING FY 1999, the foreign affiliate was:</td>
<td>(a) Investment</td>
<td>(b) Balance Sheet Data</td>
</tr>
<tr>
<td>the foreign affiliate was:</td>
<td>(Part III, Section B of each form)</td>
<td></td>
</tr>
<tr>
<td>(a) Established</td>
<td>0</td>
<td>X</td>
</tr>
<tr>
<td>(b) Acquired from:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Another U.S. Reporter</td>
<td>0</td>
<td>X</td>
</tr>
<tr>
<td>(b) Foreign person</td>
<td>0</td>
<td>X</td>
</tr>
<tr>
<td>(c) Sold to:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Another U.S. Reporter</td>
<td>X</td>
<td>0</td>
</tr>
<tr>
<td>(b) Foreign person</td>
<td>X</td>
<td>0</td>
</tr>
<tr>
<td>(d) Liquidated</td>
<td>X</td>
<td>0</td>
</tr>
</tbody>
</table>

A foreign affiliate that was acquired from (sold to) another U.S. Reporter during FY 1999 should be reported on Form BE-10B(SF), the foreign affiliate was liquidated, or acquired from (sold to) another U.S. Reporter that the foreign person during FY 1999 should be treated as a foreign affiliate for only the part of the year that the U.S. Reporter owned the affiliate. The foreign affiliate’s financial and operating data should cover the period from year-end 1998 to the time of the sale. The data should be combined with the data for the period of time from the sale to year-end 1999.

A foreign affiliate that was established, liquidated, or acquired from (sold to) another U.S. Reporter that the foreign affiliate was liquidated, or acquired from (sold to) another U.S. Reporter for all of FY 1999. The foreign affiliate’s financial and operating data reported by the U.S. Reporter should cover 12 months of FY 1999. The U.S. Reporter selling the foreign affiliate should provide the U.S. Reporter acquiring the affiliate with balance sheet and income statement data for the affiliate for the period from year-end 1998 to the time of the sale. The data should be combined with the data for the period of time from the sale to year-end 1999.

Note – For Form BE-10B(SF), the foreign affiliate was liquidated, or sold to a foreign person, during FY 1999, complete Part IV.
III. CLARIFICATION OF COVERAGE – Continued

H. Real estate – The ownership of foreign real estate is defined to be a business enterprise and, if foreign real estate is owned by a U.S. person, it is a foreign affiliate of a U.S. Reporter. A Form BE-10B is required unless the enterprise is otherwise exempt. Real estate that is normally included in the property, plant, and equipment account of a foreign affiliate is not to be reported as a separate affiliate. Residual real estate held exclusively by a U.S. person for personal use and not for profit making purposes is not subject to the reporting requirements. A primary residence abroad leased or owned while the owner is a U.S. resident, but which the owner intends to reoccupy, is considered real estate held for personal use.

Ownership of foreign residential real estate by a business enterprise, the sole purpose of which is to hold the real estate for the personal use of the owner(s) of the business enterprise, is considered to be real estate held for personal use and therefore not subject to the reporting requirements. A primary residence abroad leased to others while the owner is a U.S. resident, but which the owner intends to reoccupy, is considered real estate held for personal use.

Ownership of foreign residential real estate by a business enterprise, the sole purpose of which is to hold the real estate for the personal use of the owner(s) of the business enterprise, is considered to be real estate held for personal use and therefore not subject to the reporting requirements. A primary residence abroad leased to others while the owner is a U.S. resident, but which the owner intends to reoccupy, is considered real estate held for personal use.

A U.S. estate is a person and, therefore, may have direct investment; the estate, not the beneficiary, is considered to be the U.S. Reporter. Thus, ownership of a foreign affiliate by a U.S. estate shall be reported by the administrator, executor, etc., of the estate and not by the beneficiary.

2. A trust, either U.S. or foreign, is a person, but is not a business enterprise. A trust is considered the same as an intermediary thus report as outlined in III.J.3. below. For reporting purposes, the beneficiary(s) of a trust, or the creator(s) of a trust (as detailed in the next sentence), or, if there is, or may be, a revocatory interest, are considered to be the owner(s) of the investments of the trust for determining the existence of direct investment. When a corporation or other organization creates a trust designating its shareholders or members as beneficiaries, the creating corporation or organization is deemed to be the owner of the investments of the trust, or succeeding trusts where the presently existing trust has evolved out of a prior trust, for purposes of determining the existence and reporting of direct investment.

This procedure is adopted to fulfill statistical purposes of this survey and does not imply that control over an enterprise owned or controlled by a trust is, or can be, exercised by the beneficiary(ies) or creator(s).

3. Intermediary

a. If a particular U.S. direct investment abroad is held, exercised, administered, or managed by a U.S. intermediary, such intermediary is responsible for reporting the required information for, and in the name of, its principal or shall instruct the principal to submit the required information. Upon instructing the principal, the intermediary shall be released from further liability to report provided it has informed BEA of the date such instructions were given and the name and address of the principal, and has supplied the principal with any information in the possession of, or which can be secured by, the intermediary that is necessary to permit the principal to complete the required reports. When acting in the capacity of an intermediary, the accounts or transactions of the U.S. intermediary with the foreign affiliate are considered as accounts or transactions of the U.S. principal with the foreign affiliate. To the extent such transactions or accounts are unavailable to the principal, they may be required to be reported by the intermediary.

b. If a U.S. person holds a foreign affiliate through a foreign intermediary, the U.S. person is considered to own the foreign affiliate directly and all accounts or transactions of the person with the intermediary are considered to be with the foreign affiliate.

IV. GENERAL INSTRUCTIONS

A. Accounting methods and records – Follow generally accepted U.S. accounting principles unless otherwise specified in the instructions. Corporations should generally use the same methods and records used to generate reports to stockholders, except where otherwise instructed. Generate reports for unincorporated persons on an equivalent basis.

Financial Accounting Standards Board statements are referred to as “FASB” statements in the instructions.

B. Translation of foreign currency financial and operating data into U.S. dollars

1. Financial statements – Translate foreign affiliate financial statements, i.e., balance sheets and income statements, not maintained in U.S. dollars from the host country currency to U.S. dollars using FASB 52, as would be required to incorporate foreign statements into the U.S. Reporter’s financial statements for reports to shareholders.

2. Other financial and operating data of foreign affiliate – According to FASB 52, “Revenue and expense transactions shall be translated in a manner that produces approximately the same dollar amounts that would have resulted had the underlying transactions been translated into dollars on the dates they occurred.” Since separate translation of each transaction is usually impracticable, the specific results can be achieved by using an average rate for the period.

On Forms BE-10B(LF), (ISF), and BANK, certain revenue and expense transactions which may not be translated separately for the financial statements, such as employee compensation, sales, exports, and imports, must be reported. Translate these transactions in a manner consistent with that used to translate the financial statements into U.S. dollars.

C. Method of accounting for equity investments

1. Form BE-10A or 10A BANK – Report the U.S. Reporter’s equity investments of 20 percent or more in foreign affiliates, including all majority-owned foreign affiliates, using the equity method of accounting. Report equity investments of less than 20 percent, and immaterial investments, using the cost method.

2. Form BE-10B(LF), (ISF), or BANK – Report a foreign affiliate parent’s equity investments of 20 percent or more in unconsolidated foreign affiliates, including all unconsolidated majority-owned foreign affiliates, using the equity method of accounting. Report equity investments of less than 20 percent, and immaterial investments, using the cost method. See important note on foreign affiliate investment rules under instruction I.B.2.c. for nonbank affiliates, and see instruction I.C.2.b. for bank affiliates.

Note – If it is determined that there is a material difference between the “equity” and the “cost” methods and the data should have been filed using the “equity” method, BEA will require that the data be refiled.
IV. GENERAL INSTRUCTIONS – Continued

D. Industry and export and import trade classifications – A list and explanation of the industry classifications and export and import trade classifications used are given in the Guide to Industry and Foreign Trade Classifications for International Surveys, BE-799, which is included as part of the BE-10 report package.

E. Estimates – If actual data are not available, or only partial data are available, provide estimates and label as such. When data items cannot be fully subdivided as required, provide totals and an estimated breakdown of the totals. Certain sections of Forms BE-10A and BE-10B require data that may not normally be maintained in a company’s customary accounting records. Providing precise data in these areas may require substantial burden beyond what is intended by BEA. This may be especially true for:

- **BE-10A, Part I, items 15 through 26** – Number of employees in each industry of sales;
- **BE-10A, Part III, Section B, Items 47 through 50** – Distribution of sales or gross operating revenues, by transactor and by whether the sales were goods, services, or investment income;
- **BE-10A, Part IV, **Exports and imports of the U.S. Reporter on a shipped basis, by product;
- **BE-10B(LF), Part II, Section B** – Distribution of sales or gross operating revenues, by transactor, by country of destination, and by whether the sales were goods, services, or investment income;
- **BE-10B(LF), Part II, Section E** – Composition of external financing by transactor; and
- **BE-10B(LF), Part IV** – Exports and imports of the foreign affiliate on a shipped basis, by product.

Data provided in these areas may be reasonable estimates based upon the informed judgement of persons in the responding organization, sampling techniques, prorations based on related data, etc. Consistently apply any estimating procedures used on all BEA surveys.

F. Specify – When asked to “specify” amounts reported for certain data items, give the type and dollar amount of the major items included in the data item for at least the items mentioned in the line instruction.

G. Space on form insufficient – When space on the form is insufficient to permit a full answer to any item, submit the required information on supplementary sheets, appropriately labeled and referenced to the item number and the form.

V. FILING THE BE-10

A. Due date – A fully completed and certified BE-10 report comprising Form BE-10A or 10A BANK, BE-10A SUPPLEMENT A or BE-10A BANK SUPPLEMENT A (as required), and Form(s) BE-10B(LF), (SF), or BANK (as required), is due to BEA no later than May 31, 2000 for U.S. Reporters required to file fewer than fifty, and June 30, 2000 for U.S. Reporters required to file fifty or more, Forms BE-10B(LF), (SF), or BANK.

B. Extensions – BEA hopes that by providing an extra month to file for U.S. Reporters submitting more than fifty forms, requests for extensions will not be necessary. Delays in filing affect BEA’s tight schedule for processing the benchmark survey. Nevertheless, reasonable requests for an extension of the filing deadline will be considered. Extension requests must be received by BEA at least 15 days before the due date of the report.

C. Assistance – For assistance, telephone (202) 606-5566 between 8:00 a.m. and 4:30 p.m., eastern time or E-mail BEA at be10/11@bea.doc.gov.

D. Number of copies – File a single original copy of each required form or supplement with BEA. For Form BE-10A and 10A BANK, this should be the copy with the preprinted address if the address has been provided (make any necessary corrections to the address on the form). Each U.S. Reporter must retain a copy of each form for five years to facilitate resolution of any questions that BEA may have concerning the report. (Both copies are protected by law; see the statement of confidentiality in V.G. below and on each form.)

E. Additional copies of forms – Requests for more than two copies of the forms and instructions will be filled upon demonstration of need (e.g., law and accounting firms must furnish names and addresses of U.S. Reporters for whom they will be filing reports). The forms and instructions can also be found on the Internet at www.bea.doc.gov. From there click on “survey forms” under the heading “International.” From there click on “U.S. Direct Investment Abroad.”

F. Where to send the report – Send reports filed by mail through the U.S. Postal Service to:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-69(A)
Shipping and Receiving Section M-100
1441 L Street, NW
Washington, DC 20230

Send reports filed by direct private delivery to:

U.S. Department of Commerce
Bureau of Economic Analysis, BE-69(A)
1441 L Street, NW
Washington, DC 20005

G. Confidentiality – The information filed in this report may be used only for analytical and statistical purposes and access to the information shall be available only to officials and employees (including consultants and contractors and their employees) of agencies designated by the President to perform functions under the Act, but only for analytical and statistical purposes. No official or employee (including consultants and contractors and their employees) shall publish or make available any information collected under the Act in such a manner that the person to whom the information relates can be specifically identified. Reports and copies of reports prepared pursuant to the Act are confidential and their submission or disclosure shall not be compelled by any person without the prior written permission of the person filing the report and the customer of such person where the information supplied is identifiable as being derived from the records of such customer (22 U.S.C. 3104).

H. Annual stockholders’ report and Form 10K – Business enterprises issuing annual reports to stockholders and completing Securities and Exchange Commission’s Form 10K should furnish copies of these reports for FY 1999 when filing the BE-10 report.
## 1999 BE-10 ORDER FORM

To obtain additional copies of BE-10 Forms and Instructions, complete this order form or contact us.

Enter the quantity of each item you require:

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Item</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Form BE-10A</td>
<td></td>
<td>Instruction Booklet</td>
<td></td>
</tr>
<tr>
<td>Form BE-10A BANK</td>
<td></td>
<td>Guide to Industry and Foreign Trade Classification for International Surveys</td>
<td></td>
</tr>
<tr>
<td>Form BE-10B(LF)</td>
<td></td>
<td>Claim for Not Filing</td>
<td></td>
</tr>
<tr>
<td>Form BE-10B(SF)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Form BE-10B BANK</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**PLEASE COMPLETE BELOW**

Name of U.S. Reporter

Attention:

Street Address

City, State, ZIP Code

**RETURN TO**

U.S. Department of Commerce
Bureau of Economic Analysis, BE-69(A)
Washington, DC 20230

Telephone: 202-606-5566
FAX: 202-606-5312/7
E-mail: be10/11@bea.doc.gov

Visit our website: www.bea.doc.gov
Click International — Survey Forms to download and print our survey forms.
MAIL REPORTS TO:
U.S. Department of Commerce
Bureau of Economic Analysis
BE-69(A)
Washington, DC 20230

OR

DELIVER REPORTS TO:
U.S. Department of Commerce
Bureau of Economic Analysis
BE-69(A)
Shipping and Receiving,
Section M-100
1441 1 Street, NW
Washington, DC 20005

1. Name and address of U.S. Reporter

<table>
<thead>
<tr>
<th></th>
<th>Bil.</th>
<th>Mil.</th>
<th>Thous.</th>
<th>Dols.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>335</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

IMPORTANT

Read the Instruction Booklet, which contains definitions and reporting requirements, before completing this form. "Additional Instructions specific to line items and "Special Instructions" for dealers in financial instruments and finance, insurance, and real estate companies are provided at the back of this form. For banks and bank holding companies, see the report forms for banks and the Instruction Booklet, Part I.C.

- **Who must report** — Form BE-10A must be filed by each nonbank U.S. person that has a foreign affiliate reportable in this survey. Data on Form BE-10A pertain to the fully consolidated U.S. domestic business enterprise. DO NOT FULLY CONSOLIDATE OPERATIONS OF FOREIGN AFFILIATES ON FORM BE-10A. Report data pertaining to the operations of foreign affiliates on Forms BE-10B(LF), BE-10B(SF), or BE-10B BANK. See Instruction Booklet, Part I, for detailed reporting requirements.

- **U.S. Reporter’s 1999 fiscal year** — The U.S. Reporter’s financial reporting year that has an ending date in calendar year 1999. See Instruction Booklet, Part I.I.A.

- **Due date** — A completed BE-10 report is due on the following dates:
  - May 31, 2000 for a U.S. Reporter required to file fewer than 50 Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK;
  - June 30, 2000 for a U.S. Reporter required to file 50 or more Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK.

- **Currency amounts** — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. EXAMPLE - If amount is $1,334,891.00, report as 1 335.

If an item is between + or – $500.00, enter "0." Use parenthesis () to indicate negative numbers.

- **Contact us for help** — Telephone: 202-606-6566; FAX: 202-606-5312 or 5317; E-mail: be10/11@bea.doc.gov.

Public reporting burden for this BE-10 report (comprising Form BE-10A or BE-10A BANK and Form(s) BE-10B(LF), BE-10B(SF) and/or BE-10B BANK) is estimated to vary from 14 to 8,500 hours per response, with an average of 130 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0049, Washington, DC 20503.

MANDATORY

This survey is being conducted under the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101–3108, as amended — hereinafter "the Act"), and the filing of reports is mandatory under Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY

The Act provides that your report to this Bureau is CONFIDENTIAL and may be used only for analytical or statistical purposes. Without your prior written permission, the information filed in your report CANNOT be presented in a manner that allows it to be individually identified. Your report CANNOT be used for purposes of taxation, investigation, or regulation. Copies retained in your files are immune from legal process.

PENALTIES

Whoever fails to report shall be subject to a civil penalty of not less than $2,500, and not more than $25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than $10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both, (22 U.S.C. 3105).

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Authorized official’s signature</th>
</tr>
</thead>
</table>

CERTIFICATION – The undersigned official certifies that this report (consisting of Form BE-10A and Form(s) BE-10B(LF), BE-10B(SF), and/or BE-10B BANK) has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with Part I.E. of the Instruction Booklet, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official’s signature: ____________________________ Date: __________

Print or type name and title

<table>
<thead>
<tr>
<th>Telephone</th>
<th>Area code</th>
<th>Number</th>
<th>Extension</th>
</tr>
</thead>
<tbody>
<tr>
<td>FAX Number</td>
<td>Telephone</td>
<td>Area code</td>
<td>Number</td>
</tr>
<tr>
<td>E-mail address</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Part I – IDENTIFICATION OF U.S. REPORTER

See Additional Instructions for Part I on page 17 at the back of this form.

2. Form of organization of U.S. Reporter — Mark (X) one

1. Corporation
2. Individual, estate, or trust
3. Other — Specify

3. If the U.S. Reporter is a corporation, is the corporation owned to the extent of more than 50% of its voting stock by another U.S. business enterprise?

1. Yes — Complete the BE-10, CLAIM FOR NOT FILING. On the claim, mark (X) box number 8.2 and enter the name and address of U.S. business enterprise with whose data you will be consolidated in accordance with the definition of fully consolidated U.S. domestic business enterprise. (See Instruction Booklet, Part I.B.1.b.) Submit the claim to BEA and forward the remainder of the BE-10 survey packet to the U.S. business enterprise with whose data your data will be consolidated. If this cannot be done, please contact us for further instructions.
2. No — Complete the remainder of this form.

4. Enter Employer Identification Number(s) used by U.S. Reporter to file income and payroll taxes. Show additional numbers on a separate sheet if necessary.

5. The number of foreign affiliate reports (Form BE-10B(LF), BE-10B(SF), and BE-10B BANK) that you are required to file.

6. The ending date of this U.S. Reporter’s 1999 fiscal year.

7. Was there a change in the entity due to mergers, acquisitions, divestitures, etc., or a change in accounting principles during FY 1999 that caused FY 1998 data to be restated?

1. Yes — The effect of restatement on property, plant, and equipment accounts must be entered in item 75.
2. No

8. If the U.S. Reporter is a corporation, are all U.S. domestic entities covered by the definition of fully consolidated U.S. Reporter (See Instruction Booklet, Part I.B.1.b.) included in this BE-10A report?

1. Yes — PERMISSION MUST HAVE BEEN REQUESTED OF, AND GRANTED BY, BEA TO FILE ON AN UNCONSOLIDATED BASIS. You must file a separate Form BE-10A or BE-10A BANK for each unconsolidated U.S. domestic entity. Enter the name under which each separate Form BE-10A or BE-10A BANK is being filed.
2. No

9. Does the U.S. Reporter maintain one or more sales promotion or representative offices abroad that do not produce revenue directly for their own accounts but, instead, are established solely to do business, or provide market information or public relations services, for their U.S. parent?

1. Yes — See Instruction Booklet, Part III.F, to determine whether these offices should be reported in this survey.
2. No

10. Is the U.S. Reporter named in item 1 a U.S. affiliate of a foreign person and required to file a Form BE-15, Annual Survey of Foreign Direct Investment in the United States — 1999?

1. Yes — Go to item 11.
2. No — Skip items 11 and 12 and continue with item 13 (Major activity of fully consolidated domestic U.S. Reporter).

11. Does the U.S. Reporter named in item 1 file a BE-15(LF) long form?

1. Yes — Complete only items 47 through 53, 57 through 73, 85 through 91, 93 through 187, and the Supplement A on the remainder of this BE-10A form.
2. No — Go to item 12.

12. Does the U.S. Reporter named in item 1 file a BE-15(SF) short form?

1. Yes — Complete only the Supplement A on the remainder of this BE-10A form.
2. No — Continue with item 13 (Major activity of fully consolidated domestic U.S. Reporter).

Remarks
### Part I – IDENTIFICATION OF U.S. REPORTER — Continued

| 1013 | 1 | Production of goods — The U.S. Reporter is primarily engaged in construction, mining or extracting (including exploration and development), manufacturing, fabricating, assembling, processing, or growing a good. These activities are coded in 1110 through 1140, 2111 through 2127, 2330 through 2390, and 3111 through 3399 of the list of ISI codes. |
| 1013 | 2 | Sales of goods — The U.S. Reporter is primarily engaged in selling (at wholesale or retail) goods that it does not produce. These activities are coded in 4211 through 4540 of the list of ISI codes. |
| 1013 | 3 | Services — The U.S. Reporter is primarily engaged in providing a service such as utilities, transportation and warehousing; information (including newspaper, periodical, book, and database publishers, and software publishers), financial and insurance; professional, scientific, and technical services; holding companies; administrative and support, waste management and remediatiom; accommodations and food services (including restaurants, and eating places), etc. These activities are coded in 1390, 1352, 2233, 2211 through 2213, and 4810 through 8130 of the list of ISI codes. |

#### 14. What is the MAJOR product or service involved in this activity? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets to sell at wholesale.") — Please print.

| 1014 |

#### Sales or gross operating revenues and employment of fully consolidated domestic U.S. Reporter, by industry of sales or gross operating revenues. Enter in columns (1) and (2) respectively, the 4-digit ISI code(s) and the amount of sales or gross operating revenues associated with each code. For an inactive U.S. Reporter, enter an ISI code based on its last active period. See the Guide to Industry and Foreign Trade Classifications for International Surveys for a full explanation of each code. Holding companies (ISI code 5512) should show total income as reported in item 41.) Enter in column (3), the number of employees on the payroll at the end of FY 1999, including part-time employees, but excluding temporary and contract employees not included on your payroll records.

A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 1999. If employment is subject to unusual variations, see instructions for "NUMBER OF EMPLOYEES" under Section C, page 6. For most companies the employment distribution in column (3) is not proportional to the sales distribution in column (2). Therefore, do not distribute employment in column (3) in proportion to sales in column (2). See Additional Instructions for Part I, page 17, at the back of this form.

<table>
<thead>
<tr>
<th>ISI code</th>
<th>Sales or gross operating revenues</th>
<th>Number of employees engaged in activities for the ISI codes in column (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
</tr>
<tr>
<td>1</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>

#### Guide to Industry and Foreign Trade Classifications for International Surveys

A list, and explanation, of the International Surveys Industry (ISI) codes used below are given in the Guide to Industry and Foreign Trade Classifications for International Surveys. For an inactive U.S. Reporter, base the activity on its last active period.

---

**Form BE-10A**

Page 3
### Part II - SELECTED FINANCIAL AND OPERATING DATA OF U.S. REPORTER

Complete **ONLY** if the answer to item 28 is “Yes.”

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.</td>
<td>Net income (loss)</td>
<td>2031 $</td>
</tr>
<tr>
<td>32.</td>
<td>Total assets</td>
<td>2032</td>
</tr>
<tr>
<td>33.</td>
<td>Total liabilities</td>
<td>2033</td>
</tr>
<tr>
<td>34.</td>
<td>Merchandise trade of the U.S. Reporter with its foreign affiliates</td>
<td>2034 $</td>
</tr>
<tr>
<td>35.</td>
<td>Merchandise trade of the U.S. Reporter with foreigners other than the U.S. Reporter’s foreign affiliates</td>
<td>2035</td>
</tr>
<tr>
<td>36.</td>
<td>Merchandise trade of the U.S. Reporter with its foreign affiliates</td>
<td>2036</td>
</tr>
</tbody>
</table>

**IMPORTANT** If you completed Part II, complete Supplement A on the remainder of this form; do not complete Part III and Part IV of this form.
Section A — Income Statement of U.S. Reporter — See Additional Instructions for Part III, Section A, on page 17 at the back of this form.

### INCOME

37. **Sales or gross operating revenues, excluding sales taxes** — Must equal item 27 column (2) and also item 41 column (1). (Dealers in financial instruments see Special Instructions, A.1., page 18; insurance companies see Special Instructions, B.2.c., page 18.)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

38. **Income from equity investments in unconsolidated business enterprises (domestic and foreign)** — For those owned 20 percent or more (including majority-owned foreign affiliates), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends. Do not include interest income.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

39. **Certain realized and unrealized gains (losses)** — Include gains (losses) net of income tax effects resulting from:

a. Sale, disposition, or revaluation of investment securities (Dealers in financial instruments and finance and insurance companies see Special Instructions, A.1., page 18; Real estate companies see Special Instructions, A.2., page 18;)

b. Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets.

c. Remeasurement of the U.S. Reporter’s foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the period and transaction gains (losses) taken to income in accordance with FASB 52.

d. Extraordinary items (except those resulting from legal judgments and accidental damage to fixed assets) and other unusual or infrequently occurring items.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

40. **Other income** — Specify

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

41. **TOTAL INCOME** — Sum of items 37 through 40

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
</tbody>
</table>

### COSTS AND EXPENSES

42. **Cost of goods sold or services rendered and selling, general, and administrative expenses** — Insurance companies see Special Instructions, B.2.e., page 18.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>


<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

44. **Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation** — Specify

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

45. **TOTAL COSTS AND EXPENSES** — Sum of items 42 through 44

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
</tbody>
</table>

### NET INCOME

46. **NET INCOME (LOSS)** — Item 41 minus item 45

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
</tr>
</tbody>
</table>

Section B — Distribution of Sales or Gross Operating Revenues — See Additional Instructions for Part III, Section B, on page 17 at the back of this form.

Distribute sales or gross operating revenues among three categories — sales of goods, sales of services, and investment income. For the purpose of this distribution, “goods” are economic outputs that are tangible and “services” are outputs that are intangible. Sales of goods are usually associated with industry codes 1110 through 1140, 2111 through 2127, and 2330 through 4540. Report sales of structures as goods when sold by a real estate firm (code 5310). Sales of services are usually associated with industry codes 1150, 2132 through 2213, and 4810 through 8130. Some companies such as finance and insurance companies (industry codes 5223, 5224, 5231 through 5252, and 5331) include services (e.g., commissions and premiums) and investment income (e.g., interest and dividends) in gross operating revenues. Allocate sales for such companies between their services and investment income components on lines 49 and 50. The disaggregation of sales by industry in this section should be consistent with that used in items 15 through 24. (Insurance companies also see Special Instructions, B.2.h. and i., page 18.)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

47. **Sales or gross operating revenues, excluding sales taxes**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Column (1) must equal column 27, column 2 and also item 37. | 3147 |

| BY TYPE |

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

48. **Sales of goods**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

49. **Sales of services**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

50. **Investment income**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Part III — FINANCIAL AND OPERATING DATA OF U.S. REPORTER — Continued

Section C — Number of Employees and Employee Compensation — See Additional Instructions for Part III, Section C, on page 17 at the back of this form.

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 1999, including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 1999. If the number of employees at the end of FY 1999 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 1999. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

EMPLOYEE COMPENSATION — Expenditures made by an employer in connection with the employment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit plans including those mandated by government statute, such as the employer’s share of Social Security taxes. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

**NUMBER OF EMPLOYEES**

51. Research and development employees — Employees engaged in R&D, including managers, scientists, engineers, and other professional and technical employees

52. All other employees

53. TOTAL NUMBER OF EMPLOYEES — Sum of items 51 and 52

**EMPLOYEE COMPENSATION**

54. Wages and salaries — Employee’s gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees

55. Employee benefit plans — Employer expenditures for all employee benefit plans

56. TOTAL EMPLOYEE COMPENSATION — Sum of items 54 and 55

Section D — Balance Sheet of U.S. Reporter — See Additional Instructions for Part III, Section D, on page 17 at the back of this form.

**ASSETS**

57. Cash items

58. Current receivables — Net of allowances for doubtful items. (Insurance companies see Special Instructions, B.2.a., page 18.)

59. Inventories — Land development companies exclude land held for resale (include in item 60); finance and insurance companies exclude inventories of marketable securities (include in item 60 or 65 as appropriate). The primary basis of inventory valuation is:

<table>
<thead>
<tr>
<th>Basis</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIFO</td>
<td>3251</td>
</tr>
<tr>
<td>FIFO</td>
<td>3252</td>
</tr>
<tr>
<td>Other</td>
<td>3253</td>
</tr>
</tbody>
</table>

60. Other current assets, including land held for resale and current marketable securities

61. Property, plant, and equipment, net


63. Equity investments in foreign affiliates — Report on the equity basis enterprises owned 20 to 100 percent. Report at cost enterprises owned less than 20 percent.

64. Noncurrent receivables — Net of allowances for doubtful items.

65. Other noncurrent assets

66. TOTAL ASSETS — Sum of items 57 through 65

**LIABILITIES** (Insurance companies see Special Instructions, B.2.b., page 18.)

67. Trade accounts and trade notes payable, current

68. Other current liabilities and long-term debt

69. Other noncurrent liabilities

70. TOTAL LIABILITIES — Sum of items 67 through 69

**OWNERS’ EQUITY**

71. TOTAL OWNERS’ EQUITY — Item 66 minus 70

Balance at close of FY 1999

Dols. Mil. Thous.
### Part III — FINANCIAL AND OPERATING DATA OF U.S. REPORTER — Continued

#### Section E — Composition of External Finances of U.S. Reporter

##### CLOSE FY 1999

<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
<th>With U.S. persons</th>
<th>With foreign persons</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
</tr>
<tr>
<td>72. Current and noncurrent receivables — Column (1) must equal sum of items 58 and 64.</td>
<td>$3472</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$1</td>
<td>$2</td>
<td>$3</td>
</tr>
<tr>
<td>73. Current liabilities and long-term debt — Column (1) must equal sum of items 67 and 68.</td>
<td>$3473</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$1</td>
<td>$2</td>
<td>$3</td>
</tr>
</tbody>
</table>

##### CHANGES DURING FY 1999

- Restatement due to change in entity or accounting principles

- Expenditure by the U.S. Reporter for, or transfers into the U.S. Reporter of:
- PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale.

- BALANCE, CLOSE FY 1998 (Insurance companies see Special Instructions, B.2.g., page 18.)

- Net book value of PP&E at close FY 1998 — The closing FY 1998 value, before restatement due to change in the entity or accounting principles.

#### Section F — Property, Plant and Equipment (PP&E)

- Includes changes due to mergers and acquisitions in item 78.

- Land and mineral rights, including timber — Include expenditures for land and capitalized expenditures for mineral and timber rights. Exclude other capitalized expenditures for the exploration and development of natural resources and expenditures for land held for resale.

- PP&E other than land, mineral, and timber rights — (Insurance companies see Special Instruction B.2.f., page 18.)

- Depreciation and depletion

- Other increases (decreases) — Specify

- BALANCE, CLOSE FY 1999 (Insurance companies see Special Instructions, B.2.g., page 18.)

- Net book value of PP&E at close FY 1999 — Equals sum of items 74 through 81; must also equal item 61.

#### ADDENDUM

- Petroleum and mining exploration and development expenditures charged against income including expenditures charged against income not acquired as a result of mergers and acquisitions.

- BALANCE, CLOSE FY 1999 (Insurance companies see Special Instructions, B.2.g., page 18.)

#### Section G — Interest, production royalty payments, and taxes

- Interest received — Interest received by the U.S. Reporter from, or credited to U.S. Reporter by, all payees (including foreign affiliates), net of tax withheld at the source. Include all interest receipts included in items 37 and 43. Do not net against interest paid, item 86.

- Interest paid — (Insurance companies see Section B.2.f., page 18.)

- Production royalty payments for natural resources, total — Include amounts paid or accrued for the year. Include payments in kind at market value. Sum of items 88, 89, and 90.

- To the Federal Government

- To State and local governments

- To all others

- Taxes (except income and payroll taxes) and nontax payments (other than production royalty payments) — Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. Include amounts paid or accrued for the year, net of refunds or credits, to Federal, State, and local governments, their subdivisions and agencies for —
  a. Sales, consumption, and excise taxes;
  b. Property taxes and other taxes on the value of assets or capital;
  c. Any remaining taxes (other than income or payroll taxes); and
  d. Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax nature (except production royalty payments).
**Research and Development (R&D) Expenditures** — Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, taxes, materials and supplies, allocated overhead, and indirect costs.

**NOTE** — Items 93 through 96 pertain to R&D performed by the U.S. Reporter, including R&D performed by the U.S. Reporter for others under contract. This is the basis on which National Science Foundation surveys request information on R&D. The FASB 2 measure of R&D (i.e., R&D from which the firm benefits) is the sum of items 94 and 97.

**Section H — Technology** — See Additional Instructions for Part III, Section H, on page 17 at the back of this form.

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>93. R&amp;D performed BY the U.S. Reporter, total — Sum of items 94, 95, and 96.</td>
<td>3793</td>
</tr>
<tr>
<td>94. For U.S. Reporter's own account</td>
<td>3794</td>
</tr>
<tr>
<td>95. For Federal Government (i.e., federally financed R&amp;D)</td>
<td>3795</td>
</tr>
<tr>
<td>96. For others (including foreign affiliates) under contract</td>
<td>3796</td>
</tr>
<tr>
<td>97. R&amp;D performed FOR the U.S. Reporter by others (including foreign affiliates) on a contractual basis</td>
<td>3797</td>
</tr>
</tbody>
</table>

**Royalties, License Fees, and Other Fees for the Use, Sale, or Purchase of Intangible Property**

| 98. Receipts of royalties and license fees from foreign persons other than U.S. Reporter's foreign affiliates — Include royalties, license fees, and other amounts received by the U.S. Reporter from, or credited to the U.S. Reporter by, unaffiliated foreigners for the use or sale of intangible property. Exclude receipts from the granting to others of the right to exploit natural resources you own or control. | 3798 |

| 99. Payments to foreign persons other than U.S. Reporter's foreign affiliates — Include royalties, license fees, and other amounts paid, or credited, to unaffiliated foreigners by the U.S. Reporter for use or purchase of intangible property. Exclude payments to others for the right to exploit natural resources they own or control. | 3799 |

**Part IV — U.S. Merchandise Trade of U.S. Reporter**

**Goods only (valued f.a.s. at the port of exportation); do not include services** — See Additional Instructions for Part IV, on page 18 at the back of this form.

**IMPORTANT NOTES**

This section requires the reporting of data on U.S. merchandise trade of the U.S. Reporter in FY 1999. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do not record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the U.S. Reporter by, or charged by the U.S. Reporter to, a foreign person.

U.S. Reporters normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to data on a "charged" basis to approximate a "shipped" basis.

**Remarks**

101. On what basis were the trade data in the section prepared? — Mark (X) one.

- [ ] "Shipped" basis
- [ ] "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases.
- [ ] "Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.
### Part IV — U.S. MERCHANDISE TRADE OF U.S. REPORTER — Continued

#### 102. MERCHANDISE TRADE OF THE U.S. REPORTER WITH ITS FOREIGN AFFILIATES IN FY 1999

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 103. MERCHANDISE TRADE OF THE U.S. REPORTER WITH FOREIGNERS OTHER THAN THE U.S. REPORTER’S FOREIGN AFFILIATES IN FY 1999

- a. For columns (1) and (2), equals sum of items 104 through 113, and
- b. For column (1) equals sum of item 187 and all countries with entries

#### BY PRODUCT — See the "Foreign Trade Classifications" starting on page 50 of the Guide to Industry and Foreign Trade Classifications for International Surveys, which are to be used in classifying U.S. merchandise exports and imports.

#### 104. Food, live animals, beverages, and tobacco (SITC 0 AND 1)

#### 105. Crude materials, inedible, except fuels (SITC 2)

#### 106. Mineral fuels, lubricants and related materials (SITC 3)

#### 107. Chemicals and related products (SITC 5)

#### 108. Industrial machinery and equipment (SITC 71–74)

#### 109. Office machines and automatic data processing machines (SITC 76)

#### 110. Telecommunications, sound equipment, and other electrical machinery and parts (SITC 76 and 77)

#### 111. Road vehicles (including air-cushion vehicles) and parts (SITC 78)

#### 112. Other transport equipment (SITC 79)

#### 113. Other products (SITC 4, 6, 8, and 9)

---

#### EXPORTS BY COUNTRY OF ULTIMATE DESTINATION — The country of ultimate destination is the country where the goods are to be consumed, further processed, or manufactured, as known to the shipper at the time of exportation. If the shipper does not know the country of ultimate destination, the shipment should be credited to the last country to which the shipper knows that the merchandise will be shipped in the same form as when exported. Sum of all countries with entries and item 187 must equal item 103, column (1). Enter amounts for all individual countries to which exports were $500,000.00 or more.

<table>
<thead>
<tr>
<th>BEA USE ONLY</th>
<th>Exports from the U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>(2)</td>
</tr>
</tbody>
</table>

#### 114. Argentina

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 115. Australia

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 116. Belgium

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 117. Brazil

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 118. Canada

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 119. Chile

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 120. China

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 121. Colombia

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 122. Egypt

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 123. France

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 124. Germany

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 125. Hong Kong

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### 126. India

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

---

* Some parts that are shipped separately are included in items 111 and 112; however, others are included in product categories appropriate to the type of part based, not on the part’s end-use, but rather on the main type of material from which it is made or its general function. Major examples of such parts are gasoline and diesel engines (include in item 108); air conditioners for motor vehicles (item 108); lamps, batteries, and electrical parts for engines (item 110); and tires and tubes (item 113). For more complete information, see the Guide to Industry and Foreign Trade Classifications for International Surveys.
<table>
<thead>
<tr>
<th>Country</th>
<th>BEA USE ONLY</th>
<th>Exports from the U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(1)</td>
<td>(2)</td>
</tr>
<tr>
<td></td>
<td>Bil. Mil.</td>
<td>Thous. Dols.</td>
</tr>
<tr>
<td>Indonesia</td>
<td>4127</td>
<td>613 $</td>
</tr>
<tr>
<td>Israel</td>
<td>4128</td>
<td>504</td>
</tr>
<tr>
<td>Italy</td>
<td>4129</td>
<td>314</td>
</tr>
<tr>
<td>Japan</td>
<td>4130</td>
<td>614</td>
</tr>
<tr>
<td>Korea (South)</td>
<td>4131</td>
<td>626</td>
</tr>
<tr>
<td>Malaysia</td>
<td>4132</td>
<td>617</td>
</tr>
<tr>
<td>Mexico</td>
<td>4133</td>
<td>213</td>
</tr>
<tr>
<td>Netherlands</td>
<td>4134</td>
<td>319</td>
</tr>
<tr>
<td>Philippines</td>
<td>4135</td>
<td>623</td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>4136</td>
<td>511</td>
</tr>
<tr>
<td>Singapore</td>
<td>4137</td>
<td>625</td>
</tr>
<tr>
<td>Spain</td>
<td>4138</td>
<td>323</td>
</tr>
<tr>
<td>Sweden</td>
<td>4139</td>
<td>324</td>
</tr>
<tr>
<td>Switzerland</td>
<td>4140</td>
<td>325</td>
</tr>
<tr>
<td>Taiwan</td>
<td>4141</td>
<td>628</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>4142</td>
<td>327</td>
</tr>
<tr>
<td>Venezuela</td>
<td>4143</td>
<td>219</td>
</tr>
</tbody>
</table>

Other individual countries to which exports were $500,000.00 or more — Specify country. Use supplemental sheets, if necessary, to account for all such countries.

Goods only (valued f.a.s. at the port of exportation); do not include services — See Additional Instructions for Part IV, on page 18 at the back of this form.
**Part IV — U.S. MERCHANDISE TRADE OF U.S. REPORTER — Continued**

Goods only (valued f.a.s. at the port of exportation); do not include services — See Additional Instructions for Part IV, on page 18 at the back of this form.

**EXPORTS BY COUNTRY OF ULTIMATE DESTINATION** — The country of ultimate destination is the country where the goods are to be consumed, further processed, or manufactured, as known to the shipper at the time of exportation. If the shipper does not know the country of ultimate destination, the shipment should be credited to the last country to which the shipper knows that the merchandise will be shipped in the same form as when exported. Sum of all countries with entries and item 187 must equal item 103, column (1). Enter amounts for all individual countries to which exports were $500,000.00 or more.

<table>
<thead>
<tr>
<th>BEA USE ONLY</th>
<th>Exports from the U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>(2)</td>
</tr>
</tbody>
</table>

160. 
161. 
162. 
163. 
164. 
165. 
166. 
167. 
168. 
169. 
170. 
171. 
172. 
173. 
174. 
175. 
176. 
177. 
178. 
179. 
180. 
181. 
182. 
183. 
184. 
185. 
186. 

187. Exports to all countries for which exports were less than $500,000.00 — The sum of this item and all countries with entries must equal item 103, column (1).

188. BEA USE ONLY

| 4188 | 1 | 2 | 3 | 4 | 5 |

**FORM BE-10A (REV. 6/99)**

Page 11
<table>
<thead>
<tr>
<th>Name of foreign affiliate</th>
<th>Country of location</th>
<th>Primary industry code</th>
<th>Total assets</th>
<th>Total liabilities</th>
<th>Sales or gross operating revenues</th>
<th>Net income after foreign income tax</th>
<th>Number of employees</th>
<th>Debt and intercompany balances between U.S. Reporter and foreign affiliate</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td>11</td>
<td>1</td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td>11</td>
<td>1</td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td>11</td>
<td>1</td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
<td>11</td>
<td>1</td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
<td>11</td>
<td>1</td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

1 See Form BE-10B(LF), pages 20 and 21 or Guide to Industry and Foreign Trade Classifications for International Surveys, Part 1, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes.

2 To calculate indirect ownership percentages — See Instruction Booklet, Part I.A.2.
<table>
<thead>
<tr>
<th>Name of foreign affiliate</th>
<th>Country of location</th>
<th>Primary industry code¹</th>
<th>Total assets</th>
<th>Total liabilities</th>
<th>Sales or gross operating revenues</th>
<th>Net income after foreign income tax</th>
<th>Number of employees</th>
<th>Owed to U.S. Reporter by foreign affiliate</th>
<th>Owed to foreign affiliate by U.S. Reporter</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 BEA USE ONLY</td>
<td></td>
<td></td>
<td>3 4 5 6 7 8 9 10 11 12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹See Form BE-10(B) and Guide to Industry and Foreign Trade Classifications for International Surveys, Part 1, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes.
²To calculate indirect ownership percentages — See Instruction Booklet, Part I.A.2.
<table>
<thead>
<tr>
<th>Name of foreign affiliate</th>
<th>Country of location</th>
<th>Primary industry code</th>
<th>Total assets (Mil. Thous. Dols.)</th>
<th>Total liabilities (Mil. Thous. Dols.)</th>
<th>Sales or gross operating revenues (Mil. Thous. Dols.)</th>
<th>Net income after foreign income tax (Mil. Thous. Dols.)</th>
<th>Number of employees</th>
<th>Owe to U.S. Reporter by foreign affiliate (Mil. Thous. Dols.)</th>
<th>Owe to foreign affiliate by U.S. Reporter (Mil. Thous. Dols.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 See Form BE-10B(LF), pages 20 and 21 or Guide to Industry and Foreign Trade Classifications for International Surveys, Part 1, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes.

2 To calculate indirect ownership percentages — See Instruction Booklet, Part I.A.2.
<table>
<thead>
<tr>
<th>Name of foreign affiliate</th>
<th>Country of location</th>
<th>Primary industry code</th>
<th>Total assets (1)</th>
<th>Total liabilities (4)</th>
<th>Sales or gross operating revenues (5)</th>
<th>Net income after foreign income tax (6)</th>
<th>Number of employees (8)</th>
<th>Owed to U.S. Reporter (9)</th>
<th>Owed to foreign affiliate by U.S. Reporter (10)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 See Form BE-108(LF), pages 20 and 21 or Guide to Industry and Foreign Trade Classifications for International Surveys, Part 1, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes.

2 To calculate indirect ownership percentages — See Instruction Booklet, Part I.A.2.

Use additional sheets, if necessary, to account for all affiliates.
Part I — IDENTIFICATION OF U.S. REPORTER

15.—27.
Sales or gross operating revenues and employment of fully consolidated domestic U.S. Reporter by industry of sales or gross operating revenues. Include developers in financial instruments and finance, insurance, and real estate companies see Special Instructions on page 18. Also see Additional Instructions for Part III, Section B — Distribution of Sales or Gross Operating Revenues. If fewer than ten ISI codes are used, account for total sales or gross operating revenues in items 15 through 23.

Holding companies — Holding companies (ISI code 5512) must show the consolidated revenue for each of its four-digit ISI code(s) based on the activities of the fully consolidated U.S. domestic business enterprise. The "holding company" classification is often an invalid classification for a conglomerate. Please call BEA for further assistance before using code 5512.

25. Employees of administrative offices and auxiliary units — Auxiliary units are located separately in performing management and support services for the fully consolidated U.S. domestic business enterprise. These services can include accounting, data processing, legal services, research and development, testing, warehousing, etc. Administrative offices and auxiliary units are typically located separately from the operating units of the company.

