Economics Group

John Silvia, Chief Economist john.silvia@wellsfargo.com • (704) 410-3275 Tim Quinlan, Economist tim.quinlan@wellsfargo.com • (704) 410-3283

ISM: On the Right Side of the Line...Barely

For a factory sector beset by falling commodity prices and diminished interest in capital spending, today's print of 50.1 for the ISM manufacturing index feels more like a reprieve than an affirmation of expansion.

I Keep a Close Watch on This Chart of Mine

For the ISM manufacturing index, 50 is the demarcation line for expansion. A number above signals factory sector expansion and a number below signals contraction. When we are this close to the demarcation line, it bears repeating that 50 is not a demarcation line for the broader economy. In other words, the ISM can slip below 50 without a significant impact on the broader economy. The top chart at right looks at a three-month moving average of the ISM index versus the year-over-year rate of real GDP growth. The chart shows that over the last 25 years, the ISM has broken into contraction territory several times without a corresponding contraction in GDP growth.

Negative Signal for Jobs & December Rate Increase

One key takeaway from today's report is that the employment component declined to 47.6 from 50.5 previously. This is the lowest level for this key bellwether of factory employment since 2009. The manufacturing sector shed a combined 27,000 jobs in the past two months.

If the Federal Reserve is going to be able to deliver on a December rate increase, it will need two unequivocally positive jobs reports for October and November. On that score, today's six-year low for the employment component is troubling. The middle chart shows the employment component (line) vs. the monthly change in manufacturing jobs (bars).

The affirmation of the weakness is underpinned by the drop in order backlogs, which is still low at 42.5. Employment and backlogs tend to move together and backlogs tend to lead a bit.

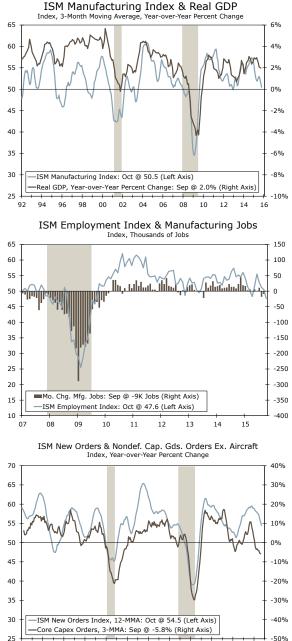
One potential offset to the jobs worries was highlighted in the comments section where a purchasing manager from the fabricated metals industry said "Business is improving. We still need young machinists to replace those retiring."

Orders Component Up, but Actual Orders Might Not Be

Another potential positive was the increase in orders to 52.9. That said, the bottom chart shows a considerable gap in recent years between what the new orders component tells us (blue line) and how actual core capital goods orders materialize (darker line).

This is partly a function of falling commodity prices which creates a significant headwind for nominal orders. For example, if your orders increase 0.1 percent on the month but your prices are down 0.2 percent, it looks like orders are falling even though in volume terms they are up.

Speaking of prices, the prices component at 39.0 is still quite low, suggesting the low price environment persists for manufacturers at present.



11

15

13

Source: U.S. Department of Labor, U.S. Department of Commerce, ISM and Wells Fargo Securities, LLC

