



The Manufacturing Value Chain Is Much Bigger Than You Think!

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Table 1 – Upstream Supply Chain of Manufactured Goods Final Demand in 2014

	Domestic Production & Imports (\$billions)	Value-Added & Imports (\$billions)	Employment (Thousands FTE)	Labor Compensation (\$billions)	Compensation Rate (\$ per job)
Supply Chain Domestic Industry Production	4,794	2,437	15,390,000	1,223	
Agriculture, Mining, Utilities, & Construction	751	431	1,266,000	82	64,699
Manufacturing	1,238	396	2,615,000	184	70,478
Wholesale & Retail Trade	426	281	1,759,000	125	71,218
Transport Services	365	181	1,477,000	108	72,775
Financial & Real Estate Services	602	312	1,236,000	109	88,303
Information & Business Services	1,220	724	5,500,000	531	96,479
Other Services & Government	192	112	1,537,000	84	54,750
Supply Chain Manufactured Goods Imports	694	694			
Total Upstream Supply	5,489	3,131	15,390,000	1,223	

Source(s): MAPI Foundation and Inforum

Table 2 – Downstream Sales Chain of Manufactured Goods Final Demand in 2014

	Domestic Production & Imports (\$billions)	Value-Added & Imports (\$billions)	Employment (Thousands FTE)	Labor Compensation (\$billions)	Compensation Rate (\$ per job)
Domestic Manufacturing	3,259	1,057	6,145,000	457	74,385
Domestic Margins and Associated Services	2,436	1,525	17,320,000	777	
Transport	137	58	446,000	34	75,299
Wholesale Distribution	749	496	2,825,000	219	77,410
Retail Distribution	1,129	719	12,111,000	379	31,293
Services	421	252	1,937,000	146	75,447
Final Manufactured Goods Imports	1,024	1,024			
Total Downstream Sales	6,719	3,605	23,464,000	1,235	

Source(s): MAPI Foundation and Inforum

Table 3 – Total Value Chain of Manufactured Goods Final Demand in 2014

	Domestic Production & Imports (\$billions)	Value-Added & Imports (\$billions)	Employment (Thousands FTE)	Labor Compensation (\$billions)	Compensation Rate (\$ per job)
Value Chain of Manufactured Goods Final Demand	12,208	6,737	38,854,000	2,457	
Upstream Supply of Domestic Manufacturing	1,238	396	2,615,000	184	70,478
Upstream Supply of Nonmanufacturing	3,556	2,041	12,775,000	1,039	81,300
Upstream Supply of Manufacturing Imports	694	694			
Downstream Sales of Domestic Manufacturing	3,259	1,057	6,145,000	457	74,385
Downstream Sales of Nonmanufacturing	2,436	1,525	17,320,000	777	44,889
Downstream Sales of Manufacturing Imports	1,024	1,024			
	Multipliers				
Downstream Sales Domestic Manufacturing Multiplier	2.7				
Value Chain Domestic Manufacturing Multiplier		3.6	3.4		

Source(s): MAPI Foundation and Inforum

Table 4 – More Manufacturing Value in 2014

	Manufacturing Output for Nonmanufacturing Final Demand				
	Domestic Production & Imports (\$billions)	Value-Added & Imports (\$billions)	Employment (Thousands FTE)	Labor Compensation (\$billions)	Compensation Rate (\$ per job)
Manufacturing Value to Nonmanufacturing Value Chains	1,523	510	3,171,000	221	69,630
% of Total Manufacturing	25	26	27	26	

	GDP and Employment Shares				
		% of GDP	% of Total FTE Employment		
Total Manufacturing		11%	9%		
Manufacturing Final Demand Domestic Value Chain		29%	30%		
Manufacturing Final Demand Value Plus Other Manufacturing		32%	32%		

Source(s): MAPI Foundation and Inforum

Table 5 – Manufactured Goods in Final Demand in 2014

	\$billions				
	Private Consumption	Private Investment	Government Expenditures	Exports	Total Final Demand
Manufacturers' Producers' Value	1,920	899	427	1,037	4,283
Margins and Associated Services	1,902	293	64	177	2,436
Transport	71	26	10	31	137
Wholesale Distribution	414	149	47	138	749
Retail Distribution	1,092	37	0	0	1,129
Services*	326	81	7	8	421
Total Manufactured Products Demand in Purchasers' Value	3,822	1,192	491	1,214	6,719
Margins & Services as a % of Purchase Value	50%	25%	13%	15%	36%
Final Demand for All Goods and Services	11,866	2,860	3,152	2,064	19,942
Manufactured Products as a % of National Total	32%	42%	16%	59%	34%

*Rental, leasing, insurance, professional services, maintenance, and repair
 Source(s): MAPI Foundation and Inforum

UPSTREAM SUPPLY

Examples for Motor Vehicles
Final Demand



Coal mined for making domestic steel

Sheet steel manufactured for auto production



Foreign steel imported



Electricity, water, and gas used by manufacturing and distribution facilities



Transport costs for shipping coal, steel, etc.

Outsourced professional services for manufacturers and distributors



Fuel used for transporting vehicles to wholesale and retail



Corporate and contract R&D facilities



Corporate headquarters for auto dealer chain

Corporate headquarters (manufacturer)



DOWNSTREAM SALES

Examples for Motor Vehicles
Final Demand



Manufacturing:
auto plant production
of finished vehicles



Imports of finished
motor vehicles

Truck and rail to
transport autos
from factory or
port to market



Wholesale
warehousing
operations



Retail auto dealers



Aftermarket auto
leasing and rentals,
vehicle maintenance,
and repair services