Part III — FINANCIAL AND OPERATING DATA OF U.S. REPORTER

Section A — Income Statement of U.S. Reporter

37. Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Net value-added taxes and excise taxes levied on property, goods, or services are included in columns (2) through (4) based on the location of the property. Companies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest income on this line. Insurance companies with ISI codes 5231, 5238 and 5249 should include interest income on this line. (Dealers in financial instruments and finance, insurance, and real estate companies see Special Instructions on page 18.)

40. Other income — Report non-operating and other income not included in Part I. See also Additional Instructions on page 39.

42. Costs of goods sold or services rendered and selling, general, and administrative expenses — Report operating expenses that relate to buying and selling gross operating revenues from items 15 and selling general, and administrative expenses. Include production royalty payments to governments, their subdivisions and agencies, and to other persons. Include depletion charges representing the amortization of the actual cost of capital assets but exclude all other depletion expenses. Do not include tax or percentage depletion charges. Companies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest expense.

Section B — Distribution of Sales or Gross Operating Revenues (Items 47—50)

Distribute sales consistent with the industry codes reported in column (1) of items 15 through 24. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed) classify it as a good or service based on the sales price accounts for 50% of the value. If actual figures are not available, give best estimates.

49. Sales or services — Report the source of real estate rental income in columns (2) through (4) based on the location of the property.

50. Property, plant, and equipment — Depreciation and amortization. Include investment income on this line. Include the current portion of CDs and other deposits of the U.S. Reporter held by its foreign affiliates or other foreign persons.

58. Depreciation — Include depreciation expenses that benefit employers as well as employees, such as expenditures for plant facilities, employee training programs, and reimbursement of business expenses.

59. Employee benefit plans — Report employer expenditures for all employee benefit plans, including those mandated by government statute, resulting from collective bargaining contracts, and those that an employer voluntarily includes. Social Security and other retirement plans, life and disability insurance, guaranteed sick pay programs, workers compensation insurance, medical insurance, government annuities, unemployment insurance, severance pay funds, etc. Also, include deferred postretirement and post retirement expenses. Include the final payment of the employer and the employee, include only the contributions of the employer.

Section D — Balance Sheet of U.S. Reporter

57. Cash items — Include deposits in financial institutions and other cash items. Do NOT include overdrafts as negative cash. Instead, report overdraft items in 68 (other current liabilities and long-term debt). Exclude certificates of deposits (CDs) and other deposits of the U.S. Reporter held by its foreign affiliates or other foreign persons. Instead, report CDs in item 58 (current receivables) or item 64 (noncurrent receivables) as appropriate.

58. Current receivables — Include the current portion of CDs and other deposits of the U.S. Reporter held by its foreign affiliates or other foreign persons.

60. Property, plant, and equipment, net — Report net of accumulated depreciation and depletion. Include land, timber, mineral rights and similar rights owned. Also include structures, machinery and equipment, specialized tools, deposit container construction in progress, and capitalized tangible and intangible exploration and development costs of the U.S. Reporter. Include items on capital leases from others, per FASB 13. Exclude all other types of intangible assets, such as financial, insurance, and real estate companies see Section F — Property, Plant, and Equipment (PP&E) (Items 74-83).

64. Noncurrent receivables — Include the noncurrent portion of CDs and other deposits of the U.S. Reporter held by its foreign affiliates or other foreign persons.

68. Other current liabilities and long-term debt — Include overdrafts, commercial paper issued and other current liabilities not included in item 67. Include long-term debt securities owed such as bonds, debentures, lease obligations capitalized per FASB 13, and all other long-term intercompany debt.

69. Other noncurrent liabilities — Include noncurrent items not reported on line 68 such as deferred taxes and underlying minority interest in consolidated domestic subsidiaries.

Section F — Property, Plant, and Equipment (PP&E) (Items 74-83)

Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral, and similar rights leased by U.S. Reporters to others. Do not include items the U.S. Reporter has sold under a capital lease.

Exclude from expenditures (items 76 to 78) all changes in PP&E, resulting from a change in the entity (e.g., due to mergers, acquisitions, sales, write-offs, etc.) and adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 1999.

For U.S. Reporters engaged in exploring for, or developing, natural resources, include exploration, development and acquisition expenditures made during FY 1999 that were capitalized, and acquisitions, divestitures, etc.) or accounting principles during FY 1999. Account for such changes in item 75.

Include adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 1999 in item 81.

Depreciation — Do NOT include depreciation. Report depletion separately in item 80.

Section H — Technology (Items 93 - 97)

Research and development expenditures — Research and development expenditures includes basic and applied research in science and engineering, and the design and development of prototypes and processes, if the purpose of such activity is to:

1. Pursue a planned search for new knowledge whether or not the search has reference to a specific application.
2. Apply existing knowledge to the creation of a new product or process, including evaluation of use; or
3. Apply existing knowledge to the employment of a present product or process.

R&D includes the activities described above, whether assigned to separate R&D organizational units of the company or conducted by company laboratories and technical groups that are not a part of a separate R&D organization.

Include all costs incurred to support R&D, including R&D depreciation and overhead. Exclude capital expenditures, routine product development, and quality control conducted in the context of industrial production, geological and geophysical exploration, market research and surveys, and legal work pertaining to patents.
Differences between the "charged" and "shipped" bases may be substantial. A major difference arises when the U.S. Reporter buys goods from a foreign entity and sells them in country B, but the goods are shipped directly from country A to country B. Because the goods did not physically enter or leave the United States, they are not U.S. trade. However, when the U.S. Reporter records the transactions on its books, it shows a purchase charged to it from country A and a sale charged to it in country B. If the U.S. Reporter’s trade data in this survey were prepared on the "charged" basis, the purchase and sale would appear incorrectly as a U.S. import and U.S. export, respectively. Other differences arise when the U.S. Reporter charges the sale of its products to a foreign affiliate but ships the goods to another country, not to the foreign affiliate. If a material difference exists between the "charged" and "shipped" bases, trade must be reported on the "shipped" basis. To do this, the U.S. Reporter may have to derive the data from export and import declarations, Customs and other shipping and documenting sources, rather than from accounting records, or may have to otherwise adjust its data from a "charged" to a "shipped" basis.

Definition of U.S. merchandise trade — The phrases "U.S. merchandise trade," "U.S. merchandise exports," and "U.S. merchandise imports" refer to physical movements of goods between the customs territories of the United States and the customs territories of a foreign country. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 1999. Consigned goods must be included. Goods are considered to be shipped when shipped to a port or terminal, even though not normally recorded as sales or purchases, or entered into intercompany transactions. These goods may initially change hands in another country but exclude the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States to facilitate the transport of merchandise. Also exclude services. The U.S. Reporter’s merchandise exports and imports may differ from the U.S. Reporter’s sales to, or purchases from, foreign entities if any of the goods were not actually charged or consigned. Thus, for example, if the value of exports was charged or consigned in FY 2000, but exclude goods shipped to an unaffiliated foreigner in another country. If the data are on the "shipped" basis, this is a U.S. export to an unaffiliated foreigner, not to the foreign affiliate.

If a material difference exists between the "charged" and "shipped" bases, trade must be reported on the "shipped" basis. To do this, the U.S. Reporter may have to derive the data from export and import declarations, Customs and other shipping and documenting sources, rather than from accounting records, or may have to otherwise adjust its data from a "charged" to a "shipped" basis.

Timing — Only include goods actually shipped between the United States and a foreign country during FY 1999 regardless of when the goods were charged or consigned. For example, include goods shipped by the U.S. Reporter to an affiliate in FY 1999 that were charged or consigned in FY 2000, but exclude goods shipped to an affiliate in FY 1998 that were charged or consigned to the affiliate in FY 1999.

Trade of the U.S. Reporter — Goods shipped by, or to, the U.S. Reporter, whether or not actually charged or consigned by, or to, the U.S. Reporter or otherwise considered to be trade by the U.S. Reporter. By (or to) whom goods were shipped — Shipments by, or to, an entity refers to the physical movement of merchandise to or from the U.S. customs area by, or to, that entity regardless of by, or to, whom the merchandise was charged or consigned. For example, if the U.S. Reporter charges goods to a foreign affiliate in France but ships the goods to an unaffiliated foreigner in Switzerland, the goods are considered U.S. merchandise exports by the U.S. Reporter to the unaffiliated foreigner in Switzerland and should be recorded as such on the U.S. Reporter’s Form BE-10A. Or if goods were charged by the U.S. Reporter to an affiliate but shipped to the affiliate by another U.S. Person, the goods should be considered an export by “other U.S. Persons,” not by the U.S. Reporter, and not reported on Form BE-10A.

Note — Merchandise shipped by an independent carrier or a freight forwarder at the expense of an entity are shipments by that entity.

Valuation of exports and imports — Value U.S. merchandise exports and imports f.o.b. (free on board) at the point of loading the goods aboard the export carrier at the U.S. or foreign port of exportation, including the sale value of the goods for the purpose of shipping (or cost if not sold), packaging costs, and inland freight and insurance. It excludes all transportation costs, such as loading costs, U.S. and foreign import duties, and freight and insurance costs of exportation to the port of entry.

Specify the applicable laws or regulations that are relevant to the content of the document.
1. Name of U.S. Reporter of foreign affiliate — Same as item 1, Form BE-10A

2. Name of foreign affiliate being reported — Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Forms BE-11 and BE-577.

IMPORTANT

Read the Instruction Booklet, which contains definitions and reporting requirements, before completing this form. "Additional" Instructions specific to the line items and "Special" instructions for dealers in financial instruments and finance, insurance, and real estate companies are provided at the back of this form. For banks and bank holding companies, see the report forms for banks and the Instruction Booklet, Part I.C.

- Who must report — The U.S. Reporter must file Form BE-10B(LF) for each majority-owned nonbank foreign affiliate for which total assets, sales or gross operating revenues, excluding sales taxes; OR net income after provision for foreign taxes was greater than $100 million (positive or negative) at any time during the affiliate’s 1999 fiscal year. See Instruction Booklet, Part I, for detailed reporting requirements.

- Foreign affiliate’s 1999 fiscal year — The foreign affiliate’s financial reporting year that has an ending date in calendar year 1999. See Instruction Booklet, Part II.A.

- Due date — A complete BE-10 report is due on the following dates:
  - May 31, 2000 for a U.S. Reporter required to file fewer than 50 Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK;
  - June 30, 2000 for a U.S. Reporter required to file 50 or more Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK.

- Translation of foreign currency financial and operating data into U.S. dollars — Use U.S. generally accepted accounting principles (FASB 52). See Instruction Booklet, Part IV.B.

- Currency amounts — Report in U.S. dollars rounded to thousands (omitting 000). Do not amount in the shaded portions of each line.

- Contact us for help — Telephone: 202-606-5566; FAX: 202-606-5312 or 5317; E-mail: be10/11@bea.doc.gov.

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — See Additional Instructions for Part I on page 17 at the back of this form.

3. Number of foreign affiliates consolidated in this report — Do not consolidate affiliates located in two different countries. See the Instruction Booklet, Part I.B.2.c.(1). If your answer to this question is 2 or more, you must complete Supplement B (page 15) of this report. If this report is for a single foreign affiliate, enter “1” in the box.

4. Does this foreign affiliate have a direct equity interest in other foreign affiliates, including branches of this affiliate, that are not fully consolidated in this BE-10BLF? — Mark (X) one.

5. Form of organization of this foreign affiliate — Mark (X) one.

6. Country of incorporation or organization of this foreign affiliate — Mark (X) one.

7. Country of location — Country in which this foreign affiliate’s physical assets are located or where its primary activity is carried out — Mark (X) one.

8. This foreign affiliate’s financial books and records are kept in — Mark (X) one.

9. The ending date of this foreign affiliate’s 1999 fiscal year.
10. Was the foreign business enterprise a foreign affiliate of the U.S. Reporter for only part of FY 1999?

<table>
<thead>
<tr>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐</td>
<td>☐</td>
</tr>
</tbody>
</table>

If “Yes,” the U.S. Reporter — Mark (X) one

- Establish the foreign affiliate?
- Acquire a voting interest of 10 percent or more in an existing foreign company from a foreign person?
- Acquire a voting interest of 10 percent or more in this affiliate from a U.S. person? — Give name and address of U.S. person.

11. Was there a change in the entity due to mergers, acquisitions, divestitures, etc., or a change in accounting principles during FY 1999 that caused FY 1998 data to be restated? Mark (X) one.

<table>
<thead>
<tr>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐</td>
<td>☐</td>
</tr>
</tbody>
</table>

If “Yes,” was the affiliate — Mark (X) one

- Merged or reorganized?
- Sold: to a U.S. person — Give name and address of U.S. person.
- Liquidated?
- Seized?

<table>
<thead>
<tr>
<th>☐</th>
<th>☐</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued

DIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — Enter percent of ownership, to a tenth of one percent, based on total voting stock, voting stock-equivalent, or share of undistributed earnings, as applicable, of an incorporated affiliate, or an equivalent interest if an unincorporated affiliate, held directly by the U.S. Reporter named in item 1 — Report equity interest and voting interest.

<table>
<thead>
<tr>
<th>Equity interest</th>
<th>Voting interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>1999 (1)</td>
<td>1999 (2)</td>
</tr>
<tr>
<td>%</td>
<td>%</td>
</tr>
</tbody>
</table>

Other foreign affiliate(s) of U.S. Reporter named in Item 1 — If entry is made here, complete items 15 through 17.

<table>
<thead>
<tr>
<th>Percent direct ownership in foreign affiliate (c)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Close FY 1999 (b)</td>
</tr>
<tr>
<td>a. 1191</td>
</tr>
<tr>
<td>b. 1192</td>
</tr>
<tr>
<td>c. 1193</td>
</tr>
</tbody>
</table>

Percent of ownership at close of fiscal year

<table>
<thead>
<tr>
<th>Equity interest</th>
<th>Voting interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>1999 (1)</td>
<td>1999 (2)</td>
</tr>
<tr>
<td>%</td>
<td>%</td>
</tr>
</tbody>
</table>

18. TOTAL OF DIRECTLY HELD VOTING OWNERSHIP INTERESTS — Sum of items 12 through 17

<table>
<thead>
<tr>
<th>1999</th>
<th>1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>%</td>
</tr>
</tbody>
</table>

19. INDIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — If there is an entry in item 15, enter U.S. Reporter’s percent of indirect ownership in this affiliate. See Instruction Booklet, Part I.A.2., for instructions on how to complete indirect ownership percentages.

<table>
<thead>
<tr>
<th>Percent indirect ownership in this foreign affiliate (d)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Close FY 1999 (b)</td>
</tr>
<tr>
<td>a. 1191</td>
</tr>
<tr>
<td>b. 1192</td>
</tr>
<tr>
<td>c. 1193</td>
</tr>
</tbody>
</table>

20. Identification of foreign affiliate parent(s) — If there is an entry in item 13, column (3) or column (4)—Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (d) the name of the foreign affiliate that holds a direct ownership interest in it.

<table>
<thead>
<tr>
<th>Name and ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate (a)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEA USE ONLY</td>
</tr>
<tr>
<td>Close FY 1999 (b)</td>
</tr>
<tr>
<td>a. 1191</td>
</tr>
<tr>
<td>b. 1192</td>
</tr>
<tr>
<td>c. 1193</td>
</tr>
</tbody>
</table>
21. Do two or more U.S. persons each directly or indirectly own or control at least 10 percent of this foreign affiliate's voting rights? Mark (X) one.

1  Yes — Item 14 or 15 on page 2 must have an entry, and either item 22 or 23 must be completed. See Instruction Booklet, Part I.B.2.c.(2).

2  No — Skip to item 28.

22. If the answer to item 21 is "Yes," and the U.S. Reporter named in item 1 is submitting the Parts II and IV data (i.e., the "complete" report) for this foreign affiliate — Give name(s) and mailing addresses of the other U.S. Reporter(s) who is(are) not submitting the data.

<table>
<thead>
<tr>
<th>Name</th>
<th>Mailing address</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

23. If the answer to item 21 is "Yes," and if the U.S. Reporter named in item 1 is not submitting the Parts II and IV data (i.e., is submitting a "partial" report) for this foreign affiliate — Give name and mailing address of U.S. Reporter who is submitting the data.

24. BEA USE ONLY

25. BEA USE ONLY

26. BEA USE ONLY

27. BEA USE ONLY

28. Major activity of foreign affiliate — Mark (X) one

1  Production of goods — The foreign affiliate is primarily engaged in construction, mining or extracting (including exploration and development), manufacturing, fabricating, assembling, processing, or growing a good. These activities are coded in 1110 through 1140, 2111 through 2127, 2330 through 2350, and 3111 through 3399 of the list of ISI codes.

2  Sales of goods — The foreign affiliate is primarily engaged in selling (at wholesale or retail) goods that it does not produce. These activities are coded in 4211 through 4540 of the list of ISI codes.

3  Services — The foreign affiliate is primarily engaged in providing a service such as utilities, transportation and warehousing; information (including newspaper, periodical, book, and database publishers, and software publishers); finance and insurance; professional, scientific, and technical services; holding companies; administrative and support, waste management and remediation; Accommodations and food services (including restaurants, and eating places), etc. These activities are coded in 1150, 2132, 2133, 2211 through 2213, and 4810 through 8130 of the list of ISI codes.

29. What is the MAJOR product or service involved in this activity? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets to sell at wholesale.") — Please print or typewrite.

30. Largest sales or gross operating revenues

31. 2nd largest sales or gross operating revenues

32. 3rd largest sales or gross operating revenues

33. 4th largest sales or gross operating revenues

34. 5th largest sales or gross operating revenues

35. 6th largest sales or gross operating revenues

36. 7th largest sales or gross operating revenues

37. Sales or gross operating revenues not accounted for above

38. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 30 through 37 (Must equal item 41 and also item 52, column (1)).

39. BEA USE ONLY

40. BEA USE ONLY
### Section A — Income Statement

**INCOME**

41. Sales or gross operating revenues, excluding sales taxes — Must equal Item 38, column (2) and also Item 52, column (1). (Dealers in financial instruments see Special Instructions, A.1., page 20; insurance companies see Special Instructions, B.3.c., page 29.)

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2041</td>
<td>$</td>
</tr>
</tbody>
</table>

42. Income from equity investments in foreign affiliates — For foreign affiliates owned 20 percent or more (including those that are majority-owned), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends. Do not include interest income. 2044

43. Income from other equity investments 2045

44. Certain realized and unrealized gains (losses) — Include gains (losses) net of income tax effects resulting from:

- Sale, disposition, or revaluation of investment securities (Dealers in financial instruments and finance and insurance companies see Special Instructions, A.1., page 20);
- Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets. (Real estate companies see Special Instructions, A.2., page 20);
- Remeasurement of the foreign affiliate’s foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the period and transaction gains (losses) taken to income in accordance with FASB 52;
- Extraordinary items (except those resulting from legal judgments and accidental damage to fixed assets) and other unusual or infrequently occurring items.

45. Other income — Specify 2046

46. TOTAL INCOME — Sum of Items 41 through 45 2046

**COSTS AND EXPENSES**

47. Cost of goods sold or services rendered and selling, general, and administrative expenses — (Insurance companies see Special Instructions, B.3.e., page 20.) 2047

48. Foreign income taxes — Provision for foreign income taxes for FY 1999 2048

49. Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation — Specify 2049

50. TOTAL COSTS AND EXPENSES — Sum of Items 47 through 49 2050

**NET INCOME**

51. NET INCOME (LOSS) — Item 46 minus Item 50 2051

### Section B — Distribution of Sales or Gross Operating Revenues

Distribute the foreign affiliate’s sales or gross operating revenues among three categories — sales of goods, services, and investment income in accordance with FASB 52; to changes in foreign exchange rates during the period and transaction gains (losses) taken to income in accordance with FASB 52; and also item 52, column (1). (Dealers in financial instruments see B.3.b., page 29; insurance companies see B.3.d., page 29.)

#### 52. Sales or gross operating revenues, excluding sales taxes

- Column (1) equals Item 38 column (2) through (7) 2052
- Each column of line 52 equals the sum of Items 53, 54, and 55.

<table>
<thead>
<tr>
<th>Type</th>
<th>Local sales</th>
<th>Sales to U.S.</th>
<th>Sales to other countries</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>columns (1)</td>
<td>columns (2)</td>
<td>columns (3)</td>
</tr>
<tr>
<td>5252</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>5253</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>5254</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>5255</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

#### BY TYPE

53. Sales of goods 2053

54. Sales of services 2054

55. Investment income 2055
**Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — Continued**

### Section B — Distribution of Sales or Gross Operating Revenues — Continued

#### BY COUNTRY OF DESTINATION

The sum of items 56 through 64, column (1) and (2) equals item 52, columns (6) and (7), respectively.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>56. Canada</td>
<td>2056</td>
<td></td>
</tr>
<tr>
<td>57. European Union*, excluding the United Kingdom</td>
<td>2057</td>
<td></td>
</tr>
<tr>
<td>58. United Kingdom</td>
<td>2058</td>
<td></td>
</tr>
<tr>
<td>59. Other Europe</td>
<td>2059</td>
<td></td>
</tr>
<tr>
<td>60. Latin America and Other Western Hemisphere</td>
<td>2060</td>
<td></td>
</tr>
<tr>
<td>61. Africa</td>
<td>2061</td>
<td></td>
</tr>
<tr>
<td>62. Middle East</td>
<td>2062</td>
<td></td>
</tr>
<tr>
<td>63. Japan</td>
<td>2063</td>
<td></td>
</tr>
<tr>
<td>64. Other Asia and Pacific</td>
<td>2064</td>
<td></td>
</tr>
</tbody>
</table>

* Includes Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, and the United Kingdom. Report the United Kingdom in item 58 and not in item 57.

### Section C — Number of Employees and Employee Compensation — See Additional Instructions for Part II, Section C, on page 17 at the back of this form.

#### NUMBER OF EMPLOYEES

- Employees on the payroll at the end of FY 1999 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given if it is a reasonable estimate of employees on the payroll at the end of FY 1999. If the number of employees at the end of FY 1999 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 1999. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

- Employee benefit plans — Employer expenditures for all employee benefit plans including those required by statute. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

#### EMPLOYMENT OF PRODUCTION WORKERS ENGAGED IN MANUFACTURING ACTIVITIES

- Complete items 73, 74, and 75 only if the foreign affiliate has manufacturing activities, i.e., has at least one manufacturing code (ISI codes 3111–3399) entered in items 30 through 36 above. If more than one manufacturing code is shown, include data for production workers in all manufacturing activities combined.

- Number of production workers engaged in manufacturing activities

#### Total Compensation of Production Workers

- Wages and salaries and employer expenditures for employee benefit plans for production workers reported in item 73.

### Additional Notes

- If total number of employees, item 68, or total employee compensation, item 72, is zero — Explain.
### Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — Continued

#### Section D — Balance Sheet

See Additional Instructions for Part II, Section D on page 18 at the back of this form.

Disaggregate all asset and liability items in the detail shown. Show accounts receivable and payable between the U.S. Reporter and its foreign affiliate in the proper asset and liability accounts of the foreign affiliate. Do not report them as a net amount.

**FORM BE-10B(LF) (REV. 7/99) Page 6**

<table>
<thead>
<tr>
<th>ASSETS (Insurance companies see Special Instructions, B.3.a., page 20)</th>
<th>Close FY 1999 (1)</th>
<th>Close FY 1998 (unrelated) (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CASH ITEMS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>76. Cash items</td>
<td>2076</td>
<td>$</td>
</tr>
<tr>
<td><strong>TRADE ACCOUNTS AND TRADE NOTES RECEIVABLE, CURRENT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>77. Trade accounts and trade notes receivable, current — Net of allowance for doubtful items</td>
<td>2077</td>
<td></td>
</tr>
<tr>
<td><strong>OTHER CURRENT RECEIVABLES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>78. Other current receivables — Net of allowance for doubtful items</td>
<td>2079</td>
<td></td>
</tr>
<tr>
<td><strong>INVENTORIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>79. Inventories</td>
<td>2079</td>
<td></td>
</tr>
<tr>
<td><strong>OTHER CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>80. Other current assets, including land held for resale and current marketable securities</td>
<td>2080</td>
<td></td>
</tr>
<tr>
<td><strong>LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>81. Land</td>
<td>2081</td>
<td></td>
</tr>
<tr>
<td><strong>OTHER PROPERTY, PLANT, AND EQUIPMENT — GROSS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>82. Other property, plant, and equipment</td>
<td>2082</td>
<td></td>
</tr>
<tr>
<td><strong>ACCUMULATED DEPRECIATION AND DEPLETION</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>83. Accumulated depreciation and depletion</td>
<td>2083</td>
<td></td>
</tr>
<tr>
<td><strong>EQUITY INVESTMENTS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>84. Equity investments in other foreign affiliates of which this affiliate is a parent — Report on an equity basis foreign affiliates owned 20 percent and more (including majority-owned affiliates). Report at cost those owned less than 20 percent.</td>
<td>2084</td>
<td></td>
</tr>
<tr>
<td>85. That portion reported using the equity method</td>
<td>2085</td>
<td></td>
</tr>
<tr>
<td>86. That portion reported using the cost method</td>
<td>2086</td>
<td></td>
</tr>
<tr>
<td><strong>OTHER EQUITY INVESTMENTS AND NONCURRENT MARKETABLE SECURITIES, RECEIVABLES AND OTHER INVESTMENTS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>87. Other noncurrent assets — Other noncurrent assets not reported elsewhere</td>
<td>2087</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>88. TOTAL ASSETS — Sum of Items 76 through 87</td>
<td>2088</td>
<td></td>
</tr>
</tbody>
</table>

---

<table>
<thead>
<tr>
<th>LIABILITIES (Insurance companies see Special instructions, B.3.b., page 20)</th>
<th>Close FY 1999 (1)</th>
<th>Close FY 1998 (unrelated) (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TRADE ACCOUNTS AND TRADE NOTES PAYABLE, CURRENT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>90. Trade accounts and trade notes payable, current</td>
<td>2090</td>
<td></td>
</tr>
<tr>
<td><strong>OTHER CURRENT LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>91. Other current liabilities and long-term debt</td>
<td>2091</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>92. TOTAL LIABILITIES — Sum of Items 89 through 91</td>
<td>2092</td>
<td></td>
</tr>
<tr>
<td><strong>OWNERS’ EQUITY — INCORPORATED AFFILIATE ONLY, complete items 93 through 97</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>93. Capital stock and additional paid-in capital</td>
<td>2093</td>
<td></td>
</tr>
<tr>
<td>94. Retained earnings (deficit)</td>
<td>2094</td>
<td></td>
</tr>
<tr>
<td><strong>OWNERS’ EQUITY — UNINCORPORATED AFFILIATE ONLY, complete items 98 and 99</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>95. Translation adjustment — Cumulative amount at year end (per FASB 52)</td>
<td>2095</td>
<td></td>
</tr>
<tr>
<td>96. Other — Include involuntarily (or legally) restricted earnings — Specify</td>
<td>2096</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL OWNERS’ EQUITY (INCORPORATED FOREIGN AFFILIATE)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>97. TOTAL OWNERS’ EQUITY (INCORPORATED FOREIGN AFFILIATE) — Equals items 88 minus item 92 and, equals the sum of Items 93 through 96.</td>
<td>2097</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL OWNERS’ EQUITY (UNINCORPORATED FOREIGN AFFILIATE)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>98. TOTAL OWNERS’ EQUITY (UNINCORPORATED FOREIGN AFFILIATE) — Equals item 88 minus Item 92.</td>
<td>2098</td>
<td></td>
</tr>
<tr>
<td>99. Translation adjustment — Cumulative amount at year end (per FASB 52) — That portion of item 98 representing the affiliate’s cumulative translation adjustment account.</td>
<td>2099</td>
<td></td>
</tr>
</tbody>
</table>

---

**CLOSE FY 1999**

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>WITH U.S. REPORTER(S) OF THIS AFFILIATE</th>
<th>WITH OTHER U.S. PERSONS</th>
<th>WITH PERSONS IN THIS AFFILIATE’S COUNTRY OF LOCATION</th>
<th>WITH OTHER FOREIGN PERSONS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT AND NONCURRENT RECEIVABLES AND FINANCIAL INVESTMENTS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>100. Current and noncurrent receivables and financial investments — Column (1) equals the sum of Items 77, 78, 86, and that part of Item 80, column (1), that is marketable securities.</td>
<td>2100</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CURRENT LIABILITIES AND LONG-TERM DEBT</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>101. Current liabilities and long-term debt — Column (1) equals the sum of Items 89 and 90, column (1).</td>
<td>2101</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — Continued

### Section F — Property, Plant and Equipment (PP&E)

- **PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized tangible and intangible exploration and development costs. It excludes other types of intangibles, assets, and land held for resale.**

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>102.</td>
<td>Net book value of PP&amp;E at close FY 1998</td>
<td>$2112</td>
</tr>
<tr>
<td>103.</td>
<td>Changes during FY 1999</td>
<td></td>
</tr>
<tr>
<td>104.</td>
<td>Net book value of transfers in from the U.S. Reporter or other foreign affiliates of U.S. Reporter</td>
<td>$2104</td>
</tr>
<tr>
<td>105.</td>
<td>Land and mineral rights, including timber</td>
<td>$2106</td>
</tr>
<tr>
<td>106.</td>
<td>PP&amp;E other than land, mineral and timber rights</td>
<td>$2108</td>
</tr>
<tr>
<td>107.</td>
<td>Depreciation</td>
<td>$2110</td>
</tr>
<tr>
<td>108.</td>
<td>depletion</td>
<td>$2112</td>
</tr>
</tbody>
</table>

### Section G — Change in Retained Earnings of Incorporated Foreign Affiliate or in Total Owners’ Equity of Unincorporated Foreign Affiliate

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>113.</td>
<td>Balance, close FY 1998</td>
<td>$2113</td>
</tr>
<tr>
<td>114.</td>
<td>Net income (loss)</td>
<td>$2114</td>
</tr>
<tr>
<td>115.</td>
<td>Dividends or net income remitted to owners</td>
<td></td>
</tr>
<tr>
<td>116.</td>
<td>Stock dividends</td>
<td></td>
</tr>
<tr>
<td>117.</td>
<td>Certain unrealized gains (losses) not included in the determination of net income</td>
<td></td>
</tr>
<tr>
<td>118.</td>
<td>Other increases (decreases)</td>
<td></td>
</tr>
<tr>
<td>119.</td>
<td>Balance, close FY 1999</td>
<td>$2118</td>
</tr>
</tbody>
</table>

**Remarks**
### Section H — Interest, production royalty payments, taxes and subsidies.

**120. Interest received** — Interest received by affiliate from, or credited to affiliate by, all payors, net of tax withheld at the source. Include all interest receipts included in items 41 and 45. Do not net against interest paid, item 121.

**121. Interest paid** — Interest paid, or credited, to all payees by the affiliate, gross of tax withheld. Do not net against interest received, item 120.

**122. Production royalty payments to foreign governments for natural resources, total** — Report amounts paid or accrued for the year to foreign governments, their subdivisions and agencies. Include payments in kind at market value.

**123. Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments)** — Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. Include amounts paid or accrued for the year, net of refunds or credits, to foreign governments, their subdivision and agencies for:
- a. Sales, value added, consumption, and excise taxes collected by the affiliate on goods and services that the affiliate sold;
- b. Property taxes and other taxes on the value of assets or capital;
- c. Any remaining taxes (other than income or payroll taxes); and
- d. Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (other than production royalty payments).

**124. Subsidies received** — Monetary grants received from governments. Include all grants received from governments and quasi-governments that are not payments for property, goods, or services purchased, whether these receipts are reflected in current income, or used for investments in, or to cover losses of, property, plant, and equipment.

**125. BEA USE ONLY**

### Section I — Technology

**NOTE** — Items 126 through 128 pertain to R&D performed by the foreign affiliate, including R&D performed by the affiliate for others under contract. This is the basis on which National Science Foundation surveys request information on R&D. The FASB measure of R&D (i.e., R&D from which the firm benefits) is the sum of items 127 and 129.

**126. R&D performed BY the affiliate, total** — Sum of items 127 and 128

**127. For the foreign affiliate’s own account**

**128. For others (including U.S. parents) under contract**

**129. R&D performed FOR the affiliate by others (including the U.S. parent) on a contractual basis**

- **ROYALTIES, LICENSE FEES, AND OTHER FEES FOR THE USE, SALE, OR PURCHASE OF INTANGIBLE PROPERTY**
  - **Receipts** — Include royalties, license fees, and other amounts received by or credited to this affiliate for the use or sale of intangible property.

**130. Total Receipts** — Sum of items 131, 132, and 133

**131. Received from or credited by U.S. persons other than the U.S. Reporter(s) of this affiliate**

**132. Received from or credited by other foreign affiliate(s) of the U.S. Reporter(s) of this affiliate**

**133. Received from or credited by other foreign persons**

**Payments** — Include royalties, license fees, and other amounts paid or credited by this affiliate for the use or purchase of intangible property.

**134. Total Payments** — Sum of items 135, 136, and 137

**135. Paid to U.S. persons other than the U.S. Reporter(s) of this affiliate**

**136. Paid to other foreign affiliate(s) of the U.S. Reporter(s) of this affiliate**

**137. Paid to other foreign persons**

**138. BEA USE ONLY**

Remarks
### Part III — INVESTMENT AND TRANSACTIONS BETWEEN FOREIGN AFFILIATE AND THE U.S. REPORTER

#### Section A — U.S. Reporter's Equity in Foreign Affiliate's Net Income, Certain Realized and Unrealized Gains (Losses), and Dividends or Distributed Earnings

**140. Net income (loss) after provision for foreign income taxes** — Enter U.S. Reporter's share of net income (loss), item 51.

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>140</td>
<td>$3140</td>
</tr>
</tbody>
</table>

**141. Dividends on common and preferred stock of incorporated foreign affiliate (exclude stock and liquidating dividends) or distributed earnings of unincorporated foreign affiliate** — Gross amount

**142. Tax withheld on dividends or distributed earnings in item 143**

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>142</td>
<td>$3143</td>
</tr>
</tbody>
</table>

**143. Dividends on common and preferred stock of incorporated foreign affiliate or distributed earnings of unincorporated foreign affiliate — Net amount (item 143 minus item 144)**

### Section B — Debt and Other Intercompany Balances Between Foreign Affiliate and U.S. Reporter

**147. Owe to U.S. Reporter by the affiliate** — That portion of items 89 and 90 representing amounts owed to U.S. Reporter

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>147</td>
<td>$3147</td>
</tr>
</tbody>
</table>

**148. Owe to affiliate by the U.S. Reporter** — That portion of items 77, 78 and 86 representing amounts due from U.S. Reporter

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>148</td>
<td>$3148</td>
</tr>
</tbody>
</table>

### Remarks

---
Section C — Change in U.S. Reporter's Equity in Capital Stock and/or Additional Paid-in Capital of Incorporated Foreign Affiliate — See Additional Instructions for Part III, Section C, on page 18 at the back of this form.

Report transactions during the year that changed the U.S. Reporter's equity holdings in the foreign affiliate. Include equity changes due to treasury stock transactions with the U.S. Reporter and liquidating dividends. Exclude equity changes due to net income (loss), stock and cash dividends, earnings distributions, balance sheet translation adjustments, treasury stock transactions with persons other than the U.S. Reporter and reorganizations in capital structure that do not affect total equity. Report all amounts at transaction value, i.e., the value of the consideration given (received) by the U.S. Reporter.

### INCREASE IN U.S. REPORTER'S EQUITY INTEREST IN THIS AFFILIATE

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>150. Establishment of affiliate or acquisition (partial or total) of equity interest in this affiliate by U.S. Reporter either from this affiliate or from other foreign persons</td>
<td>$158</td>
</tr>
<tr>
<td>151. Capital contributions and other transactions of the U.S. Reporter with foreign persons that increase equity in this affiliate — Specify</td>
<td>$151</td>
</tr>
<tr>
<td>152. Acquisition (partial or total) of equity interest in this affiliate by U.S. Reporter from other U.S. persons</td>
<td>$152</td>
</tr>
</tbody>
</table>

### DECREASE IN U.S. REPORTER'S EQUITY INTEREST IN THIS AFFILIATE

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>153. Liquidation of affiliate or sale (partial or total) of equity interest in this affiliate by the U.S. Reporter either to this affiliate or to other foreign persons</td>
<td>$153</td>
</tr>
<tr>
<td>154. Return of capital contributions to the U.S. Reporter and other transactions of the U.S. Reporter with foreign persons that decrease equity in this affiliate — Specify</td>
<td>$154</td>
</tr>
</tbody>
</table>

### TOTAL — Equals sum of items 150, 151, and 152, minus sum of items 153, 154 and 155

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>156. TOTAL —</td>
<td>$158</td>
</tr>
</tbody>
</table>

### For Items 150 through 155, enter the amounts by which the transaction value —

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>For acquisition (1)</td>
<td>$150</td>
</tr>
<tr>
<td>For liquidation or sale (2)</td>
<td>$155</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>157. Exceeds the value carried on the books of the affiliate</td>
<td>$157</td>
</tr>
<tr>
<td>158. Is less than the value carried on the books of the affiliate</td>
<td>$158</td>
</tr>
</tbody>
</table>

Section D — Receipts and Payments Between the U.S. Reporter and Foreign Affiliate — See Additional Instructions for Part III, Section D, on page 19 at the back of this form.

Report these items based on the books of the U.S. Reporter. Enter amounts received, paid, or entered into intercompany accounts, whichever occurred first.

### Receipts by U.S. Reporter from foreign affiliate

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net of foreign tax withheld</td>
<td>$160</td>
</tr>
<tr>
<td>Foreign tax withheld</td>
<td>$161</td>
</tr>
<tr>
<td>Net of U.S. tax withheld</td>
<td>$162</td>
</tr>
<tr>
<td>U.S. tax withheld</td>
<td>$163</td>
</tr>
</tbody>
</table>

### Payments by U.S. Reporter to foreign affiliate

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net of foreign tax withheld</td>
<td>$164</td>
</tr>
<tr>
<td>Foreign tax withheld</td>
<td>$165</td>
</tr>
<tr>
<td>Net of U.S. tax withheld</td>
<td>$166</td>
</tr>
<tr>
<td>U.S. tax withheld</td>
<td>$167</td>
</tr>
</tbody>
</table>

### Additional Instructions for Part III, Section D

- **By type** — See the Additional Instructions, page 19, at the back of this form for an explanation of how to report each type of service.
  - a. **Insurance services** — To avoid duplication with other BEA surveys, report only receipts or payments between a foreign insurance affiliate and those parts of the fully consolidated U.S. Reporter that are not insurance companies (i.e., not in ISS codes 5243 or 5249). $168
  - b. **Financial services** $169
  - c. **Transportation** $170
  - d. **Computer and information services** $171
  - e. **Communication services** $172
  - f. **Other services** — Such as management, professional, technical, or other services — Specify primary type(s) of service(s). $173

### Additional Instructions for Part III, Section E

166.—171. BEA USE ONLY $174
### IMPORTANT NOTES

This section requires the reporting of data on U.S. merchandise trade of the foreign affiliate in FY 1999. Report data on a “shipped” basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do not record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

Foreign affiliates normally keep their accounting records on a “charged” basis, i.e., on the basis of when and to (or by) whom the goods were charged. The “charged” basis may be used if there is no material difference between it and the “shipped” basis. If there is a material difference, the “shipped” basis must be used or adjustments made to the data on a “charged” basis to approximate a “shipped” basis.

172. On what basis were the trade data in the section prepared? — Mark (X) one.

- [ ] “Shipped” basis
- [ ] “Charged” basis without adjustments, because there is no material difference between the “charged” and “shipped” bases.
- [ ] “Charged” basis with adjustments to correct for material differences between the “charged” and “shipped” bases.

### Section A — U.S. MERCHANDISE EXPORTS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>Shipped by U.S. Reporter(s)</th>
<th>Shipped by other U.S. persons</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(1)</td>
<td>(2)</td>
</tr>
</tbody>
</table>

#### BY PRODUCT

- 173. Total goods shipped in FY 1999 from the U.S. to this affiliate
  - a. Sum of items 174 through 183 must equal item 173, and
  - b. Sum of items 184 through 187 must also equal item 173.

#### BY INTENDED USE

- 181. Other transport equipment (SITC 79) — Include all parts that are shipped separately may be in this or another classification.*
- 182. Other products (SITC 4, 6, 8, and 9) — Specify all entries greater than $10 million.

### Remarks

- Some parts that are shipped separately are included in items 181 and 182; however, others are included in product categories appropriate to the type of part based, not on the part’s end-use, but rather on the main type of material from which it is made or its general function. Major examples of such parts are gasoline and diesel engines (include in item 178); air conditioners for motor vehicles (item 178); lamps, batteries, and electrical parts for engines (item 180); and tires and tubes (item 183). For more complete information, see the Guide to Industry and Foreign Trade Classifications for International Surveys, page 50.
### Section B — U.S. MERCHANDISE IMPORTS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port) — Continued

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>TOTAL</th>
<th>Shipped to U.S. Reporter(s)</th>
<th>Shipped to other U.S. persons</th>
</tr>
</thead>
<tbody>
<tr>
<td>188</td>
<td>Total goods shipped in FY 1999 to the United States by this affiliate — Equals the sum of items 189 through 198</td>
<td>$321</td>
<td>$4191</td>
<td>$321</td>
</tr>
<tr>
<td>189</td>
<td>Food, live animals, beverages, and tobacco (SITC 0 and 1)</td>
<td>$321</td>
<td>$4193</td>
<td>$321</td>
</tr>
<tr>
<td>190</td>
<td>Crude materials, inedible, except fuels (SITC 2)</td>
<td>$321</td>
<td>$4195</td>
<td></td>
</tr>
<tr>
<td>191</td>
<td>Mineral fuels, lubricants and related materials (SITC 3)</td>
<td>$321</td>
<td>$4196</td>
<td></td>
</tr>
<tr>
<td>192</td>
<td>Chemicals and related products (SITC 5)</td>
<td>$321</td>
<td>$4197</td>
<td></td>
</tr>
<tr>
<td>193</td>
<td>Industrial machinery and equipment (SITC 71–74)</td>
<td>$321</td>
<td>$4198</td>
<td></td>
</tr>
<tr>
<td>194</td>
<td>Office machines and automatic data processing machines (SITC 75)</td>
<td>$321</td>
<td>$4199</td>
<td></td>
</tr>
<tr>
<td>195</td>
<td>Telecommunications, sound equipment, and other electrical machinery and parts (SITC 76 AND 77)</td>
<td>$321</td>
<td>$4200</td>
<td></td>
</tr>
<tr>
<td>196</td>
<td>Road vehicles (including air-cushion vehicles) and parts (SITC 78) — Include all parts that are shipped with the vehicles. Parts that are shipped separately may be in this or another classification.*</td>
<td>$321</td>
<td>$4201</td>
<td></td>
</tr>
<tr>
<td>197</td>
<td>Other transport equipment (SITC 79) — Include all parts that are shipped with the vehicles. Parts that are shipped separately may be in this or another classification.*</td>
<td>$321</td>
<td>$4202</td>
<td></td>
</tr>
<tr>
<td>198</td>
<td>Other products (SITC 4, 6, 8, and 9) — Specify all entries greater than $10 million.</td>
<td>$321</td>
<td>$4203</td>
<td></td>
</tr>
</tbody>
</table>

* Some parts that are shipped separately are included in items 196 and 197; however, others are included in product categories appropriate to the type of part based, not on the part's end-use, but rather on the main type of material from which it is made or its general function. Major examples of such parts are gasoline and diesel engines (include in item 193); air conditioners for motor vehicles (item 193); lamps, batteries, and electrical parts for engines (item 195); and tires and tubes (item 198). For more complete information, see the Guide to Industry and Foreign Trade Classifications for International Surveys, page 50.
<table>
<thead>
<tr>
<th>(1)</th>
<th>(2)</th>
<th>(3)</th>
<th>Close FY 1999</th>
<th>Close FY 1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>0002</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0003</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0004</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0005</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0006</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0007</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0008</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0009</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0010</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0011</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0012</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0013</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0014</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>0015</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
<td>. %</td>
</tr>
<tr>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>-----</td>
<td>-----</td>
<td>-----</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0016</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0017</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0018</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0019</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0020</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0021</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0022</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0023</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0024</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0025</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0026</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0027</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0028</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0029</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0030</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0031</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0032</td>
<td>. %</td>
<td>. %</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### BE-10B(LF) Supplement B

**NAME OF FOREIGN AFFILIATE**

<table>
<thead>
<tr>
<th>(1)</th>
<th>(2)</th>
<th>(3)</th>
<th>(4)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2013</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2014</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2015</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2016</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2017</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2018</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2019</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2020</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
<tr>
<td>2021</td>
<td>.</td>
<td>%</td>
<td>.</td>
</tr>
</tbody>
</table>

**NOTE**

Consolidate affiliates only if they are located in the same country and are in the same BEA 4-digit industry or are integral parts of the same business operation.

---

**TEXT**

Supplement B — This list must be completed for the foreign affiliate for which the U.S. Reporter is reporting consolidated financial and operating data to BEA; each foreign affiliate fully consolidated must be more than 10 percent owned, directly or indirectly, by the U.S. Reporter and must also be more than 50 percent owned by the foreign affiliate named in item 2, of Form BE-10B(LF). The number of foreign affiliates listed below plus the reporting foreign affiliate must agree with Part I, Item 3, of Form BE-10B(LF). Continue listing onto as many copied pages as needed.
<table>
<thead>
<tr>
<th>(1)</th>
<th>(2)</th>
<th>(3)</th>
<th>(4)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Part I — IDENTIFICATION OF FOREIGN AFFILIATE

7. Country of location — Enter "International" if the affiliate is engaged in petroleum shipping, other water transportation, or oil and gas exploration, and has exploration or production operations spanning more than one country. For example, classify as "International" an oil drilling rig that moves from country to country during the year.