95

97 99 01 03 05 07

93

Wells Fargo Securities, LLC Economics Group

Diane Schumaker-Krieg	Global Head of Research, Economics & Strategy	(704) 410-1801 (212) 214-5070	diane.schumaker@wellsfargo.com
John E. Silvia, Ph.D.	Chief Economist	(704) 410-3275	john.silvia@wellsfargo.com
Mark Vitner	Senior Economist	(704) 410-3277	mark.vitner@wellsfargo.com
Jay H. Bryson, Ph.D.	Global Economist	(704) 410-3274	jay.bryson@wellsfargo.com
Sam Bullard	Senior Economist	(704) 410-3280	sam.bullard@wellsfargo.com
Nick Bennenbroek	Currency Strategist	(212) 214-5636	nicholas.bennenbroek@wellsfargo.com
Eugenio J. Alemán, Ph.D.	Senior Economist	(704) 410-3273	eugenio.j.aleman@wellsfargo.com
Anika R. Khan	Senior Economist	(704) 410-3271	anika.khan@wellsfargo.com
Azhar Iqbal	Econometrician	(704) 410-3270	azhar.iqbal@wellsfargo.com
Tim Quinlan	Economist	(704) 410-3283	tim.quinlan@wellsfargo.com
Eric Viloria, CFA	Currency Strategist	(212) 214-5637	eric.viloria@wellsfargo.com
Sarah House	Economist	(704) 410-3282	sarah.house@wellsfargo.com
Michael A. Brown	Economist	(704) 410-3278	michael.a.brown@wellsfargo.com
Erik Nelson	Economic Analyst	(704) 410-3267	erik.f.nelson@wellsfargo.com
Alex Moehring	Economic Analyst	(704) 410-3247	alex.v.moehring@wellsfargo.com
Misa Batcheller	Economic Analyst	(704) 410-3060	misa.n.batcheller@wellsfargo.com
Michael Pugliese	Economic Analyst	(704) 410-3156	michael.d.pugliese@wellsfargo.com
Donna LaFleur	Executive Assistant	(704) 410-3279	donna.lafleur@wellsfargo.com
Cyndi Burris	Senior Admin. Assistant	(704) 410-3272	cyndi.burris@wellsfargo.com

Wells Fargo Securities Economics Group publications are produced by Wells Fargo Securities, LLC, a U.S. broker-dealer registered with the U.S. Securities and Exchange Commission, the Financial Industry Regulatory Authority, and the Securities Investor Protection Corp. Wells Fargo Securities, LLC, distributes these publications directly and through subsidiaries including, but not limited to, Wells Fargo & Company, Wells Fargo Bank N.A., Wells Fargo Advisors, LLC, Wells Fargo Securities International Limited, Wells Fargo Securities Asia Limited and Wells Fargo Securities (Japan) Co. Limited. Wells Fargo Securities, LLC. is registered with the Commodities Futures Trading Commission as a futures commission merchant and is a member in good standing of the National Futures Association. Wells Fargo Securities, LLC. and Wells Fargo Bank, N.A. are generally engaged in the trading of futures and derivative products, any of which may be discussed within this publication. Wells Fargo Securities, LLC does not compensate its research analysts based on specific investment banking transactions. Wells Fargo Securities, LLC's research analysts receive compensation that is based upon and impacted by the overall profitability and revenue of the firm which includes, but is not limited to investment banking revenue. The information and opinions herein are for general information use only. Wells Fargo Securities, LLC does not completeness, nor does Wells Fargo Securities, LLC assume any liability for any loss that may result from the reliance by any person upon any such information or opinions. Such information and opinions are subject to change without notice, are for general information only and are not intended as an offer or solicitation with respect to the purchase or sales of any security or as personalized investment advice. Wells Fargo Securities, LLC is a separate legal entity and distinct from affiliated banks and is a wholly owned subsidiary of Wells Fargo & Company (© 2015 Wells Fargo Securities, LLC.

Important Information for Non-U.S. Recipients

For recipients in the EEA, this report is distributed by Wells Fargo Securities International Limited ("WFSIL"). WFSIL is a U.K. incorporated investment firm authorized and regulated by the Financial Conduct Authority. The content of this report has been approved by WFSIL a regulated person under the Act. For purposes of the U.K. Financial Conduct Authority's rules, this report constitutes impartial investment research. WFSIL does not deal with retail clients as defined in the Markets in Financial Instruments Directive 2007. The FCA rules made under the Financial Services and Markets Act 2000 for the protection of retail clients will therefore not apply, nor will the Financial Services Compensation Scheme be available. This report is not intended for, and should not be relied upon by, retail clients. This document and any other materials accompanying this document (collectively, the "Materials") are provided for general informational purposes only.

SECURITIES: NOT FDIC-INSURED/NOT BANK-GUARANTEED/MAY LOSE VALUE