   Equity interest is the U.S. Reporter’s direct ownership in the total equity and reinvesting of the affiliate. Examples of nonvoting equity include nonvoting stock and a limited partner’s interest in a partnership.
   Voting interest is the U.S. Reporter’s direct ownership in just the voting equity of the affiliate. Examples of voting equity include voting stock and a general partner’s interest in a partnership. Thus, a U.S. Reporter could have a 100 percent voting interest in an affiliate but own less than 100 percent of the affiliate’s total equity.

30.—38. Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. Dealers in financial instruments, financial insurance, and real estate receive special instructions on page 20. Also see Additional Instructions for Part II, Section A, item 41 below.

   Holding companies (ISIC code 5512) must show total income as reported in item 46. To be considered a holding company, income from equity investments (items 42 and 43) must be more than 50 percent of total income (item 46). In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISIC code 5512 (holding company) is an invalid classification if more than 50 percent of income generated, or expected to be generated, by the affiliate is from non-holding-company activities.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

Section A — Income Statement

41. Sales or gross operating revenues — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Include sales or consumption taxes levied on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Affiliates classified in ISIC codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISIC codes 5243 and 5249 should include gross investment income on this line. Dealers in financial instruments and financial insurance, and real estate companies see Special Instructions on page 20.

42. Income from equity investments in foreign affiliates — Report income from equity investments shown on lines 84 and 85 of all foreign affiliates whether or not they are required to file a form BE-10. Do not report interest income here. Report interest on lines 41 or 45 as appropriate.

43. Income from other equity investments — Report income from equity investments included on line 86. For investments carried on the cost basis, report earnings during the reporting period. For investments carried on the basis, report dividends. Do not include interest income on lines 41 or 45 as appropriate.

45. Other income — Report non-operating and other income not included above.

47. Cost of goods sold or services rendered and selling, general and administrative expenses — Report operating expenses that relate to sales or gross operating revenues (Item 41) and to selling, general, and administrative expenses. Include production royalty payments to governments, their subdivisions and agencies, and to other persons. Include depreciation charges representing the amortization of the actual cost of capital assets but exclude all other depreciation charges. Do not include tax or percentage depletion charges. Companies with ISIC codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest expense.


49. Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation — Report income and expense on lines 41 through 48 at their full amounts. Do not report amounts net of minority interest. Instead, include the net effect of any minority interest in the income and expense items as a lump sum on this line.

Section B — Distribution of Sales or Gross Operating Revenues

52.—55. Distribution of Sales or Gross Operating Revenues — Distribute sales consistent with the industry codes reported in columns 2 through 7 based on the location of the property. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services sold as a bundle), classify it as a good or service based on whichever accounts for a majority of the value. If actual figures are not available, give best estimates.

54. Sales of services — Report the source of real estate rental income in columns 2 through 7 based on the location of the property.

55. Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in columns 2 through 7 based on the location of the issuer of the financial instrument whether publicly issued or privately placed. If the location of the issuer is unknown, then substitute the nationality of the issuer. If both the location and nationality of the issuer are unknown, and an intermediary (e.g., trustee, custodian, or nominee) is used to manage the investment instrument (e.g., real estate or mortgage) use the country of location of the intermediary.

Section C — Number of Employees and Employee Compensation

66. Research and development employees — Research and development employees are scientists, engineers, and other professional and technical employees, including managers, who spend all or a majority of their time engaged in scientific and engineering R&D work, at a level that requires knowledge of physical or life sciences, engineering, or mathematics at least equivalent to that acquired through completion of a four-year college course work in one of these fields (i.e., training may be either formal or by experience).

70.—72. Employee compensation — Consists of wages and salaries of employees and employer expenditures for all employee benefit plans.

70. Wages and salaries — Report gross earnings of all employees before deduction of employees’ payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profit sharing amounts, and commissions. Exclude commissions paid to independent personnel who are not employees.

Include direct payments made by employers for vacations, sickness, redundancy, etc; Exclude payments made by or on behalf of, brokers, dealers, and agents, or employees provided by employers as contributors to benefits funds in “employee benefit plans” as discussed in item 71 below.

Include in-kind payments, valued at their cost, that are clearly and primarily of benefit to the employees as consumers. Do not include expenditures that benefit employers as well as employees, such as expenditures for plant facilities, employee training programs, and reimbursement of business expenses.

71. Employee benefit plans — Report employer expenditures for all employee benefit plans, including those mandated by government statute, resulting from collective bargaining contracts and those that are voluntary. Include Social Security and other retirement plans, life and disability insurance, guaranteed sick pay programs, workers’ compensation, group term life insurance, unemployment allowances, unemployment insurance, severance pay funds, etc. Also, include guaranteed retirement, employment and post retirement expenses for FASB 106. If plans are financed jointly by the employer and the employee, include only the contributions of the employer.

73. Number of production workers engaged in manufacturing activities — Production workers are employees directly involved in the manufacturing activities of a business. They work on the physical production of the goods, and the selling and storage of goods-related services (e.g., maintenance and repair), and auxiliary production for a plant’s own use (e.g., power plant). They include working foremen, but exclude other supervisory employees.

Affiliates which maintain employment and payroll records according to national (host country) definitions of wage or manual workers that do not differ significantly from the production worker concept described above, may submit data according to the host country definitions.

74. Hours worked by production workers — Hours worked include standby or reporting time but exclude holiday, vacation, sick leave, or other paid leave. Obtain data on hours worked from the payroll records. However, reasonable estimates are acceptable if using payroll records is burdensome. Such estimates may be derived, for example, by dividing all number of production workers by your estimate of average hours worked per production worker for the reporting period. However, such estimates must include only hours worked (standby or reporting time), and exclude hours paid for holiday, vacation, sick leave, or other paid leave.

Data on hours worked, wages and salaries, and employee benefit plans, is used to derive hourly compensation rates for production workers. To check your estimates, compute the implied hourly compensation rate (i.e., divide the sum of wages and salaries plus employee benefit plans for production workers by their hours worked) to see if it appears reasonable.
Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — Continued

Section D — Balance Sheet

76. Current assets — Include a detailed list of assets in financial institutions and other cash terms. Do NOT include overdrafts as negative cash. Instead, carry overdrafts in item 85 (other current liabilities and long-term debt). Exclude certificates of deposits (CDs) of the affiliate held by others. Instead, report CDs in item 78 (other current receivables) or 86 (other equity investments and noncurrent marketable securities, receivables and other investments) as appropriate.

78. Other current receivables — Include the current portion of CDs held by others.

79. Inventories — Land development companies should exclude land held for resale (include in item 80). Finance and insurance companies should exclude inventories of marketable securities (include in item 80 or 89, as appropriate).


82. Other property, plant, and equipment — Report gross book value of timber, mineral rights and similar rights owned. Also include property, plant, and equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FASB 13. Exclude all other types of intangible assets, and land held for resale. (Unincorporated affiliates include items owned by the U.S. Reporter but in the affiliate’s possession whether or not used by the affiliate.) Insurance companies see Special Instructions B.2, page 20.1.

84. — 85. Equity investments in other foreign affiliates of which this affiliate is a parent — Report this affiliate’s equity investment in other foreign affiliates of the U.S. Reporter(s), including any of these lines which is a partial or complete branch of this affiliate. (If one of these lines has an entry, item 4 of this report must be answered “yes,” the BE-10B(LF) Supplement A must be completed, and item 42 should contain data.)

86. Other equity investments and nonmarketable securities, receivables and other investments — Include the nonmarketable portion of CDs held by others; other equity investments (whether carried at cost or on the equity basis); nonmarketable marketable securities; noncurrent investments and noncurrent trade accounts; and trade notes receivable net of allowance for doubtful items.

87. Other noncurrent assets — Include intangible assets net of amortization, and any other noncurrent assets not reported elsewhere.

90. Other current liabilities and long-term debt — Include overdrafts, other current liabilities not included in item 80, and long-term debt. Include intercompany debt as well as debt with unrelated parties. Also include lease obligations capitalized per FASB 13 with an original maturity of more than one year or with no stated maturity.

91. Other noncurrent liabilities — Include noncurrent items but exclude long-term debt. Include deferred taxes and minority interest in consolidated subsidiaries.

93. Capital stock and additional paid-in capital — Include common and preferred, voting and nonvoting capital stock and additional paid-in capital.

94. Retained earnings (deficit) — Include earnings retained by the corporation and legally available for dividends; earnings voluntarily restricted; and the cumulative balance of unrealized holding gains and losses due to changes in the valuation of available-for-sale securities per FASB 115.

Section F — Property, Plant and Equipment (PP&E) (Items 102 through 112)

Include items leased from others (including land) under capital leases and include the capitalized value of timber, mineral and similar rights leased by the affiliates from others. Do not include items the affiliate has sold under a capital lease. Exclude from expenditures (items 105, 106 and 107) all changes in PP&E, resulting from a change in the entity (e.g., mergers, acquisitions, divestitures, etc.) or accounting principles during FY 1999. Account for such changes in item 103.

For foreign affiliates engaged in exploring for or developing natural resources, include in items 105, 106 and 107 all exploration and development expenditures made during FY 1999 that were capitalized, including capitalized expenditures to acquire mineral rights. Also include amounts for expenditures for expenditures charged against income in prior years but subsequently capitalized during FY 1999.


110. Other increases (decreases) — Include the net book value of sales, retirements, or transfers out of assets, and other increases (decreases) do not include divestitures of subsidiaries. Include divestitures of subsidiaries on line 103. Report gains (losses) from the sale or disposition of property, plant and equipment in item 44.

Section I — Technology

126.—129. Research and development expenditures — Research and development (R&D) includes basic and applied research in science and engineering, and the design and development of prototypes and products. If the purpose of such activity is to: 313

1. Pursue a planned search for new knowledge whether or not the search has reference to a specific application;
2. Apply existing knowledge to the creation of a new product or process, including evaluation of use; or
3. Apply existing knowledge to the employment of a present product or process.

R&D includes the activities described above, whether assigned to separate R&D organizational units of the company or conducted by company laboratories and technical groups that are not a part of a separate R&D organization.

Include all costs incurred to support R&D, including R&D depreciation and overhead. Exclude capital expenditures, routine product testing and quality control conducted during commercial production, geological and geophysical exploration, market research and surveys, and legal work pertaining to patents.

Part III — INVESTMENT AND TRANSACTIONS BETWEEN FOREIGN AFFILIATE AND THE U.S. REPORTER

Section A — U.S. Reporter’s Equity in Foreign Affiliate’s Net Income, Certain Realized and Unrealized Gains (Losses), and Dividends or Distributed Earnings

143. Report this item on the books of the U.S. Reporter. Report amount received or entered into intercompany accounts, whichever occurred first. Include amounts for which payment was made in kind. If a receivable was booked in a prior reporting period, do not report the collection of the receivable in the current period. Show the collection as a reduction to the intercompany account item 141.

Section B — Debt and Other Intercompany Balances Between Foreign Affiliate and U.S. Reporter

147.—148. Disaggregate lease payments into their component parts. Reflect return of capital, consisting of principal payments for capital leases and the depreciation component for operating leases, in items 147 and 148. Report the interest component under capital leases in item 146. Report the net rent for operating leases in item 162.

147. If the foreign affiliate has leased equipment from the U.S. Reporter under a long-term operating lease (i.e., the lease is for more than one year), then:
Include the FY 1999 closing book value of the leased equipment in columns 1 and 3, and:
Include the FY 1998 closing book value of the leased equipment in columns 2 and 4.

The closing net book value of leased equipment would have to be obtained from the books of the U.S. Reporter.

148. If the foreign affiliate has leased equipment to the U.S. Reporter under a long-term operating lease (i.e., the lease is for more than one year), then:
Include the FY 1999 closing book value of the leased equipment in columns 1 and 3, and:
Include the FY 1998 closing book value of the leased equipment in columns 2 and 4.

The closing net book value of leased equipment would be obtained from the books of the foreign affiliate.

Section C — Change in U.S. Reporter’s Equity in Capital Stock and/or Additional Paid-in-Capital of Incorporated Foreign Affiliate and Change in Equity Investment in Unincorporated Foreign Affiliate.

Increase in U.S. Reporter’s Equity Interest in This Affiliate

150.—152. For a newly established or acquired affiliate, report what the U.S. Reporter paid and/or borrowed to establish or acquire the affiliate in Item 150 or 152 as appropriate. Do not report the book value of the equity interest if it differs from what was paid.

Decrease in U.S. Reporter’s Equity Interest in This Affiliate

153.—155. For an affiliate that is sold, report the sale price in Item 153 or 155 as appropriate. Include foreign income taxes, if any, on gains (and tax refunds on losses) in the calculation of the book value. Report the amount of proceeds for the foreign affiliate in item 151 or 155 as appropriate. If an account receivable due to the U.S. Reporter from the affiliate is written off, report the amount of the receivable in item 151 as a capital contribution and include in the computation of 157 or 158 as appropriate.
Section D — Receipts and Payments Between the U.S. Reporter and Foreign Affiliate

160. — 164. Include amounts for which payment was made in kind. If a receivable or payable for one of these items was booked in a prior reporting period, do not report the collection of the receivable or payment of the payable for the current period. Instead, report the amount of the receivable or payable that remained unpaid or unpaid in the current period. Show such a collection or payment only as a change in an item of the balance sheet. Do not report the payment against the accounts receivable account. Report the net amount of the gross receipts or gross payments at gross. Do not net the receipts against the payments.

Reporting for Interest Rate and Foreign Currency Swap Transactions — Report interest received by the U.S. Reporter at the end of the current period. Also report realized gains and losses and unrealized gains and losses from the foreign affiliate.

Section E — Intercompany Inventories

162. Charges for use of tangible property

In column 1 report the amount of the lease payments to the U.S. Reporter under operating leases of one year or less. Include net rental payments to the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rent paid to the U.S. Reporter for the operating lease period less the amount of depreciation expense charged against the leased equipment on the books of the foreign affiliate for the part of FY 1999 that the lease was in existence.) Include in column 3 rent receipts from the U.S. Reporter under operating leases of one year or less. Include net rent receipts from the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rents received from the U.S. Reporter under lease agreements less the amount of depreciation expense charged against the leased equipment on the books of the foreign affiliate for the part of FY 1999 that the lease was in existence.)

164. Allocated expenses and sales of services — Include allocated expenses (such as R&D assessments) and reimbursements between the U.S. Reporter and the affiliate for management, professional, technical, or other services that are normally included in the costs of the service. Include operating expenses of intermediate countries that are normally included in the costs of the service.

Valuation of exports and imports

To do this, the U.S. Reporter may have to derive the data from export and import invoices and bills of lading for services rendered, rather than from accounting records, or may have to otherwise adjust its data from a "charged" to a "shipped" basis.

Definition of "U.S. merchandise exports." The phrases "U.S. merchandise exports" and "U.S. merchandise imports" include the physical movements of goods between the customs area of the United States and the customs area of another country. The changed goods are considered to be trade of the foreign affiliate, whether or not actually charged or consigned by, or to, the foreign affiliate.

Included in column 1 amounts received by the U.S. Reporter under operating leases of one year or less. Include net rental payments to the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rent paid to the U.S. Reporter for the operating lease period less the amount of depreciation expense charged against the leased equipment on the books of the foreign affiliate for the part of FY 1999 that the lease was in existence.)

Include in column 3 rent receipts from the U.S. Reporter under operating leases of one year or less. Include net rent receipts from the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rents received from the U.S. Reporter under lease agreements less the amount of depreciation expense charged against the leased equipment on the books of the foreign affiliate for the part of FY 1999 that the lease was in existence.)

164. Allocated expenses and sales of services — Include allocated expenses (such as R&D assessments) and reimbursements between the U.S. Reporter and the affiliate for management, professional, technical, or other services that are normally included in the costs of the service. Include operating expenses of intermediate countries that are normally included in the costs of the service.

Valuation of exports and imports

To do this, the U.S. Reporter may have to derive the data from export and import invoices and bills of lading for services rendered, rather than from accounting records, or may have to otherwise adjust its data from a "charged" to a "shipped" basis.

Definition of "U.S. merchandise exports." The phrases "U.S. merchandise exports" and "U.S. merchandise imports" include the physical movements of goods between the customs area of the United States and the customs area of another country. The changed goods are considered to be trade of the foreign affiliate, whether or not actually charged or consigned by, or to, the foreign affiliate.

Excluding from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not purchased or consumed by residents in intermediate country (ies) through which they transit; the in-transit goods enter that country (ies) only because that country (ies) is along the shipping lines times the shipping times and importing countries. In transit imports are goods en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another via a foreign country (such as from Alaska to Washington State via Canada).

Timing. Only include goods actually shipped between the United States and the affiliate during FY 1999 regardless of when the goods were ordered or received. For example, if the U.S. Reporter shipped goods to the foreign affiliate on January 1, 2000, but received goods shipped by the U.S. Reporter to the affiliate in FY 1999 that were not shipped or consolidated to or from an affiliate in FY 1999, do not include such goods in the foreign affiliate's sales in FY 1999.

Imports. Only include goods actually shipped to the United States from the foreign affiliate during FY 1999 regardless of when the goods were ordered or received. In this case, if the U.S. Reporter shipped goods to the foreign affiliate in FY 1999, but not actually received goods until FY 2000, or shipped goods to the foreign affiliate in FY 1999 that were not actually received in FY 1999, do not include such goods in the foreign affiliate's sales in FY 1999.

Definition of "U.S. merchandise exports." The phrases "U.S. merchandise exports" and "U.S. merchandise imports" include the physical movements of goods between the customs area of the United States and the customs area of another country. The changed goods are considered to be trade of the foreign affiliate, whether or not actually charged or consigned by, or to, the foreign affiliate.

Excluding from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not purchased or consumed by residents in intermediate country (ies) through which they transit; the in-transit goods enter that country (ies) only because that country (ies) is along the shipping times and importing countries. In transit imports are goods en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another via a foreign country (such as from Alaska to Washington State via Canada).

Timing. Only include goods actually shipped between the United States and the affiliate during FY 1999 regardless of when the goods were ordered or received. For example, if the U.S. Reporter shipped goods to the foreign affiliate on January 1, 2000, but received goods shipped by the U.S. Reporter to the affiliate in FY 1999 that were not shipped or consolidated to or from an affiliate in FY 1999, do not include such goods in the foreign affiliate's sales in FY 1999.

Imports. Only include goods actually shipped to the United States from the foreign affiliate during FY 1999 regardless of when the goods were ordered or received. In this case, if the U.S. Reporter shipped goods to the foreign affiliate in FY 1999, but not actually received goods until FY 2000, or shipped goods to the foreign affiliate in FY 1999 that were not actually received in FY 1999, do not include such goods in the foreign affiliate's sales in FY 1999.
A. Certain realized and unrealized gains (losses) for dealers in financial instruments and finance, insurance, and real estate companies.

1. Dealers in financial instruments (including securities, derivatives, and other financial instruments) and finance and insurance companies — Include in item 44 (1) impairment losses, (2) realized gains or losses on trading or dealing, and (3) unrealized gains or losses due to changes in the valuation of financial instruments that flow through the income statement. Include unrealized gains or losses in the valuation of financial instruments that are taken directly to retained earnings in item 177. Do not include attributable to fees or commissions in items 38 and 41.

2. Real estate companies

Gains or losses from the sale, disposition, or revaluation of land, other property, plant and equipment, or other assets:

Realized gains and losses

Include gains or losses from the sale of real estate in the ordinary course of trade or business in items 38 and 41.

Impairment of Long-Lived Assets

Include impairment losses, as defined by FASB 121, recognized during the period in item 44.

Unrealized gains

Include gains recognized during the revaluation of real estate assets in items 94 (98 if unincorporated), and 117. Do not include these unrealized gains in item 44.

B. Special Instructions for insurance companies

1. When there is a difference between the financial and operating data reported to the stockholders and the data reported in the annual statement to an insurance department, prepare the BE-10 in the same manner as the annual report to the stockholders. Valuation should be according to normal commercial accounting procedures, not at rates promulgated by national insurance departments, i.e., include assets not acceptable for inclusion in the annual statement to an insurance department, prepare the BE-10 and include assets such as furniture and equipment, agents’ debit balances, and all non-trusteed or free account assets and 2. nonadmitted assets, 3. non-related expenses (wherever classified in the balance sheet).

2. Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter’s policyholders in the data reported for the affiliate.

3. Instructions for reporting specific items

a. Current receivables (items 77 and 78) — Include current items such as agents’ balances, uncollected premiums, amounts receivable from reinsurers, and other current notes and accounts receivable (net of allowances for doubtful items) arising from the ordinary course of business. Include policy reserves in “Other noncurrent liabilities,” unless they are clearly current liabilities.

b. Current liabilities and long-term debt (items 89 and 90) — Include current items such as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business, and long-term debt. Include policy reserves in “Other noncurrent liabilities,” unless they are clearly current liabilities.

c. Sales or gross operating revenues, excluding sales taxes (item 41) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from equity investments in unconsolidated business enterprises that is to be reported in item 42 and exclude certain realized and unrealized gains or losses that are to be reported in item 44.

d. Certain realized and unrealized gains (losses) (item 44) — See Special Instructions, A.1.

e. Cost of goods sold or services rendered and selling, general, and administrative expenses (item 47) — Include costs relating to sales or gross operating revenues, such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, and other underwriting expenses.

f. Expenditures for property, plant, and equipment (items 105, 106 and 107) — Include expenditures and all related depreciation, depletion, and like charges WHEREVER CLASSIFIED IN THE BALANCE SHEET. Therefore, the opening and closing net book values for property, plant, and equipment will not necessarily reconcile with their balance sheet counterparts (items 81, 82 and 83).

g. Net book value of property, plant, and equipment (items 102 and 111) — Include the net book value of property, plant, and equipment WHEREVER CLASSIFIED IN THE BALANCE SHEET. Therefore, the opening and closing net book values for property, plant, and equipment will not necessarily reconcile with their balance sheet counterparts (items 81, 82 and 83).

h. Sales of services (item 54, column 1) — Include premium income and income from other services, if any.

i. Investment income (item 55 column 1) — Report that portion of sales or gross operating revenues that is investment income. However, report any gains (or losses) on investments, in accordance with Special Instructions, A.1. See Additional Instructions for Part 5, Section B item 56, on page 17 to determine the location of the transactor of investment income.

---

**SUMMARY OF INDUSTRY CLASSIFICATIONS**

**AGRICULTURE, FORESTRY, FISHING, AND HUNTING**

1110 Crop production
1120 Animal production
1130 Forestry and logging
1140 Fishing, hunting, and trapping
1150 Support activities for agriculture and forestry

**MINING**

2111 Oil and gas extraction
2121 Coal
2123 Nonmetallic minerals
2124 Iron ores
2125 Gold and silver ores
2126 Copper, nickel, lead, and zinc ores
2127 Other metal ores
2128 Support activities for oil and gas operations
2133 Support activities for mining, except for oil and gas operations

**UTILITIES**

2211 Electric power generation, transmission, and distribution
2212 Natural gas distribution
2213 Water, sewage, and other systems

**CONSTRUCTION**

2334 Building, developing, and general contracting
2340 Heavy construction
2350 Special trade contractors

**MANUFACTURING**

3111 Animal foods
3113 Sugar and confectionery products
3114 Fruit and vegetable preserving and specialty foods
3115 Dairy products
3116 Meat products
3117 Seafood product preparation and packaging
3118 Bakers and tortillas
3119 Other food products
3121 Beverages
3122 Tobacco
3130 Textile mills
3140 Textile product mills
3150 Apparel
3160 Leather and allied products
3170 Wood products
3211 Paper, paperboard, and allied products
| 3311 | Iron and steel mills and ferroalloy | 3410 | Motor vehicle and parts dealers |
| 3312 | Steel products from purchased steel | 3420 | Furniture and home furnishings stores |
| 3313 | Aluminum and aluminum production and processing | 3430 | Electronics and appliance stores |
| 3314 | Nonferrous metal (except aluminum) production and processing | 3440 | Building material and garden equipment and supplies dealers |
| 3315 | Forgings and stamping | 3450 | Food and beverage stores |
| 3321 | Cutting and hand tools | 3460 | Health and personal care stores |
| 3322 | Architectural and structural metals | 3470 | Gasoline stations |
| 3324 | Boilers, tanks, and shipping containers | 3480 | Clothing and clothing accessories stores |
| 3325 | Hardware | 4510 | Sporting goods, hobby, book, and music stores |
| 3326 | Spring and wire products | 4525 | General merchandise stores |
| 3327 | Machine shops, turned products, and screws, nuts, and bolts | 4530 | Miscellaneous store retailers |
| 3328 | Casting, engraving, heat treating, and allied activities | 4540 | Nonstore retailers |

**TRANSPORTATION AND WAREHOUSING**

| 4110 | Air transportation |
| 4212 | Rail transportation |
| 4213 | Pipeline transportation |
| 4217 | Truck transportation |
| 4218 | Transit and ground passenger transportation |
| 4219 | Pipeline transportation of crude oil, refined petroleum products, and natural gas |

**INFORMATION**

| 5111 | Newspaper, periodical, book, and database publishers |
| 5120 | Software publishers |
| 5121 | Motion picture and video industries |
| 5122 | Sound recording industries |
| 5130 | Radio and television broadcasting |
| 5138 | Cable networks and program distribution |
| 5139 | Telecommunications |
| 5140 | Information services |
| 5141 | Data processing services |

**FINANCE AND INSURANCE**

| 5221 | Depository credit intermediation (Banking) |
| 5222 | Activities related to credit intermediation |
| 5224 | Non-depository credit intermediation |
| 5229 | Non-depository branches and agencies |
| 5231 | Securities and commodity contracts intermediation and brokerage |
| 5235 | Other financial investment activities and exchanges |
| 5242 | Agencies, brokers, and other insurance related activities |
| 5243 | Insurance carriers, except life insurance carriers |
| 5249 | Life insurance carriers |
| 5250 | Funds, trusts and other financial vehicles, except REITs |

**REAL ESTATE AND RENTAL AND LEASING**

| 5310 | Real estate |
| 5321 | Automotive equipment rental and leasing |
| 5329 | Other rental and leasing services |
| 5331 | Leases of non-financial intangible assets (except copyrighted works) |
Form BE-10B(SF) SHORT FORM (Report for Nonbank Foreign Affiliate)

**IMPORTANT — CONFIDENTIAL**

**BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 1999**

**MAIL REPORTS TO:**
U.S. Department of Commerce
Bureau of Economic Analysis
BE-69A
Shipping and Receiving, Section M-100
1441 L Street, NW
Washington, DC 20005

**DELIVER REPORTS TO:**
U.S. Department of Commerce
Bureau of Economic Analysis
BE-69A
Shipping and Receiving, Section M-100
1441 L Street, NW
Washington, DC 20005

1. Name of U.S. Reporter of foreign affiliate — Same as item 1, Form BE-10A

2. Name of foreign affiliate being reported — Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Forms BE-11 and BE-577.

---

**Reporting Requirements**

- For banks and bank holding companies, see the report forms for banks and the Instruction Booklet, Part I.C.
- For dealers in financial instruments and finance, insurance, and real estate companies are provided at the back of this form.

**Optional Information**

- Number of foreign affiliates consolidated in this report — 7.
- Date report was filed — May 31, 2000 for a U.S. Reporter required to file fewer than 50 Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK; June 30, 2000 for a U.S. Reporter required to file 50 or more Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK.
- Translation of foreign currency financial and operating data into U.S. dollars — Use U.S. generally accepted accounting principles (FASB 52).
- Income after provision for foreign taxes was greater than $7 million (positive or negative), but for which no one of these items was greater than $100 million (positive or negative) at any time during the affiliate’s 1999 fiscal year; and
- Income after provision for foreign taxes was greater than $7 million (positive or negative) at any time during the affiliate’s 1999 fiscal year; and
- Due date — A complete BE-10 report is due on the following dates:
  - May 31, 2000 for a U.S. Reporter required to file fewer than 50 Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK;
  - June 30, 2000 for a U.S. Reporter required to file 50 or more Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK.
- If the foreign affiliate is exempt from being reported on Form BE-10B(SF) and is not a bank, see the reporting requirements for form BE-10B(LF) and BE-10A SUPPLEMENT A. The foreign affiliate must be reported on one of those forms.
- Foreign affiliate’s 1999 fiscal year — The foreign affiliate’s financial reporting year that has an ending date in calendar year 1999. See Instruction Booklet, Part II.A.
- Contact us for help — Telephone: 202-606-5566; FAX: 202-606-5312 or 5317; E-mail: be-10/11@bea.doc.gov.

**Part I — IDENTIFICATION OF FOREIGN AFFILIATE — See Additional Instructions for Part I on page 12 at the back of this form.**

| 1000 | 317 |
| 1. Number of foreign affiliates consolidated in this report — Do not consolidate affiliates located in different countries. See the Instruction Booklet, Part I.B.2.c.(1). If your answer to this question is 2 or more, you must complete Supplement B (page 11) of this report. If this report is for a single foreign affiliate, enter “1” in the box. |
| Number |

| 1004 | 317 |
| 4. Does this foreign affiliate have a direct equity interest in other foreign affiliates, including branches of this affiliate, that are not fully consolidated in this BE-10B(SF)? — Mark (X) one. |
| 1. Yes — Complete Supplement A of this Form BE-10B(SF). |
| 2. No |

| 1005 | 317 |
| 5. Form of organization of this foreign affiliate — Mark (X) one. |
| 1. Corporation |
| 2. Branch |
| 3. Partnership |
| 4. Other — Specify |

| 1006 | 317 |
| 6. Country of incorporation or organization of this foreign affiliate — Mark (X) one. |
| 1. Australia |
| 2. Brazil |
| 3. Canada |
| 4. Germany |
| 5. Italy |
| 6. Japan |
| 7. Mexico |
| 8. Netherlands |
| 9. Switzerland |
| 10. United Kingdom |
| 11. Other — Specify |

| 1007 | 317 |
| 7. Country of location — Country in which this foreign affiliate’s physical assets are located or where its primary activity is carried out — Mark (X) one. |
| 1. Australia |
| 2. Brazil |
| 3. Canada |
| 4. Germany |
| 5. Italy |
| 6. Japan |
| 7. Mexico |
| 8. Netherlands |
| 9. Switzerland |
| 10. United Kingdom |
| 11. Other — Specify |

| 1008 | 317 |
| 8. This foreign affiliate’s financial books and records are kept in — Mark (X) one. |
| 1. U.S. dollar amounts in the shaded portions of each line. EXAMPLE — If amount is $1,334,991.03, report as 1,334,991.03. |
| 2. A foreign currency which is not that of the country of location of the affiliate as given in item 7 |

| 1009 | 317 |
| 9. The ending date of this foreign affiliate’s 1999 fiscal year. |
| Month |
| Day |
| Year |
| 1999 |
Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued

10. Was the foreign business enterprise a foreign affiliate of the U.S. Reporter for only part of FY 1999?

Yes, and this is its initial report —

Affiliate was not previously reported

If "Yes," did the U.S. Reporter —

Establish the foreign affiliate?

Acquire a voting interest of 10 percent or more in an existing foreign company from a foreign person?

Acquire a voting interest of 10 percent or more in this affiliate from a U.S. person? — Give name and address of U.S. person.

No.

Yes, and this is its initial report —

If "Yes," did the U.S. Reporter —

Establish the foreign affiliate?

Acquire a voting interest of 10 percent or more in an existing foreign company from a foreign person?

Acquire a voting interest of 10 percent or more in this affiliate from a U.S. person? — Give name and address of U.S. person.

Yes, and this is its final report —

If "Yes," was the affiliate —

Merged or reorganized?

Sold:

to a U.S. person? — Give name and address of U.S. person.

to a foreign person? —

Liquidated?

Seized?

No.

Yes, and this is its final report —

If "Yes," was the affiliate —

Merged or reorganized?

Sold:

to a U.S. person? — Give name and address of U.S. person.

to a foreign person? —

Liquidated?

Seized?

11. Was there a change in the entity due to mergers, acquisitions, divestitures, etc., or a change in accounting principles during FY 1999 that caused FY 1998 data to be restated? Mark (X) one.

Yes — Report all close FY 1998 data before restatement, unless otherwise specified.

No


Equity interest

Percent of ownership at close of fiscal year

<table>
<thead>
<tr>
<th>1999</th>
<th>1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>(2)</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>

Voting interest

Percent of ownership at close of fiscal year

<table>
<thead>
<tr>
<th>1999</th>
<th>1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>(3)</td>
<td>(4)</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>

13. Other foreign affiliate(s) of U.S. Reporter named in Item 1 — If entry is made here, complete Items 18a and 18b.

Name and ID Number

Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate.

Percent direct ownership in this foreign affiliate

<table>
<thead>
<tr>
<th>Close FY 1999</th>
<th>Close FY 1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>

14. Other U.S. Reporter(s) of this foreign affiliate — If entry is made here, Item 21 must be "Yes."

Name of foreign affiliate, if any, in ownership chain that holds direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (d) the name of the foreign affiliate that holds a direct ownership interest in it.

15. Foreign affiliate(s) of other U.S. Reporter(s) — If entry is made here, item 21 must be "Yes."

16. Other U.S. persons

17. Other foreign persons

18. TOTAL OF DIRECTLY HELD VOTING OWNERSHIP INTERESTS — Sum of items 12 through 17

100.0 %

19. INDIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — If there is an entry in Item 13, enter U.S. Reporter’s percent of indirect ownership in this affiliate. See Instruction Booklet, Part I.A.2., for instructions on how to complete indirect ownership percentages.

20. Identification of foreign affiliate parent(s) — If there is an entry in Item 13, column (3) or column (4) — Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in Item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (d) the name of the foreign affiliate that holds a direct ownership interest in it.
21. Do two or more U.S. persons each directly or indirectly own or control at least 10 percent of this foreign affiliate's voting rights? Mark (X) one.

- Yes — Item 14 or 15 on page 2 must have an entry, and either item 22 or 23 must be completed. See Instruction Booklet, Part I.B.2.c.(2).
- No — Skip to item 28

22. If the answer to item 21 is "Yes," and the U.S. Reporter named in item 1 is submitting the Parts II and IV data (i.e., the "complete" report) for this foreign affiliate — Give name(s) and mailing address(es) of the other U.S. Reporter(s) who is/are not submitting the data.

<table>
<thead>
<tr>
<th>Name</th>
<th>Mailing address</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

23. If the answer to item 21 is "Yes," and if the U.S. Reporter named in item 1 is not submitting the Parts II and IV data (i.e., is submitting a "partial" report) for this foreign affiliate — Give name and mailing address of U.S. Reporter who is submitting the data.

24. BEA USE ONLY

25. BEA USE ONLY

26. BEA USE ONLY

27. BEA USE ONLY

28. Major activity of foreign affiliate — Mark (X) one

- Production of goods — The foreign affiliate is primarily engaged in construction, mining or extracting (including exploration and development), manufacturing, fabricating, assembling, processing, or growing a good. These activities are coded in 1110 through 1140, 2111 through 2127, 2330 through 2350, and 3111 through 3399 of the list of ISI codes.
- Sales of goods — The foreign affiliate is primarily engaged in selling (at wholesale or retail) goods that it does not produce. These activities are coded in 4211 through 4540 of the list of ISI codes.
- Services — The foreign affiliate is primarily engaged in providing a service such as utilities, transportation and warehousing; information (including newspaper, periodical, book, and database publishers, and software publishers); finance and insurance; professional, scientific, and technical services; holding companies; administrative and support, waste management and remediation; accommodations and food services (including restaurants, and eating places), etc. These activities are coded in 1150, 2132, 2133, 2211 through 2213, and 4810 through 8130 of the list of ISI codes.

29. What is the MAJOR product or service involved in this activity? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets to sell at wholesale.") — Please print or typewrite.

30. Largest sales or gross operating revenues

<table>
<thead>
<tr>
<th>ISI code</th>
<th>Sales or gross operating revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>(2) Dols. Mil. Thous.</td>
</tr>
<tr>
<td></td>
<td>1</td>
</tr>
</tbody>
</table>

31. 2nd largest sales or gross operating revenues

32. 3rd largest sales or gross operating revenues

33. 4th largest sales or gross operating revenues

34. 5th largest sales or gross operating revenues

35. 6th largest sales or gross operating revenues

36. 7th largest sales or gross operating revenues

37. Sales or gross operating revenues not accounted for above

38. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 30 through 37 inclusive. See Special Instructions, B.3.a., page 14.

39. BEA USE ONLY

40. BEA USE ONLY
### Section A — Income Statement of Foreign Affiliate

**INCOME**

41. Certain realized and unrealized gains (losses) — Include gains (losses) net of income tax effects resulting from:
   
   a. Sale, disposition, or revaluation of investment securities (Dealers in financial instruments and finance and insurance companies see Special Instructions, A.1., page 14);
   
   b. Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets. (Real estate companies see Special Instructions, A.2., page 14);
   
   c. Remeasurement of the foreign affiliate’s foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the period and transaction gains (losses) taken to income in accordance with FASB 52;
   
   d. Extraordinary items (except those resulting from legal judgments and accidental damage to fixed assets) and other unusual or infrequently occurring items.

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2044</td>
</tr>
</tbody>
</table>

42. TOTAL INCOME


44. TOTAL COSTS AND EXPENSES

### Section B — Number of Employees and Employee Compensation

**NUMBER OF EMPLOYEES** — Employees on the payroll at the end of FY 1999 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 1999. If the number of employees at the end of FY 1999 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 1999. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

**EMPLOYEE COMPENSATION** — Expenditures made by an employer in connection with the employment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit plans including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

<table>
<thead>
<tr>
<th>Number of employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2068</td>
</tr>
</tbody>
</table>

47. TOTAL NUMBER OF EMPLOYEES* — Report the total number of employees for the year

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2068</td>
</tr>
</tbody>
</table>

48. TOTAL EMPLOYEE COMPENSATION — Report, for all employees, the sum of:

   a. Wages and salaries — Employees’ gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; and
   
   b. Employee benefit plan — Employer expenditures for all employee benefit plans

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2072</td>
</tr>
</tbody>
</table>

* NOTE — If total number of employees, item 47, or total employee compensation, item 48, is zero — Explain

Remarks
<table>
<thead>
<tr>
<th>Section C — Balance Sheet of Foreign Affiliate</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BALANCES</strong></td>
<td><strong>Close of FY 1999</strong></td>
<td><strong>Close of FY 1998</strong> (unrestated)</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td><strong>Bil.</strong></td>
<td><strong>Mil.</strong></td>
</tr>
<tr>
<td>49. Current assets</td>
<td>2140</td>
<td>$</td>
</tr>
<tr>
<td>50. Property, plant, and equipment, gross</td>
<td>2150</td>
<td>$</td>
</tr>
<tr>
<td>51. Accumulated depreciation and depletion</td>
<td>2000</td>
<td>$</td>
</tr>
<tr>
<td>52. Other noncurrent assets — Specify</td>
<td></td>
<td></td>
</tr>
<tr>
<td>53. Total assets — Sum of items 49 through 52</td>
<td>2090</td>
<td>$</td>
</tr>
</tbody>
</table>

| **Liabilities** | **Bil.** | **Mil.** | **Thous.** |
| 54. Current liabilities and long-term debt | 2102 | | |
| 55. Other noncurrent liabilities — Specify | 2011 | | |
| 56. Total liabilities — Sum of items 54 and 55 | 2060 | $ | |

**Owners Equity**

**Incorporated Affiliate Only**, complete items 57 through 61

57. Capital stock and additional paid-in capital | 2099 | $ | |

**Incorporated Affiliate Only**, complete items 57 through 61

58. Retained earnings (deficit) | 2006 | | |

59. Translation adjustment — Cumulative amount at year end (per FASB 52) | 2006 | | |

60. Other — Include involuntarily (or legally) restricted earnings — Specify | 2006 | | |

61. Total owners’ equity (incorporated foreign affiliate) — Equals item 53 minus item 56 and equals the sum of items 57 through 60 | 2071 | $ | |

62. **Total owners’ equity (unincorporated foreign affiliate)** — Equals item 53 minus item 56 and equals the sum of items 57 through 60 | 2071 | $ | |

63. Translation adjustment — Cumulative amount at year end (per FASB 52) — That portion of item 62 representing the affiliate’s cumulative translation adjustment account | 2006 | $ | |

**Property, Plant and Equipment (PP&E)** See Additional Instructions for Part II, Section D on page 12 at the back of this form. (Insurance companies also see Special Instructions, B.3.e., page 14)

64. Expenditures for property, plant and equipment (PP&E) — PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property (construction in progress); and capitalized tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale. | 2134 | | |

**BEA Use Only**

Part III — INVESTMENT AND TRANSACTIONS BETWEEN FOREIGN AFFILIATE AND THE U.S. REPORTER

Use Part III to report the line of direct ownership included in item 12, if any, and to report direct financial positions or transactions between the U.S. Reporter and foreign affiliate.

66. Did the U.S. Reporter named in item 1 have a direct ownership interest in this affiliate at any time during the affiliate’s 1999 fiscal year (i.e., is any column of item 12 greater than zero)? — Mark (X) one.

67. Net income (loss) after provision for foreign income taxes — Enter U.S. Reporter’s share of net income, item 45. | 2140 | $ | |

68. Dividends on common and preferred stock of incorporated foreign affiliate (Exclude stock and liquidating dividends) or distributed earnings of unincorporated foreign affiliate — net of foreign tax withheld. | 2140 | $ | |
### Section B — Debt and Other Intercompany Balances Between Foreign Affiliate and U.S. Reporter

Include current and long-term items, indebtedness resulting from a capital lease, and the net book value of equipment under a long-term operating lease.

<table>
<thead>
<tr>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
</tr>
</tbody>
</table>

### Section C — Change in U.S. Reporter’s Equity in Capital Stock and/or Additional Paid-in Capital of Incorporated Foreign Affiliate or Equity Investment in Unincorporated Foreign Affiliate

Report transactions during the year that changed the U.S. Reporter’s equity holdings in the foreign affiliate. Include equity changes due to treasury stock transactions with the U.S. Reporter and liquidating dividends. Exclude equity changes due to net income or (loss), stock and cash dividends, earnings distributions, balance sheet translation adjustments, treasury stock transactions with persons other than the U.S. Reporter and reorganizations in capital structure that do not affect total equity. Report all amounts at transaction value, i.e., the value of the consideration given (received) by the U.S. Reporter.

<table>
<thead>
<tr>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
</tr>
</tbody>
</table>

### Section D — Receipts and Payments Between the U.S. Reporter and Foreign Affiliate

Report these items based on the books of the U.S. Reporter. Enter amounts received, paid, or entered into intercompany accounts, whichever occurred first.

<table>
<thead>
<tr>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
</tr>
</tbody>
</table>

### Section E — Allocated Expenses and Sales of Services

<table>
<thead>
<tr>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
</tr>
</tbody>
</table>
### IMPORTANT NOTES

This section requires the reporting of data on U.S. merchandise trade of the foreign affiliate in FY 1999. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. Trade statistics to which these data will be compared. Do not record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

Foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis.

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>U.S. MERCHANDISE EXPORTS TO THIS FOREIGN AFFILIATE</strong> (Valued f.a.s. U.S. port)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>86. Total goods shipped in FY 1999 from the U.S. to this affiliate</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>U.S. MERCHANDISE IMPORTS FROM THIS FOREIGN AFFILIATE</strong> (Valued f.a.s. foreign port)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>87. Total goods shipped in FY 1999 to the U.S. by this affiliate</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Part V — OTHER DETAILED FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — To be completed only if foreign affiliate is majority-owned — See Additional Instructions for Part V on page 14 at the back of this form.

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>88. Is this a majority owned affiliate?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>89. Was any one item: (1) total assets, (2) sales or gross operating revenues excluding sales taxes, or (3) net income greater than $50 million (positive or negative) at any time during the affiliate’s 1999 fiscal year?</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Interest, depreciation and depletion, and taxes</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>90. Interest received</td>
<td>Interest received by affiliate from, or credited to affiliate by, all payors, net of tax withheld at the source. Include all interest receipts included in item 42. Do not net against interest paid, item 91.</td>
<td></td>
</tr>
<tr>
<td>91. Interest paid</td>
<td>Interest paid, or credited, to all payees by the affiliate, gross of tax withheld. Do not net against interest received, item 90.</td>
<td></td>
</tr>
<tr>
<td>92. Current-period depreciation and depletion</td>
<td>Current-period charges against property, plant, equipment included in item 50.</td>
<td></td>
</tr>
<tr>
<td>93. Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>94. R&amp;D performed by the affiliate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>95. Total Receipts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>96. Total payments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>97. BEA USE ONLY</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Remarks**
### DISTRIBUTION OF SALES OR GROSS REVENUES

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Local sales</th>
<th>Sales to U.S.</th>
<th>Sales to other countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>98.</td>
<td>Sales or gross operating revenues, excluding sales taxes</td>
<td>Column (1) equals the sum of columns (2) through (7)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>a. Column (1) equals item 38 column (2).</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Bit. Mil. Thou. Dols.</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
</tr>
</tbody>
</table>

**Notes:***
- Column (1) equals the sum of columns (2) through (7).
- Column (2) equals item 38 column (2).

- **TOTAL**

### EMPLOYMENT OF PRODUCTION WORKERS ENGAGED IN MANUFACTURING ACTIVITIES

Complete items 99, 100 and 101 only if the foreign affiliate has manufacturing activities, i.e., has at least one manufacturing code (ISI codes 3111–3399) entered in items 30 through 36. If more than one manufacturing code is shown, include data for production workers in all manufacturing activities combined.

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Amount</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>99.</td>
<td>Number of production workers engaged in manufacturing activities</td>
<td>2073</td>
<td></td>
</tr>
<tr>
<td>100.</td>
<td>Hours worked by production workers in item 99</td>
<td>2074</td>
<td></td>
</tr>
<tr>
<td>101.</td>
<td>Total compensation of production workers — Wages and salaries and employer expenditures for employee benefit plans for production workers reported in item 99.</td>
<td>2075</td>
<td></td>
</tr>
</tbody>
</table>
**Supplement A** — List ALL foreign affiliates of the U.S. Reporter(s) in which the fully consolidated foreign affiliate named in item 2, has a direct equity interest, but which are not fully consolidated on this Form BE-10B(SF). Continue listing onto as many copied pages as needed. NOTE — Foreign affiliates listed on this Supplement A must also file a complete Form BE-10B(LF) or BE-10B(SF), or, per instructions, be listed on the BE-10A Supplement A of its U.S. Reporter.

<table>
<thead>
<tr>
<th>Identification — Name of foreign affiliate as shown in item 2 of Form BE-10B(SF)</th>
<th>Affiliate identification number taken from the preprinted Form BE-10B(LF) or BE-10B(SF), if provided, of each foreign affiliate listed in column (1)</th>
<th>Percentage of direct ownership in the foreign affiliate named in the identification block above (Enter percentage to the nearest tenth.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0002</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0003</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0004</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0005</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0006</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0007</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0008</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0009</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0010</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0011</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0012</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0013</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0014</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0015</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Name of each foreign affiliate, as taken from item 2 of the Form BE-10BLF or BE-10BSF for that affiliate, in which a direct equity interest is held</td>
<td>Affiliate identification number taken from the preprinted Form BE-10BLF or BE-10BSF, if provided, of each foreign affiliate listed in column (1)</td>
<td>Percentage of direct ownership in the foreign affiliate listed in column (1) held by the foreign affiliate named in the identification block above (Enter percentage to the nearest tenth.)</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>0010</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0011</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0012</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0013</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0014</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0015</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0016</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0017</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0018</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0019</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0020</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0021</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0022</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0023</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0024</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0025</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0026</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0027</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0028</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0029</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0030</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0031</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>0032</td>
<td>.</td>
<td>.</td>
</tr>
<tr>
<td>BEA USE ONLY</td>
<td>Name and country of location of each foreign affiliate fully consolidated in this Form BE-10B(SF)</td>
<td>Name of foreign affiliate which holds the direct equity interest in the foreign affiliate listed in column (2)</td>
</tr>
<tr>
<td>-------------</td>
<td>-------------------------------------------------------------------------------------------------</td>
<td>----------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
7. **Part I — IDENTIFICATION OF FOREIGN AFFILIATE**

   7.1. **Country of location Enter “International” if the affiliate is engaged in** petroleum shipping, other water transportation, or oil and gas drilling and has operations spanning more than one country. For example, classify as “International” an oil drilling rig that moves from country to country during the year.

   12. **Ownership by U.S. Reporter named in Item 1.**

   **Equity interest** is the U.S. Reporter’s direct ownership in the total equity (voting and nonvoting) of the affiliate. Examples of nonvoting equity include nonvoting stock and a limited partner’s interest in a partnership.

   **Voting interest** is the U.S. Reporter’s direct ownership in the common and preferred voting stock and a general partner’s interest in a partnership. Thus, a U.S. Reporter could have a 100 percent direct voting interest in an affiliate but own less than 100 percent of the affiliate’s total equity.

30. **Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues.** Report gross operating revenues or gross sales minus returns, allowances, and discounts for all sales of goods and services to customers or sales or gross operating revenues to the consumer. Exclude net value-added and excise taxes levied on manufactured products. Exclude from the affiliate’s gross operating revenues reported in IS1 codes $223, $224, $231, $238, $522 and $531 report interest income (e.g., dividend payments). Include in the affiliate’s gross operating revenues reported in IS1 codes $223, $224, $231, $238, $522 and $531 report interest income (e.g., dividend payments). Include in the affiliate’s gross operating revenues report interest income (e.g., dividend payments).

32. **Section A — Income Statement of Foreign Affiliate**

   **Compensation** includes compensation of independent personnel who are not employees, such as directors, contractors, lease option holders, independent commissions agents, and others engaged on behalf of, and paid by the foreign affiliate, to perform services for the foreign affiliate. Include in-kind payments, valued at their cost, that are clearly and unambiguously for the benefit of the U.S. Reporter and not by the employer. Include expenses shared amounts, and commissions. Exclude commissions paid to independent personnel who are not employees.

33. **Wages and salaries —** Include the following:

   a. **Sales or gross operating revenues**

   b. **Income from equity investments in affiliates.**

   c. **Debt and other intercompany balances;**

   d. **Other noncurrent liabilities.**

34. **Income from equity investments in affiliates.**

   For affiliates owned 20 percent or more (including majority-owned affiliates), report equity income in the reporting period for the majority-owned affiliate. Also, report interest income derived in the reporting period from nonconsolidated subsidiaries, net of any portion paid to the U.S. Reporter.

35. **Between Foreign Affiliate and U.S. Reporter.**

   **Part III — INVESTMENT AND TRANSACTIONS BETWEEN FOREIGN AFFILIATE AND THE U.S. REPORTER.**

   **Section A — U.S. Reporter’s Equity in Foreign Affiliate’s Net Income, and Dividends or Distributed Earnings**

   68. **Report this item based on the books of the U.S. Reporter. Report amount received or entered into intercompany accounts, whenever occurring first. Include amounts for which payment was made in kind. If a receivable was booked in a prior reporting period, do not report the collection of the receivable in the current period. Show the collection as a reduction to the intercompany account item 70.**

   **Section B — Debt and Other Intercompany Balances Between Foreign Affiliate and U.S. Reporter**

   70. **Disaggregate lease payments into their component parts. Reflect return of capital, consisting of principal payments for capital leases, and the depreciation of capital expenditures.**

   **Section C Balance Sheet of Foreign Affiliate**

   49. **Current assets — Include deposits in financial institutions and other cash items. Do NOT include overdraws as negative cash. Instead, report overdrafts in item 54 (current liabilities and long-term debts). Include current trade accounts receivable, notes receivable, and other current receivables. Include certificates of deposits (CDs) representing cash of the affiliate held by others and coming due within 12 months of the balance sheet date. Report CDs coming due more than 12 months from the balance sheet date in item 52 (other noncurrent assets). Include inventories and other current assets, including land held for resale and current marketable securities.**

50. **Property, plant, and equipment, gross — Report gross book value of land, timber, mineral rights and similar rights owned. Also include structures, machinery, equipment, special tools, deposit containers, construction in progress, other depreciable property and capitalized tangible and intangible exploration and development costs of the foreign affiliate.**

52. **Other noncurrent assets — Include the noncurrent portion of CDs representing cash of the affiliate held by others and coming due more than 12 months from the balance sheet date; equity investments, whether carried at cost or on the equity basis; other noncurrent investments; intangible assets net of amortization; nonmarketable securities; noncurrent accounts and trade notes receivable net of allowances for uncollectible amounts; and other noncurrent assets not reported elsewhere. Report current balances in this account in item 55 (other noncurrent liabilities).**

54. **Current liabilities and long-term debt.**

   **Section C Balance Sheet of Foreign Affiliate**

   49. **Current assets — Include deposits in financial institutions and other cash items. Do NOT include overdraws as negative cash. Instead, report overdrafts in item 54 (current liabilities and long-term debts). Include current trade accounts receivable, notes receivable, and other current receivables. Include certificates of deposits (CDs) representing cash of the affiliate held by others and coming due within 12 months of the balance sheet date. Report CDs coming due more than 12 months from the balance sheet date in item 52 (other noncurrent assets). Include inventories and other current assets, including land held for resale and current marketable securities.**

50. **Property, plant, and equipment, gross — Report gross book value of land, timber, mineral rights and similar rights owned. Also include structures, machinery, equipment, special tools, deposit containers, construction in progress, other depreciable property and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FASB 13. Exclude all other types of intangible assets, and land held for resale. (Unincorporated affiliates include items owned by the U.S. Reporter(s) in the affiliate’s possession whether or not carried on the affiliate’s books or records. Insurance companies see Special Instructions, B.2., page 15.)

52. **Other noncurrent assets — Include the noncurrent portion of CDs representing cash of the affiliate held by others and coming due more than 12 months from the balance sheet date; equity investments, whether carried at cost or on the equity basis; other noncurrent investments; intangible assets net of amortization; nonmarketable securities; noncurrent accounts and trade notes receivable net of allowances for uncollectible amounts; and other noncurrent assets not reported elsewhere. Report current balances in this account in item 55 (other noncurrent liabilities).**

54. **Current liabilities and long-term debt.**

   Include current trade accounts and trade notes payable; overdrafts, other current liabilities and long-term debt; intercompany debt and debt with unaffiliated parties. Also include lease obligations capitalized per FASB 13 with an original maturity of more than one year or with no stated maturity.

55. **Other noncurrent liabilities.**

   Include current items but exclude long-term debt. Include deferred taxes and minority interests in consolidated subsidiaries. Report debt balances in these accounts in item 52 (other noncurrent assets). Exclude long-term intercompany debt (include in item 54).

57. **Capital stock and additional paid-in capital.**

   Include common and preferred, voting and nonvoting capital stock and additional paid-in capital.

58. **Retained earnings (deficit) — Include earnings retained by the corporation and not available for dividends; earnings voluntarily restricted; and the cumulative balance of unrealized holding gains and losses due to changes in the valuation of available-for-sale securities per FASB 115.**

59. **Section D Property, Plant and Equipment (PP&E)**

   Include noncurrent items but exclude long-term debt. Include deferred taxes and minority interests in consolidated subsidiaries. Report debt balances in these accounts in item 52 (other noncurrent assets). Exclude long-term intercompany debt (include in item 54).

60. **Current liabilities and long-term debt.**

   Include current trade accounts and trade notes payable; overdrafts, other current liabilities and long-term debt; intercompany debt and debt with unaffiliated parties. Also include lease obligations capitalized per FASB 13 with an original maturity of more than one year or with no stated maturity.

61. **Other noncurrent liabilities.**

   Include current items but exclude long-term debt. Include deferred taxes and minority interests in consolidated subsidiaries. Report debt balances in these accounts in item 52 (other noncurrent assets). Exclude long-term intercompany debt (include in item 54).

64. **Current liabilities and long-term debt.**

   Include current trade accounts and trade notes payable; overdrafts, other current liabilities and long-term debt; intercompany debt and debt with unaffiliated parties. Also include lease obligations capitalized per FASB 13 with an original maturity of more than one year or with no stated maturity.

65. **Other noncurrent liabilities.**

   Include current items but exclude long-term debt. Include deferred taxes and minority interests in consolidated subsidiaries. Report debt balances in these accounts in item 52 (other noncurrent assets). Exclude long-term intercompany debt (include in item 54).

67. **Disaggregate lease payments into their component parts. Reflect return of capital, consisting of principal payments for capital leases, and the depreciation of capital expenditures.**

68. **Report this item based on the books of the U.S. Reporter. Report amount received or entered into intercompany accounts, whenever occurring first. Include amounts for which payment was made in kind. If a receivable was booked in a prior reporting period, do not report the collection of the receivable in the current period. Show the collection as a reduction to the intercompany account item 70.**

69. **Disaggregate lease payments into their component parts. Reflect return of capital, consisting of principal payments for capital leases, and the depreciation of capital expenditures.**

70. **Disaggregate lease payments into their component parts. Reflect return of capital, consisting of principal payments for capital leases, and the depreciation of capital expenditures.**

71. **Disaggregate lease payments into their component parts. Reflect return of capital, consisting of principal payments for capital leases, and the depreciation of capital expenditures.**

72. **Disaggregate lease payments into their component parts. Reflect return of capital, consisting of principal payments for capital leases, and the depreciation of capital expenditures.**
70. If the foreign affiliate has leased equipment from the U.S. Reporter under a long-term operating lease (i.e., the lease is for more than one year), then:

- Include the FY 1999 closing net book value of the leased equipment in column 1, and;
- Include the FY 1998 closing net book value of the leased equipment in column 2.

The closing net book value of leased equipment would have to be obtained from the books of the U.S. Reporter.

71. If the foreign affiliate has leased equipment to the U.S. Reporter under a long-term operating lease (i.e., the lease is for more than one year), then:

- Include the FY 1999 closing net book value of the leased equipment in column 1, and;
- Include the FY 1998 closing net book value of the leased equipment in column 2.

The closing net book value of leased equipment would be obtained from the books of the foreign affiliate.

Section C — Change in U.S. Reporter’s Equity in Capital Stock and/or Additional Paid-in Capital of Incorporated Foreign Affiliate and Equity Investment in Unincorporated Foreign Associate

Increase in U.S. Reporter’s Equity Interest in This Affiliate

73.—75.

For a newly established or acquired affiliate, report what the U.S. Reporter owns to establish or acquire the affiliate in item 73 or 75 as appropriate. Do not report the book value of the equity interest if it differs from what was paid.

Decrease in U.S. Reporter’s Equity Interest in This Affiliate

76.—78.

For an affiliate that is sold, report the sale price in item 76 or 78 as appropriate. Include foreign income taxes, if any, on gains (and tax refunds on losses) in the calculation of these items. Report the ending intercompany debt position for the affiliate in column 1 (items 70 and 71) as zero. If debt positions still exist, they are between a U.S. person and an unaffiliated foreign person, and must be reported in the Department of the Treasury International Capital report forms.

For investments written off, enter zero in items 76-78. If an account receivable or payable for one of these items was booked in a prior reporting period, do not report the collection of the receivable or payment of the payable if collected or paid in the current period. Show how each collection or payment only as a reduction to an intercompany account (items 70 and 71).

Section D — Receipts and Payments Between the U.S. Reporter and Foreign Affiliate

80.—84.

Include amounts for which payment was made in kind. If a receivable or payable for one of these items was booked in a prior reporting period, do not report the collection of the receivable or payment of the payable if collected or paid in the current period. Show how each collection or payment only as a reduction to an intercompany account (items 70 and 71).

80. Interest — Except as described in the next paragraph, report interest receipts and interest payments at gross. Do not net the receipts against the payments.

Reporting for Interest Rate and Foreign Currency Swap Agreements Between the U.S. Reporter and the Foreign Affiliate — Report interest accruals under the terms of interest rate and foreign currency swap agreements on a net basis. Do not report gross receipts and gross payments of interest based upon mark-to-market positions to mark-to-market agreements. Instead, report the net amount of interest paid or received. Record any explicit fees paid for, or received from, a foreign affiliate for arranging a swap as a charge for services rendered in item 83 (Allocated expenses and sales of services).

82. Charges for use of tangible property

Include in column 1 rental payments to the U.S. Reporter under operating leases of one year or less. Include net rental payments to the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rents paid to the U.S. Reporter for the reporting period less the book value of the leased component charged against the leased equipment on the books of the U.S. Reporter for the part of FY 1999 that the lease was in existence.)

Include in column 2 rent receipts from the U.S. Reporter under operating leases of one year or less. Include net rent receipts from the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rents received from the U.S. Reporter less the amount of depreciation expense charged against the leased equipment on the books of the foreign affiliate for the part of FY 1999 that the lease was in existence.)

83. Allocated expenses and sales of services — Include allocated expenses (such as R&D assessments and reimbursements of shared administrative, professional, technical, or other services that are normally included in "other income" to the provider of the service) and sales of services (such as management, research and development, consulting, data processing, management, and other professional, technical, or other services that are normally included in "other income" to the recipient of the service). Also include receipts by the U.S. Reporter from, or payments to, the foreign affiliate for services that are separately billed and normally included in the sales or gross operating revenues of the seller of the service. Report the following types of expenses and services on this line:

- Insurance services — To avoid duplication with other BEA surveys, report only receipts or payments for transactions between a foreign insurance affiliate and those parts of the fully consolidated U.S. Reporter that are not insurance companies (i.e., not in SIC codes 631, 632, or 639). Report in column 1 amounts received by the U.S. Reporter from the foreign affiliate for losses incurred by the U.S. Reporter under primary insurance sold to the U.S. Reporter by the foreign affiliate. Report in column 2 premiums paid by the U.S. Reporter to the foreign affiliate for the purchase of primary insurance from the foreign affiliate.

- Financial Services — Report in columns 1 and 2 fees and commissions for financial services. Include brokerage commissions on transactions executed for the U.S. Reporter’s (or foreign affiliate’s) own account, or for the account of its customers. Also include selling concessions received from a U.S. Reporter (or foreign affiliate) who is a lead underwriter.

- Transportation — Report in column 1 amounts received by the U.S. Reporter from the foreign affiliate for carrying merchandise internationally. Also report payments for export and import declaration fees and any similar fees including those related to the customs clearance of goods. Report in columns 1 and 2 payments made to the foreign affiliate for carrying merchandise from foreign countries to U.S. destinations or between foreign destinations.

- Computer and information services — Report in columns 1 and 2 receipts and payments for computer and data processing services, including data processing, computer systems analysis, design, engineering and custom programming; and other computer services including those related to the use of data bases, business, financial, or technical databases; reservation systems; and credit reporting and authorization systems.

- Communication services — Report in columns 1 and 2 receipts and payments between the U.S. Reporter and the foreign affiliate for:

  - Message telephone services and other jointly provided (basic) services — Report receipts for the U.S. Reporter’s share of revenues for transmitting messages (including voice, data, video, satellite, images, fax, facsimile, cable, etc.) originating abroad to or through U.S. destinations, or between foreign destinations. Also report payments for transmitting messages originating in, or routed through, the United States.

  - Private leased channel services — Report receipts for channels and circuits terminating in the United States and for channels and circuits between foreign countries. Report payments for leased channels and circuits terminating in foreign countries.

  - Value-added telecommunications services — Electronic mail, voice mail, and code and protocol processing; facsimile services and video conferencing; Internet connections (including Internet backbone and router services); and other value-added services.

- Support services related to the maintenance and repair of telecommunications equipment, ground station services, capacity leasing for transiting, and launching of communications satellites.

Part IV — U.S. MERCHANDISE TRADE OF FOREIGN AFFILIATE

86.—87.

When there is a material difference between the "charged" and "shipped" bases, substantial. A major difference arises when the U.S. Reporter buys goods in country A and sells them in country B, but the goods are shipped directly from country A to country B. Because the goods did not physically enter or leave the United States, they are not U.S. trade. However, when the U.S. Reporter records the transactions on its books, it shows a purchase charged to it from country A and a sale charged to it from country B. If the U.S. Reporter’s trade data in this survey were prepared on the "charged" basis, the purchase and sale would appear incorrectly as a U.S. import and a U.S. export, respectively. Other differences arise when the U.S. Reporter charges the sale of its products to a foreign affiliate in one country, but ships the goods directly from the United States to an unaffiliated foreigner in another country. If the data are on the "shipped" basis, this is a U.S. export to an unaffiliated foreigner, not to the foreign affiliate and should not be recorded on the BE-10B of the foreign affiliate.

If a material difference exists between the "charged" and "shipped" bases, trade must be reported on the "shipped" basis. To do this, the U.S. Reporter may have to derive the data from export and import declarations filed with U.S. Customs or from shipping and receiving documents, rather than from accounting records, or may have to otherwise adjust its data from a "charged" to a "shipped" basis.
Part IV — U.S. MERCHANDISE TRADE OF FOREIGN AFFILIATE — Continued

Definition of U.S. merchandise trade. The phrases "U.S. merchandise trade," "U.S. merchandise exports," and "U.S. merchandise imports" refer to physical movements of goods between the customs area of the United States and the customs area of a foreign country. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 1999. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases, or entered into an intermediary account when initially consigned. Include capital goods but exclude the value of ships, airplanes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or merchandise. Also exclude services. An affiliate’s U.S. merchandise exports and imports may differ from the affiliate’s purchases from or sales to the United States because purchases and sales may include services while merchandise exports and imports include only goods.

Exclude from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they travel; the in-transit goods enter those countries only because they transit through them. In-transit goods are along the shipping lines between the exporting and importing countries. In-transit imports and exports are goods en route from one foreign area to another via the United States, such as from Canada to Mexico via the United States; and in-transit exports are goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada).

Timing. Only include goods actually shipped between the United States and the affiliate during FY 1999 regardless of when the goods were charged or consigned. For example, include goods shipped by the U.S. Reporter to the affiliate in FY 1999 that were charged or consigned during FY 2000, but exclude goods shipped to the affiliate in FY 1999 that were charged or consigned to the affiliate in FY 1999.

Trade of a foreign affiliate. Goods shipped by, or to, a foreign affiliate refer to the shipment of or to the goods by, or to, that entity regardless of by, or to, whom the merchandise was charged or consigned. Thus, for example, if the U.S. Reporter charges goods to a German affiliate but ships them to an Italian affiliate, the goods should be recorded as U.S. merchandise exports by the U.S. Reporter on the Form BE-10BF(L) or (SF) of the Italian affiliate, but not on the Form BE-10BF(L) or (SF) of the German affiliate. Similarly, if goods were charged by the U.S. Reporter to an affiliate but shipped to the affiliate by a third country, the goods should be considered to be a U.S. merchandise export shipped by "other persons," not the U.S. Reporter, on the affiliate’s Form BE-10BF(L) or (SF).

Note — Merchandise shipped by an independent carrier or a freight forwarder at the expense of an entity are shipments by that entity.

Valuation of exports and imports. Value U.S. merchandise exports and imports f.o.b. (free alongside ship) at the port of exportation. This includes all costs incurred up to the point of loading the goods aboard the export carrier at the U.S. or foreign port of exportation, including the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. It excludes all subsequent costs, such as ocean freight, express charges, U.S. and foreign import duties, and freight and insurance from the port of exportation to the port of entry.

Part V OTHER DETAILED FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE

94. Research and development expenditures — Research and development (R&D) includes expenditures for research in science and engineering, and the design and development of prototypes and new products. It includes:

1. Pursue a planned search for new knowledge whether or not the search has reference to a specific application;
2. Apply existing knowledge to the creation of a new product or process, including evaluation of use; or
3. Apply existing knowledge to the employment of a present product or process.

R&D includes the activities described above, whether assigned to separate R&D organizational units of the company or conducted by company laboratories and technical groups that are not a part of a separate R&D organization.

Include all costs incurred to support R&D, including R&D depreciation and overhead, payroll, and fringe benefits, routine product testing and quality control conducted during commercial production, geological and geophysical exploration, market research and surveys, and legal work related to R&D.

98. Distribution of sales or gross operating revenues
Report the source of real estate rental income in columns 2 through 7 based on the location of the issuer, whether the investment is owned or leased, whether the income is earned in a country other than the location of the investment instrument or real estate, and the status of the investment instrument or real estate. Do not include the country of location of the investment instrument or real estate.

99. Number of production workers engaged in manufacturing activities — Production workers are employees directly involved in the physical production, and the handling and storage of goods, received or produced, to produce a plant’s own use (e.g., power plant). They include working foremen, maintenance personnel, and support staff.

Affiliates which maintain employment and payroll records according to national (host country) definitions of wage or manual workers that differ from the production worker concept described above, may submit data according to the host country definitions.

100. Hours worked by production workers — Hours worked include standing or reporting time but exclude holiday, vacation, sick leave, or other paid leave. Obtain data on hours worked from the payroll records. However, reasonable estimates are acceptable if using payroll records is burdensome. Such estimates may be derived, for example, by multiplying the number of production workers by your estimate of average hours worked per production worker for the reporting period. However, such estimates must include only hours worked (standby or reporting time) and exclude hours paid for holiday, vacation, sick leave, or other paid time.

Data on hours worked and total compensation as used to derive hourly compensation rates for production workers. To check your estimates, compute the implied hourly compensation rate i.e., divide total for production workers by their hours worked) to see if it appears reasonable.

SPECIAL INSTRUCTIONS FOR DEALERS IN FINANCIAL INSTRUMENTS, FINANCE COMPANIES, INSURANCE COMPANIES AND REAL ESTATE COMPANIES

A. Certain realized and unrealized gains (losses) for dealers in financial instruments and finance, insurance, and real estate companies

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include the following for the full year or portion of year:

a. (1) impairment losses, (2) realized gains or losses on trading or dealing, and (3) realized losses due to changes in the valuation of financial instruments that flow through the income statement. Do not include in item 41 unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to retained earnings. Report income attributable to these changes in the owners’ equity section of the balance sheet not in the liability section.

b. Real estate companies

Include gains or losses from the sale of real estate in the ordinary course of trade or business in item 38.

Include impairment losses, as defined by FASB 121, recognized during the period in item 41.

Unrealized gains

Include gains recognized due to the revaluation of real estate assets in items 58 and 62 if unincorporated. Do not include these unrealized gains in item 41.

B. Special instructions for insurance companies

1. When there is a difference between the financial and operating data reported to the stockholders and the data reported in the annual statement to an insurance department, prepare the BE-10 in the same basic format, but make the necessary adjustments to bring the financial and operating data into conformance with the insurance department requirements. Valuation should be in accordance with normal commercial accounting procedures, not accounting procedures promulgated by various insurance departments, i.e., include assets not acceptable for inclusion in the annual statement to the insurance department. Include:

- 1. non-trusteed or free account assets and 2. nonadmitted assets, such as furniture and equipment, agents’ debit balances, and other receivables deemed to be collectible. Include mandatory securities valuation requirements that are not to be reported in the owners’ equity section of the balance sheet not in the liability section.

Do not include assets of the U.S. Reporter held in the country of location of the affiliate and that are for the benefit of the U.S. Reporter’s policyholders in the data reported for the affiliate.

3. Instructions for reporting specific items

3a. Sales or gross operating revenues, excluding sales taxes (item 3b) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from equity investments in unconsolidated business enterprises that is to be reported in item 42 and exclude certain realized and unrealized gains or losses that are to be reported in item 41.

3b. Certain realized and unrealized gains (losses) (item 41) — See Special Instructions for item 41, page 13.

3c. Current assets (item 49) — Include current items such as agents’ balances, uncollected premiums, amounts recoverable from reinsurers, and other current notes and accounts receivable (net of allowances for doubtful items) arising from the ordinary course of business.

3d. Current liabilities and long-term debt (item 54) — Include current items such as U.S. government or agency, state or local government, and private long-term debt and other current liabilities arising from the ordinary course of business and long-term debt. Include policy reserves in “Other noncurrent liabilities,” unless they are clearly considered to be publicly issued or privately placed. If the location of the issuer is unknown, then substitute the nationality of the issuer. If both the location and nationality of the issuer are unknown, and an intermediary (e.g., trustee, custodian, or nominee) is used to manage the investment (financial instrument or real estate) use the country of location of the intermediary.

3e. Expenditures for property, plant, and equipment (item 64) — Include expenditures and all related depreciation, depletion, and amortization (WHETHER CLASSIFIED IN THE BALANCE SHEET) i.e., (include expenditures that have been classified in “Other noncurrent assets”).
AGRICULTURE, FORESTRY, FISHING, AND HUNTING

1110 Crop production
1120 Animal production
1130 Forestry and logging
1140 Fishing, hunting, and trapping
1150 Support activities for agriculture, forestry, and hunting

MINING

2111 Oil and gas extraction
2121 Coal
2123 Nonmetallic minerals
2124 Iron ore
2125 Gold and silver ores
2126 Copper, lead, and zinc ores
2127 Other metal ores
2128 Support activities for oil and gas operations
2133 Support activities for mining, except for oil and gas operations

UTILITIES

2211 Electric power generation, transmission, and distribution
2212 Natural gas distribution
2213 Water, sewage, and other systems

CONSTRUCTION

2330 Building, developing, and general contracting
2340 Heavy construction
2350 Special trade contractors

MANUFACTURING

3111 Animal foods
3112 Grain and oilseed milling
3113 Sugar and confectionery products
3114 Fruit and vegetable preserving and specialty foods
3115 Dairy products
3116 Meat products
3117 Seafood product preparation and packing
3118 Bakers and tortillas
3119 Other food products
3121 Beverages
3122 Tobacco
3123 Textiles
3124 Textile modern products
3125 Apparel
3126 Leather and allied products
3127 Wood products
3211 Pulp, paper, and paperboard
3222 Converted paper products
3231 Printing and related support activities
3242 Integrated paper mill, refining and extraction
3243 Paper mill, refining without extraction
3244 Other paper mill products
3251 Basic chemicals
3252 Synthetic, rubber, and artificial and synthetic fibers and filaments
3253 Pesticides, fertilizers, and other agrochemicals
3254 Pharmaceuticals and medicines
3255 Paints, coatings, and adhesives
3256 Soap, cleaning compounds, and toilet preparations
3259 Other chemical products and preparations
3261 Plastics products
3262 Rubber products
3271 Clay products and refractories
3272 Glass and glass products
3273 Cement and concrete products
3274 Lime and gypsum products
3276 Other nonmetallic mineral products
3311 Iron and steel mills and ferroalloys
3312 Steel products from purchased scrap
3313 Alumina and aluminum production and processing
3314 Nonferrous metal (except aluminum) production and processing
3315 Foundries
3321 Forging and stamping
3322 Cutlery and hand tools
3323 Architectural and structural metals
3324 Boilers, tanks, and shipping containers
3325 Hardware
3326 Spring and wire products
3327 Machine shops, turned products, and screws, nuts, and bolts
3328 Coating, engraving, heat treating, and allied activities
3329 Other fabricated metal products
3331 Agriculture, construction, and mining machinery
3332 Industrial machinery
3333 Commercial and service industry machinery
3334 Ventilation, heating, air conditioning, and commercial refrigeration equipment
3335 Metalworking machinery
3336 Engines, turbines, and power transmission equipment
3339 Other general purpose machinery
3341 Computer and peripheral equipment
3342 Communications equipment
3343 Audio and video equipment
3344 Semiconductors and other electronic components
3345 Navigational, measuring, electro-medical, and control instruments
3346 Manufacturing and reproducing magnetic and optical media
3351 Electric lighting equipment
3352 Household appliances
3353 Electrical equipment
3359 Other electrical supplies and components
3361 Motor vehicles
3362 Motor vehicle bodies and trailers
3363 Motor vehicle parts
3364 Aerospace products and parts
3365 Railroad rolling stock
3366 Ship and boat building
3369 Other transportation equipment
3370 Furniture and related products
3371 Medical equipment and supplies
3399 Other miscellaneous manufacturing

WHOLESALE TRADE

DURABLE GOODS

4211 Motor vehicles and motor vehicle parts and supplies
4212 Furniture and home furnishings
4213 Lumber and other construction materials
4214 Professional and commercial equipment and supplies
4215 Metals and minerals (except petroleum)
4216 Electrical goods
4217 Hardware, and plumbing and heating equipment and supplies
4218 Machinery, equipment, and supplies
4219 Miscellaneous durable goods

NONDURABLE GOODS

4221 Paper and paper products
4222 Drugs and druggists’ sundries
4223 Apparel, piece goods, and notions
4224 Grocery and related products
4225 Farm product raw materials
4226 Chemical and allied products
4227 Petroleum and petroleum products
4228 Beer, wine, and distilled alcoholic beverages
4229 Miscellaneous nondurable goods

RETAIL TRADE

4410 Motor vehicle and parts dealers
4420 Furniture and home furnishings stores
4431 Electronics and appliance stores
4440 Building material and garden equipment and supply dealers
4450 Food and beverage stores
4461 Health and personal care stores
4471 Gasoline stations
4480 Clothing and clothing accessories stores
4510 Sporting goods, hobby, book, and music stores
4520 General merchandise stores
4530 Miscellaneous store retailers
4540 Nonstore retailers

TRANSPORTATION AND WAREHOUSING

4810 Air transportation
4821 Rail transportation
4833 Petroleum tanker operations
4839 Other water transportation
4840 Truck transportation
4850 Transit and ground passenger transportation
4863 Pipeline transportation of crude oil, refined petroleum products, and natural gas
4888 Other pipeline transportation
4870 Scientific and surgical equipment
4880 Support activities for transportation
4890 Couriers and messengers
4892 Petroleum storage for hire
4893 Other warehousing and storage

INFORMATION

5111 Newspaper, periodical, book, and database publishers
5112 Software publishers
5121 Motion picture and video industries
5122 Sound recording industries
5131 Radio and television broadcasting
5132 Cable networks and program distribution
5133 Telecommunications
5141 Information services
5142 Data processing services

FINANCE AND INSURANCE

5211 Depository credit intermediation (Banking)
5223 Activities related to credit intermediation
5224 Nondepository credit intermediation
5229 Nondepository branches and agencies
5231 Securities and commodity contracts intermediation and brokerage
5238 Other financial investment activities and exchanges
5242 Agencies, brokerages, and other insurance related activities
5243 Insurance carriers, except life
5245 Life insurance carriers
5246 Funds, trusts and other financial vehicles, except REITs

REAL ESTATE AND RENTAL AND LEASING

5310 Real estate
5320 Automotive equipment rental and leasing
5329 Other rental and leasing services
5331 Lessors of non-financial intangible assets (except copyrighted works)

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

5411 Legal services
5412 Accounting, tax preparation, bookkeeping, and payroll services
5413 Architectural, engineering, and related services
5414 Engineering and related services
5415 Computer systems design and related services
5416 Management, scientific, and technical consulting services
5417 Scientific research and development services
5418 Advertising and related services
5419 Other professional, scientific, and technical services

MANAGEMENT OF COMPANIES AND ENTERPRISES

5512 Holding companies, except bank holding companies
5513 Corporate, subsidiary, and regional management offices
### SUMMARY OF INDUSTRY CLASSIFICATIONS — Continued

**ADMINISTRATIVE AND SUPPORT, WASTE MANAGEMENT, AND REMEDIATION SERVICES**
- 5611 Office administrative services
- 5612 Facilities support services
- 5613 Employment services
- 5614 Business support services
- 5615 Travel arrangement and reservation services
- 5616 Investigation and security services
- 5617 Services to buildings and dwellings
- 5619 Other support services
- 5620 Waste management and remediation services

**EDUCATIONAL SERVICES**
- 6110 Educational services

**HEALTH CARE AND SOCIAL ASSISTANCE**
- 6210 Ambulatory health care services
- 6220 Hospitals
- 6230 Nursing and residential care facilities
- 6240 Social assistance

**ARTS, ENTERTAINMENT, AND RECREATION**
- 7110 Performing arts, spectator sports, and related industries
- 7120 Museums, historical sites, and similar institutions
- 7130 Amusement, gambling, and recreation industries

**ACCOMMODATIONS AND FOOD SERVICES**
- 7210 Accommodations
- 7220 Food services and drinking places

**OTHER SERVICES**
- 8110 Repair and maintenance
- 8120 Personal and laundry services
- 8130 Religious, grantmaking, civic, professional, and similar organizations

**PUBLIC ADMINISTRATION**
- 9200 Public administration
Form BE-10A BANK is to be used only by a U.S. Reporter that is a bank, i.e., a business enterprise with over 50 percent of its total gross operating revenues generated by activities classified in International Surveys Industry code 5221. A U.S. reporter that is not a bank, but that has a bank foreign affiliate, must file Form BE-10A (Report for Nonbank U.S. Reporter) for itself and a Form BE-10B BANK for the bank foreign affiliate.

PUBLIC REPORTING BURDEN FOR THIS BE-10 REPORT

OMB No. 0608-0049: Approval Expires 11/30/2002

BEA USE ONLY

Reporter ID Number

D

PERIOD COVERED

The U.S. Reporter’s financial reporting year that has an ending date in calendar year 1999. See Instruction Booklet, Part II.A.

PUBLIC REPORTING BURDEN FOR THIS BE-10 REPORT (comprising Form BE-10A or BE-10A BANK and Form(s) BE-10B(LF), BE-10B(SF) and/or BE-10B BANK) is estimated to vary from 14 to 8,500 hours per response, with an average of 130 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0049, Washington, DC 20503.

CONFIDENTIALITY

The Act provides that your report to this Bureau is CONFIDENTIAL and may be used only for analytical or statistical purposes. Without your prior written permission the information filed in your report CANNOT be presented in a manner that allows it to be individually identified. Your report CANNOT be used for purposes of taxation, investigation, or regulation. Copies retained in your files are immune from legal process.

MANDATORY

This survey is being conducted under the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101–3108, as amended – hereinafter “the Act”), and the filing of reports is mandatory under Section 5(b)(2) of the Act (22 U.S.C. 3104). The Act requires that your report to this Bureau is CONFIDENTIAL and may be used only for analytical or statistical purposes. Copies retained in your files are immune from legal process.

PENALTIES

Whoever fails to report shall be subject to a civil penalty of not less than $2,500, and not more that $25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than $10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a fine, imprisonment or both. (22 U.S.C. 3105)

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT

Name

Address

Authorized official’s signature

Date

Print or type name and title

CERTIFICATION – The undersigned official certifies that this report (consisting of Form BE-10A BANK and Form(s) BE-10B(SF), and/or BE-10B(BANK)) has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with Part IV.E. of the Instruction Booklet, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Telephone

Area code

Number

Extension

Telephone

Area code

Number

Extension

AUTHORIZED OFFICIAL

Authorized official’s signature

Date

Authorized official’s signature

Date

AUTHORIZED OFFICIAL

Authorized official’s signature

Date

AUTHORIZED OFFICIAL

Authorized official’s signature

Date
Part I – IDENTIFICATION OF U.S. REPORTER
See Additional Instructions for Part I on page 7 at the back of this form.

2. Form of organization of U.S. Reporter — Mark (X) one.

3. If the U.S. Reporter is a corporation, is the corporation owned to the extent of more than 50% of its voting stock by another U.S. business enterprise?

4. Enter Employer Identification Number(s) used by U.S. Reporter to file income and payroll taxes. Show additional numbers on a separate sheet if necessary.

5. The number of foreign affiliate reports (BE-10B(SF), and BE-10B (BANK)) that you are required to file.

6. The ending date of this U.S. Reporter’s 1999 fiscal year.

7. Was there a change in the entity due to mergers, acquisitions, divestitures, etc., or a change in accounting principles during FY 1999 that caused FY 1998 data to be restated?

8. If the U.S. Reporter is a corporation, are all U.S. domestic entities covered by the definition of fully consolidated U.S. Reporter (See Instruction Booklet, Part I.B.1.b.) included in this BE-10A report?

Sales or gross operating revenues of fully consolidated domestic U.S. Reporter, by industry of sales or gross operating revenues. Enter in columns (1) and (2) respectively, the 4-digit ISI code(s) and the amount of sales or gross operating revenues associated with each code. For an inactive U.S. Reporter, enter a 4-digit ISI code based on its last active period. See the Guide to Industry and Foreign Trade Classifications for International Surveys for a full explanation of each code. See Additional Instructions for Part I, page 7, at the back of this form.
### Part II - SELECTED FINANCIAL AND OPERATING DATA OF U.S. REPORTER

#### Additional Instructions
See Additional Instructions for Part II on page 7 at the back of this form.

#### INCOME

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>17. Total income</td>
<td>$3041</td>
</tr>
</tbody>
</table>

#### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>18. Net income (loss) after provision for U.S. Federal, state, and local income taxes</td>
<td>$3046</td>
</tr>
<tr>
<td>19. Total assets at close of FY 1999</td>
<td>$3366</td>
</tr>
</tbody>
</table>

#### NUMBER OF EMPLOYEES AND EMPLOYEE COMPENSATION

**NUMBER OF EMPLOYEES** — Employees on the payroll at the end of FY 1999, including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 1999. If the number of employees at the end of FY 1999 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 1999. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate. **EMPLOYEE COMPENSATION** — Expenditures made by an employer in connection with the employment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit plans including those mandated by government statute, such as the employer’s share of Social Security taxes. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of employees</td>
<td>3253</td>
</tr>
<tr>
<td>Total employee compensation</td>
<td>$3256</td>
</tr>
</tbody>
</table>

#### Remarks

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>22. BEA USE ONLY</td>
<td>$3032</td>
</tr>
</tbody>
</table>

---

**Remarks**
<table>
<thead>
<tr>
<th>Name of foreign affiliate</th>
<th>Country of location</th>
<th>Primary industry code</th>
<th>Total assets</th>
<th>Total liabilities</th>
<th>Sales or gross operating revenues</th>
<th>Net income after foreign income tax</th>
<th>Number of employees</th>
<th>Owe to U.S. Reporter by foreign affiliate</th>
<th>Owed to foreign affiliate by U.S. Reporter</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>3</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>5</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
</tr>
</tbody>
</table>

1. See Form BE-10B BANK pages 12 and 13 or Guide to Industry and Foreign Trade Classification for International Surveys, Part 1, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes.


3. For bank affiliate, report U.S. Reporter's permanent debt investment in col. 9 and leave col. 10 blank. See BE-10B BANK, Part III, Section B.
<table>
<thead>
<tr>
<th>Name of foreign affiliate</th>
<th>Country of location</th>
<th>Primary industry code</th>
<th>Total assets</th>
<th>Total liabilities</th>
<th>Sales or gross operating revenues</th>
<th>Net income after foreign income tax</th>
<th>Number of employees</th>
<th>Owing to U.S. Reporter by foreign affiliate</th>
<th>Owning to foreign affiliate by U.S. Reporter</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. See Form BE-10B pages 12 and 13 or Guide to Industry and Foreign Trade Classification for International Surveys, Part 1, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes.

Use additional sheets, if necessary, to account for all affiliates.
Part I — IDENTIFICATION OF U.S. REPORTER

9.—15.
Sales or gross operating revenues of fully consolidated domestic U.S. Reporter by industry of sales or gross operating revenues.

If fewer than five ISI codes are used, account for total sales or gross operating revenues in items 9 through 13. Do not include realized gains or losses due to profit or loss on the sale or maturity of investments here. Instead, report them as part of item 17 (total income).

Part II — FINANCIAL AND OPERATING DATA OF U.S. REPORTER

17. Total income — include:
   a. Sales or gross operating revenues.
   b. Income from equity investments in affiliates (domestic and foreign). For affiliates owned 20 percent or more (including majority-owned foreign affiliates), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends.
   c. Certain realized and unrealized gains (losses) net of income tax effects. Include realized gains or losses due to profit or loss on the sale or maturity of investments. Include unrealized holding gains and losses recognized during the period due to changes in the valuation of trading securities as defined by FASB 115. Include losses recognized during the period from other-than-temporary impairment of available-for-sale or held-to-maturity securities, as defined by FASB 115. Do not include unrealized holding gains and losses due to changes in the value of available-for-sale securities as defined by FASB 115.
   d. Other income

21. Total employee compensation

Wages and salaries — Report gross earnings of all employees before deduction of employees’ payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profit sharing amounts, and commissions. Exclude commissions paid to independent personnel who are not employees.

Include direct payments by employers for vacations, sick leave, severance (redundancy) pay, etc. Exclude payments made by, or on behalf of, benefit funds rather than by the employer.

Include in-kind payments, valued at their cost, that are clearly and primarily of benefit to the employees as consumers. Do not include expenditures that benefit employers as well as employees, such as expenditures for plant facilities, employee training programs, and reimbursement of business expenses.

Employee benefit plans — Report employer expenditures for all employee benefit plans, including those mandated by government statute, resulting from collective bargaining contracts, and those that are voluntary. Include Social Security and other retirement plans, life and disability insurance, guaranteed sick pay programs, workers’ compensation insurance, medical insurance, family allowances, unemployment insurance, severance pay funds, etc. Also, include deferred postemployment and post retirement expenses per FASB 106. If plans are financed jointly by the employer and the employee, include only the contributions of the employer.
1. Name of U.S. Reporter of foreign affiliate — Same as item 1, Form BE-10A or BE-10A Bank

2. Name of foreign affiliate being reported — Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Form BE-077.

IMPORTANT

Use Form BE-10B BANK only to report a foreign affiliate that is a bank, i.e., a foreign business enterprise with over 50 percent of its total gross operating revenues generated by activities classified in International Surveys Industry codes 5221 and/or 5229.

Read the Instruction Booklet, which contains definitions and reporting requirements, before completing this form. The Instruction Booklet, Part I.C., has information for U.S. Reporters and foreign affiliates that are banks or bank holding companies. "Additional" Instructions specific to line items are provided at the back of this form.

- Who must report — The U.S. Reporter must file Form BE-10B BANK for each bank foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; OR net income after provision for foreign tax was greater than $7 million (positive or negative) at any time during the affiliate's 1999 fiscal year. See Instruction Booklet, Part I, for detailed reporting requirements.

- Foreign affiliate’s 1999 fiscal year — The foreign affiliate’s financial reporting year that has an ending date in calendar year 1999. See Instruction Booklet, Part II.A., page 8.

- Due date — A complete BE-10 report is due on the following dates:
  - May 31, 2000 for a U.S. Reporter required to file fewer than 50 Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK;
  - June 30, 2000 for a U.S. Reporter required to file 50 or more Forms BE-10B(LF), BE-10B(SF), and/or BE-10B BANK.


- Currency amounts — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. EXAMPLE — If amount is $1,334,891.00, report as 1,335,000.

- Contact us for help — Telephone: 202-606-5566; FAX: 202-606-5312 or 5317; E-mail: be10/11@bea.doc.gov.

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — See Additional Instructions for Part I on page 11 at the back of this form.

3. Number of foreign affiliates consolidated in this report — Do not consolidate affiliates located in two different countries. See the Instruction Booklet, Part I.B.2.c.(1), page 6. If your answer to this question is 2 or more, you must complete Supplement B (page 9) of this report.

4. Does this foreign affiliate have a direct equity interest in other foreign affiliates, including branches of this affiliate, that are not fully consolidated in this BE-10B BANK? — Mark (X) one.

5. Form of organization of this foreign affiliate — Mark (X) one.

6. Country of incorporation or organization of this foreign affiliate — Mark (X) one.

7. Country of location — Country in which this foreign affiliate’s physical assets are located or where its primary activity is carried out — Mark (X) one.

8. This foreign affiliate’s financial books and records are kept in — Mark (X) one.

9. Enter the ending date of this foreign affiliate’s 1999 fiscal year.
10. Was the foreign business enterprise a foreign affiliate of the U.S. Reporter for only part of FY 1999?

- [ ] Yes, and this is its initial report — Affiliate was not previously reported
- [ ] Yes, and this is its final report —

   - [ ] Mark (X) one

   - [ ] Establish the foreign affiliate?
   - [ ] Acquire a voting interest of 10 percent or more in an existing foreign company from a foreign person?
   - [ ] Acquire a voting interest of 10 percent or more in this affiliate from a U.S. person? — Give name and address of U.S. person.

   - [ ] Enter date

11. Was there a change in the entity due to mergers, acquisitions, divestitures, etc., or a change in accounting principles during FY 1999 that caused FY 1998 data to be restated? Mark (X) one.

- [ ] Yes — Report all close FY 1998 data before restatement, unless otherwise specified.
- [ ] No

See Additional Instructions for Part I, on page 11 at the back of this form.

### DIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE

Enter percent of ownership, to a tenth of one percent, based on voting stock if an incorporated affiliate, or an equivalent interest if an unincorporated affiliate, held directly by

<table>
<thead>
<tr>
<th>Equity interest</th>
<th>1999 (1)</th>
<th>1999 (2)</th>
<th>1998 (3)</th>
<th>1998 (4)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>


<table>
<thead>
<tr>
<th>Percent of ownership at close of fiscal year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1999</td>
</tr>
<tr>
<td></td>
</tr>
</tbody>
</table>
13. Other foreign affiliate(s) of U.S. Reporter named in Item 1 — If entry is made here, complete items 16 and 17.

14. Other U.S. Reporter(s) of this foreign affiliate — If entry is made here, item 21 must be "Yes."

15. Foreign affiliate(s) of other U.S. Reporter(s) — If entry is made here, item 21 must be "Yes."

16. Other U.S. persons

17. Other foreign persons

18. TOTAL OF DIRECTLY HELD VOTING OWNERSHIP INTERESTS — Sum of items 12 through 17

<table>
<thead>
<tr>
<th>100.0</th>
<th>100.0</th>
</tr>
</thead>
</table>

19. Indirect ownership — If there is an entry in item 13, enter U.S. Reporter's percent of indirect ownership in this foreign affiliate. See Instruction Booklet, Part I.A.2., page 5, for instructions on how to complete indirect ownership percentages.

<table>
<thead>
<tr>
<th>100.0</th>
<th>100.0</th>
</tr>
</thead>
</table>

20. Identification of foreign affiliate parent(s) — If there is an entry in item 13, column (3) or column (4) — Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (d) the name of the foreign affiliate that holds a direct ownership interest in it.

**Foreign affiliate holding direct ownership interest in this foreign affiliate**

<table>
<thead>
<tr>
<th>Name and ID Number</th>
<th>BEA USE ONLY</th>
<th>Percent direct ownership in this foreign affiliate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Close FY 1999 (b)</td>
<td>Close FY 1998 (c)</td>
</tr>
<tr>
<td></td>
<td>(d)</td>
<td>(e)</td>
</tr>
</tbody>
</table>

- [a] 1201
- [b] 1202
- [c] 1203
- [d] TOTAL — Must equal percentages entered in Item 13
21. Do two or more U.S. persons each directly or indirectly own or control at least 10 percent of this foreign affiliate’s voting rights? Mark (X) one.

- Yes — Item 14 or 15 on page 2 must have an entry, and either item 22 or 23 must be completed. See Instruction Booklet, Part I.C.2.b.(2).
- No — Skip to item 28

22. If the answer to item 21 is "Yes," and the U.S. Reporter named in item 1 is submitting the Part II data (i.e., the "complete" report) for this foreign affiliate — Give name(s) and mailing address(es) of the other U.S. Reporter(s) who is(are) not submitting the data:

- Name
- Mailing address

23. If the answer to item 21 is "Yes," and if the U.S. Reporter named in item 1 is not submitting the Part II data (i.e., is submitting a "partial" report) for this foreign affiliate — Give name and mailing address of U.S. Reporter who is submitting the data.

24. BEA USE ONLY

25. BEA USE ONLY

26. BEA USE ONLY

27. BEA USE ONLY

28. Gross operating revenues of foreign affiliate, by industry — Enter in columns (1) and (2) respectively, the 4-digit ISI code(s) and the amount of gross operating revenues associated with each code. See the Guide to Industry and Foreign Trade Classifications for International Surveys for a list, and explanation, of the International Surveys Industry (ISI). A list of ISI codes is also provided on pages 12 and 13 of this form. For an inactive foreign affiliate, enter an ISI code based on the last active period. For "start-up" companies, show the intended activity. See Additional Instructions for Part I, page 11, at the back of this form.

- Banking industry — [depository institutions — ISI code 5221 — or nondepository branches and agencies — ISI code 5229]
- 2nd largest gross operating revenues
- 3rd largest gross operating revenues
- 4th largest gross operating revenues
- Gross operating revenues not accounted for above
- TOTAL GROSS OPERATING REVENUES — Sum of items 28 through 32

29. 2nd largest gross operating revenues

30. 3rd largest gross operating revenues

31. 4th largest gross operating revenues

32. Gross operating revenues not accounted for above

33. TOTAL GROSS OPERATING REVENUES — Sum of items 28 through 32

34. BEA USE ONLY

35. BEA USE ONLY

Remarks
36. Certain realized and unrealized gains (losses) — Include gains (losses) net of income tax effects resulting from:
   a. Certain realized and unrealized gains (losses). Include realized gains or losses due to profit or loss on the sale or maturity of investments. Include unrealized holding gains and losses recognized during the period due to changes in the valuation of trading securities as defined by FASB 115. Include losses recognized during the period from other-than-temporary impairment of available-for-sale or held-to-maturity securities, as defined by FASB 115. Do not include unrealized holding gains and losses due to changes in the value of available-for-sale-securities as defined by FASB 115. Instead, include such gains and losses in retained earnings (item 46) for an incorporated affiliate, total owners’ equity (item 50) for an unincorporated affiliate and also report them in item 39.
   b. Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets.
   c. Remeasurement of the foreign affiliate’s foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the period and transaction gains (losses) taken to income in accordance with FASB 52.
   d. Extraordinary items (except those resulting from legal judgments and accidental damage to fixed assets) and other unusual or infrequently occurring items.

37. TOTAL INCOME —

38. NET INCOME (LOSS) after provision for foreign income taxes —

39. Certain unrealized gains (losses) not included in the determination of net income —

40. Provision for loan loss — Amount charged to the loan loss reserve account during FY 1999 —

41. TOTAL NUMBER OF EMPLOYEES — Report the total number of employees for the year.

42. TOTAL EMPLOYEE COMPENSATION — Report, for all employees, the sum of:
   a. Wages and salaries — Employees’ gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; and
   b. Employee benefit plans — Employer expenditures for all employee benefit plans.

43. TOTAL ASSETS —

44. TOTAL LIABILITIES —

45. Capital stock and additional paid-in capital —

46. Retained earnings (deficit) —

47. Translation adjustment — Cumulative amount at year end (per FASB 52) —

48. Other — Include involuntarily (or legally) restricted earnings — Specify

49. TOTAL OWNERS’ EQUITY (INCORPORATED FOREIGN AFFILIATE) —

50. TOTAL OWNERS’ EQUITY (UNINCORPORATED FOREIGN AFFILIATE) —

51. Translation adjustment — Cumulative amount at year end (per FASB 52) — That portion of item 50 representing the affiliate’s cumulative translation adjustment account.

52. BEA USE ONLY —
### Part III — INVESTMENT AND TRANSACTIONS BETWEEN FOREIGN AFFILIATE AND THE U.S. REPORTER

#### Section A — U.S. Reporter's Equity in Foreign Affiliate's Net Income, Certain Realized and Unrealized Gains (Losses), and Dividends or Distributed Earnings

- **For items 55 and 56; certain realized and unrealized gains (losses) (excluding translation adjustments) after foreign income taxes**
  - Amount
    - 3140
  - 3141
  - 3142

- **1. Included in item 54. U.S. Reporter's share of item 36.**
  - 3143
  - 3144

- **55. Not included in item 54, but taken directly to retained earnings for an incorporated affiliate, or to owners' equity for an unincorporated affiliate. U.S. Reporter's share of item 39.**

- **56. Dividends on common and preferred stock of incorporated foreign affiliate (exclude stock and liquidating dividends) or distributed earnings of unincorporated foreign affiliate — Gross amount**

- **57. Tax withheld on dividends or distributed earnings in item 57.**
  - 3145

- **58. Dividends on common and preferred stock of incorporated foreign affiliate or distributed earnings of unincorporated foreign affiliate — Net amount (item 57 minus item 58)**

#### Section B — Debt and Other Intercompany Balances Between Foreign Affiliate and U.S. Reporter

- **If the U.S. Reporter is a bank (i.e., filed a Form BE-10A BANK), complete item 60. Include in item 60 only amounts the U.S. Reporter considers to be permanent debt investment in the affiliate. Interest receipts reported in item 74 should relate only to this permanent debt investment. If the U.S. Reporter is a BANK (i.e., filed a Form BE-10A BANK) do not report permanent debt investment or the U.S. Reporter's equity investment in the affiliate (sections B and C) on the Treasury International Capital Forms BL-1, 2, BC, and BQ-1, 2.**

- **If the U.S. Reporter is NOT a bank (i.e., filed a Form BE-10A), complete items 61 and 62. Report in items 61 and 62 all current and long-term intercompany receivables and payables between the nonbank U.S. Reporter and the foreign affiliate. Item 74 should reflect interest on all debt, whether or not the debt is permanent. These amounts are not reported on Treasury International Capital Forms.**

---

**Remarks**

---

**BEA USE ONLY**

---

**Supplement A (page 7).**
### Part III — INVESTMENT AND TRANSACTIONS BETWEEN FOREIGN AFFILIATE AND THE U.S. REPORTER — Continued

#### Section C — Change in U.S. Reporter’s Equity in Capital Stock and/or Additional Paid-in Capital of Incorporated Foreign Affiliate or Equity Investment in Unincorporated Foreign Affiliate

Report transactions during the year that changed the U.S. Reporter’s equity holdings in the foreign affiliate. Include equity changes due to treasury stock transactions with the U.S. Reporter and liquidating dividends. Exclude equity changes due to net income or (loss), stock and cash dividends, earnings distributions, balance sheet translation adjustments, treasury stock transactions with persons other than the U.S. Reporter and reorganizations in capital structure that do not affect total equity. Report all amounts at transaction value, i.e., the value of the consideration given (received) by the U.S. Reporter.

**INCREASE IN U.S. REPORTER’S EQUITY INTEREST IN THIS AFFILIATE**

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>64. Establishment of affiliate or acquisition (partial or total) of equity interest in this affiliate by U.S. Reporter either from this affiliate or from other foreign persons</td>
<td>$1</td>
</tr>
<tr>
<td>65. Capital contributions and other transactions of the U.S. Reporter with foreign persons that increase equity in this affiliate — Specify</td>
<td></td>
</tr>
<tr>
<td>66. Acquisition (partial or total) of equity interest in this affiliate by U.S. Reporter from other U.S. persons</td>
<td></td>
</tr>
</tbody>
</table>

**DECREASE IN U.S. REPORTER’S EQUITY INTEREST IN THIS AFFILIATE**

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>67. Liquidation of affiliate or sale (partial or total) of equity interest in this affiliate by the U.S. Reporter either to this affiliate or to other foreign persons</td>
<td></td>
</tr>
<tr>
<td>68. Return of capital contributions to the U.S. Reporter and other transactions of the U.S. Reporter with foreign persons that decrease equity in this affiliate — Specify</td>
<td></td>
</tr>
<tr>
<td>69. Sale (partial or total) of equity interest in this affiliate by U.S. Reporter to other U.S. persons</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL**

For items 64 through 69, enter the amounts by which the transaction value —

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>70. TOTAL — Equals sum of items 64, 65, 66, 67, 68 and 69</td>
<td>$1</td>
</tr>
</tbody>
</table>

#### Section D — Receipts and Payments Between the U.S. Reporter and Foreign Affiliate

Report these items based on the books of the U.S. Reporter. Enter amounts received, paid, or entered into intercompany accounts, whichever occurred first.

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>71. Exceeds the value carried on the books of the affiliate</td>
<td>$1</td>
</tr>
<tr>
<td>72. Is less than the value carried on the books of the affiliate</td>
<td>$1</td>
</tr>
</tbody>
</table>

**TOTAL**

For items 74 through 77, enter the amounts by which the transaction value —

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>73. EQUALS SUM OF ITEMS 74 THROUGH 77</td>
<td>$1</td>
</tr>
</tbody>
</table>

#### Remarks

### Section D — Receipts and Payments Between the U.S. Reporter and Foreign Affiliate

Report these items based on the books of the U.S. Reporter. Enter amounts received, paid, or entered into intercompany accounts, whichever occurred first.

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>74. Interest, include interest on capital leases</td>
<td>$1</td>
</tr>
<tr>
<td>75. Royalties, license fees, and other fees for the use or sale of intangible property</td>
<td>$1</td>
</tr>
<tr>
<td>76. Charges for use of tangible property</td>
<td>$1</td>
</tr>
<tr>
<td>77. Allocated expenses and sales of services</td>
<td>$1</td>
</tr>
<tr>
<td>78. TOTAL — Equal of items 74 through 77</td>
<td>$1</td>
</tr>
</tbody>
</table>

**BEA USE ONLY**

### Section D — Receipts and Payments Between the U.S. Reporter and Foreign Affiliate

Report these items based on the books of the U.S. Reporter. Enter amounts received, paid, or entered into intercompany accounts, whichever occurred first.

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>79. BEA USE ONLY</td>
<td>$1</td>
</tr>
</tbody>
</table>
### Supplement A — List ALL foreign affiliates of the U.S. Reporter(s) in which the fully consolidated foreign affiliate named in Item 2 has a direct equity interest, but which are not fully consolidated on this Form BE-10B BANK. Continue listing onto as many copied pages as needed. 

**NOTE** — Foreign affiliates listed on this Supplement A must also file a complete Form BE-10B(SF) or BE-10B BANK, or, per instructions, be listed on the BE-10A Supplement of its U.S. Reporter.

<table>
<thead>
<tr>
<th>Affiliate ID Number</th>
<th>Name of foreign affiliate as shown in item 2 of Form BE-10B BANK</th>
<th>Percentage of direct ownership in the foreign affiliate held by the foreign affiliate named in the identification block above (Enter percentage to the nearest tenth).</th>
</tr>
</thead>
<tbody>
<tr>
<td>0000</td>
<td></td>
<td>Close FY 1999</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>0000</td>
<td></td>
<td>%</td>
</tr>
<tr>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
</tr>
<tr>
<td>-----</td>
<td>-----</td>
<td>-----</td>
</tr>
<tr>
<td>Name of each foreign affiliate, as taken from item 2 of the Form BE-10B(SF) or BE-10B BANK for that affiliate, in which a direct equity interest is held</td>
<td>Affiliate identification number taken from the preprinted Form BE-10B(SF) or BE-10B BANK, if provided, of each foreign affiliate listed in column (1)</td>
<td>Percentage of direct ownership in the foreign affiliate listed in column (1) held by the foreign affiliate named in the identification block (Enter percentage to the nearest tenth.)</td>
</tr>
<tr>
<td>Close FY 1999</td>
<td>Close FY 1998</td>
<td></td>
</tr>
<tr>
<td>(4)</td>
<td>(5)</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
<tr>
<td>.%</td>
<td>.%</td>
<td></td>
</tr>
</tbody>
</table>
Supplement B — This list must be completed for the foreign affiliate for which the U.S. Reporter is reporting consolidated financial and operating data to BEA; each foreign affiliate fully consolidated must be more than 10 percent owned, directly or indirectly, by the U.S. Reporter and must also be more than 50 percent owned by the foreign affiliate named in item 2 of Form BE-10B BANK. The number of foreign affiliates listed below plus the reporting foreign affiliate must agree with Part I, Item 3, of Form BE-10B BANK. Continue listing onto as many copied pages as needed.

NOTE — Consolidate affiliates only if they are located in the same country and are in the same 4-digit industry.

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BEA USE ONLY</td>
<td>Name and country of location of each foreign affiliate fully consolidated in this Form BE-10B</td>
<td>Name of foreign affiliate which holds the direct equity interest in the foreign affiliate listed in column (2)</td>
<td></td>
</tr>
<tr>
<td>--------------</td>
<td>-----------------------------------------------------------------------------------------------</td>
<td>--------------------------------------------------------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(1)</td>
<td>(2)</td>
<td></td>
</tr>
<tr>
<td>2023</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2005</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2004</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2003</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Percentage of direct ownership at close FY 1999 which the foreign affiliate listed in column (3) has in the foreign affiliate listed in column (2) (Enter percentage to the nearest tenth.)
Part I — IDENTIFICATION OF FOREIGN AFFILIATE

   a. Equity Interest is the U.S. Reporter's direct ownership in the
      outstanding voting (and nonvoting) stock of the affiliate. Examples of
      nonvoting equity include nonvoting stock and a limited partner's
      interest in a partnership.
   b. Voting Interest is the U.S. Reporter's direct ownership in just
      the voting stock of the affiliate. Examples of voting equity include
      voting stock and a general partner's interest in a partnership.
   c. Thus, a U.S. Reporter could have a 100 percent direct voting
      interest in an affiliate but own less than 100 percent of the
      affiliate's total equity.

28.—33.
   Gross operating revenues of foreign affiliate, by industry
   If fewer than five ISI codes are used, account for total sales or
   gross operating revenues. Do not include realized gains or losses
   due to profit or loss on the sale or maturity of investments held.
   Instead, report them in item 36 (certain realized and unrealized
   gains (losses)).

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

   • Section A — Income and Related Items
     37. Total income — Include the following items:
        a. Sales or gross operating revenues
        b. Income from equity investments in foreign affiliates — For
           affiliates owned 20 percent or more (including those that
           are majority-owned), report equity in earnings during the
           reporting period; for those owned less that 20 percent, report
           dividends.
        c. Income from other income items.
        d. Certain realized and unrealized gains (losses) net of income tax
           effects
        e. Other income.
   • Section B — Number of Employees and Employee
     Compensation
     42. Employee compensation — Consists of wages and salaries of
        employees and employer expenditures for all employee benefit
        plans.
        a. Wages and salaries — Report gross earnings of all employees
           before deduction of employees' payroll withholdings, social
           insurance contributions, group insurance premiums, union dues,
           etc. Include time and piece rate payments, cost of living
           adjustments, overtime pay and shift differentials, bonuses, profit
           sharing amounts, and commissions. Exclude commissions paid to
           independent personnel who are not employees.
        b. Include direct payments by employers for vacations, sick leave,
           severance (redundancy) pay, etc. Exclude payments made by, or
           on behalf of, benefit funds rather than by the employer.
        c. Include in-kind payments, valued at their cost, that are clearly and
           primarily of benefit to the employees as consumers. Do not include
           expenditures that benefit employers as well as employees, such as
           expenditures for plant facilities, employee training programs, and
           reimbursement of business expenses.
        d. Employee benefit plans — Report employer expenditures for all
           employee benefit plans, including those mandated by government
           statute, resulting from collective bargaining contracts and those
           that are voluntary. Include Social Security and other retirement
           plans, life and disability insurance, guaranteed sick pay programs,
           workers' compensation insurance, medical insurance, family
           allowances, unemployment insurance, severance pay funds, etc.
           Also, include deferred post employment and post retirement
           expenditures per FASB 106. If plans are financed jointly by the
           employer and the employee, include only the contributions of the
        e. Employee compensation.
   • Section C — Balance Sheet
     45. Capital stock and additional paid-in capital — Include
        common and preferred, voting and nonvoting capital stock and
        additional paid-in capital.
     46. Retained earnings (deficit) — Include earnings retained by the
        corporation and also available for dividends; earnings
        voluntarily restricted; and the cumulative balance of unrealized
        gains (losses) due to changes in the valuation of available-for-sale
        securities per FASB 115.

Part III — INVESTMENT AND TRANSACTIONS BETWEEN
FOREIGN AFFILIATE AND THE U.S. REPORTER

   • Section A — U.S. Reporter's Equity in Foreign Affiliate's Net
      Income, Certain Realized and Unrealized Gains (Losses), and
      Dividends or Distributed Earnings
      57. Report this item based on the books of the U.S. Reporter. Report
      amounts received or entered into intercompany accounts,
      whichever occurred first. Include amounts for which payment
      was made in kind. If a receivable was booked in a prior reporting
      period, do not report the collection of the receivable in the
      current period. Show the collection as a reduction to the
      intercompany account item 61.
   • Section B — Debt and Other Intercompany Balances Between
     Foreign Affiliate and U.S. Reporter
     60.—62.
        a. Include current and long-term items, indebtedness resulting from
           a capital lease, and the net book value of equipment under a
           long-term operating lease. Do not include indebtedness resulting
           from a long-term operating lease that is for more than one year
           (i.e., the lease is for more than one year).
        b. Include the FY 1999 closing net book value of the leased
           equipment in columns 1 and 3, and
        c. Include the FY 1998 closing net book value of the leased
           equipment in columns 2 and 4.
        d. The closing net book value of leased equipment would have to be
           obtained from the books of the U.S. Reporter.
        e. If the foreign affiliate has leased equipment to the U.S.
           Reporter under a long-term operating lease (i.e., the lease is for
           more than one year), then:
           a. Include the FY 1999 closing net book value of the leased
              equipment in columns 1 and 3, and
           b. Include the FY 1998 closing net book value of the leased
              equipment in columns 2 and 4.
        f. The closing net book value of leased equipment would be
           obtained from the books of the foreign affiliate.
   • Section C — Change in U.S. Reporter's Equity in Capital Stock
      and/or Additional Paid-in Capital of Incorporated Foreign Affili-
      ate or Equity Investment in Unincorporated Foreign Affiliate.
      Increase in U.S. Reporter's Equity Interest in This Affiliate
      64.—66.
        a. For a newly established or acquired affiliate, report what the U.S.
           Reporter paid and/or borrowed to establish or acquire the
           affiliate in item 64 or 68 as appropriate. Do not report the book
           value of the equity interest if it differs from what was paid.
        b. Decrease in U.S. Reporter's Equity Interest in This Affiliate
        67.—69.
          a. For an affiliate that is sold, report the sale price in item 67 or 69
             as appropriate. Include foreign income taxes, if any, on gains
             (and tax refunds on losses) in the calculation of these items.
             Report the ending intercompany debt position for the affiliate
             in item 60 or in columns 1 and 3 of item 68. Include the FY
             1998 closing net book value of the leased equipment in
             columns 1 and 3 of item 66 or in columns 1 and 3 of items
             61 and 62 as zero. If debt positions still exist, they are between
             a U.S. person and an unaffiliated foreign person, and may be
             reportable on the Department of the Treasury International
             Capital report forms.
          b. For investments written off, enter zero in items 67—69. Report
             the amount written off in item 71 or 72 as appropriate. If an
             account receivable due to the U.S. Reporter from the affiliate
             is written off, enter zero in item 73. The difference in the
             amount of the receivable in item 65 as a capital contribution.
          c. Transaction Value Exceeds or is Less Than the Value Carried
             on the Books of the Affiliate
             71.—72.
             If the book value of the U.S. Reporter's equity investment
             changed by more or less than the value of the consideration
             paid, received, or owed, enter the amount of the difference as
             a reduction or increase to the U.S. Reporter's Equity interest in
             the affiliate. If the book value of the U.S. Reporter's interest in
             the affiliate was $10 million and the affiliation was sold for $11
             million, enter $1 million in column 2 of item 71. Report the
             amount gross of U.S. income taxes, if any.
76. Charges for use of tangible property

Include in column 1 rental payments to the U.S. Reporter under operating leases of one year or less. Include net rental payments to the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rents paid to the U.S. Reporter for the reporting period plus any amount of capital depreciation charged against the leased equipment on the books of the U.S. Reporter for the part of FY 1999 that the lease was in existence.)

Include in column 3 rent receipts from the U.S. Reporter under operating leases of one year or less. Include net rent receipts from the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rents received from the U.S. Reporter less the amount of depreciation expense charged against the leased equipment on the books of the foreign affiliate for that part of FY 1999 that the lease was in existence.)

77. Allocated expenses and sales of services — Include allocated expenses (such as R&D assessments) and reimbursements between the U.S. Reporter and the affiliate for management, professional, technical, or other services that are normally included in "other income" to the provider of the service. Also include receipts by the U.S. Reporter from, or payments by the U.S. Reporter to, the affiliate for services that are separately billed and normally included in the sales or gross operating revenues of the seller of the service.

### SUMMARY OF INDUSTRY CLASSIFICATIONS

**AGRICULTURE, FORESTRY, FISHING, AND HUNTING**

- 1110 Crop production
- 1120 Animal production
- 1140 Forestry and logging
- 1150 Fishing, hunting, and trapping
- 1160 Support activities for agriculture and forestry

**MINING**

- 2111 Oil and gas extraction
- 2121 Coal
- 2131 Nonmetallic minerals
- 2142 Iron ores
- 2152 Gold and silver ores
- 2162 Copper, nickel, lead, and zinc ores
- 2172 Other metal ores
- 2182 Support activities for oil and gas operations
- 2193 Support activities for mining, except for oil and gas operations

**UTILITIES**

- 2211 Electric power generation, transmission, and distribution
- 2212 Natural gas distribution
- 2213 Water, sewage, and other systems

**CONSTRUCTION**

- 2330 Building, developing, and general contracting
- 2340 Heavy construction
- 2350 Special trade contractors

**MANUFACTURING**

- 3111 Animal foods
- 3112 Grain milling and admiralty
- 3131 Sugar and confectionery products
- 3141 Fruit and vegetable preserving and specialty foods
- 3151 Dairy products
- 3161 Meat products
- 3171 Seafood product preparation and preservation
- 3181 Bakers and tortillas
- 3191 Other food products
- 3211 Beverages
- 3221 Tobacco
- 3231 Textile mills
- 3241 Textile product mills
- 3250 Apparel
- 3261 Leather and allied products
- 3271 Wood products
- 3222 Paper, paperboard, and allied products
- 3231 Printing and related support activities
- 3242 Integrated petroleum and coal products
- 3253 Petroleum refining without extraction
- 3261 Basic chemicals
- 3252 Resins, synthetic rubbers, and artificial and synthetic fibers and filaments
- 3253 Pesticides, fertilizers, and other agricultural chemicals
- 3254 Pharmaceuticals and medicines
- 3255 Paints, coatings, and adhesives
- 3256 Soap, cleaning compounds, and toilet preparations
- 3259 Other chemical products and preparations
- 3261 Plastics products
- 3262 Rubber products
- 3271 Clay products and refractories
- 3272 Glass and glass products
- 3273 Cement and concrete products
- 3274 Lime and gypsum products
- 3279 Other nonmetallic mineral products
- 3311 Iron and steel mills and ferroalloys
- 3312 Steel products from purchased steel
- 3313 Aluminum and aluminum production and processing
- 3314 Nonferrous metal (except aluminum) production and processing
- 3315 Foundries
- 3321 Forging and stamping
- 3322 Cutlery and hand tools
- 3323 Architectural and structural metals
- 3324 Boilers, tanks, and shipping containers
- 3325 Hardware
- 3326 Spring and wire products
- 3327 Machine shops, turned products, and screws, nuts, and bolts
- 3328 Coating, engraving, heat treating, and allied activities
- 3329 Other fabricated metal products
- 3331 Agriculture, construction, and mining machinery
- 3332 Industrial machinery
- 3333 Commercial and service industry machinery
- 3334 Ventilation, heating, air conditioning, and commercial refrigeration equipment
- 3351 Metalworking machinery
- 3352 Engines, turbines, and power transmission equipment
- 3353 Other general purpose machinery
- 3354 Computer and peripheral equipment
- 3354 Communications equipment
- 3354 Audio and video equipment
- 3354 Semiconductors and other electronic components
- 3345 Navigational, measuring, electro-medical, and control instruments
- 3346 Manufacturing and reproducing magnetic and optical media
- 3351 Electrical lighting equipment
- 3352 Household appliances
- 3353 Electrical equipment
- 3359 Other electrical equipment and appliances
- 3361 Motor vehicles
- 3362 Motor vehicle bodies and trailers
- 3363 Motor vehicle parts
- 3364 Aerospace products and parts
- 3365 Railroad rolling stock
- 3366 Ship and boat building
- 3369 Other transportation equipment
- 3370 Furniture and related products
- 3391 Medical equipment and supplies
- 3399 Other miscellaneous manufacturing

**WHOLESALE TRADE**

- 4121 Motor vehicles and motor vehicle parts and supplies
- 4122 Furniture and home furnishings
- 4123 Lumber and other construction materials
- 4124 Professional and commercial equipment and supplies
- 4125 Metals and minerals (except petroleum)
- 4126 Electrical goods
- 4127 Hardware, and plumbing and heating equipment and supplies
- 4128 Machinery, equipment, and supplies
- 4129 Miscellaneous durable goods

**RETAIL TRADE**

- 4140 Motor vehicle and parts dealers
- 4142 Furniture and home furnishings dealers
- 4143 Electronic and appliance stores
- 4144 Building material and garden equipment and supplies dealers
- 4145 Food and beverage stores
- 4146 Health and personal care stores
- 4147 Gasoline stations
- 4148 Clothing and clothing accessories dealers
- 4150 Sporting goods, hobby, book, and music stores
- 4152 General merchandise stores
- 4153 Miscellaneous store retailers
- 4154 Nonstore retailers

**TRANSPORTATION AND WAREHOUSING**

- 4810 Air transportation
- 4821 Rail transportation
- 4833 Petroleum tanker operations
- 4839 Other water transportation
- 4840 Truck transportation
- 4850 Transit and ground passenger transportation
- 4863 Pipeline transportation of crude oil, coal, petroleum products, and natural gas
- 4868 Other pipeline transportation
- 4870 Sailing and sightseeing transportation
- 4880 Support activities for transportation
- 4890 Couriers and messengers
- 4892 Petroleum storage for brokers
- 4893 Other warehousing and storage
INFORMATION
5111 Newspaper, periodical, book, and database publishers
5112 Software publishers
5121 Motion picture and video industries
5122 Sound recording industries
5131 Radio and television broadcasting
5132 Cable networks and program distribution
5133 Telecommunications
5141 Information services
5142 Data processing services

FINANCE AND INSURANCE
5221 Depository credit intermediation (Banking)
5223 Activities related to credit intermediation
5224 Non-depository credit intermediation
5229 Non-depository branches and agencies
5231 Securities and commodity contracts intermediation and brokerage
5238 Other financial investment activities and exchanges
5241 Agencies, brokerages, and other insurance related activities
5243 Insurance carriers, except life insurance carriers
5249 Life insurance carriers
5252 Funds, trusts and other financial vehicles, except REITs

REAL ESTATE AND RENTAL AND LEASING
5310 Real estate
5321 Automotive equipment rental and leasing
5329 Other rental and leasing services
5331 Leases of non-financial intangible assets (except copyrighted works)

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
5411 Legal services
5412 Accounting, tax preparation, bookkeeping, and payroll services
5413 Architectural, engineering, and related services
5414 Specialized design services
5415 Computer systems design and related services
5416 Management, scientific, and technical consulting services
5417 Scientific research and development services
5418 Advertising and related services
5419 Other professional, scientific, and technical services

MANAGEMENT OF COMPANIES AND ENTERPRISES
5512 Holding companies, except bank holding companies
5513 Corporate, subsidiary, and regional management offices

ADMINISTRATIVE AND SUPPORT, WASTE MANAGEMENT, AND REMEDIATION SERVICES
5611 Office administrative services
5612 Facilities support services
5613 Employment services
5614 Business support services
5615 Travel arrangement and reservation services
5616 Investigation and security services
5617 Services to buildings and dwellings
5619 Other support services
5620 Waste management and remediation services

EDUCATIONAL SERVICES
6110 Educational services

HEALTH CARE AND SOCIAL ASSISTANCE
6210 Ambulatory health care services
6220 Hospitals
6230 Nursing and residential care facilities
6240 Social assistance

ARTS, ENTERTAINMENT, AND RECREATION
7110 Performing arts, spectator sports, and related industries
7121 Museums, historical sites, and similar institutions
7130 Amusement, gambling, and recreation industries

ACCOMMODATIONS AND FOOD SERVICES
7210 Accommodations
7220 Food services and drinking places

OTHER SERVICES
8110 Repair and maintenance
8120 Personal and laundry services
8130 Religious, grantmaking, civic, professional, and similar organizations

PUBLIC ADMINISTRATION
9200 Public administration
BE-10 Claim for Not Filing

FORM BE-10 Claim for Not Filing
U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 1994
CLAIM FOR NOT FILING

MAIL REPORTS TO
U.S. Department of Commerce Bureau of Economic Analysis, BE-69(A)
Washington, DC 20230

OR
U.S. Department of Commerce Bureau of Economic Analysis, BE-69(A)
Shipping and Receiving Section M-100
1441 L Street, NW
Washington, DC 20005

NOTE — A single original copy of this report shall be filed with the Bureau of Economic Analysis; this should be the copy with the address label if such a label has been provided.

NOTE — This U.S. person held for other than personal use) during its 1994 fiscal year, but

Injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than $10,000

PENALTIES — Whoever fails to report may be subject to a civil penalty of not less than $2,500, and not more than $25,000, and to

The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used

BASIS OF CLAIM FOR NOT FILING

Mark (X) and complete either A or B

A. (X) This U.S. person did not own or control, directly or indirectly, 10 percent or more of the voting securities of an incorporated

did file a 1993 BE-11 Survey report with this Bureau.

B. (X) This U.S. person did own or control, directly or indirectly, 10 percent or more of the voting securities of an incorporated

The owners are citizens of a foreign country who (a) are resident in the U.S. as a result of official employment by a foreign
government (including the immediate family of such persons), or (b) have been and expect to be resident in the U.S. for less
than one year.

2. (X) Is fully consolidated in the BE-10 report of another U.S. person — Give name and address of that person and their BEA Identification Number, if known.

3. (X) Other — Specify and include reference to section of regulations or instructions on which claim is based.

NOTE — The U.S. person had foreign affiliates, but no foreign affiliate had total assets, sales or gross operating revenues, or net income (loss) greater than $3 million (positive or negative), a completed Form BE-10B(LF), BE-10B(SF), or BE-10B BANK is not required but the U.S. person must still file Form BE-10A and BE-10A SUPPLEMENT or BE-10A BANK and BE-10A BANK SUPPLEMENT. It should NOT file this "BE-10 Claim for Not Filing."

Penalties — Whoever fails to report may be subject to a civil penalty of not less than $2,500, and not more than $25,000, and to

Injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than $10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a fine, imprisonment or both. (See Section 6 of the Act, 22 U.S.C. 3105.)

Name of U.S. person for BEA to consult about this claim

Print or type

Address — Number and street

City State ZIP Code

Authorized official’s signature

Date

Print or type name and title

U.S. Telephone number

Area code Number Extension
GUIDE TO INDUSTRY AND FOREIGN TRADE CLASSIFICATIONS FOR INTERNATIONAL SURVEYS

Industry classifications adapted from the 1997 North American Industry Classification System (NAICS)
Foreign trade classifications adapted from the Standard International Trade Classification, Revision 3 (SITC)

CONTENTS

Part I — Industry classifications ................. 3
Part II — Foreign trade classifications .......... 50

This guide provides detailed descriptions of each of the industry and foreign trade classification categories to be used in completing BEA’s international surveys. Industry classifications described in the first part of this guide are used to determine the type of business conducted by the entity being reported (pages 3–49). Foreign trade classifications, described in the second part of this guide (pages 50–53), are used to classify, by product, U.S. exports and imports of goods.
The international surveys industry (ISI) classifications described here are to be used when completing the industry classifications items in BEA’s surveys of direct investment and services. The classifications and their code numbers were adapted by BEA from the 1997 North American Industry Classification System (hereafter referred to as the ”1997 NAICS”). Industry classifications in the previous version of this guide were adapted from the 1987 Standard Industrial Classification (SIC) system.

Although the SIC system was updated several times, most recently in 1987, its basic structure dates back to the 1930’s. Rapid changes in the U.S. and world economies in recent years prompted a re-examination of industry classification issues. The 1997 NAICS, a system for classifying establishments by type of economic activity, is the result of a joint effort by staff of BEA and other U.S. Federal statistical agencies, under the guidance of the Office of Management and Budget, and in cooperation with statistical agencies in Canada and Mexico. Among other things, the 1997 NAICS better reflects new and advanced technologies and growth and diversification in the provision of services in recent decades. (More information about the 1997 NAICS is available on the Internet at "http://www.census.gov/epcd/www/naics.html")

For reporting on BEA surveys, 197 individual ISI classifications were adapted from the 1997 NAICS, and each has been assigned a four-digit numerical code. (The previously used SIC-based 1987 ISI classifications had 137 three-digit codes.) The titles of some ISI classifications, by themselves, may not be sufficiently descriptive to classify certain activities. More information on the content of each classification is provided in the detailed definitions below. For some classifications, a "NOTE" given after the definition lists closely related activities NOT included in the classification being defined and the ISI codes for those activities.

For the convenience of those U.S. reporters familiar with the 1997 NAICS, the 1997 NAICS code or codes that correspond to a given ISI classification are shown in parentheses under the heading of each ISI classification. Because differences between a given ISI classification and the corresponding 1997 NAICS classification(s) may exist, the detailed definitions of the ISI classifications should be consulted when completing industry classification items in the survey.
PART I — INDUSTRY CLASSIFICATIONS — Continued

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, FISHING, AND HUNTING

1110 Crop production
1120 Animal production
1130 Forestry and logging
1140 Fishing, hunting, and trapping
1150 Support activities for agriculture and forestry

MINING

2111 Oil and gas extraction
2121 Coal
2123 Nonmetallic minerals
2124 Iron ores
2125 Gold and silver ores
2126 Copper, nickel, lead, and zinc ores
2127 Other metal ores
2132 Support activities for oil and gas operations
2133 Support activities for mining, except for oil and gas operations

UTILITIES

2211 Electric power generation, transmission, and distribution
2212 Natural gas distribution
2213 Water, sewage, and other systems

CONSTRUCTION

2330 Building, developing, and general contracting
2340 Heavy construction
2350 Special trade contractors

MANUFACTURING

3111 Animal foods
3112 Grain and oilseed milling
3113 Sugar and confectionery products
3114 Fruit and vegetable preserving and specialty foods
3115 Dairy products
3116 Meat products
3117 Seafood product preparation and packaging
3118 Bakers and tortillas
3119 Other food products
3121 Beverages
3122 Tobacco
3130 Textile mills
3140 Textile product mills
3150 Apparel
3160 Leather and allied products
3210 Wood products
3221 Pulp, paper, and paperboard mills
3222 Converted paper products
3231 Printing and related support activities
3242 Integrated petroleum refining and extraction
3243 Petroleum refining without extraction
3244 Other petroleum and coal products
3251 Basic chemicals
3252 Resins, synthetic rubbers, and artificial and synthetic fibers and filaments
3253 Pesticides, fertilizers, and other agricultural chemicals
3254 Pharmaceuticals and medicines
3255 Paints, coatings, and adhesives
3256 Soap, cleaning compounds, and toilet preparations
3259 Other chemical products and preparations
3261 Plastics products
3262 Rubber products
3271 Clay products and refractories
3272 Glass and glass products
3273 Cement and concrete products
3274 Lime and gypsum products
3279 Other nonmetallic mineral products
3311 Iron and steel mills and ferroalloys
3312 Steel products from purchased steel
3313 Alumina and aluminum production and processing
3314 Nonferrous metal (except aluminum) production and processing
3315 Foundries
3321 Forging and stamping
3322 Cutlery and hand tools
3323 Architectural and structural metals
3324 Boilers, tanks, and shipping containers
3325 Hardware
3326 Spring and wire products
3327 Machine shops, turned products, and screws, nuts, and bolts
3328 Coating, engraving, heat treating, and allied activities
3329 Other fabricated metal products
3331 Agriculture, construction, and mining machinery
3332 Industrial machinery
3333 Commercial and service industry machinery
3334 Ventilation, heating, air-conditioning, and commercial refrigeration equipment
3335 Metallurgical machinery
3336 Engines, turbines, and power transmission equipment
3337 Mining and equipment
3338 Oil and gas extractions
3339 Other general purpose machinery
3341 Computer and peripheral equipment
3342 Communications equipment
3343 Audio and video equipment
3344 Semiconductors and other electronic components
3345 Navigational, measuring, electromedical, and control instruments
3346 Manufacturing and reproducing magnetic and optical media
3350 Household appliances
3351 Electric lighting equipment
3352 Floor and wall heating equipment
3353 Electrical equipment
3355 Other electrical equipment and components
3361 Motor vehicles
3362 Motor vehicle bodies and trailers
3363 Motor vehicle parts
3364 Aerospace products and parts
3365 Railroad rolling stock
3366 Ship and boat building
3369 Other transportation equipment
3370 Furniture and related products
3391 Medical equipment and supplies
3399 Other miscellaneous manufacturing

WHOLESALE TRADE

DURABLE GOODS

4211 Motor vehicles and motor vehicle parts and supplies
4212 Furniture and home furnishings
4213 Lumber and other construction materials
4214 Professional and commercial equipment and supplies
4215 Metals and minerals (except petroleum)
4216 Electrical goods
4217 Hardware, and plumbing and heating equipment and supplies
4218 Machinery, equipment, and supplies
4219 Miscellaneous durable goods

NONDURABLE GOODS

4221 Paper and paper products
4222 Drugs and druggists’ sundries
4223 Apparel, piece goods, and notions
4224 Grocery and related products
4225 Farm product raw materials
4226 Chemical and allied products
4227 Petroleum and petroleum products
4228 Beer, wine, and distilled alcoholic beverages
4229 Miscellaneous nondurable goods
PART I — INDUSTRY CLASSIFICATIONS — Continued

SUMMARY OF INDUSTRY CLASSIFICATIONS – Continued

RETAIL TRADE
4410 Motor vehicle and parts dealers
4420 Furniture and home furnishings stores
4431 Electronics and appliance stores
4440 Building material and garden equipment and supplies dealers
4450 Food and beverage stores
4461 Health and personal care stores
4471 Gasoline stations
4480 Clothing and clothing accessories stores
4510 Sporting goods, hobby, book, and music stores
4520 General merchandise stores
4530 Miscellaneous store retailers
4540 Nonstore retailers

TRANSPORTATION AND WAREHOUSING
4810 Air transportation
4821 Rail transportation
4833 Petroleum tanker operations
4839 Other water transportation
4840 Truck transportation
4850 Transit and ground passenger transportation
4863 Pipeline transportation of crude oil, refined petroleum products, and natural gas
4868 Other pipeline transportation
4870 Scenic and sightseeing transportation
4880 Support activities for transportation
4920 Couriers and messengers
4932 Petroleum storage for hire
4939 Other warehousing and storage

INFORMATION
5111 Newspaper, periodical, book, and database publishers
5112 Software publishers
5121 Motion picture and video industries
5122 Sound recording industries
5131 Radio and television broadcasting
5132 Cable networks and program distribution
5133 Telecommunications
5141 Information services
5142 Data processing services

FINANCE AND INSURANCE
5221 Depository credit intermediation (Banking)
5223 Activities related to credit intermediation
5224 Non-depository credit intermediation
5229 Non-depository branches and agencies
5231 Securities and commodity contracts intermediation and brokerage
5238 Other financial investment activities and exchanges
5242 Agencies, brokerages, and other insurance related activities
5243 Insurance carriers, except life insurance carriers
5249 Life insurance carriers
5252 Funds, trusts and other financial vehicles, except REITs

REAL ESTATE AND RENTAL AND LEASING
5310 Real estate
5321 Automotive equipment rental and leasing
5329 Other rental and leasing services
5331 Lessors of non-financial intangible assets (except copyrighted works)

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
5411 Legal services
5412 Accounting, tax preparation, bookkeeping, and payroll services
5413 Architectural, engineering, and related services
5414 Specialized design services
5415 Computer systems design and related services
5416 Management, scientific, and technical consulting services
5417 Scientific research and development services
5418 Advertising and related services
5419 Other professional, scientific, and technical services

MANAGEMENT OF COMPANIES AND ENTERPRISES
5512 Holding companies, except bank holding companies
5513 Corporate, subsidiary, and regional management offices

ADMINISTRATIVE AND SUPPORT, WASTE MANAGEMENT, AND REMEDIATION SERVICES
5611 Office administrative services
5612 Facilities support services
5613 Employment services
5614 Business support services
5615 Travel arrangement and reservation services
5616 Investigation and security services
5617 Services to buildings and dwellings
5619 Other support services
5620 Waste management and remediation services

EDUCATIONAL SERVICES
6110 Educational services

HEALTH CARE AND SOCIAL ASSISTANCE
6210 Ambulatory health care services
6220 Hospitals
6230 Nursing and residential care facilities
6240 Social assistance

ARTS, ENTERTAINMENT, AND RECREATION
7110 Performing arts, spectator sports, and related industries
7121 Museums, historical sites, and similar institutions
7130 Amusement, gambling, and recreation industries

ACCOMMODATIONS AND FOOD SERVICES
7210 Accommodations
7220 Food services and drinking places

OTHER SERVICES
8110 Repair and maintenance
8120 Personal and laundry services
8130 Religious, grantmaking, civic, professional, and similar organizations

PUBLIC ADMINISTRATION
9200 Public administration

9200 Public administration
The agriculture, forestry, fishing, and hunting sector (ISI codes 1110–1150) comprises businesses engaged in growing crops, raising animals, harvesting timber, and harvesting fish and other animals from a farm, ranch, or their natural habitats. The sector distinguishes two basic activities: agricultural production and agricultural support activities. Agricultural production includes businesses performing the complete farm or ranch operation, such as farm owner-operators, tenant farm operators, and sharecroppers. Agricultural support activities include businesses that perform one or more activities associated with farm operation, such as soil preparation, planting, harvesting, and management, on a contract or fee basis.

**1110 Crop production**  
(1997 NAICS code 111)

Businesses engaged in growing crops for food and fiber. Examples of such crops are:

- Corn
- Cotton
- Dry peas and beans
- Fruits and tree nuts
- Maple sap
- Mushrooms
- Potatoes
- Soybeans and other oilseeds
- Sugarcane and sugarbeets
- Tobacco
- Vegetables and melons
- Wheat

Also included are nursery, tree (with growth cycles of 10 years or less), and floriculture production.

**NOTE** – Managing farms without owning and/or operating the farms is classified in ISI code 1150.

**1120 Animal production**  
(1997 NAICS code 112)

Businesses that raise or fatten animals or sell animal products. Examples of businesses in, or products of, this industry are:

- Beef cattle ranches, farms, and feedlots
- Dairy cattle and milk production
- Farm-raised fish
- Fur-bearing animals
- Hog and pig farms
- Horses
- Poultry and egg products

**NOTE** – The catching or taking of fish from their natural habitat is classified in ISI code 1140.

**1130 Forestry and logging**  
(1997 NAICS code 113)

Businesses in this industry grow and harvest timber on a long production cycle of 10 years or more. They engage in the operation of timber tracks for the purpose of selling standing timber. These businesses also grow trees for reforestation or for gathering forest products such as barks, fibers, ginseng, gums, and truffles.

**NOTE** – Growing short rotation woody trees with a growth cycle of less than 10 years is classified in ISI code 1110.
- Gathering maple sap is classified in ISI code 1110.
- Holding land with trees as real estate property is classified in ISI code 5310.

**1140 Fishing, hunting, and trapping**  
(1997 NAICS code 114)

Businesses engaged in:

- Commercial catching or taking of finfish, shellfish, or miscellaneous marine products from a natural habitat
- Commercial hunting or trapping
- Operating game or hunting preserves

**NOTE** – The farm raising of finfish and shellfish are classified in ISI code 1120.
- The commercial catching or taking and processing of fresh fish such as canning, freezing, etc., on the fishing vessel are classified in ISI code 3117.
- Operating nature preserves is classified in ISI code 7121.

**1150 Support activities for agriculture and forestry**  
(1997 NAICS code 115)

Businesses that provide support services to agricultural and forestry production. Examples of activities of this industry are:

- Breeding services for animals
- Crop production and harvesting services
- Farm labor and management services
- Forestry consulting
- Postharvest crop activities
- Soil preparation services

**NOTE** – Stemming and redrying tobacco are classified in ISI code 3122.
- Landscaping services are classified in ISI code 5617.
MINING

The mining sector (ISI codes 2111–2133) comprises businesses that extract naturally occurring mineral solids, such as coal and ores; liquid minerals, such as crude petroleum; and gases, such as natural gas. The term mining is used in the broad sense to include quarrying, well operations, crushing, washing, and other operations performed at the mine site. This sector consists of two basic activities: (1) mine operation and (2) mining support activities. Mine operations are classified according to the natural resource mined. Businesses that mine and further process the mined materials into a finished product, are classified in manufacturing. For example, a business operating a granite quarry, producing dimension stone, and further shaping the dimension stone into building stone would be classified in manufacturing.

2111 Oil and gas extraction
(1997 NAICS code 211)

Businesses engaged in operating oil and gas field properties, including all activities in the preparation of oil and gas up to the point of shipment from the producing property. Includes businesses that operate oil and gas wells for others on a contract or fee basis.

Examples of activities in the industry are:

- Drilling, completing, and equipping wells
- Exploring for crude petroleum and natural gas
- Mining and extraction of oil from oil shale and oil sands
- Operating separators, emulsion breakers, and desilting equipment
- Producing natural gas and recovering hydrocarbon liquids of oil from oil and gas field gases

**NOTE** – Crude petroleum extraction combined with refining is classified in ISI code 3242.

2121 Coal
(1997 NAICS code 2121)

Businesses engaged in developing mine sites for, or in mining, and preparing (crushing, screening, washing, sizing, etc.) the following minerals:

- Anthracite
- Bituminous coal
- Lignite

**NOTE** – The production of coal fuel briquettes and packed fuel is classified in ISI code 3244.

2123 Nonmetallic minerals
(1997 NAICS code 2123)

Businesses engaged in developing mine sites for, or in mining, quarrying, and preparing (crushing, screening, washing, sizing, etc.) nonmetallic minerals (other than coal, oil, and gas) such as:

- Chemical and fertilizer minerals, such as celestite, flourspar, barite, and sulphur
- Clay, ceramic, and refractory minerals
- Crushed and broken limestone and granite
- Dimension stone

**NOTE** – Production of phosphoric acid, superphosphates, or other manufactured phosphate compounds or chemicals is classified in ISI code 3253.
- Grinding, pulverizing, or otherwise treating clay, ceramic, and refractory minerals is classified in ISI code 3271.
- Production of lime is classified in ISI code 3274.
- Dressing of dimension stone and other crushed and ground minerals such as talc, mica, and feldspar is classified in ISI code 3279.

2124 Iron ores
(1997 NAICS code 21221)

Businesses engaged in developing mine sites for, or in mining, and preparing (crushing, screening, washing, sizing, etc.) iron ores and manganiferous ores, and/or producing sinter and other agglomerates.

**NOTE** – Operating blast furnaces to produce pig iron is classified in ISI code 3311.

2125 Gold and silver ores
(1997 NAICS code 21222)

Businesses engaged in developing mine sites for, or in mining, and preparing (crushing, screening, washing, sizing, etc.) ores valued chiefly for their gold and silver content. The transformation of these ores into bullion or dore bar in combination with mining activities is also included in this industry.

**NOTE** – Manufacturing gold or silver bullion or dore bar without mining is classified in ISI code 3314.
2126 Copper, nickel, lead, and zinc ores
(1997 NAICS code 21223)
Businesses engaged in developing mine sites for, or in mining, and preparing (crushing, screening, washing, sizing, etc.) ores valued chiefly for their copper, nickel, lead, or zinc content. The transformation of these ores into concentrates is also included in this industry.

NOTE – Refining copper concentrates is classified in ISI code 3314.

2127 Other metal ores
(1997 NAICS code 21229)
Businesses engaged in developing mine sites for, or in mining, and preparing (crushing, screening, washing, sizing, etc.) other metal ores such as:

- Antimony
- Molybdenum
- Colombium
- Tungsten
- Ilmenite
- Uranium-radium-vanadium
- Magnesium

NOTE – Enriching uranium is classified in ISI code 3251.

2132 Support activities for oil and gas operations
(1997 NAICS code 213111 and 213112)
Businesses engaged in performing oil or gas field services, for others, on a contract or fee basis.

Examples of services provided in this industry are:
- Drilling wells for oil or gas field operations
- Exploration
- Grading and building foundations at well locations
- Well surveying

NOTE – Complete responsibility for operating oil and gas wells for others on a contract or fee basis is classified in ISI code 2111. Performing geophysical surveying services for oil and gas on a contract or fee basis is classified in ISI code 5413.

2133 Support activities for mining, except oil and gas operations
(1997 NAICS code 2131 except for 213111 and 213112)
Businesses engaged in performing support services, on a contract or fee basis, required for the mining and quarrying of minerals.

Examples of services provided in this industry are:
- Exploration, including prospecting and taking ore samples
- Making geological observations

NOTE – Complete responsibility for operating mines for others on a contract or fee basis is classified according to the product mined rather than in support activities for mining. Performing geophysical surveying services for minerals on a contract or fee basis is classified in ISI code 5413.

UTILITIES

The utilities sector (ISI codes 2211–2213) comprises businesses engaged in the provision of the following utility services: electric power, natural gas, steam supply, water supply, and sewage removal.

2211 Electric power generation, transmission, and distribution
(1997 NAICS code 2211)
Businesses engaged in generating, transmitting, and/or distributing electric power. Includes hydroelectric, fossil fuel, nuclear, and solar power generation.

NOTE – Operating trash incinerators that also generate electricity is classified in ISI code 5620.

2212 Natural gas distribution
(1997 NAICS code 2212)
Businesses that operate natural gas distribution systems, buy gas from the well and sell it to a distribution system, or arrange the sale of gas over distribution systems operated by others.

NOTE – Transmitting natural gas from the producer to the distributor via pipelines is classified in ISI code 4863.
Part I — INDUSTRY CLASSIFICATIONS — Continued

UTILITIES – Continued

2213 Water, sewage, and other systems
(1997 NAICS code 2213)

Businesses engaged in operating water treatment plants and/or operating water supply systems, operating sewer systems, or sewage treatment facilities that collect, treat, and dispose of waste.

NOTE – Operating waste treatment or disposal facilities (other than sewer systems or sewage treatment facilities) are classified in ISI code 5620.

CONSTRUCTION

The construction sector (ISI codes 2330–2350) comprises businesses engaged in the construction of buildings and other structures, heavy construction other than buildings, additions, alterations, reconstruction, installation, and maintenance and repairs. This sector includes businesses engaged in demolition or wrecking of buildings and other structures, clearing of building sites, the sale of materials from demolished structures, and businesses engaged in blasting, test drilling, landfill, leveling, earth-moving, excavating, land drainage, and other land preparation.

Construction performed by a business primarily engaged in an activity other than construction, for its own account and use, and by its own employees (force construction), is excluded from this industry, and is classified according to the principle activity of the business.

2330 Building, developing, and general contracting
(1997 NAICS code 233)

Businesses in this industry usually assume responsibility for an entire construction project, and may subcontract some or all of the actual construction work. Includes general contractors, design-builders, engineer-constructors, joint-venture contractors, turnkey construction contractors, and construction management firms.

Examples of products and activities of this industry are:

- Industrial buildings
- Land development and subdivision
- Residential buildings

2340 Heavy construction
(1997 NAICS code 234)

Businesses engaged in general construction projects other than buildings.

Examples of construction projects in this industry are:

- Bridges and tunnels
- Highways and streets
- Industrial non-building structures
- Power and communication transmission lines
- Water mains, sewers, and pipelines

2350 Special trade contractors
(1997 NAICS code 235)

Businesses engaged in specialized construction activities and work for builders and general contractors under subcontract or directly for project owners. Includes businesses engaged in demolition or wrecking of buildings and other structures, dismantling of machinery, excavating, shoring and underpinning, anchored earth retention activities, foundation drilling, and grading for buildings.

Examples of businesses in this industry are:

- Carpentry and floor contractors
- Heating and air conditioning contractors
- Masonry and drywall contractors
- Plumbing contractors
- Roofing, siding, and sheet metal contractors

NOTE – Special trade contractors performing work relating to heavy construction, such as grading for highways are classified in ISI code 2340.
Part I — INDUSTRY CLASSIFICATIONS — Continued

MANUFACTURING

The manufacturing sector (ISI codes 3111–3399) comprises businesses engaged in the mechanical, physical, or chemical transformation of materials, substances, or components into new products. The assembling of component parts of manufactured products is considered manufacturing, except in cases where the activity is classified in Construction (e.g., structures).

Manufacturing businesses acquire materials that are products of agriculture, forestry, fishing, mining, and quarrying as well as products of other manufacturing businesses. A business may process the materials itself or may contract with another manufacturer to perform the processing on materials which they provide to the other manufacturer. Both types of businesses are included in manufacturing.

The product produced by a manufacturer may be finished for final consumption or it may be a material input for an entity engaged in further manufacturing. For example, the product of an alumina refinery is the input used in the primary production of aluminum; primary aluminum is the input to an aluminum wire drawing plant; and aluminum wire is the input for a fabricated wire product manufacturer.

Within the manufacturing sector, the individual industries generally reflect distinct production processes related to material inputs and production equipment. In the machinery area, where assembling is a key activity, parts and accessories for manufactured products are classified in the industry of the finished manufactured item when they are made for sale separately. For example, a replacement refrigerator door would be classified with refrigerators and an attachment for a piece of metal working machinery would be classified with metal working machinery. However, components and inputs from other manufacturers are classified based on the production function of the component manufacturer.

Some borderline activities that are classified in manufacturing are:

- Apparel jobbing (assigning of materials to contract factories or shops for fabrication or other contract operations) as well as contracting on materials owned by others
- Aircraft and aerospace research and development
- Electroplating, plating, metal heat treating, and polishing for the trade
- Fabricating signs and advertising displays
- Fresh fish packaging (oyster shucking, fish filleting)
- Lapidary work for the trade
- Machine shop work
- Mass production of computer software or video tapes from a master copy
- Milk bottling and pasteurizing
- Printing and related support activities
- Ready-mixed concrete production
- Rebuilding machinery, but not repairing (i.e. automotive parts)
- Ship repair and renovation
- Tire retreading
- Wood preserving

Some borderline activities that are not classified in manufacturing are:

- Logging is classified in Agriculture, Forestry, Fishing, and Hunting (ISI codes 1110–1150).
- The dressing and beneficiating of ores is classified in Mining (ISI codes 2111–2133).
- The construction of structures and fabricating operations performed at the site of construction by contractors is classified in Construction (ISI codes 2330–2350).
- The breaking of bulk and redistribution in smaller lots, including packaging and repackaging products, such as liquors or chemicals; the customized assembly of computers; sorting of scrap; mixing paints to customer order; and cutting metals etc. to customer order are classified in Wholesale or Retail Trade (ISI codes 4211–4540).
- Publishing and the combined activity of publishing and printing is classified in Information (ISI codes 5111–5142). Although the activity performed is the transformation of information into a product, the value of the product to the consumer lies in the information content, not in the format in which it is distributed (i.e., the book, the software diskette, etc.).

3111 Animal foods
(1997 NAICS code 3111)

Businesses engaged in manufacturing food and feeds for animals from ingredients such as grains, oilseed mill products, and meat products.

3112 Grain and oilseed milling
(1997 NAICS code 3112)

Examples of products or processes of this industry are:

- Breakfast cereals
- Fats and oils refining and blending, including blending purchased animal fats and oils with vegetable fats
- Flour milling
- Malt manufacturing

Rice milling
Shortenings and margarines
Soybean processing
Vegetable oils and fats
Wet milled corn products, such as sweeteners and starches

NOTE – Manufacturing:
Rendered or refined animal fats and oils are classified in ISI code 3116.
Prepared flour mixes or doughs from flour ground elsewhere is classified in ISI code 3118.
Table syrups from corn syrup and starch base dessert powders is classified in ISI code 3119.
Coffee substitutes from grain is classified in ISI code 3119.
Malt extends and syrups is classified in ISI code 3119.
Malt beverages is classified in ISI code 3121.
Part I — INDUSTRY CLASSIFICATIONS — Continued

MANUFACTURING – Continued

3113 Sugar and confectionery products
(1997 NAICS code 3113)

Businesses that process agricultural inputs such as sugar cane, beet, and cacao to manufacture sugars, chocolates, or confectioneries and businesses that further process purchased sugar and chocolate.

Examples of businesses in, or products of, this industry are:

- Candy
- Chewing gum
- Chocolate
- Confectioneries
- Granola bars
- Sugars, such as cane and beet

**NOTE** – Manufacturing:

Maple syrup is classified in ISI code 1110.
Corn sweeteners by wet milling corn is classified in ISI code 3112.
Sweetening syrups from corn syrup is classified in ISI code 3119.
Artificial sweeteners is classified in ISI code 3251.

3114 Fruit and vegetable preserving and specialty foods
(1997 NAICS code 3114)

Businesses engaged in manufacturing frozen foods of vegetable or animal origins or in manufacturing canned, pickled and dried fruits, vegetables, and specialty foods.

Examples of products of this industry are:

- Canned baby foods
- Canned fruits, juices and vegetables
- Canned (non-seafood) soups
- Catsup, salsa, barbeque, and other tomato-based sauces
- Dried and dehydrated fruits and vegetables
- Dry soup mixes and bouillon made in dehydration plants
- Frozen food specialties such as dinners, entrees, and side dishes
- Frozen fruits, juices, and vegetables
- Frozen waffles, pancakes, and french toast
- Frozen whipped toppings
- Jams and jellies
- Pickled fruits and vegetables

**NOTE** – Manufacturing:

Frozen or canned dairy products are classified in ISI code 3115.
Frozen or canned meat products are classified in ISI code 3116.
Frozen or canned seafood soups and products are classified in ISI code 3117.
Frozen bakery products are classified in ISI code 3118.
Dry soup mixes and bouillon made from purchased ingredients is classified in ISI code 3119.
Canned fruit and vegetable drinks are classified in ISI code 3121.

3115 Dairy products
(1997 NAICS code 3115)

Businesses engaged in manufacturing dairy products from raw milk, processed milk, and dairy substitutes.

Examples of products of this industry are:

- Butter and cheeses
- Canned, condensed, and evaporated milk
- Fluid milk and cream
- Ice cream, frozen yogurt, and other dairy desserts
- Whipped toppings
- Yogurt

**NOTE** – Manufacturing:

Margarine or margarine-butter blends is classified in ISI code 3112.
Frozen whipped toppings is classified in ISI code 3114.

3116 Meat products
(1997 NAICS code 3116)

Examples of products or processes of this industry are:

- Animal slaughtering and processing yielding meats, meat by-products, and variety meats
- Lard
- Poultry processing
- Refined animal fats and oils
- Small game processing

**NOTE** – Manufacturing:

Meat-based animal feeds from carcasses is classified in ISI code 3111.
Canned meat, small game, and poultry for baby food is classified in ISI code 3114.
Drying, freezing, and breaking eggs is classified in ISI code 3119.
3117 **Seafood product preparation and packaging**  
(1997 NAICS code 3117)  
Examples of processes of this industry are:  
- Canning seafood (including soup)  
- Fresh and frozen seafood processing  
- Shucking and packing fresh shellfish  
- Smoking, salting, and drying seafoods  

3118 **Bakeries and tortillas**  
(1997 NAICS code 3118)  
Examples of products of this industry are:  
- Breads and other bakery products, from "retail" bakeries, if the goods are manufactured on the premises, and are not for immediate on the premises consumption  
- Cookies and crackers  
- Dry pasta  
- Flour mixes and dough mixes from purchased flour  
- Soft pretzels  
- Tortillas  

**NOTE –** Manufacturing:  
- Canned pasta and tortillas and frozen tortillas is classified in ISI code 3114.  
- Pretzels (except soft) and tortilla chips is classified in ISI code 3119.  
- Fresh pasta is classified in ISI code 3119.  
- Retailing bakery products manufactured elsewhere, not for immediate consumption is classified in ISI code 4450.  
- Selling bakery products for immediate consumption on premises is classified in ISI code 7220.  

3119 **Other food products**  
(1997 NAICS code 3119)  
Examples of products of this industry are:  
- Coffee and tea  
- Dressings, mayonnaise, and other prepared sauces (except tomato based)  
- Flavoring syrups, concentrates, and extracts  
- Fresh pastas and pizzas  
- Natural food colorings  
- Peanut butter  
- Potato chips, corn chips, popcorn, pretzels (except soft), nuts and other snack foods  
- Powdered drink mixes  
- Seasonings, extracts, and spices  

**NOTE –** Manufacturing:  
- Chocolate or candy coated nuts and candy covered popcorn is classified in ISI code 3113.  
- Chocolate syrup is classified in ISI code 3113.  
- Tomato-based sauces is classified in ISI code 3114.  
- Soft pretzels is classified in ISI code 3118.  
- Bottled or canned ice tea is classified in ISI code 3121.  
- Synthetic food colorings and natural colorings for non-food uses is classified in ISI code 3251.  

3121 **Beverages**  
(1997 NAICS code 3121)  
Examples of products or processes of this industry are:  
- Beer, ale, and malt liquor  
- Distilled and blended liquors  
- Ice manufacturing  
- Purifying and bottling water  
- Soft drinks  
- Wines and brandies  

**NOTE –** Manufacturing:  
- Milk-based drinks is classified in ISI code 3115.  
- Soft drink bases are classified in ISI code 3119.  
- Non-alcoholic cider is classified in ISI code 3119.  
- Dry ice is classified in ISI code 3251.  
- Bottling purchased purified water is classified in ISI code 4224.  
- Bottling liquors, malt beverages, and wines produced elsewhere is classified in ISI code 4228.  

3122 **Tobacco**  
(1997 NAICS code 3122)  
Examples of products or processes of this industry are:  
- Cigarettes  
- Cigars  
- Smoking and chewing tobacco  
- Stemming or redrying of tobacco
Part I — INDUSTRY CLASSIFICATIONS — Continued

MANUFACTURING — Continued

3130  Textile mills
(1997 NAICS code 313)

Businesses engaged in transforming a basic fiber (natural or synthetic) into a product, such as a yarn or fabric, that is further manufactured into usable items, such as apparel, sheets and towels. The main processes in this industry include preparation and spinning of fiber, knitting or weaving of fabric, and the finishing of the product.

Examples of businesses in this industry are:

- Fabric coating mills
- Fabric mills, broadwoven, narrow, and nonwoven
- Fiber, yarn, and thread mills

NOTE — Manufacturing:
- Textile products (except apparel) from purchased fabric is classified in ISI code 3140.
- Apparel from purchased fabric is classified in ISI code 3150.
- Artificial and synthetic fibers is classified in ISI code 3252.

3140  Textile product mills
(1997 NAICS code 314)

Businesses engaged in producing non-apparel textile products using "cut and sew" processes, i.e., purchasing fabric and cutting and sewing the fabric to make the products.

Examples of businesses in, or products of, this industry are:

- Carpet and rug mills
- Curtain and linen mills
- Rope, cordage, and twine

NOTE — Manufacturing:
- Lace curtains on lace machines is classified in ISI code 3130.
- Luggage is classified in ISI code 3160.
- Canvas blinds and shades is classified in ISI code 3370.

3150  Apparel
(1997 NAICS code 315)

Businesses engaged in producing garments using "cut and sew" processes, i.e., purchasing fabric and cutting and sewing to make apparel; and the manufacture of apparel by first knitting a fabric and then cutting and sewing the fabric into apparel.

Examples of businesses in, or products of, this industry are:

- Athletic wear
- Belts and neckties
- Fur and leather apparel
- Gloves and mittens
- Hats and caps

NOTE — Manufacturing:
- Orthopedic hosiery is classified in ISI code 3391.
- Athletic gloves, such as golf and batting gloves, is classified in ISI code 3399.

Knitting fabric, when not combined with the production of complete apparel, is classified in ISI code 3130.

3160  Leather and allied products
(1997 NAICS code 316)

Businesses engaged in transforming hides into leather by tanning or curing, and fabricating the leather into products for final consumption. Also includes manufacturers of certain products made from "leather substitutes," such as rubber, plastic, or textiles.

Examples of products or processes of this industry are:

- Footwear, including plastic and rubber footwear
- Handbags, purses, and wallets
- Leather and hide tanning
- Luggage

NOTE — Manufacturing:
- Leather apparel and accessories is classified in ISI code 3150.
- Orthopedic footwear is classified in ISI code 3391.
- Personal goods of precious metal is classified in ISI code 3399.
3210 Wood products  
(1997 NAICS code 321)

Businesses engaged in the manufacturing of wood products from logs that are cut into bolts, planks, or boards that then may be further cut or shaped by lathes or other shaping tools. Processing may include sawing, planing, shaping, laminating, and assembly.

Examples of products of this industry are:

- Clothes pins  
- Cork products  
- Dowels  
- Millwork  
- Mobile homes  
- Prefabricated wood buildings

Reconstituted wood  
Sawmill products  
Tool handles  
Veneers, plywood, and engineered wood products  
Wood trusses  
Wood windows and doors

NOTE – Manufacturing:
Wood furniture frames is classified in ISI code 3370.  
Wood burial caskets is classified in ISI code 3399.

3221 Pulp, paper, and paperboard mills  
(1997 NAICS code 3221)

Businesses engaged in the manufacture of pulp and paper, including newsprint and paperboard. Pulp is produced by separating cellulose fibers from impurities in wood or other materials. Paper is produced by matting these fibers into a sheet. Businesses that manufacture paper in combination with paper converting are classified in this industry.

3222 Converted paper products  
(1997 NAICS code 3222)

Businesses engaged in converting paper or paperboard, but that are not engaged in manufacturing paper or paperboard. Converted paper products are produced from paper and other materials by various cutting and shaping techniques. Processing may include coating and laminating.

Examples of products of this industry are:

- Coated and laminated papers, including combinations of paper, plastics film, and metal foils for packaging purposes  
- Corrugated and solid fiber boxes  
- Fiber cans, tubes, and drums  
- Folding and setup paperboard boxes  
- Gift wrap paper  
- Paper bags  
- Sanitary food containers and paper products  
- Stationery products and paper office supplies  
- Wallpaper

NOTE – Manufacturing:
Paper and/or paperboard and converting those products is classified in ISI code 3221.  
Photographic and blueprint paper is classified in ISI code 3259.  
Carbon paper is classified in ISI code 3399.

3231 Printing and related support activities  
(1997 NAICS code 3231)

Businesses engaged in apparel and printing by transferring an image from a plate, screen, or computer file to some medium, such as paper, plastic, metal, apparel and textile articles, or wood. Processes include lithographic, gravure, screen, digital, and flexographic printing. Support activities include bookbinding, plate making, typesetting, and data imaging.

Publishing of printed products, i.e., the reporting, writing, editing, and other processes that are required to create an edition of a newspaper, for example, is treated as an activity in its own right rather than as a subsidiary activity to a manufacturing activity (printing) and is classified in ISI code 5111. A business that also prints what it publishes is classified in ISI code 5111.

Examples of products printed by businesses in, and processes of, this industry are:

- Books  
- Business forms  
- Digital printing  
- Greeting cards  
- Newspapers  
- Quick printing  
- Periodicals

NOTE – Printing on fabrics (or "grey goods") is classified in ISI code 3130.  
Duplicating services and photocopying without printing services are classified in ISI code 5614.
3242 Integrated petroleum refining and extraction
(part of 1997 NAICS codes 211 and 32411)

Businesses engaged in both extraction (operating oil and gas field properties) AND refining (separating crude petroleum into component products through such techniques as fractionation, cracking, and distillation).

**NOTE** – Crude petroleum extraction without refining is classified in ISI code 2111.

3243 Petroleum refining without extraction
(part of 1997 NAICS code 32411)

Businesses engaged in separating crude petroleum into component products through such techniques as fractionation, cracking, and distillation.

Examples of products of this industry are:
- Fuel oils
- Gasoline
- Jet fuel
- Kerosene

**NOTE** – Crude petroleum extraction without refining is classified in ISI code 2111.

Crude petroleum extraction combined with refining is classified in ISI code 3242.

3244 Other petroleum and coal products
(1997 NAICS code 3241, except 32411)

Businesses engaged in further processing of refined petroleum and coal products.

Examples of products or processes of this industry are:
- Asphalt and tar paving mixtures
- Brake fluids
- Petroleum coke, not produced in petroleum refineries
- Petroleum fuel briquettes, not produced in petroleum refineries

**NOTE** – Manufacturing:
- Paper mats and felts and saturating them with asphalt or tar into sheets and rolls is classified in ISI code 3221.
- Petrochemicals from refined petroleum is classified in ISI code 3251.
- Synthetic lubricating oils and greases is classified in ISI code 3259.

3251 Basic chemicals
(1997 NAICS code 3251)

Businesses engaged in the transformation of organic and inorganic raw materials by a chemical process.

Examples of products of this industry are:
- Alkalies and chlorine (100 percent) and other inorganic chemicals
- Carbon black
- Charcoal briquettes
- Cyclic crudes
- Dyes, pigments, lakes, and toners
- Ethyl alcohol
- Gum and wood chemicals

**NOTE** – Manufacturing:
- Food dyes (except synthetic) is classified in ISI code 3119.
- Household bleaches is classified in ISI code 3256.
- Electrostatic and photographic toners is classified in ISI code 3259.
- Chlorine for swimming pools is classified in ISI code 3259.
- Alumina is classified in ISI code 3313.

3252 Resins, synthetic rubbers, and artificial and synthetic fibers and filaments
(1997 NAICS code 3252)

Businesses engaged in manufacturing synthetic resins, plastics materials, and nonvulcanizable elastomers, and mixing and blending resins to a custom basis.

Examples of products of this industry are:
- Butyl rubber, latex rubber, silicon rubber, and other synthetic rubbers
- Plastics materials

**NOTE** – Manufacturing resin adhesives is classified in ISI code 3255.

Processing natural, synthetic, or reclaimed rubber into intermediate or final products is classified in ISI code 3262.
3253 **Pesticides, fertilizers, and other agricultural chemicals**  
(1997 NAICS code 3253)

Businesses engaged in manufacturing nitrogenous or phosphatic materials and mixing those ingredients into fertilizers or mixing ingredients produced elsewhere into fertilizers, or formulating and preparing agricultural and household pest control chemicals.

Examples of products of this industry are:

- Ammonia fertilizers
- Compost and potting soil
- Herbicides
- Insecticides
- Nitro-phosphates
- Plant hormones
- Urea
- Vitamins

**NOTE** – Manufacturing nitrogenous or phosphatic materials not for use as fertilizers is classified in ISI code 3251.

3254 **Pharmaceuticals and medicines**  
(1997 NAICS code 3254)

Businesses engaged in one or more of the following activities: (1) manufacturing biological and medicinal products; (2) processing (grading, grinding and milling) botanical drugs and herbs; (3) isolating active medicinal principals from botanical drugs and herbs; and (4) manufacturing pharmaceutical products intended for internal and external consumption in such forms as ampules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

Examples of products of this industry are:

- Alkaloids
- Antibiotics
- Blood derivatives
- Botanicals
- Endocrine substances
- In vitro and in vivo diagnostics
- Vaccines
- Vitamins

3255 **Paints, coatings, and adhesives**  
(1997 NAICS code 3255)

Businesses engaged in mixing pigments, solvents, and binders into paints, stains, and other coatings and/or manufacturing allied paint products and adhesives.

Examples of products of this industry are:

- Caulking compounds
- Enamels
- Glues
- Paint
- Paint and varnish removers
- Varnishes, lacquers, and shellacs
- Wood sealers and preservers

**NOTE** – Manufacturing:
- Turpentine is classified in ISI code 3251.
- Artists’ paints is classified in ISI code 3399.

3256 **Soap, cleaning compounds, and toilet preparations**  
(1997 NAICS code 3256)

Businesses engaged in manufacturing and packaging soap and other cleaning compounds, surface active agents, and toilet preparations.

Examples of products of this industry are:

- Air and room fresheners
- Household bleaches
- Laundry and dishwashing detergents
- Natural glycerin
- Oven cleaners
- Perfumes, cosmetics, creams, and lotions
- Toothpaste and denture cleaners
- Wetting agents, emulsifiers, and penetrants

**NOTE** – Manufacturing industrial bleaches and synthetic glycerin is classified in ISI code 3251.

3259 **Other chemical products and preparations**  
(1997 NAICS code 3259)

Examples of products of this industry are:

- Aerosol packaging (mixing chemicals and propellant in aerosol cans)
- Automotive antifreeze
- Carbon black
- Custom compounding of purchased plastics resins
- Explosives
- Gelatins
- Matches
- Photographic (sensitized) film, paper, plates, and chemicals
- Printing ink

**NOTE** – Manufacturing:
- Medicinal gelatins is classified in ISI code 3254.
- Photographic toner cartridges is classified in ISI code 3333.
- Computer printer toner cartridges is classified in ISI code 3341.
3261  **Plastics products**  
(1997 NAICS code 3261)  
Businesses engaged in the processing of new or spent (recycled) plastics resins into intermediate or final products, using such processes as compression molding, extrusion molding, injection molding, blow molding, and casting.  
Examples of products of this industry are:  
- Laminated plastics plates, sheets, and shapes  
- Plastics bottles  
- Plastics cups and dinnerware  
- Plastics pipes and fittings  
- Plastics plumbing fixtures, such as bathtubs and shower stalls  
- Plastics resilient floor coverings  
- Polystyrene and urethane foam  
- Unsupported plastics films, sheets, and bags  
- Unsupported plastics profile shapes, such as rods and tubes  

**NOTE – Manufacturing:**  
- Plastics footwear is classified in ISI code 3160.  
- Coated paper is classified in ISI code 3222.  
- Plastics hoses is classified in ISI code 3262.  
- Plastics furniture parts is classified in ISI code 3370.  

Assembling plastics components into plumbing fixture fittings such as faucets is classified in ISI code 3329.

3262  **Rubber products**  
(1997 NAICS code 3262)  
Businesses engaged in processing natural, synthetic, or reclaimed rubber materials into intermediate or final products using processes such as vulcanizing, cementing, molding, extruding, and lathe-cutting.  
Examples of products or processes of this industry are:  
- Latex foam  
- Prophylactics  
- Rebuilding and retreading tires  
- Rubber and plastics hoses and belting  
- Rubber floor mats and stair treads  
- Rubber medical sundries  
- Tire repair materials  
- Tires and inner tubes from natural and synthetic rubber  
- Tread rubber  

**NOTE – Manufacturing:**  
- Rubber footwear is classified in ISI code 3160.  
- Rubber gaskets, packing, and sealing devices is classified in ISI code 3399.  
- Repairing tires is classified in ISI code 8110.

3271  **Clay products and refractories**  
(1997 NAICS code 3271)  
Businesses engaged in transforming mined or quarried clay and like materials into bricks, refractory, and ceramic products. Processes used include grinding, mixing, cutting, shaping, and honing raw materials. Heat and chemicals are often used to change the composition and properties of the intended product.  
Examples of products of this industry are:  
- Bricks and other clay structural products  
- Ceramic wall and floor tiles  
- Clay and vitreous china plumbing fixtures  
- Crucibles and furnace linings  
- Earthenware and vitreous china table and kitchen articles  
- Porcelain electric supplies  
- Pottery  

**NOTE – Manufacturing:**  
- Enameled iron and steel plumbing fixtures is classified in ISI code 3329.  
- Ferrite microwave devices and electronic components is classified in ISI code 3344.

3272  **Glass and glass products**  
(1997 NAICS code 3272)  
Businesses engaged in manufacturing glass and glass products. Glass is produced by heating silica sand to the melting point and then drawn, floated, or blow molded to the desired shape. Glass products may be produced from purchased glass.  
Examples of products of this industry are:  
- Flat glass  
- Glass containers  
- Glassware  
- Pressed and blown glass  
- Unsheathed fiber optic material  

**NOTE – Manufacturing:**  
- Glass wool (fiberglass) insulation is classified in ISI code 3279.  
- Optical lenses is classified in ISI code 3333.  
- Fiber optic cable from purchased fiber optic strands is classified in ISI code 3359.  
- Ophthalmic lenses is classified in ISI code 3391.
**Part I — INDUSTRY CLASSIFICATIONS — Continued**

**MANUFACTURING — Continued**

**3273 Cement and concrete products**  
(1997 NAICS code 3273)  
Businesses engaged in manufacturing hydraulic cement from mined, quarried, manufactured, or purchased lime and businesses engaged in manufacturing concrete from mined, quarried, or purchased sand and gravel.

Examples of products of this industry are:
- Concrete brick and block
- Concrete pipe
- Portland cement
- Ready-mix concrete

**NOTE** — Manufacturing:
- Lime is classified in ISI code 3274.
- Dry mixed concrete is classified in ISI code 3279.

**3274 Lime and gypsum products**  
(1997 NAICS code 3274)  
Businesses engaged in manufacturing lime from mined, quarried, collected, or purchased calcitic or dolomitic limestone or other calcareous material and businesses engaged in manufacturing gypsum products from mined, quarried, or purchased gypsum.

Examples of products of this industry are:
- Lime
- Plaster
- Plasterboard
- Wallboard

**3279 Other nonmetallic mineral products**  
(1997 NAICS code 3279)  
Examples of products of this industry are:
- Abrasives and abrasive products
- Cut stone and stone products
- Dry mixed concrete
- Fiberglass insulation
- Ground or treated mineral and earth
- Mica products
- Mineral wool
- Papier-mache
- Synthetic gemstones

**NOTE** — Manufacturing metallic scouring sponges and soap-impregnated scouring pads is classified in ISI code 3329.

**3311 Iron and steel mills and ferroalloys**  
(1997 NAICS code 3311)  
Examples of products or processes of this industry are:
- Direct reduction of iron ore
- Ferroalloys
- Ferrous powder
- Pig iron conversion into steel
- Pig iron manufacturing in molten or solid form
- Steel pipes and tubes
- Steel shapes, such as plates, sheets, strips, rods, wire, and bars

**3312 Steel products from purchased steel**  
(1997 NAICS code 3312)  
Businesses engaged in manufacturing iron and steel pipe and tube, drawing steel wire, and rolling shapes from purchased iron or steel.

**NOTE** — Manufacturing wire products from purchased wire is classified in ISI code 3326.

**3313 Alumina and aluminum production and processing**  
(1997 NAICS code 3313)  
Examples of products or processes of this industry are:
- Alumina refining, generally from bauxite
- Aluminum alloys, powder, paste, or flake
- Aluminum primary production from alumina
- Aluminum shape production, such as sheet, plate, foil, rod, bar, pipe, tube, and wire
- Aluminum smelting (secondary) from scrap or dross

**NOTE** — Manufacturing aluminum oxide abrasives and refractories are classified in ISI code 3279.
3314 Nonferrous metal (except aluminum) production and processing
(1997 NAICS code 3314)

Businesses engaged in smelting ores, such as copper, lead, and zinc, into nonferrous metals; primary refining of nonferrous metals using electrolytic or other processes; and/or rolling, drawing, extruding, and alloying of copper and other nonferrous metals.

NOTE – Mining and producing copper and other nonferrous concentrates, including gold and silver bullion, by processes such as solvent extraction or electrowinning are classified in ISI codes 2125-7.
Primary production and secondary smelting of aluminum are classified in ISI code 3313.
Die-casting purchased copper is classified in ISI code 3315.
Manufacturing wire products from purchased copper wire is classified in ISI code 3326.
Insulating purchased copper and nonferrous wire is classified in ISI code 3359.

3315 Foundries
(1997 NAICS code 3315)

Businesses engaged in pouring molten metal into molds or dies to form castings. Foundries may clean and deburr the castings they manufacture. More involved processes, such as tapping, threading, milling, or machining to tight tolerances that transform castings into more finished products are classified in other manufacturing industries.

Examples of businesses in this industry are:
- Ferrous metal foundries that manufacture castings such as cast iron pipe, skillets, and manhole covers
- Nonferrous metal foundries, such as aluminum foundries
- Steel foundries

NOTE – Businesses both producing castings and further manufacturing them using processes such as machining or assembling to create a specific manufactured product are classified in the industry of the finished product.

3321 Forging and stamping
(1997 NAICS code 3321)

Businesses engaged in manufacturing iron, steel, and nonferrous forgings from purchased metals.

Examples of products of this industry are:
- Crowns and closures
- Metal custom roll forming products
- Metal stamped and spun products (except automotive, cooking and kitchen utensils and coins)
- Powder metallurgy products

NOTE – Manufacturing:
- Iron and steel forgings in integrated iron and steel mills is classified in ISI code 3311.
- Automotive stampings is classified in ISI code 3363.

3322 Cutlery and hand tools
(1997 NAICS code 3322)

Examples of products of this industry are:
- Cutlery and flatware of nonprecious and precious plated metal
- Kitchen utensils and pots and pans, stamped or spun
- Nonelectric kitchen tools, such as can openers and peelers
- Nonpowered hand and edge tools, such as pliers, wrenches, and screwdrivers
- Safety razors and razor blades
- Saw blades and handsaws
- Scissors and shears
- Yard tools, such as rakes, shovels, and wheelbarrows

NOTE – Manufacturing:
- Cast metal cooking utensils is classified in ISI code 3315.
- Power-driven hand tools is classified in ISI code 3339.
- Precious metal (except precious plated) and pewter cutlery and flatware is classified in ISI code 3399.

3323 Architectural and structural metals
(1997 NAICS code 3323)

Examples of products of this industry are:
- Bar joists, concrete reinforcing bars, and other fabricated structural metal products
- Fabricated metal plate work
- Flumes, ducts, and dampers and other sheet metal work
- Metal railings, fences, and moldings and other ornamental and architectural metal products
- Metal windows and doors
- Prefabricated metal buildings, panels, and sections

NOTE – Manufacturing:
- Metal covered woodframed windows and doors is classified in ISI code 3210.
- Mobile homes is classified in ISI code 3210.
3324  **Boilers, tanks, and shipping containers**  
(1997 NAICS code 3324) 
Examples of products of this industry are:  
- Bulk storage tanks 
- Metal cans, barrels, drums, kegs, and pails 
- Power boilers and heat exchangers 
**NOTE** – Manufacturing heating boilers and hot water heating boilers is classified in ISI code 3334.

3325  **Hardware**  
(1997 NAICS code 3325) 
Examples of products of this industry are:  
- Locks (except coin-operated) and keys 
- Metal handles and knobs 
- Metal hinges and latches 
**NOTE** – Manufacturing: 
- Nails and spikes from wire drawn elsewhere is classified in ISI code 3326. 
- Bolts, nuts, screws, rivets, and washers is classified in ISI code 3327. 
- Coin-operated locking mechanisms is classified in ISI code 3333.

3326  **Spring and wire products**  
(1997 NAICS code 3326) 
Businesses engaged in manufacturing heavy gauge springs by processes including cutting, bending, and heat winding metal rods or strip stock, or in manufacturing light gauge springs and fabricated wire products. 
Examples of products of this industry are:  
- Barbed wire 
- Chain link fencing 
- Heavy and light gauge springs 
- Nails 
- Paper clips and staples 
**NOTE** – Manufacturing watch and clock springs from purchased wire is classified in ISI code 3345.

3327  **Machine shops, turned products, and screws, nuts, and bolts**  
(1997 NAICS code 3327) 
Businesses engaged in:  
- Custom machining parts for machines and equipment using machine tools such as lathes, automatic screw machines, and machines for boring, grinding, and milling 
- Machining precision turned products 
- Manufacturing metal bolts, nuts, screws, rivets, and washers 

3328  **Coating, engraving, heat treating, and allied activities**  
(1997 NAICS code 3328) 
Businesses engaged in:  
- Electroplating, plating, anodizing, coloring and finishing metals and metal formed products 
- Enameling, lacquering, and varnishing metals and metal formed products 
- Engraving, chasing, or etching metals and metal formed products (except printing plates) 
- Heat treating metals and metal formed products 
- Hot dip galvanizing metals and metal formed products 
- Powder coating metals and metal formed products 

3329  **Other fabricated metal products**  
(1997 NAICS code 3329) 
Examples of products of this industry are:  
- Ball and roller bearings 
- Enameled iron and metal sanitary ware, sinks, bathtub and toilets 
- Fabricated pipes and fittings 
- Fluid power valves and hose fittings 
- Industrial patterns, such as foundry cores 
- Industrial valves 
**NOTE** – Manufacturing: 
- Plastics plumbing fixtures, such as plastics tubs and shower stalls, is classified in ISI code 3261. 
- Cast iron pipes and fittings is classified in ISI code 3315. 
- Safe and vault locks is classified in ISI code 3325. 
- Hydraulic intake and exhaust valves for internal combustion engines is classified in ISI code 3363.
3331  Agriculture, construction, and mining machinery  
(1997 NAICS code 3331)

Businesses engaged in manufacturing farm machinery and equipment, construction equipment, surface mining equipment, and logging and forestry equipment.

Examples of products of this industry are:

- Bulldozers
- Coal breakers
- Concrete mixers
- Core and rock drills
- Dairy farm machinery and livestock equipment
- Farm tractors

NOTE – Manufacturing:
- Farm hand tools and nonpowered lawnmowers and other garden equipment is classified in ISI code 3322.
- Offshore oil and gas well drilling and floating production platforms is classified in ISI code 3366.

3332  Industrial machinery  
(1997 NAICS code 3332)

Examples of products of this industry are:

- Bookbinding, typesetting, and other printing machinery
- Chemical machinery and equipment and petroleum manufacturing equipment
- Food and beverage manufacturing machinery, such as:
  - Bakery ovens
  - Dough mixers
  - Ice cream freezers
  - Meat and poultry preparation equipment
- Plastics compression, extrusion, injection molding, and other plastics and rubber industry machinery
- Pulp, paper, and paper product machinery
- Sawmill and woodworking machinery (except hand held), such as:
  - Band saws
  - Circular saws
  - Sanding machinery
- Semiconductor machinery, such as wafer processing equipment
- Sewing machines (including household)
- Textile machinery

NOTE – Manufacturing:
- Planes, axes, drawknives, and handsaws is classified in ISI code 3322.
- Power driven hand tools is classified in ISI code 3339.

3333  Commercial and service industry machinery  
(1997 NAICS code 3333)

Examples of products of this industry are:

- Automatic vending machinery
- Automotive maintenance equipment, except mechanic’s hand tools
- Commercial cooking equipment
- Commercial laundry, dry-cleaning, and pressing machines
- Office machinery (except computers and photocopying equipment), such as:
  - Calculators and dedicated word processing equipment
- Optical instrument and lens manufacturing, such as:
  - Binoculars
  - Lenses (except ophthalmic focus)
  - Microscopes
- Photographic and photocopying equipment, such as:
  - Cameras (except television and video cameras)
  - Film development equipment
  - Projectors

NOTE – Manufacturing:
- Sensitized film, paper, cloth, and plates is classified in ISI code 3259.
- Mechanic’s hand tools is classified in ISI code 3322.
- Computers and peripheral equipment is classified in ISI code 3341.
- Video cameras, broadcast and studio, is classified in ISI code 3342.
- Facsimile equipment is classified in ISI code 3342.
- Video cameras (except broadcast and studio) is classified in ISI code 3343.
- Time clocks is classified in ISI code 3345.
- Ophthalmic focus lenses, such as eyeglass lenses and contact lenses, is classified in ISI code 3391.
3334 Ventilation, heating, air-conditioning, and commercial refrigeration equipment
(1997 NAICS code 3334)

Examples of products of this industry are:

- Air-conditioning (except motor vehicle) equipment, such as central and room air conditioners
- Air purification equipment, such as industrial dust and fume collection equipment and warm air furnace filters
- Attic fans
- Commercial refrigeration equipment, such as water coolers, soda fountains, and beer dispensing equipment
- Heating equipment, such as:
  - Furnaces
  - Heating boilers and stoves
  - Wall and baseboard heating units
- Industrial and commercial fans and blowers, such as exhaust and ventilating fans
- Industrial refrigeration equipment

NOTE – Manufacturing:
Industrial process furnaces and ovens is classified in ISI code 3339.
Household fans (except attic), portable electric airspace heaters, humidifiers and dehumidifiers, and refrigerators and freezers is classified in ISI code 3352.
Motor vehicle air conditioners and compressors is classified in ISI code 3363.

3335 Metalworking machinery
(1997 NAICS code 3335)

Businesses engaged in manufacturing machinery that cuts, molds, and shapes metal.

Examples of products of this industry are:

- Cutting tools and machine tools accessories, such as twist drills and counter sinks
- Industrial molds, such as die-casting and foundry-casting molds
- Machine tools, such as:
  - Die-casting machines
  - Forging machines
  - Lathes
  - Milling machines
- Metal molds for plaster, plastics, rubber, and glass working machinery
- Rolling mill machinery and equipment
- Special die and tools, die sets, and jigs and fixtures
- Wire drawing and fabricating machines

NOTE – Manufacturing:
Cutting dies (except metal cutting) is classified in ISI code 3322.
Welding and soldering equipment is classified in ISI code 3339.

3336 Engines, turbines, and power transmission equipment
(1997 NAICS code 3336)

Examples of products of this industry are:

- Electric outboard motors
- Gasoline and diesel engines, except motor vehicle and aircraft
- Industrial high-speed drives and gears
- Mechanical power transmission equipment, except motor vehicle and aircraft, such as:
  - Brakes
  - Clutches
  - Joints
  - Plain bearings and bushings
- Speed changers
- Turbine and turbine generator set units, such as steam, hydraulic, gas, and wind

NOTE – Manufacturing:
Motor vehicle engines and power transmission equipment is classified in ISI code 3363.
Gasoline aircraft engines, transmission equipment, and turbines is classified in ISI code 3364.
3339 Other general purpose machinery
(1997 NAICS code 3339)

Examples of products of this industry are:

- Air and gas compressors
- Fluid power cylinders, actuators, pumps, and motors
- Industrial process furnaces and ovens
- Material handling equipment, such as:
  - Automobile lifts
  - Conveyors
  - Elevators and escalators
  - Industrial trucks and tractors
  - Overhead traveling cranes
- Nonagricultural spraying and dusting equipment
- Packaging machinery
- Power-driven hand tools
- Pumps and pumping equipment
- Scales and balances (except laboratory)
- Welding and soldering equipment

NOTE – Manufacturing:
- Hand held soldering tools is classified in ISI code 3322.
- Farm type tractors, agricultural spraying and dusting equipment, and construction cranes is classified in ISI code 3331.
- Bakery ovens and industrial kilns is classified in ISI code 3332.
- Industrial refrigeration and air-conditioning compressors is classified in ISI code 3334.
- Transformers for arc-welding is classified in ISI code 3353.
- Pumps and compressors for motor vehicles is classified in ISI code 3363.
- Laboratory scales, furnaces, and ovens is classified in ISI code 3391.

3341 Computer and peripheral equipment
(1997 NAICS code 3341)

Businesses engaged in the design and use of integrated circuits and the application of highly specialized miniaturization technologies in the manufacture of computers and electronic products.

Machinery that incorporates electronic computers for operation or control purposes and embedded control applications are classified in other manufacturing industries based on the classifications of the complete machinery. Also, the manufacture of other parts such as casings, stampings, cable sets, switches, etc. for computers are classified in other manufacturing industries based on their associated production processes.

Examples of products of this industry are:

- Automatic teller machines
- Computer storage devices, such as:
  - CD-ROM drives
  - Floppy disk drives
  - Hard disk drives
  - Tape storage and backup drives
- Computer terminals
- Electronic computers, such as:
  - Laptops
  - Mainframes
  - Personal computers
  - Servers
  - Workstations
- Peripheral equipment such as:
  - Keyboards
  - Mice, trackballs, and joystick devices
  - Monitors
  - Optical and bar code scanners
  - Plotters
  - Printers

NOTE – Manufacturing:
- Digital telecommunication switches, and local area network and wide area network communication equipment, such as bridgers, routers, and gateways, is classified in ISI code 3342.
- Internal loaded printed circuit board devices such as sound, video, and network interface cards; modems; and solid state storage devices for computers is classified in ISI code 3344.
- Magnetic and optical recording media is classified in ISI code 3346.
Part I — INDUSTRY CLASSIFICATIONS — Continued

MANUFACTURING – Continued

3342  Communications equipment
(1997 NAICS code 3342)

Businesses engaged in manufacturing wire telephone and data communications equipment that may be stand alone or board level components of a larger system and/or engaged in manufacturing radio and television broadcast and wireless communication equipment.

Examples of products of this industry are:

Answering machines
Communications antennas
Facsimile machines
Fire and security alarm equipment
Global positioning system equipment
Intercoms
Local area network and wide area network communications equipment

Pagers
Radios, fixed and mobile
Space satellites
Studio and broadcast video cameras
Switching equipment
Telephones, wired, cordless, and cellular
Television broadcast equipment

NOTE – Manufacturing:
Household audio and video equipment is classified in ISI code 3343.
Internal and external computer modems, fax/modems and telephone transformers is classified in ISI code 3344.

3343  Audio and video equipment
(1997 NAICS code 3343)

Businesses engaged in manufacturing electronic audio and video equipment for home entertainment, motor vehicles, public address systems, and musical instrument amplification.

Examples of products of this industry are:

Amplifiers and preamplifiers
Audio receivers
Compact disc players
Magnetic and digital audio tape recorders and players
Phonographs and microphones
Radio sets
Speakers and speaker systems
Televiastions
Video cameras (except broadcast and studio)
Video cassette recorders and players
Video disc players

Pagers
Radios, fixed and mobile
Space satellites
Studio and broadcast video cameras
Switching equipment
Telephones, wired, cordless, and cellular
Television broadcast equipment

NOTE – Manufacturing:
Mobile radios, such as citizens band and FM transceivers for motor vehicle use, cable decoders, satellite television equipment, and studio and broadcast video cameras is classified in ISI code 3342.
Phonograph needles and cartridges is classified in ISI code 3344.

3344  Semiconductors and other electronic components
(1997 NAICS code 3344)

Examples of products of this industry are:

Bare and loaded printed circuit boards
Electron tubes and parts
Electronic capacitors, condensers, and resistors
Electronic coils, transformers, and other inductors
Electronic switches and transducers
Modems
Semiconductors and related devices, such as:

Diodes
Integrated circuits
Memory chips
Optoelectronic devices
Transistors

NOTE – Manufacturing:
Glass blanks for electron tubes is classified in ISI code 3272.
Communications antennas and telephone system modules is classified in ISI code 3342.
X-ray tubes is classified in ISI code 3345.
3345  **Navigational, measuring, electromedical, and control instruments**  
(1997 NAICS code 3345)

Examples of products of this industry are:

- Aircraft engine instruments
- Automatic environmental controls for residential, commercial, and appliance use, such as:
  - Gas burner controls
  - Humidstats
  - Refrigeration controls
  - Thermostats
- Electromedical and electrotherapeutic apparatus, such as:
  - Electrocardiographs
  - Hearing aids
  - Magnetic resonance imaging equipment
  - Medical ultrasound equipment
  - Pacemakers
- Instruments and related products for measuring, displaying, and controlling industrial process variables, such as: temperature, humidity, pressure, flow, level, and viscosity
- Instruments for measuring and testing of electricity and electrical signals, such as:
  - Ammeters
  - Circuit testers
  - Voltmeters
  - Wattmeters
- Irradiation apparatus, such as:
  - Computerized axial tomography (CT/CAT scanners) apparatus
  - Gamma-ray equipment
  - X-ray systems
- Laboratory instruments for chemical and physical analysis of solid, fluid, gaseous, or composite material samples, such as:
  - Hematology instruments
  - Ph meters
  - Spectrophotometric instruments
- Meteorological equipment
- Radiation detecting equipment
- Search, detection, navigation, guidance, aeronautical, and nautical systems and instruments, such as:
  - Aircraft and missile control systems
  - Gyroscopes
  - Radar
  - Sonar
- Surveying and drafting equipment
- Totalizing fluid meters and counting devices, such as:
  - Fare collection equipment
  - Parking meters
  - Water and gas meters
- Watches, clocks, and parts

**NOTE** – Manufacturing:

- Optical alignment and test and inspection equipment is classified in ISI code 3333.
- Global positioning system equipment is classified in ISI code 3342.
- Motor control switches and relays is classified in ISI code 3353.
- Appliance switches is classified in ISI code 3359.
- Nonelectrical medical and therapeutic apparatus is classified in ISI code 3391.

3346  **Manufacturing and reproducing magnetic and optical media**  
(1997 NAICS code 3346)

Examples of products or processes of this industry are:

- Blank audio and video tapes  
  Mass reproduction of computer software (generally excluding software development) onto diskettes, CD-ROMs, and game cartridges
- Blank diskettes  
  Prerecorded compact disks (except software)
- Blank optical disks  
  Tape and record reproducing
- Hard drive media  
  Theatrical duplication of motion pictures
- Laser disks  
- Mass duplication of (copying of) audio, video, software, and other data on magnetic, optical, similar media

**NOTE** – Designing, developing, or publishing prepackaged software or documentation; and integrated facilities that publish and reproduce software, are classified in ISI code 5112. Audio and video producing and publishing; integrated facilities that publish and reproduce audio, video, and film materials; and related services are classified in ISI codes 5121 or 5122, depending on the product.
3351 Electric lighting equipment
(1997 NAICS code 3351)

Examples of products of this industry are:

Commercial, industrial, institutional, and residential lighting fixtures
Electric lamp bulbs and parts
Flashlights and other portable lamps
Lampshades
Motor vehicle light bulbs
Nonelectric lighting fixtures, such as gas lanterns

NOTE – Manufacturing:
Glass parts for lighting fixtures is classified in ISI code 3272.
Light emitting diodes is classified in ISI code 3344.
Motor vehicle lighting fixtures is classified in ISI code 3363.

3352 Household appliances
(1997 NAICS code 3352)

Examples of products of this industry are:

Barbecue grills
Dishwashers and disposals
Electric blankets and spaceheaters
Refrigerators, freezers, stoves, ovens, and other major household appliances

NOTE – Manufacturing:
Household sewing machines is classified in ISI code 3332.
Commercial and industrial cooking and cleaning equipment is classified in ISI code 3333.
Commercial and industrial refrigerators, room air conditioners, attic fans, and commercial ventilation and exhaust fans is classified in ISI code 3334.

3353 Electrical equipment
(1997 NAICS code 3353)

Examples of products of this industry are:

Motors and generators such as:
- Fractional and integral horsepower electric motors
- Land transportation motors and generators
- Prime mover generator sets
Power, distribution, and specialty transformers, such as:
- Fluorescent lamp ballasts
- Lighting transformers
- Welding transformers

Relays and industrial controls, such as:
- Digital positioning equipment
- Electronic relays
- Solenoids
Switchgear and switchboard apparatus, such as:
- Circuit breakers
- Control panels
- Fuses

NOTE – Manufacturing:
Turbine generator set units and electric outboard motors is classified in ISI code 3336.
Electronic transformers and switches is classified in ISI code 3344.
Environmental controls and industrial process control instruments is classified in ISI code 3345.
Switches for electrical circuits is classified in ISI code 3359.
Starting motors and generators for internal combustion engines is classified in ISI code 3363.

3359 Other electrical equipment and components
(1997 NAICS code 3359)

Examples of products of this industry are:

Batteries
Carbon and graphite electrodes and brushes
Conduits, junction boxes, and other non-current-carrying wiring devices
Electric bells and gongs
Electrical cord sets
Electric garage door and other electric openers
Electrical outlets, switches, and other current-carrying wiring devices
Fiber optic cable from purchased fiber optic strand and nonferrous wire and cable from purchased nonferrous wire and other communication and energy wire and cable
Industrial capacitors and condensers
Lasers and laser parts for incorporation into other equipment
Primary batteries
Uninterruptable power supplies

NOTE – Manufacturing:
Porcelain and ceramic insulators is classified in ISI code 3271.
Fiber optic materials and glass insulators is classified in ISI code 3272.
Drawn nonferrous wire is classified in ISI code 3313 or 3314 (depending on the material drawn).
Cable sets consisting of insulated wire and connectors for electronic applications is classified in ISI code 3344.
Electronic capacitors, condensers, laser diodes, and semiconductor rectifiers is classified in ISI code 3344.
3361  **Motor vehicles**  
(1997 NAICS code 3361)  
Businesses engaged in manufacturing complete motor vehicles (body, chassis or unibody), or chassis only.

Examples of products of this industry are:
- Automobiles and minivans
- Buses
- Heavy duty trucks

**NOTE** – Manufacturing off highway construction equipment is classified in ISI code 3331.

3362  **Motor vehicle bodies and trailers**  
(1997 NAICS code 3362)  
Businesses engaged in manufacturing motor vehicle bodies, cabs, trucks, automobile and utility trailers, truck trailer chassis, detachable trailer bodies, and detachable trailer chassis. The products may be sold separately or may be assembled on purchased chassis and sold as complete vehicles.

Examples of products of this industry are:
- Automobile bodies
- Covers for mounting on pickup trucks
- Motor homes on a purchased chassis

**NOTE** – Manufacturing:
- Mobile homes is classified in ISI code 3210.
- Motor homes chassis and assembly of complete motor homes is classified in ISI code 3361.

3363  **Motor vehicle parts**  
(1997 NAICS code 3363)  
Examples of products of this industry are:
- Air bags
- Brake systems and related components
- Electrical and electronic equipment for motor vehicles, such as:
  - Alternators
  - Cruise control mechanisms
  - Electronic control modules
  - Ignition apparatus and parts
  - Starters
- Filters for internal combustion engines
- Fuel injection systems
- Gasoline engine parts, whether or not for vehicular use, such as:
  - Carburetors
  - Crankshafts
  - Pistons
  - Valves
  - Water pumps
- Lighting fixtures for vehicles
- Metal stampings
- Motor vehicle air-conditioning systems
- Mufflers
- Radiators
- Seating and interior trim
- Steering and suspension components except springs, such as:
  - Ball joints
  - Tie rods
  - Clutches
  - Torque converters
  - Universal joints

**NOTE** – Manufacturing:
- Stationary and diesel engines is classified in ISI code 3336.
- Car stereos is classified in ISI code 3343.
- Automotive lamps and bulbs is classified in ISI code 3351.
- Electric motors for motor vehicles is classified in ISI code 3353.
- Batteries is classified in ISI code 3359.

3364  **Aerospace products and parts**  
(1997 NAICS code 3364)  
Businesses engaged in (1) manufacturing complete aircraft, missiles, and space vehicles; and engines, propulsion units, auxiliary equipment and parts; (2) research and development units of aerospace manufacturers primarily engaged in the production of prototypes; and (3) factory conversion and overhaul of aircraft and propulsion systems.

Examples of products of this industry are:
- Aircraft
- Aircraft engines, parts, and components
- Guided missiles

**NOTE** – Manufacturing:
- Aircraft fluid valve assemblies is classified in ISI code 3329.
- Space satellites is classified in ISI code 3342.
- Aeronautical, navigational, and guidance systems is classified in ISI code 3345.
- Aircraft internal combustion engines and valves, pistons, or filters is classified in ISI code 3363.
- The repair of aircraft or aircraft engines is classified in ISI code 4880.
3365 **Railroad rolling stock**  
(1997 NAICS code 3365)

Examples of products or activities of this industry are:
- Locomotives and their frames and parts, building and rebuilding
- Rail layers and ballast distributors
- Railroad, street, and rapid transit cars
- Railway track maintenance equipment

**NOTE** – Repair businesses owned by railroad and local transit companies are classified in ISI code 4880.  
Repair businesses not owned by railroad and local transit companies are classified in ISI code 8110.

3366 **Ship and boat building**  
(1997 NAICS code 3366)

Businesses engaged in operating a shipyard or manufacturing boats. Shipyards are fixed facilities with drydocks and fabrication equipment capable of building a ship. Activities of shipyards include the construction of ships, their repair, conversion and alteration, the production of prefabricated ship and barge sections and specialized services, such as ship scaling.

Examples of products of this industry are:
- Barges
- Canoes
- Cruise ships
- Freighters
- Offshore oil and gas well drilling and floating production platforms (whether or not self-propelled)
- Recreational power boats
- Sailboats
- Submarines

**NOTE** – Manufacturing:  
Inflatable plastic boats is classified in ISI code 3261.  
Rubber boats is classified in ISI code 3262.

3369 **Other transportation equipment**  
(1997 NAICS code 3369)

Examples of products of this industry are:
- Bicycles
- Golf carts
- Military armored vehicles and tanks
- Motorcycles
- Snowmobiles

3370 **Furniture and related products**  
(1997 NAICS code 337)

Businesses engaged producing furniture and related articles such as mattresses, window blinds, cabinets, and fixtures. Processes used include the cutting, bending, molding, laminating and assembly of such materials as wood, metal, glass, plastics, and rattan. Furniture may be produced on a stock or custom basis and may be shipped assembled or unassembled.

Examples of products of this industry are:
- Bathroom vanities
- Blinds and shades
- Custom architectural woodwork and millwork
- Display fixtures
- Furniture frames and parts
- Mattresses
- Metal, wood, plastic, rattan and wicker household furniture
- Office and institutional furniture and fixtures
- Showcases, partitions, shelving, and lockers
- Television, radio, and sewing machine cabinets
- Upholstered and nonupholstered wood household furniture
- Wall shelving units
- Wood kitchen cabinets

**NOTE** – Manufacturing:  
Seating for transportation equipment is classified in ISI code 3363.  
Laboratory and hospital furniture is classified in ISI code 3391.
3391 Medical equipment and supplies
(1997 NAICS code 3391)

Examples of products of this industry are:

- Dental equipment and supplies, such as:
  - Artificial teeth
  - Dental chairs
  - Dental hand instruments
- Laboratory apparatus and furniture, such as:
  - Balances and scales
  - Centrifuges
  - Laboratory cabinets
- Ophthalmic goods, such as:
  - Contact lenses
  - Eyeglasses
  - Sunglasses
- Surgical and medical instruments, appliances, and supplies, such as:
  - Catheters
  - Hospital beds
  - Syringes

NOTE – Manufacturing:
- Molded plastic lens blanks is classified in ISI code 3261.
- Molded glass lens blanks is classified in ISI code 3272.
- Laboratory instruments, x-ray apparatus, and electromedical apparatus is classified in ISI code 3345.

Retailing and grinding of prescription eyeglasses and contact lenses is classified in ISI code 4461.

3399 Other miscellaneous manufacturing
(1997 NAICS code 3399)

Includes the following:

1. Manufacturing jewelry and silverware

Businesses engaged in one or more of the following: (1) manufacturing, engraving, chasing or etching jewelry, novelties or precious metal flatware, and other plated ware; (2) stamping coins; (3) manufacturing unassembled jewelry parts and stock shop products such as sheet, wire, and tubing; (4) cutting, slabbing, tumbling, carving, engraving, polishing or faceting precious or semiprecious stones and gems; (5) recutting, repolishing and setting gem stones; and (6) drilling, sawing, and peeling cultured and costume pearls.

Examples of jewelry and silverware products are:

- Bracelets
- Brooches and pins
- Lapidary work
- Necklaces
- Precious metal (except precious plated) cutlery
- Rings, precious and costume

NOTE – Manufacturing:
- Synthetic stones or gemstones is classified in ISI code 3279.
- Nonprecious and precious plated metal cutlery and flatware is classified in ISI code 3322.

2. Manufacturing sporting and athletic goods

Examples of sporting and athletic goods products are:

- Baseball, football, and basketball equipment
- Billiard and pool tables
- Fishing tackle and equipment
- Gymnasium and playground equipment
- Roller skates and ice skates

NOTE – Manufacturing:
- Athletic apparel is classified in ISI code 3150.
- Athletic footwear is classified in ISI code 3160.
- Small arms and small arms ammunition is classified in ISI code 3329.

3. Manufacturing dolls, toys, and games

Examples of doll, toy, and game products are:

- Children’s vehicles, such as scooters, wagons, and sleds
- Craft and hobby kits
- Dolls, doll parts, doll clothes, and action figures
- Games (including electronic)

NOTE – Manufacturing:
- Electronic video game cartridges and mass reproduction of these cartridges is classified in ISI code 3346.
- Bicycles and metal tricycles is classified in ISI code 3369.
Part I — INDUSTRY CLASSIFICATIONS — Continued

MANUFACTURING — Continued

3399  Other miscellaneous manufacturing — Continued
(1997 NAICS code 3399)

4. Manufacturing office supplies (except paper)

Examples of office supply products are:

- Artists’ air brushes, palettes, colors, and waxes
- Stamps, hand and embossing
- Crayons and chalks
- Staplers and pencil sharpeners
- Pens, pencils, and refill cartridges

**NOTE** — Manufacturing:
- Paper office supplies is classified in ISI code 3222.
- Manifold business forms and loose-leaf binders is classified in ISI code 3231.
- Writing, drawing, and india inks is classified in ISI code 3259.
- Rubber erasers is classified in ISI code 3262.
- Drafting tables and boards is classified in ISI code 3370.

5. Manufacturing signs

Businesses engaged in manufacturing signs and related displays of all materials (except paper and paperboard).

**NOTE** — Manufacturing paperboard displays is classified in ISI code 3222.
- Printing signs is classified in ISI code 3231.
- Sign lettering and painting is classified in ISI code 5418.

6. Other miscellaneous manufacturing

Examples of other miscellaneous manufactured products are:

- Brooms, brushes, and mops
- Fasteners, buttons, needles, and pins
- Burial caskets
- Gaskets, packing, and sealing devices
- Candles
- Musical instruments
- Chemical fire extinguishers
- Tobacco pipes
- Cigar and cigarette lighters (except precious metal)
- Umbrellas
- Coin-operated amusement machines
- Wigs

WHOLESALE TRADE

The wholesale trade sector (ISI codes 4211–4229) comprises businesses engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production.

Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office. These warehouses and offices are characterized by having little or no display of merchandise. In addition, neither the design nor the location of the premises is intended to solicit walk-in traffic. Wholesalers do not normally use advertising directed to the general public. Customers are generally reached initially via telephone, in-person marketing, or by specialized advertising that may include Internet and other electronic means.

Although in general, wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units. Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy duty trucks, and industrial machinery are included in wholesale trade.

DURABLE GOODS

4211  Motor vehicles and motor vehicle parts and supplies
(1997 NAICS code 4211)

Wholesale distribution of products such as:

- Automobiles
- Motor vehicles and motor vehicle parts and supplies, and accessories
- Motorcycles
- Tires and tubes
- Motor homes
- Trailers
- Trucks
4212  Furniture and home furnishings  
(1997 NAICS code 4212)  
Wholesale distribution of products such as:  
- Carpets and other floor surfaces  
- China, glassware, and earthenware  
- Household-type furniture  
- Household-type kitchen utensils and pans  
- Linens and towels  
- Office furniture  
- Public building furniture  

NOTE – Wholesaling:  
Hospital beds and medical furniture is classified in ISI code 4214.  
Precious metal flatware is classified in ISI code 4219.

4213  Lumber and other construction materials  
(1997 NAICS code 4213)  
Wholesale distribution of products such as:  
- Asphalt and concrete mixtures  
- Brick and stone  
- Doors and windows and frames (all materials)  
- Fencing  
- Glass  
- Lumber  
- Mobile homes and prefabricated buildings  
- Plywood  
- Reconstituted wood fiber products  
- Roofing, siding, and insulation materials  
- Wood and metal millwork  

NOTE – Wholesaling:  
Refractory brick is classified in ISI code 4218.  
Timber and timber products is classified in ISI code 4219.

4214  Professional and commercial equipment and supplies  
(1997 NAICS code 4214)  
Wholesale distribution of products such as:  
- Balances and scales  
- Commercial cooking and food service equipment  
- Computers, peripheral equipment, and software  
- Electrical signs  
- Mailing machines and equipment  
- Medical, dental, and hospital equipment and supplies  
- Ophthalmic goods  
- Photocopy machines, microfilm machines, and other office equipment  
- Photographic cameras, film, accessories, and equipment  
- Shelving and store fixtures  
- Video cameras (except household-type)  

NOTE – Wholesaling modems and other electronic communications equipment is classified in ISI code 4216.  
Selling, planning, and designing computer systems that integrate computer hardware, software, and communication technologies are classified in ISI code 5415.

4215  Metals and minerals (except petroleum)  
(1997 NAICS code 4215)  
In addition to wholesaling the products listed below, this industry includes metal service centers. These centers maintain inventory and may perform value added functions such as sawing, shearing, bending, leveling, cleaning or edging on a custom basis as part of sales transactions.  

Wholesale distribution of minerals such as:  
- Coal and coke  
- Metal ores  
- Nonmetallic minerals (except those used in construction, such as sand and gravel)  

Wholesale distribution of primary metal products such as:  
- Bars  
- Castings  
- Ingots  
- Nails, spikes, and rods  
- Non-insulated wire  
- Non-threaded pipe  
- Plates  
- Sheets  

NOTE – Wholesaling:  
Nonmetallic minerals used in construction is classified in ISI code 4213.  
Gold, silver, and platinum is classified in ISI code 4219.  
Crude petroleum is classified in ISI code 4227.
Part I — INDUSTRY CLASSIFICATIONS — Continued

WHOLESALE TRADE – Continued

DURABLE GOODS – Continued

4216 Electrical goods
(1997 NAICS code 4216)

Wholesale distribution of products such as:

- Electrical apparatus and equipment
- Electrical appliances
- Electrical light fixtures
- Household-type audio and video equipment
- Household-type refrigerators and freezers
- Telecommunications equipment
- Unloaded computer boards
- Wiring supplies and electrical construction materials

NOTE – Wholesaling computers, computer peripheral equipment, and loaded computer boards is classified in ISI code 4214.

4217 Hardware, and plumbing and heating equipment and supplies
(1997 NAICS code 4217)

Wholesale distribution of products such as:

- Automotive air-conditioning equipment
- Central air conditioning and heating equipment
- Bolts, nuts, rivets, and screws
- Handtools
- Hardware
- Knives
- Plumbing and heating equipment and supplies
- Refrigeration equipment (except household-type)

NOTE – Wholesaling household room air-conditioners, refrigerators, and freezers, is classified in ISI code 4216.

4218 Machinery, equipment, and supplies
(1997 NAICS code 4218)

Wholesale distribution of products such as:

- Construction, mining, and logging machinery and equipment
- Farm and garden machinery and equipment
- Industrial machinery and equipment
- Industrial supplies
- Service industry equipment and supplies
- Transportation equipment and supplies (except motor vehicles and marine pleasure craft), such as:
  - Aircraft
  - Motorized passenger golf carts
  - Railroad cars
  - Ships

NOTE – Wholesaling:
- Motor vehicles and motor vehicle parts is classified in ISI code 4211.
- Janitorial chemicals is classified in ISI code 4226.

4219 Miscellaneous durable goods
(1997 NAICS code 4219)

Wholesale distribution of products such as:

- Ammunition
- Flatware, including precious metal
- Jewelry, watches, and precious stones and metals
- Marine pleasure craft, equipment, and supplies
- Musical instruments
- Prerecorded music
- Recyclable materials
- Sporting and recreational goods and supplies, including specialty sport footwear
- Timber and timber products, except lumber
- Toy and hobby goods and supplies

NOTE – Wholesaling:
- Motorized passenger golf carts is classified in ISI code 4218.
- Athletic apparel, except cleated, spiked, bowling, or other specialty sport footwear, is classified in ISI code 4223.
- Sorting recyclable materials is classified in ISI code 5620.

NONDURABLE GOODS

4221 Paper and paper products
(1997 NAICS code 4221)

Wholesale distribution of products such as:

- Greeting cards
- Industrial and personal service paper, such as:
  - Bags and boxes
  - Eating utensils
  - Sanitary paper
- Pens and pencils
- Printing and writing paper
- Stationery and office supplies
Part I — INDUSTRY CLASSIFICATIONS — Continued

WHOLESALE TRADE – Continued

NONDURABLE GOODS – Continued

4222 Drugs and druggists’ sundries
(1997 NAICS code 4222)

Wholesale distribution of products such as:

- Biological and medical products
- Botanical herbs and drugs
- Pharmaceuticals
- Vitamins

4223 Apparel, piece goods, and notions
(1997 NAICS code 4223)

Wholesale distribution of products such as:

- Footwear of leather, rubber, and other materials
- Men’s and boys’ clothing and furnishings
- Piece goods and notions
- Women’s, children’s, and infants’ clothing and accessories

NOTE – Converters who buy fabric goods in the grey, have them finished on contract, and sell at wholesale are classified in ISI code 3130. Wholesaling cleated, spiked, bowling, or other specialty sport footwear is classified in ISI code 4219.

4224 Grocery and related products
(1997 NAICS code 4224)

Wholesale distribution of products such as:

- Canned foods
- Confectioneries and snack foods
- Dairy products
- Fish and seafood (except canned or packaged frozen)
- Fresh fruit and vegetables
- Frozen foods (packaged)
- General line groceries
- Meat and meat products
- Pet food
- Poultry and poultry products
- Soft drinks

NOTE – Pasteurizing and bottling milk are classified in ISI code 3115. Slaughtering and dressing of poultry are classified in ISI code 3116. Canning or freezing seafoods are classified in ISI code 3117. Roasting coffee is classified in ISI code 3119. Bottling soft drinks is classified in ISI code 3121. Wholesaling of grains, field beans, and livestock is classified in ISI code 4225. Wholesaling of beer, wine, and distilled alcoholic beverages is classified in ISI code 4228.

4225 Farm product raw materials
(1997 NAICS code 4225)

In addition to wholesaling the products listed below, also includes businesses engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

Wholesale distribution of products such as:

- Grains and field beans
- Hides and pelts
- Leaf tobacco
- Livestock
- Raw cotton

NOTE – Wholesaling of field and garden seeds is classified in ISI code 4229.

4226 Chemical and allied products
(1997 NAICS code 4226)

Wholesale distribution of products such as:

- Acids
- Dyestuffs
- Explosives
- Industrial chemicals and salts
- Plastics materials and resins
- Plastics films, sheets, rods, and tubes

NOTE – Wholesaling:
Ammunition and fireworks is classified in ISI code 4219. Biological, medical, and pharmaceutical products is classified in ISI code 4222. Agricultural chemicals and fertilizers is classified in ISI code 4229. Paints and varnishes is classified in ISI code 4229.
4227 **Petroleum and petroleum products**  
(1997 NAICS code 4227)  
Wholesale distribution of products such as:  
- Crude petroleum and petroleum products  
- Liquid petroleum gas  

4228 **Beer, wine, and distilled alcoholic beverages**  
(1997 NAICS code 4228)  
Wholesale distribution of products such as:  
- Ale  
- Beer  
- Distilled alcoholic beverages  
- Fermented malt beverages  
- Neutral spirits and ethyl alcohol used in blended wines and distilled liquors  
- Wine  

4229 **Miscellaneous nondurable goods**  
(1997 NAICS code 4229)  
Wholesale distribution of products such as:  
- Agricultural chemicals, pesticides, and fertilizers  
- Books, periodicals, and newspapers  
- Farm supplies  
- Flowers and nursery stock  
- Paints, varnishes, and wallpapers  
- Pet supplies  
- Textile bags  
- Tobacco and tobacco products  
- Yarns  

**NOTE** – Wholesaling of pet food is classified in ISI code 4224.  

### RETAIL TRADE

The retail trade sector (ISI codes 4410–4540) comprises businesses selling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. Retailers sell merchandise to the general public. Store retailers operate permanent point-of-sale locations. Non-store retailers reach customers through methods such as the broadcasting and publishing of direct response advertising, the publishing of traditional and electronic catalogues, and distribution through vending machines. Businesses may be engaged in providing after-sales services such as repair and installation. Businesses that both manufacture and sell their products to the general public, such as retail bakeries, are not classified in retail trade, but rather in manufacturing.

**Businesses that both retail goods and repair and maintain those goods should provide a breakdown of revenues for both activities. If no breakdown is available, classify the revenues in retail trade according to the type of good that is retailed.**

4410 **Motor vehicle and parts dealers**  
(1997 NAICS code 441)  
Examples of businesses in this industry are:  
- Automobile dealers  
- Automotive parts and accessories dealers  
- Boat dealers  
- Light truck dealers  
- Motorcycle dealers  
- Recreational vehicle dealers  
- Tire dealers  
- Utility trailer dealers  

**NOTE** – Selling of medium and heavy duty trucks is classified in ISI code 4211.  
Selling and installing automotive parts other than tires is classified in ISI code 8110.

4420 **Furniture and home furnishings stores**  
(1997 NAICS code 442)  
Examples of businesses in this industry are:  
- Floor coverings stores  
- Household furniture stores  
- Kitchenware stores  
- Office furniture (except in combination with office equipment and supplies) stores  
- Outdoor furniture stores  
- Window treatment stores  

**NOTE** – Selling:  
- Custom made curtains and drapes made on premises is classified in ISI code 3140.  
- Used furniture is classified in ISI code 4530.
Part I — INDUSTRY CLASSIFICATIONS — Continued

RETAIL TRADE – Continued

4431 Electronics and appliance stores
(1997 NAICS code 4431)

Examples of businesses in this industry are:

- Camera and photographic supplies stores
- Computers, peripherals, and prepackaged software stores
- Household appliance stores

NOTE – Retailing:
- Automotive electronic sound systems is classified in ISI code 4410.
- New sewing machines in combination with selling new sewing supplies, fabrics, patterns, yarns and other
  needlework accessories is classified in ISI code 4510.
- Computers, peripherals, and prepackaged software in combination with retailing office equipment, furniture
  and supplies is classified in ISI code 4530.

4440 Building material and garden equipment and supplies dealers
(1997 NAICS code 444)

Examples of businesses in this industry are:

- Building materials and supplies dealers
- Hardware stores
- Home centers
- Lawn and garden equipment and supplies stores
- Nursery and garden centers
- Outdoor power equipment stores
- Paint and wallpaper stores

4450 Food and beverage stores
(1997 NAICS code 445)

Examples of businesses in this industry are:

- Convenience stores
- Grocery stores
- Liquor stores
- Meat, fish, fruit and vegetable, and other specialty food markets
- Supermarkets

NOTE – Retailing:
- Candy and chocolate made on the premises not for immediate consumption is classified in ISI code 3113.
- A general line of baked goods made on the premises not for immediate consumption is classified in ISI
  code 3118.
- Convenience stores that sell gasoline are classified in ISI code 4471.

4461 Health and personal care stores
(1997 NAICS code 4461)

Examples of businesses in this industry are:

- Cosmetics and beauty supplies stores
- Health and personal care stores selling
  such items as food supplements, hearing
  aids, and convalescent supplies
- Optical goods stores
- Pharmacies and drug stores

NOTE – Grinding, but not retailing, optical lenses is classified in ISI code 3391.

4471 Gasoline stations
(1997 NAICS code 4471)

Retailing motor fuels and automotive oils. Includes businesses that sell motor fuels in combination with
convenience store items and/or repair services.

NOTE – Businesses engaged solely in repairing motor vehicles with no sale of gasoline are classified in ISI code 8110.

4480 Clothing and clothing accessories stores
(1997 NAICS code 448)

Examples of businesses in this industry are:

- Clothing stores
- Jewelry stores
- Luggage and leather goods stores
- Shoe stores

NOTE – Cutting and setting gemstones is classified in ISI code 3399.
RETAIL TRADE – Continued

4510 Sporting goods, hobby, book, and music stores
(1997 NAICS code 451)

Examples of businesses in this industry are:

- Book stores
- Hobby, games, and toy stores
- Prerecorded music and musical instruments stores
- Sporting goods stores

**NOTE** – Retailing general-purpose athletic shoes is classified in ISI code 4480.

4520 General merchandise stores
(1997 NAICS code 452)

Retailing a large variety of goods with no one merchandise line predominating.

Examples of businesses in this industry are:

- Department stores
- Warehouse clubs and superstores

4530 Miscellaneous store retailers
(1997 NAICS code 453)

Examples of businesses in this industry are:

- Florists
- Manufactured mobile homes retailers
- Office equipment and supplies retailers
- Pet stores
- Stationery and gift stores
- Used merchandise stores

**NOTE** – Retailing used automobiles is classified in ISI code 4410. Pawnshops are classified in ISI code 5224.

4540 Nonstore retailers
(1997 NAICS code 454)

Examples of businesses in this industry are:

- Direct selling businesses, such as heating oil dealers
- Electronic shopping houses
- Mail order houses
- Telemarketing sales
- Vending machine operators

**NOTE** – Supplying and servicing coin-operated amusement and gambling devices in places of business operated by others is classified in ISI code 7130.

TRANSPORTATION AND WAREHOUSING

The transportation and warehousing sector (ISI codes 4810–4939) comprises businesses providing transportation of passengers and cargo, scenic and sightseeing transportation, support activities related to transportation and warehousing and storage for goods. Businesses in transportation use transportation equipment or transportation related facilities as a productive asset.

4810 Air transportation
(1997 NAICS code 481)

Businesses engaged in providing scheduled and nonscheduled air transportation of passengers and/or cargo using aircraft such as airplanes and helicopters.

**NOTE** – Scenic and sightseeing air transportation is classified in ISI code 4870. Air courier services are classified in ISI code 4920.

4821 Rail transportation
(1997 NAICS code 4821)

Businesses engaged in providing line-haul or short-line rail transportation of passengers and/or cargo using railroad rolling stock. The railroads primarily operate on networks, with physical facilities, labor force, and equipment spread over an extensive geographic area.

**NOTE** – Commuter rail and urban rapid transit are classified in ISI code 4850. Scenic and sightseeing rail transportation is classified in ISI code 4870. Operating switching and terminal facilities as a separate business is classified in ISI code 4880.
**Part I — INDUSTRY CLASSIFICATIONS — Continued**

**TRANSPORTATION AND WAREHOUSING — Continued**

**4833** Petroleum tanker operations  
(Part of 1997 NAICS code 483)  
Businesses engaged in operating watercraft on the deep seas or on foreign or domestic coastal and inland waterways for the transportation of crude petroleum, petroleum products, or liquid natural gas. Businesses in this industry can either own or lease the watercraft. The services can be rendered for the firm’s own account, the account of affiliated persons, or the account of unaffiliated persons.

**4839** Other water transportation  
(Part of 1997 NAICS code 483)  
Businesses engaged in providing water transportation of passengers and cargo (except petroleum and related products, which is in ISI code 4833) using watercraft such as ships, barges, and boats either on the deep sea or coastal and inland waterways.  

**NOTE** – Scenic and sightseeing water transportation is classified in ISI code 4870.  
Operating floating casinos is classified in ISI code 7130.

**4840** Truck transportation  
(1997 NAICS code 484)  
Businesses engaged in providing local and long-distance over-the-road transportation of cargo using motor vehicles, such as trucks and tractor trailers. This industry includes specialized trucking, such as moving of household and office goods.

**4850** Transit and ground passenger transportation  
(1997 NAICS code 485)  
Businesses engaged in providing urban transit systems; commuter rail; chartered bus, school bus and interurban bus transportation; and taxi and limousine service.  

**NOTE** – Scenic and sightseeing ground transportation is classified in ISI code 4870.  
Ambulance services are classified in ISI code 6210.

**4863** Pipeline transportation of crude oil, refined petroleum products, and natural gas  
(1997 NAICS codes 4861, 4862, and 48691)  
Businesses engaged in the use of distribution and transmission pipelines to transport crude oil, refined petroleum products, and natural gas. The pipeline transportation of natural gas also includes storage of natural gas.  

**NOTE** – Pipeline transportation of natural gas by utilities is classified in ISI code 2212.

**4868** Other pipeline transportation  
(1997 NAICS code 48699)  
Businesses engaged in the use of distribution and transmission pipelines to transport commodities such as coal and slurry.  

**NOTE** – Pipeline transportation of water by utilities is classified in ISI code 2213.

**4870** Scenic and sightseeing transportation  
(1997 NAICS code 487)  
Businesses engaged in the use of transportation equipment to provide recreation and entertainment. The activity is local in nature, usually involving a same-day return to the point of departure.  
Examples of businesses in this industry are:  
Charter fishing boats  
Hot air balloon rides  
Sightseeing buses and trolleys  
Steam train excursions

**4880** Support activities for transportation  
(1997 NAICS code 488)  
Businesses engaged in providing services to transportation carriers or to the general public, which support a single mode or several modes of transportation.  
Examples of activities in this industry are:  
Aircraft and rail transportation equipment  
Freight forwarding  
maintenance and repair  
Motor vehicle towing  
Airport operation  
Port and harbor operation  
Cargo handling  
Rail terminal operation  

**NOTE** – Businesses engaged in providing complete overhauls or rebuilding of transportation equipment are classified in transportation equipment manufacturing according to the type of equipment. Providing food services to airlines or airports is classified in ISI code 7220.
**TRANSPORTATION AND WAREHOUSING – Continued**

**4920 Couriers and messengers**
(1997 NAICS code 492)

Businesses engaged in providing air, surface, or combined courier delivery services of parcels, letters, and documents. Deliveries of meals and groceries on a fee basis are also included.

**4932 Petroleum storage for hire**
(Part of 1997 NAICS code 49319)

Businesses engaged in operating bulk petroleum storage facilities and terminals for hire.

**4939 Other warehousing and storage**
(1997 NAICS codes 49311, 49312, 49313, and part of 49319)

Businesses engaged in operating warehousing and storage facilities for general merchandise, refrigerated goods, farm products, and other warehouse products, except petroleum.

**NOTE –** Renting space for self storage of goods (mini-warehouses) is classified in ISI code 5310. Storing hazardous materials for treatment and disposal is classified in ISI code 5620.

**INFORMATION**

The Information sector (ISI codes 5111–5142) comprises businesses engaged in producing, distributing, or transmitting information, data, and cultural products, and in the processing of data. (Cultural products are those that directly express attitudes, opinions, ideas, values, and artistic creativity; provide entertainment; or offer information and analysis concerning the past and present.) In the 1987 ISI classifications, activities that are now classified in the Information sector were classified in a number of different industries; for example, publishing was classified in manufacturing, broadcasting in communications, software production in computer services, and film production in amusement services.

The unique characteristics of information and cultural products, and of the processes involved in their production and distribution, distinguish businesses in the Information sector from those in other sectors. Some of these characteristics are:

1. Unlike goods, an "information or cultural product" such as an on-line newspaper or a television program does not necessarily have tangible qualities, nor is it necessarily associated with a particular form of delivery.

2. Unlike services, the delivery of informational and cultural products does not require direct contact between the supplier and the consumer.

3. The intangible property aspect of information and cultural products makes the processes involved in their production and distribution different from goods and services. Only those possessing the rights to these works are authorized to reproduce, alter, improve, and distribute them.

4. Distributors of information and cultural products often add value to the products they distribute. For instance, broadcasters may add advertising to the original product. This capacity means that unlike other distributors of goods and services, some information distributors may derive revenue not from the sale of the distributed product to the final consumer, but from those who pay for adding information to the original product.

**5111 Newspaper, periodical, book, and database publishers**
(1997 NAICS code 5111)

Businesses engaged in publishing newspapers, magazines, other periodicals, books, databases and directories, calendars, greeting cards, maps, and other works. These works are characterized by the intellectual creativity required in their development and are usually protected by copyright. Businesses may create the works in-house, contract for, purchase, or compile works that were originally created by others and publish these works in one or more formats, such as print and/or electronic form, including on-line, and audio. Businesses may print, reproduce, or offer direct access to the works themselves or may arrange with others to carry out such functions.

**NOTE –** Printing newspapers, periodicals, and books, but not publishing is classified in ISI code 3231. Music publishers are classified in ISI code 5122. Providing the news media with information such as news, reports, and pictures is classified in ISI code 5141.

Providing direct access to databases developed by others is classified in ISI code 5141.

**5112 Software publishers**
(1997 NAICS code 5112)

Businesses engaged in computer software publishing. Such businesses carry out operations necessary for producing and distributing computer software such as designing, providing documentation, assisting in installation, and providing support services to software purchasers. These businesses may design and publish or only publish.

**NOTE –** Mass duplication of computer software is classified in ISI code 3346. Designing software to meet the needs of specific users is classified in ISI code 5415.
Part I — INDUSTRY CLASSIFICATIONS — Continued

INFORMATION — Continued

5121 Motion picture and video industries
(1997 NAICS code 5121)

Businesses engaged in the production and/or distribution of motion pictures, videos, television programs, or commercials; in the exhibition of motion pictures; or in the provision of post-production and related services, such as editing, closed captioning, animation, and special effects.

NOTE – Mass duplication and packaging of video tapes is classified in ISI code 3346. Providing audio services for film, television, and video productions is classified in ISI code 5122.

5122 Sound recording industries
(1997 NAICS code 5122)

Businesses engaged in producing and distributing musical recordings, in publishing music, or in providing sound recording and related services. Includes integrated record production and distribution.

NOTE – Mass duplication of recorded products is classified in ISI code 3346.

5131 Radio and television broadcasting
(1997 NAICS code 5131)

Businesses engaged in operating broadcasting studios and facilities for over-the-air or satellite delivery of radio and television programs. These businesses are engaged in the production and purchase of programs and generate revenues from the sale of airtime to advertisers, from donations and subsidies, or from the sale of programs.

NOTE – Furnishing cable and other pay television services is classified in ISI code 5132.

5132 Cable networks and program distribution
(1997 NAICS code 5132)

Businesses engaged in assembling program material and transmitting television programs for cable and satellite systems on a subscription or fee basis, or operating those systems.

NOTE – Independent contractors that maintain and install cable systems are classified in ISI code 2350.

5133 Telecommunications
(1997 NAICS code 5133)

Businesses engaged in operating, maintaining or providing access to facilities for the transmission of voice, data, text, and full motion picture video between network termination points. Includes telecommunications reselling where businesses purchase access and network capacity from owners and operators of wired and wireless networks and resell them. Transmission facilities may be based on a single technology or a combination of technologies.

Examples of services provided by businesses in this industry are:

- Cellular telephone communications
- Paging services
- Radio dispatch services
- Radar station operations
- Satellite telecommunications and tracking
- Telecommunications reselling
- Telegraph communications
- Telephone services, local and long distance
- Wired telecommunications services

NOTE – Providing direct-to-home satellite television systems to individual households or consumers is classified in ISI code 5132. Providing coin-operated pay telephones is classified in ISI code 8120.

5141 Information services
(1997 NAICS code 5141)

Businesses engaged in providing information, storing information, or providing access to information.

Examples of businesses in this industry are:

- Archives
- Internet services
- Libraries
- News syndicates
- On-line information access services
- Telephone-based information services
INFORMATION – Continued

5142 Data processing services
(1997 NAICS code 5142)

Businesses engaged in providing electronic data processing services. These businesses may provide complete
processing and preparation of reports from data supplied by customers, specialized services such as automated data
entry services, or provide data processing resources to clients on an hourly or timesharing basis.

Examples of services provided by businesses in this industry are:

- Automated or electronic data processing
- Computer time sharing
- Data entry services
- Optical scanning

NOTE – Processing financial transactions, such as credit card transactions, is classified in ISI code 5223.
Computer systems facilities management is classified in ISI code 5415.
Text processing and desktop publishing services is classified in ISI code 5614.

FINANCE AND INSURANCE

The finance and insurance sector (ISI codes 5221–5252) comprises businesses engaged in financial
transactions (transactions involving the creation, liquidation, or change in ownership of financial assets)
and/or in facilitating financial transactions. Three principal types of activities are included:

1. Raising funds by taking deposits and/or issuing securities, and in the process, incurring liabilities.

2. Pooling of risk by underwriting insurance and annuities.

3. Providing specialized services facilitating, or supporting, financial intermediation, insurance, or employee
benefit programs.

5221 Depository credit intermediation (Banking)
(1997 NAICS codes 5221 and 521111)

Businesses engaged in accepting deposits and in lending funds from these deposits.

Examples of businesses in this industry are:

- Bank holding companies
- Commercial banks
- Credit unions
- Savings institutions

5223 Activities related to credit intermediation
(1997 NAICS code 5223)

Businesses engaged in facilitating credit intermediation by performing activities, such as arranging loans by bringing
borrowers and lenders together, and clearing checks and credit card transactions.

Examples of services provided by businesses in this industry are:

- Check cashing
- Debit card issuing
- Financial transactions processing
- Money order and travelers check issuing
- Mortgage and other loan arranging
- Reserve and clearing house activities
- Servicing loans originated by others

5224 Non-depository credit intermediation
(Part of 1997 NAICS code 5222)

Businesses engaged in extending credit or lending funds raised by credit market borrowing, such as issuing
commercial paper or other debt instruments.

Examples of services provided by businesses in this industry are:

- Consumer lending
- Credit card issuing
- Pawnshops
- Real estate credit
- Sales financing
- Trade financing

NOTE – Debit card issuing, servicing loans originated by others, and loan arranging are classified in ISI code 5223.
U.S. branches and agencies of foreign banks and foreign branches and agencies of U.S. banks engaged in
financing are classified in ISI code 5229.
FINANCE AND INSURANCE – Continued

5229 **Non-depository branches and agencies**

(Part of 1997 NAICS code 5222)

Foreign branches and agencies of U.S. banks that do not accept deposits abroad.

U.S. branches and agencies of foreign banks that do not accept deposits in the United States.

5231 **Securities and commodity contracts intermediation and brokerage**

(1997 NAICS code 5231)

Businesses engaged in putting capital at risk in the process of underwriting securities issues or in making markets for securities and commodities and businesses acting as agents and/or brokers and sellers of securities and commodities.

Examples of services provided by businesses in this industry are:

- Commodity contracts dealing and brokerage
- Investment banking
- Securities brokerage

5238 **Other financial investment activities and exchanges**

(1997 NAICS codes 5232 and 5239)

Businesses engaged in acting as principals, agents and/or brokers in buying or selling financial contracts (except securities and commodity contracts) or providing other investment services, such as portfolio management, investment advice, and trust, fiduciary, and custody services.

Examples of businesses in, or services provided by, this industry are:

- Commodity and exchange clearinghouses
- Financial planning
- Pension fund and mutual fund management
- Securities and commodity exchanges
- Trust, fiduciary, custody and other investment services
- Venture capital companies

**NOTE** – Businesses providing investment advice in conjunction with their primary activity, such as the sale of stocks, bonds, real estate, etc. are classified according to their primary activity.

Businesses known as publishers that provide generalized investment information to subscribers are classified in ISI code 5111.

5242 **Agencies, brokerages, and other insurance related activities**

(1997 NAICS code 5242)

Businesses engaged in acting as agents or brokers in selling insurance policies and annuities or providing other employee benefits and insurance related services, such as claims adjustment and processing and third party administration.

**NOTE** – Third party portfolio management of funds’ assets is classified in ISI code 5238.

Providing actuarial consulting services is classified in ISI code 5416.

5243 **Insurance carriers, except life insurance carriers**

(1997 NAICS code 5241, except code 524113)

Businesses engaged in underwriting insurance policies, except life insurance policies, and annuities and investing premiums to build up a portfolio of financial assets to be used against future claims.

Examples of businesses in this industry are:

- Health and medical insurance carriers
- HMO’s providing health and medical insurance
- Property, casualty, title, and deposit insurance carriers

**NOTE** – HMO’s providing health care services are classified in ISI code 6210.

5249 **Life insurance carriers**

(1997 NAICS code 524113)

Businesses engaged in underwriting life insurance policies and annuities, disability income insurance policies, and accidental death and dismemberment insurance policies.

5252 **Funds, trusts, and other financial vehicles, except REITs**

(1997 NAICS code 525, except for code 52593)

Legal entities organized to pool securities or other assets on behalf of shareholders or beneficiaries of employee benefit or other trust funds. These entities earn interest, dividends, and other property income, but have little or no employment. This industry also includes individual investors.

Examples of entities in this industry are:

- Individual investors
- Insurance or employee benefit funds, such as pension funds, health and welfare funds
- Open-end investment funds and closed-end investment funds
- Trust, estate, and agency accounts
- Real estate investment trusts (REITs) are classified in ISI code 5310.

Entities engaged in holding the securities of (or other equity interests in) other firms are classified in ISI code 5512.
Part I — INDUSTRY CLASSIFICATIONS — Continued

REAL ESTATE AND RENTAL AND LEASING

5310  Real estate
(1997 NAICS codes 531 and 52593)

Businesses engaged in owning real estate or undeveloped land; renting or leasing real estate to others; managing real estate for others; selling, buying or renting real estate for others; and providing real estate related services, such as appraisal services.

Examples of businesses in this industry are:

- Owners and lessors of land used for agriculture or timber growing that the owners or lessors do not operate themselves
- Owners and lessors of miniwarehouses and self-storage units
- Real estate agencies and brokerages
- Real estate investment trusts (REITs)

NOTE – Subdividing and developing unimproved real estate is classified in ISI code 2330.
Operating public and contract general merchandise warehousing and storage facilities is classified in ISI code 4939.

5321  Automotive equipment rental and leasing
(1997 NAICS code 5321)

Businesses engaged in renting or leasing passenger cars and trucks, without drivers, or renting or leasing utility trailers and recreational vehicles. Rentals can be on a short-term or a long-term basis.

NOTE – Retailing passengers cars through lease arrangements is classified in ISI code 4410.
Renting or leasing passenger cars with drivers is classified in ISI code 4850.
Leasing vehicles in combination with providing loans to buyers of such vehicles is classified in ISI code 5224.
Renting recreational goods such as pleasure boats or mopeds is classified in ISI code 5329.

5329  Other rental and leasing services
(1997 NAICS code 532, except 5321)

Businesses engaged in renting or leasing a wide array of tangible goods, such as consumer goods, goods for business operations, and industrial machinery and equipment in return for a periodic rental or lease payment.

Examples of tangible goods rented or leased by businesses in this industry are:

- Aircraft, tugboats, and other transportation equipment, without operators
- Bicycles, skis, and other recreational goods
- Bulldozers, cranes, and other heavy construction equipment, without operators
- Computers, copiers, and other office machinery
- Formal wear and costumes
- Furniture
- Home health equipment
- Televisions, stereos, refrigerators, and other consumer electronics and appliances
- Video tapes and discs

NOTE – Retailing and renting musical instruments is classified in ISI code 4510.
Leasing goods or heavy equipment in combination with providing loans to buyers of such goods is classified in ISI code 5224.
Leasing real property is classified in ISI code 5310.
Leasing automotive equipment without drivers is classified in ISI code 5321; leasing with drivers is classified in ISI code 4850.
Leasing heavy equipment with operators is classified according to the nature of the service provided, for example, transportation or construction.

5331  Lessors of non-financial intangible assets (except copyrighted works)
(1997 NAICS code 5331)

Businesses in this industry are engaged in assigning rights to assets, such as patents, trademarks, brand names, and/or franchise agreements for which a royalty payment or licensing fee is paid to the asset holder.

NOTE – Businesses, engaged in producing, reproducing, and or distributing copyrighted works, are classified in ISI codes 5111-5132, depending on the nature of the work.
Part I — INDUSTRY CLASSIFICATIONS — Continued

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

5411 Legal services
(1997 NAICS code 5411)

Businesses engaged in providing services in a range of, or in a specific area of law, such as criminal law, corporate law, or real estate law. Includes the provision of other legal services by businesses such as notaries public services, patent agents services and real estate settlement offices.

5412 Accounting, tax preparation, bookkeeping, and payroll services
(1997 NAICS code 5412)

Examples of services provided by businesses in this industry are:

- Accounting systems design
- Auditing of accounting records
- Bookkeeping
- Budget development
- Financial statement preparation
- Payroll preparation
- Tax return preparation

5413 Architectural, engineering, and related services
(1997 NAICS code 5413)

Examples of services provided by businesses in this industry are:

- Architectural services including planning and designing the construction of residential, institutional, commercial, or industrial buildings and structures
- Building inspection services
- Drafting services
- Engineering services including designing, developing and utilizing machines, materials, instruments, structures, processes, and systems
- Landscape architectural services including planning and designing the development of land areas for projects such as parks, schools, and highways
- Surveying and mapping services
- Testing laboratories performing physical, chemical, and other analytical testing services

NOTE – The design and construction of buildings, highways, and other structures or in managing construction projects are classified in Construction (ISI codes 2330–2350) according to the type of project. Providing advice on environmental issues and inspecting buildings for hazardous materials is classified in ISI code 5416. Providing landscape care and maintenance services and/or installing trees, shrubs, plants, etc., along with the design of landscape plans is classified in ISI code 5617. Inspecting buildings for termites and other pests is classified in ISI code 5617. Clinical laboratory testing services for the medical profession are classified in ISI code 6210.

5414 Specialized design services
(1997 NAICS code 5414)

Examples of services provided by businesses in this industry are:

- Fashion design
- Graphic design
- Industrial design
- Interior design

5415 Computer systems design and related services
(1997 NAICS code 5415)

Businesses engaged in providing services in the field of information technologies through one or more of the following activities: (1) writing, modifying, testing, and supporting software to meet the needs of a particular customer; (2) planning and designing computer systems that integrate computer hardware, software, and communication technologies; (3) on-site management and operation of clients’ computer systems and/or data processing facilities; and (4) other professional and technical computer-related advice and services.

Examples of services provided by businesses in this industry are:

- Computer systems facilities management
- Computer programming
- Computer systems integration design, such as local area network computer systems integration designers
- Computer systems design consulting
- Data processing center management
- Software installation

NOTE – Publishing packaged software is classified in ISI code 5112. Providing computer data processing services at your own facility for others is classified in ISI code 5142.
5416  Management, scientific, and technical consulting services  
(1997 NAICS code 5416)  
Businesses engaged in providing advice and assistance to businesses, and other organizations on management issues, such as strategic and organizational planning; financial planning and budgeting; marketing objectives and policies; human resource policies, practices, and planning; production scheduling; and control planning.  
Examples of businesses in this industry are:  
Actuarial, benefit, and compensation consultants  Management consultants  
Administrative and general management consultants  Marketing consultants  
Biological consultants  Environmental consultants  Process, physical distribution, and logistics consultants  
NOTE – Planning and designing computer systems is classified in ISI code 5415.  
Developing and implementing marketing research or public opinion polling is classified in ISI code 5419.  
Providing general management and/or administrative support services to subsidiaries is classified in ISI code 5513.  
Providing resources to other enterprises to administer, direct, or coordinate a range of day-to-day business operations is classified in ISI code 5611.  

5417  Scientific research and development services  
(1997 NAICS code 5417)  
Businesses engaged in conducting original investigation undertaken on a systematic basis to gain new knowledge (research) and/or in the application of research findings or other scientific knowledge for the creation of new or significantly improved products or processes (experimental development).  
Examples of businesses in this industry are:  
Biological research and development laboratories  Physical science research and development laboratories  
Environmental research and development laboratories  Social science and humanities research  
NOTE – Providing physical, chemical, or other analytical testing services is classified in ISI code 5413.  
Marketing research is classified in ISI code 5419.  

5418  Advertising and related services  
(1997 NAICS code 5418)  
Examples of businesses in this industry are:  
Advertising agencies  Direct mail advertisers  Display advertising, such as outdoor advertising services  Media buying agencies and representatives  Public relations agencies  
NOTE – Compiling and selling mailing lists (without providing direct mail advertising services) is classified in ISI code 5111.  
Providing marketing consulting services is classified in ISI code 5416.  

5419  Other professional, scientific, and technical services  
(1997 NAICS code 5419)  
Examples of businesses in this industry are:  
Broadcast media rating services  Marketing research and public opinion polling  Photograph services, including still, video, and digital photography  Translation and interpretation services  Veterinary offices and animal hospitals  Weather forecasting services  
NOTE – Developing motion picture film is classified in ISI code 5121.  
Veterinary research and development services are classified in ISI code 5417.  
Developing still photographs is classified in ISI code 8120.  
Non-veterinary pet care services is classified in ISI code 8120.
5512 Holding companies, except bank holding companies  
(1997 NAICS code 551112)

Businesses engaged in holding the securities or financial assets of companies and enterprises, for the purpose of owning a controlling interest in them or influencing their management decisions. Businesses in this industry do not manage the day-to-day operations of the firms whose securities they hold.

For consolidated enterprises, ISI code 5512 is generally an invalid industry classification. Determination of industry code must be based on the activities of the fully consolidated business enterprise being reported to BEA. A business that engages in holding company activities but generates more than 50 percent of its total income from other activities is not a holding company.

NOTE – Holding companies for which over 50 percent of their total income is derived from banks that they hold are classified in ISI code 5221.

5513 Corporate, subsidiary, and regional management offices  
(1997 NAICS code 551114)

Offices engaged in providing resources to other parts of the same multinational enterprise to administer, direct, or coordinate a range of day-to-day business operations, such as financial planning; personnel; physical distribution and logistics; and long-term strategic and organization planning.

Included in this industry are:
- Central administrative offices
- Corporate headquarters
- Regional offices

NOTE – Businesses engaged in providing resources to clients in other companies or enterprises to administer, direct, or coordinate a range of day-to-day business operations are classified in ISI code 5611.

ADMINISTRATIVE AND SUPPORT, WASTE MANAGEMENT, AND REMEDIATION SERVICES

5611 Office administrative services  
(1997 NAICS code 5611)

Businesses engaged in providing resources to clients in other companies or enterprises to administer, direct, or coordinate a range of day-to-day business operations, such as financial planning; billing and record keeping; personnel; and physical distribution and logistics. These businesses do not provide operating staff to carry out the complete operations of a client’s business.

NOTE – Computer systems facilities management is classified in ISI code 5415.

Providing management advice but not day-to-day management is classified in ISI code 5416.

Offices providing general management and/or administrative support services to other parts of the same multinational enterprise are classified in ISI code 5513.

Providing both management and operating staff for the complete operation of a client’s business is classified according to the industry of the client’s business.

Providing a single support service (e.g., accounting services) to a related enterprise, but not the range of services that businesses in this industry provide, is classified in other industries according to the service provided.

5612 Facilities support services  
(1997 NAICS code 5612)

Businesses engaged in providing operating staff to perform a combination of support services within a clients’ facilities. The businesses typically provide a combination of services, such as janitorial; maintenance; trash disposal; guard and security; mail routing; reception; laundry; and related services to support operations within facilities. These businesses provide operating staff to carry out these support activities but, are not involved with, or responsible for, the core business or activities of the client.

Examples of services provided by businesses in this industry are:
- Base or facilities operations support services (except computer systems and/or data processing)
- Correctional facilities (i.e., jails) operations on a contract or fee basis

NOTE – Providing a single support service to clients (e.g., janitorial services), but not the range of services that businesses in this industry provide, is classified in other industries according to the service provided.

Providing both management and operating staff for the complete operation of a client’s business is classified according to the industry of the client’s business.

Providing on-site management and operation of clients’ computer systems and/or data processing facilities is classified in ISI code 5415.
Part I — INDUSTRY CLASSIFICATIONS — Continued

ADMINISTRATIVE AND SUPPORT, WASTE MANAGEMENT, AND REMEDIATION SERVICES — Continued

5613 Employment services
(1997 NAICS code 5613)

Businesses engaged in: (1) listing employment vacancies and in referring or placing applicants for employment; (2) supplying workers to clients for limited periods of time to supplement the work force of the client; or (3) providing human resources and human resource management services to clients.

Examples of businesses in this industry are:

- Casting bureaus and agencies
- Employee leasing services
- Employment agencies

Labor contractors
Temporary help services

NOTE – Supplying farm labor is classified in ISI code 1150.
Providing executive search consulting services is classified in ISI code 5416.
Agents and managers for entertainers, athletes, and other public figures are classified in ISI code 7110.

5614 Business support services
(1997 NAICS code 5614)

Businesses engaged in performing activities that are ongoing routine, business support functions that all businesses and organizations must do and that are traditionally done for themselves.

Examples of businesses in this industry are:

- Collection agencies
- Copy centers
- Credit bureaus and credit investigating services
- Desktop publishing services, including typing and word processing
- Document preparation services, such as resume writing
- Private mail centers and other postal and mailing services
- Repossession services
- Telephone answering services
- Telemarketing bureaus and services provided for others

NOTE – Performing prepress and postpress services in support of printing activities or providing document copying services in combination with printing services are classified in ISI code 3231.

5615 Travel arrangement and reservation services
(1997 NAICS code 5615)

Examples of businesses in this industry are:

- Airline, hotel, and restaurant reservation services
- Convention and visitors bureaus
- Ticket agencies and offices, including travel, sports, and theatrical
- Tour operators that arrange and assemble tours sold through travel agencies or for their own account
- Travel agencies

5616 Investigation and security services
(1997 NAICS code 5616)

Examples of businesses in this industry are:

- Armored car services
- Bodyguard services
- Polygraph services
- Private detective and investigation services
- Security guard services
- Security systems services, such as selling burglar and fire alarm systems, along with installation and monitoring

NOTE – Retailers of motor vehicle security systems with or without installation or repair services are classified in ISI code 4410.
Providing credit checks is classified in ISI code 5614.
Selling security systems for buildings without installation, repair, or monitoring services is classified in retail or wholesale trade depending on the type of sale.

5617 Services to buildings and dwellings
(1997 NAICS code 5617)

Examples of businesses in this industry are:

- Carpet and upholstery cleaning services
- Exterminating and pest control services, such as termite control services
- Janitorial services, such as cleaning building interiors and interiors of transportation equipment
- Landscaping services

NOTE – Retailers of landscaping materials that may also provide the installation and maintenance of these materials are classified in ISI code 4440.
Planning and designing the development of land areas for projects such as parks, schools, and highways without installing trees, shrubs, or similar items is classified in ISI code 5413.
Part I — INDUSTRY CLASSIFICATIONS — Continued

ADMINISTRATIVE AND SUPPORT, WASTE MANAGEMENT, AND REMEDIATION SERVICES — Continued

5619 Other support services
(1997 NAICS code 5619)

Examples of businesses in this industry are:

- Convention and trade show organizers
- Inventory taking services
- Packaging and labeling services
- Water softening and conditioning services

5620 Waste management and remediation services
(1997 NAICS code 562)

Businesses engaged in the collection, treatment, and disposal of waste materials. Includes businesses engaged in collecting and/or local hauling of waste and/or recyclable materials; operating waste treatment or disposal facilities (except sewer systems or sewage treatment facilities); operating materials recovery facilities (those that sort recyclable materials from the trash stream); providing remediation services (those that provide for the cleanup of contaminated buildings, mine sites, and soil or ground water); and providing septic pumping and other miscellaneous waste management services, such as portable toilet rental services.

NOTE – Collecting, treating, and disposing waste through sewer systems or sewage treatment facilities is classified in ISI code 2213.
Long-distance hauling of waste materials is classified in ISI code 4840.
Waste management consulting services are classified in ISI code 5416.

EDUCATIONAL SERVICES

6110 Educational services
(1997 NAICS code 61)

Businesses engaged in providing instruction and training in a wide variety of subjects.

Examples of businesses in this industry are:

- Business schools
- Colleges, universities, and professional schools
- Computer and management training schools
- Professional development programs
- Sports and recreation instruction schools or camps
- Technical and trade schools

NOTE – Nursery schools are classified in ISI code 6240.

HEALTH CARE AND SOCIAL ASSISTANCE

6210 Ambulatory health care services
(1997 NAICS code 621)

Businesses engaged in providing health care services directly or indirectly to ambulatory patients and that do not usually provide inpatient services.

Examples of businesses in this industry are:

- Ambulance services
- Dentists’ offices
- Health maintenance organization medical centers
- Home health care services
- Kidney dialysis centers
- Medical and diagnostic laboratories, including diagnostic imaging centers
- Mental health practitioners
- Optometrists’ offices
- Physicians’ offices and walk-in centers

NOTE – Optical, orthopedic, and dental laboratories are classified in ISI code 3391.
Opticians engaged in selling and fitting prescription eyeglasses and contact lenses are classified in ISI code 4461.
Weight reducing centers, nonmedical, are classified in ISI code 8120.

6220 Hospitals
(1997 NAICS code 622)

Businesses engaged in providing medical, diagnostic, and treatment services including physician, nursing, and other health services to inpatients. Hospitals may also provide outpatient services as a secondary activity. Includes general and special medical and surgical facilities and psychiatric and substance abuse facilities.

NOTE – Businesses that are engaged in providing residential care for persons diagnosed with mental retardation or that provide inpatient treatment of mental health and substance abuse illness with the emphasis on counseling, rehabilitation, and support services rather than medical treatment are classified in ISI code 6230.
Part I — INDUSTRY CLASSIFICATIONS — Continued

HEALTH CARE AND SOCIAL ASSISTANCE – Continued

6230 Nursing and residential care facilities
(1997 NAICS code 623)
Businesses engaged in providing residential care combined with either nursing, supervisory, or other types of care as required by the residents.

Examples of businesses in this industry are:
- Assisted living facilities with on-site nursing care
- Continuing care retirement communities
- Hospices
- Nursing homes
- Residential mental health and substance abuse facilities

6240 Social assistance
(1997 NAICS code 624)
Businesses engaged in providing a wide variety of social assistance services directly to their clients. These services do not include residential or accommodation services, except on a short stay basis.

Examples of businesses in this industry are:
- Adoption agencies
- Child day-care services
- Community food and housing services
- Nursery schools
- Senior citizens centers
- Vocational rehabilitation facilities

ARTS, ENTERTAINMENT, AND RECREATION

The arts, entertainment and recreation sector (ISI codes 7110–7130) comprises businesses that operate facilities or provide services to meet varied cultural, entertainment, and recreational interests of their patrons.

7110 Performing arts, spectator sports, and related industries
(1997 NAICS code 711)
Businesses engaged in producing or organizing and promoting live presentations involving the performances of actors and actresses, singers, dancers, musical groups and artists, athletes and other entertainers, including independent (freelance) entertainers, and the businesses that manage their careers.

Examples of businesses in this industry are:
- Agents and managers for entertainers, athletes, and other public figures
- Circuses
- Ice skating shows
- Promoters of performing arts, sports, and similar events
- Professional sports teams
- Theater companies and other performing companies

NOTE – Restaurants and night clubs that provide live non-theatrical entertainment in addition to the sale of food and beverages are classified in ISI code 7220. Professional athletic associations or leagues are classified in ISI code 8130.

7121 Museums, historical sites, and similar institutions
(1997 NAICS code 7121)
Businesses engaged in the preservation and exhibition of objects, sites, and natural wonders of historical, cultural and/or educational value.

Examples of businesses in this industry are:
- Art galleries and museums
- Botanical gardens
- Zoos and nature preserves

7130 Amusement, gambling, and recreation industries
(1997 NAICS code 713)
Businesses engaged in operating facilities where patrons can participate in sports, recreation, amusement or gambling activities. Includes supplying and servicing amusement devices in places of business operated by others.

Examples of businesses in this industry are:
- Amusement parks and arcades
- Bowling centers
- Coin-operated amusement and gambling devices, supply and service
- Gambling casinos, except casino hotels
- Golf courses and country clubs
- Health clubs and physical fitness facilities
- Marinas
- Skiing facilities, without accommodotions

NOTE – Businesses using transportation equipment to provide recreational and entertainment services, such as those operating sightseeing buses, dinner cruises, or helicopter rides are classified in ISI code 4870. Operating race tracks or presenting live racing or sporting events are classified in ISI code 7110. Businesses that provide both accommodations and recreational facilities, such as hunting and fishing camps, skiing and golfing resorts, and casino hotels are classified in ISI code 7210.
The accommodations and foodservices sector (ISI codes 7210–7220) comprises businesses providing customers with lodging and/or preparing meals, snacks, and beverages for immediate consumption. The sector includes both accommodations and foodservices because the two activities are often combined in the same business.

7210 Accommodations  
(1997 NAICS code 721)  
Businesses engaged in providing lodging or short-term accommodations for travelers, vacationers, and others. Some locations provide lodging only, while others provide meals and recreational facilities. Businesses that manage hotels and motels on a contractual basis are classified in this industry if they both manage the operation and supply the operating staff. Providing meals and other complementary services in connection with accommodation are considered to be an integral part of the activity. Revenues generated by these activities are included in this industry, even if they produce more revenues than the accommodations.

Examples of businesses in this industry are:
- Hotels, motels, casino hotels, and other traveler accommodations
- Recreational vehicle parks and campgrounds
- Rooming and boarding houses
- Vacation camps

NOTE – Operating instructional camps, such as sports camps and computer camps, is classified in ISI code 6110.

7220 Foodservices and drinking places  
(1997 NAICS code 722)  
Businesses engaged in preparing meals, snacks, and beverages to customer order for immediate on premise and off premise consumption.

Examples of businesses in this industry are:
- Airline foodservice contractors
- Bars, cocktail lounges, and other drinking places
- Cafeterias, snack bars, fast food restaurants, and other limited-service eating places
- Caterers (that provide their own staff)
- Food concession contractors at sporting facilities
- Full-service restaurants

NOTE – Providing foodservices and drinks in connection with hotels and motels, amusement parks, theaters, casinos, etc., are considered to be an integral part of those activities and should be classified in the industries that are associated with those activities rather than in this industry. Retailing confectionery goods or baked goods not baked on the premises and not for immediate consumption is classified in ISI code 4450. If such goods are manufactured on the premises, they are classified in ISI codes 3113 and 3118 respectively.

8110 Repair and maintenance  
(1997 NAICS code 811)  
Businesses engaged in restoring machinery, equipment, and other products to working order. These businesses also typically perform general or routine maintenance on such products to ensure they work efficiently and to prevent breakdown and unnecessary repairs.

Examples of businesses in this industry are:
- Automotive repair and maintenance facilities
- Carwashes
- Commercial and industrial machinery and equipment repair and maintenance businesses
- Electronic and precision equipment repair and maintenance businesses
- Computers and communications equipment repair and maintenance businesses
- Personal and household goods repair and maintenance businesses

NOTE – Repair of buildings, including plumbing, electrical work, and painting, is classified in ISI code 2350. Businesses that repair and maintain goods and also manufacture such goods are classified in manufacturing according to the product. Also, businesses that rebuild or remanufacture machinery and equipment are classified in manufacturing. Tire retreading is classified in ISI code 3262. Retailing motor fuels and providing vehicle service is classified in ISI code 4471. Retail businesses that provide after-sale service and repair, for products such as motor vehicles and consumer electronics, are excluded from this industry and are classified in retail according to the product sold. Repair of transportation equipment, such as aircraft and ships, is often provided by or based at transportation facilities, and is classified in ISI code 4880.
**Part I — INDUSTRY CLASSIFICATIONS — Continued**

**OTHER SERVICES — Continued**

**8120  Personal and laundry services**  
(1997 NAICS code 812)

Businesses engaged in providing personal and laundry services to individuals, households, and businesses.

Examples of businesses in this industry are:

- Coin-operated pay telephone services
- Consumer buying services
- Dating services
- Diet and weight reduction services, nonmedical
- Drycleaners
- Funeral homes, cemeteries, and other death care services
- Hair, nail, skin care, and other personal care services
- Laundry services
- Linen and uniform supply
- Parking lots and garages
- Pet care services, except veterinary offices and animal hospitals
- Photo finishing services

**NOTE** – Veterinary offices and animal hospitals are classified in ISI code 5419. Providing medical skin care or weight reduction services is classified in ISI code 6110. Operating physical fitness facilities is classified in ISI code 7130.

**8130  Religious, grantmaking, civic, professional, and similar organizations**  
(1997 NAICS code 813)

Nonbusiness entities engaged in organizing and promoting religious activities, supporting various causes through grantmaking, advocating social and political causes and promoting and defending the interests of their members.

**NOTE** – Lobbying public officials is classified in ISI code 5418.

**PUBLIC ADMINISTRATION**

**9200  Public administration**  
(1997 NAICS code 92)

Federal, State, and local government agencies that administer, oversee, and manage public programs and have executive, legislative, or judicial authority over other institutions within a given area.
Part II — FOREIGN TRADE CLASSIFICATIONS

The foreign trade classifications are used in classifying U.S. exports and imports of goods. The classifications are PRODUCT classifications adopted from the Standard International Trade Classification, Revision 3 (United Nations Statistical Papers, Series M, No. 34/Rev. 3), hereinafter referred to as “the SITC.” For each product category described below, the equivalent one- or two-digit SITC code, or combination thereof, is given for the convenience of those U.S. Reporters who are familiar with the SITC.

It should be noted that the FOREIGN TRADE classifications are product classifications used only in classifying flows of trade in goods; they should be carefully distinguished from the ISI INDUSTRY classifications contained in Part I of this guide, which are used in determining the major industrial activity of the entity being reported.

FOOD, LIVE ANIMALS, BEVERAGES, AND TOBACCO
(SITC codes 0 and 1)

Include, for example:
- Live animals (include insects and pet and zoo animals)
- Meat and meat preparations
- Dairy products and birds’ eggs
- Fish, crustaceans, mollusks and aquatic invertebrates, and preparations thereof
- Cereals and cereal preparations (unmilled, cereal meals and flours, "prepared breakfast" foods, bakery products)
- Vegetables and fruits (fresh, frozen, preserved or prepared) – include edible beans and nuts, except soybeans and other oil seeds (which are classified under "Crude Materials”).
- Sugar, sugar preparations, and honey
- Coffee, tea, cocoa, spices and manufactures thereof (include coffee and tea substitutes)
- Animal feed
- Margarine, shortening, and prepared edible fats, excluding all other fats and oils
- Bottled and canned soft drinks, mineral waters, and other nonalcoholic beverages
- Alcoholic beverages
- Tobacco and tobacco products

CRUDE MATERIALS, INEDIBLE, EXCEPT FUELS
(SITC code 2)

Include, for example:
- Raw hides, skins, and furskins
- Soybeans, other oil seeds, and oleaginous fruit
- Crude rubber, natural, synthetic, and reclaimed (exclude compounded, semiprocessed, and finished rubber products)
- Cork, natural, raw, and waste
- Wood in chips or particles and wood waste
- Wood in the rough or roughly squared
- Railway ties of wood
- Pulp and waste paper
- Textile fibers and their wastes (raw, natural and synthetic fiber) – include scouring and combing mill products, manmade fiber, filament, stable and tow, and rags, but exclude yarn, thread, and fabric (which are classified under "Other Products”)
- Crude natural fertilizers of animal or vegetable origin, and fertilizers of natural phosphates, nitrates, and potassic salts
- Crude nonmetallic minerals, except coal and petroleum (which are classified under "Mineral Fuels") – include stone, sand and gravel, sulfur, industrial diamonds, natural abrasives, salt, and asbestos
- Ferrous and nonferrous metal ores, concentrates, waste, and scrap
- Bones and unworked ivory
- Natural resins and gums
- Ginseng roots
- Seeds, nursery stock, and cut flowers

MINERAL FUELS, LUBRICANTS, AND RELATED MATERIALS
(SITC code 3)

Include, for example:
- Coal, lignite, peat, coke, and briquets thereof
- Crude and partly refined petroleum
- Gasoline, kerosene, distillate, and residual fuel oils
- Lubricating oils and greases
- Petroleum jelly and mineral waxes
- Petroleum coke
- Asphalt and paving mixtures
- Gas, natural and manufactured
- Electric current
CHEMICALS AND RELATED PRODUCTS  
(SITC code 5)  
Include, for example:  
- Organic and inorganic chemical elements and compounds (include nuclear feed materials and fuels, and radioactive materials)  
- Dyeing, tanning, and coloring materials, natural and synthetic (include color lakes, tannins, printing inks, paints, enamels, and lacquers)  
- Medicinal and pharmaceutical products  
- Perfumes, cosmetics, and toilet preparations  
- Soap, cleansing and polishing preparations  
- Fertilizers, manufactured (mineral or chemical)  
- Explosives and pyrotechnic products—exclude ordnance and all other ammunition (which are classified under "Other Products")  
- Artificial resins and plastic materials, and cellulose esters and ethers  
- Plastic tubes, pipes, hoses, plates, sheet, film and strip  
- Insecticides and herbicides  
- Starches (include corn starch)  
- Disinfectants  
- Glues and adhesives  
- Wood and resin-based chemical products  
- Artificial waxes  
- Artificial graphite  

NOTE – Exclude synthetic rubber (which is classified under "Crude Materials") and photographic chemicals and cellulosic and noncellulosic manmade fibers (which are classified under "Other Products").

INDUSTRIAL MACHINERY AND EQUIPMENT  
(SITC codes 71-74)  
Include, for example:  
- Power-generating machinery, equipment and parts  
- Internal combustion engines for road vehicles and other transportation equipment, when not shipped with the vehicle  
- Nuclear reactors  
- Agricultural machinery (include tractors and parts)  
- Civil engineering and contractors’ plant, equipment and parts  
- Mining and oil and gas field equipment and parts  
- Textile and leather machinery and parts  
- Paper and pulp mill machinery, paper cutting machines, and parts  
- Printing and bookbinding machinery and parts  
- Food-processing machines and parts  
- Metalworking and metalforming machinery, machine tools, and parts  
- Heating and cooling equipment and parts  
- Pumps, air compressors, and fans  
- Mechanical handling equipment and parts  
- Ball or roller bearings  
- Transmission shafts, gears and gearing, flywheels and pulleys, and parts  

NOTE – Includes some types of parts for road vehicles and other transportation equipment. See description of vehicle parts under "Road Vehicles and Parts", to determine which parts are included in this category.

OFFICE MACHINES AND AUTOMATIC DATA PROCESSING MACHINES  
(SITC code 75)  
Include, for example:  
- Typewriters, word-processing machines, and parts  
- Electronic calculators, accounting machines, cash registers, and parts  
- Photo-copying and duplicating machines and parts  
- Automatic data processing machines (mainframe, desktop, and portable computers)  
- Computer keyboards, monitors and display units, and printers  
- Magnetic disk drives  
- Optical scanners and magnetic ink recognition devices
Part II — FOREIGN TRADE CLASSIFICATIONS — Continued

TELECOMMUNICATIONS, SOUND EQUIPMENT, AND OTHER ELECTRICAL MACHINERY AND PARTS (SITC codes 76 and 77)

Include, for example:
- Telephone switchboards
- Teleprinters
- Telephone sets
- Modems
- Facsimile machines
- TV and radio receivers
- Video and tape recorders, phonographs, CD players, and VCR’s
- Microphones and loudspeakers
- Radar and radio navigation equipment
- Electrical transformers and other electric power machinery and parts
- Printed circuits, electrical resistors, fuses, automatic circuit breakers, and numerical control panels
- Insulated wire and cable
- Electrical apparatus for medical purposes and radiological apparatus
- Electrical equipment for internal combustion engines, when not shipped with a vehicle
- Electron tubes, transistors, semiconductors, and integrated circuits
- Batteries
- Electrical hand tools
- Electric household equipment, appliances and parts, and their nonelectric counterparts, but exclude nonelectric cooking stoves and ranges (which are classified under "Other Products")

NOTE – Includes some types of parts for road vehicles and other transportation equipment. See description of vehicle parts under "Road Vehicles and Parts", to determine which parts are included in this category.

ROAD VEHICLES (INCLUDING AIR CUSHION VEHICLES) AND PARTS (SEE DESCRIPTION OF PARTS BELOW) (SITC code 78)

Include, for example:
- New and used passenger cars
- Buses
- Motorcycles, motorscooters, bicycles, and other cycles, motorized and nonmotorized
- Trucks, except wheeled armored fighting vehicles (which are classified under "Other Products")
- Road tractors for semi-trailers
- Truck trailers
- Travel trailers and campers
- Wheel- or truck-mounted power cranes, draglines, and shovels (except railway cranes)
- Nonmilitary vehicles which operate in whole or in part on runners or skis
- Motor vehicle stampings

Vehicle Parts – Include in this category all vehicle parts that are shipped with the vehicle. Classification of parts that are shipped separately depends on the type of part. Parts for road vehicles such as bodies, chassis, shock absorbers, bumpers, brakes, gear boxes, axles, radiators, mufflers, tailpipes, clutches, seat belts, and motor vehicle air bags are classified in this category, whether or not shipped with the vehicles. These types of parts for railway vehicles, aircraft, and ships and boats are classified in "Other Transport Equipment," whether or not shipped with the transport equipment. Other types of parts are classified in the same category as the vehicles only when shipped with the vehicles; when shipped separately, such parts are classified in other categories, according to the type of material or the general function of the part. As examples, if shipped separately from vehicles: tires and tubes, gaskets, automotive glass and mirrors, springs, locks, hinges, and other automotive hardware are in "Other Products;" internal combustion piston engines and parts, turbines and parts, fuel-injection pumps, fans and blowers, air conditioners, and transmission shafts and cranks are in "Industrial Machinery and Equipment;" and radios, storage batteries, lighting and signaling equipment, windshield wipers, spark plugs, and electrical equipment for engines and vehicles are in "Telecommunications, Sound Equipment, and Other Electrical Machinery and Parts."

OTHER TRANSPORT EQUIPMENT (SITC code 79)

Include, for example:
- Railway vehicles, new and rebuilt (include railway cranes, railway and tramway track fixtures and fittings, and hover trains)
- Aircraft and associated equipment and parts
- Ships, boats (include hovercraft), and floating structures

NOTE – Includes some types of parts for railway vehicles, aircraft, and ships and boats. See the discussion of vehicle parts under "Road Vehicles and Parts" to determine which are included in this category.
Part II — FOREIGN TRADE CLASSIFICATIONS — Continued

OTHER PRODUCTS
(SITC codes 4, 6, 8, and 9)

Include, for example:

- Animal and vegetable oils, fats, and waxes
- Leather, leather manufactures, and dressed furskins (include composition leather with a basis of leather and manufactures of such composition leather)
- Rubber manufactures, finished and semifinished (include sheet and plate materials, hardened rubber items, tires and tubes, hygienic and pharmaceutical articles)
- Cork manufactures, agglomerated cork, and cork products
- Wood veneers, plywood, improved or reconstructed wood, and other worked wood (include cooperage, millwork, household utensils of wood)
- Paper, paperboard, and articles of paper pulp, of paper, or of paperboard
- Textile yarn, thread, and fabrics of manmade or natural fibers – exclude scouring and combing mill products (which are classified under "Crude Materials")
- Made up articles of textile materials, apparel, clothing accessories, and related products
- Footwear
- Floor coverings (include linoleum, carpets, mats, etc.)
- Nonmetallic mineral manufactures, such as glass and glass products, pottery, lime, cement, and fabricated construction materials, refractory materials, clay, and construction materials
- Iron and steel products of blast furnaces, steel works, rolling mills and finishing mills
- Cast iron articles, except ingot molds and railway car wheels
- Nonferrous metal castings and forgings
- Fabricated metal products (except machinery, transportation equipment, and insulated electrical items), such as structures and parts of structures, metal containers, wire products, pipes and tubes, nails, screws, nuts and bolts, hand and edge tools, dies and cutting tools, metal Venetian blinds, hardware, table flatware and cutlery, utensils and household equipment made of base metal
- Nonelectric cooking stoves and ranges
- Sanitary and plumbing fixtures and fittings
- Heating and lighting fixtures and fittings
- Furniture and parts
- Travel goods, luggage, and handbags
- Optical goods, instruments and apparatus
- Medical and dental instruments and appliances
- Meters, counters, and measuring, checking, analyzing, and controlling instruments
- Photographic and motion picture apparatus, equipment, and supplies (include prepared photographic film and chemicals)
- Watches, clocks, and parts thereof
- Phonographic records and record blanks
- Magnetic tape and disks, magnetic tape recordings, recorded video discs, and laser disc sound recordings
- Printed matter, including books, magazines, newspapers, and commercial printing
- Baby carriages, toys, games, and sporting goods
- Office and stationery supplies
- Works of art, collector’s pieces, antiques
- Jewelry and related articles
- Musical instruments and parts and accessories
- Arms and ammunition, military and nonmilitary
- Tanks and other armored fighting vehicles
- Coin (other than gold coin), except legal tender
- Gold, non-monetary

NOTE – Includes some types of parts for road vehicles and other transportation equipment. See description of vehicle parts under "Road Vehicles and Parts", to determine which parts are included in this category.