

Polish and Other Sanitation Goods Manufacturing

1997

Issued November 1999

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1997 Economic Census

Manufacturing

Industry Series



U S C E N S U S B U R E A U

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U.S. Department of Commerce
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-- Not applicable for this report.

Introduction to the Economic Census

PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the Nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in 2 and 7.

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product estimates, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions. Specific uses of economic census data include the following:

- Policymaking agencies of the Federal Government use the data to monitor economic activity and assess the effectiveness of policies.
- State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.
- Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.
- Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

ALL-NEW INDUSTRY CLASSIFICATIONS

Data from the 1997 Economic Census are published primarily on the basis of the North American Industry Classification System (NAICS), unlike earlier censuses, which were published according to the Standard Industrial Classification (SIC) system. NAICS is in the process of being adopted in the United States, Canada, and Mexico. Most economic census reports cover one of the following NAICS sectors:

21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information

52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Foodservices
81	Other Services (except Public Administration)

(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), covered by the census of governments conducted by the Census Bureau.)

The 20 NAICS sectors are subdivided into 96 subsectors (three-digit codes), 313 industry groups (four-digit codes), and, as implemented in the United States, 1170 industries (five- and six-digit codes).

RELATIONSHIP TO SIC

While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The industry definitions discuss the relationships between NAICS and SIC industries. Where changes are significant, it will not be possible to construct time series that include data for points both before and after 1997.

For 1997, data for auxiliary establishments (those functioning primarily to manage, service, or support the activities of their company's operating establishments, such as a central administrative office or warehouse) will not be included in the sector-specific reports. These data will be published separately.

GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for the states, metropolitan areas (MAs), counties, parishes, and corporate municipalities including cities, towns, villages, and boroughs. Respondents were

required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from Internal Revenue Service tax forms is used as a basis for coding.

BASIS OF REPORTING

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company.

DOLLAR VALUES

All dollar values presented are expressed in current dollars; i.e., 1997 data are expressed in 1997 dollars, and 1992 data, in 1992 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

AVAILABILITY OF ADDITIONAL DATA

Reports in Print and Electronic Media

All results of the 1997 Economic Census are available on the Census Bureau Internet site (www.census.gov) and on compact discs (CD-ROM) for sale by the Census Bureau. Unlike previous censuses, only selected highlights are published in printed reports. For more information, including a description of electronic and printed reports being issued, see the Internet site, or write to U.S. Census Bureau, Washington, DC 20233-8300, or call Customer Services at 301-457-4100.

Special Tabulations

Special tabulations of data collected in the 1997 Economic Census may be obtained, depending on availability of time and personnel, in electronic or tabular form. The data will be summaries subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) that govern the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief of the division named below, U.S. Census Bureau, Washington, DC 20233-8300. To discuss a special tabulation before submitting specifications, call the appropriate division:

Manufacturing and Construction Division	301-457-4673
Service Sector Statistics Division	301-457-2668

HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some covering service trades in 1933. Censuses of construction, manufacturing, and the other business service censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated: providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other Federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census questionnaires.

The range of industries covered in the economic censuses expanded between 1967 and 1992. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. All of the census reports printed since 1967 are still available for sale on microfiche from the Census Bureau. CD-ROMs issued from the 1987 and 1992 Economic Censuses contain databases including nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1997 Economic Census and Related Statistics* at www.census.gov/econguide. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1997 Economic Census* at www.census.gov/econ/www/history.html.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with the 1997 Economic Census data:

A	Standard error of 100 percent or more.
D	Withheld to avoid disclosing data of individual companies; data are included in higher level totals.
F	Exceeds 100 percent because data include establishments with payroll exceeding revenue.
N	Not available or not comparable.
Q	Revenue not collected at this level of detail for multiestablishment firms.
S	Withheld because estimates did not meet publication standards.

V	Represents less than 50 vehicles or .05 percent.
X	Not applicable.
Y	Disclosure withheld because of insufficient coverage of merchandise lines.
Z	Less than half the unit shown.
a	0 to 19 employees.
b	20 to 99 employees.
c	100 to 249 employees.
e	250 to 499 employees.
f	500 to 999 employees.
g	1,000 to 2,499 employees.
h	2,500 to 4,999 employees.
i	5,000 to 9,999 employees.
j	10,000 to 24,999 employees.
k	25,000 to 49,999 employees.
l	50,000 to 99,999 employees.
m	100,000 employees or more.
p	10 to 19 percent estimated.
q	20 to 29 percent estimated.
r	Revised.
s	Sampling error exceeds 40 percent.
nec	Not elsewhere classified.
nsk	Not specified by kind.
–	Represents zero (page image/print only).
(CC)	Consolidated city.
(IC)	Independent city.

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Manufacturing

SCOPE

The 1997 Economic Census – Manufacturing covers all manufacturing establishments with one or more paid employees. Manufacturing is defined as the mechanical, physical, or chemical transformation of materials or substances into new products. The assembly of components into new products is also considered manufacturing, except when it is appropriately classified as construction.

Establishments in the manufacturing sector are often described as plants, factories, or mills and typically use power-driven machines and materials-handling equipment. Also included in the manufacturing sector are some establishments that make products by hand, like custom tailors and the makers of custom draperies. While manufacturers typically do not sell to the public, some establishments like bakeries and candy stores that make products on the premises may be included.

While logging and publishing are no longer in the scope of manufacturing, data for these industries are included in the manufacturing industry reports, but are not included in the manufacturing state, summary, and other reports.

GENERAL

This report, from the 1997 Economic Census – Manufacturing, is one of a series of 480 industry reports and 51 geographic area reports, each of which provides statistics for individual industries or states, respectively. Seven of the industry reports are for industries no longer in the manufacturing sector but are included with manufacturing for the 1997 census year. Also included for this sector are General, Product, and Materials Consumed Summary reports, a special report on Concentration Ratios in Manufacturing, and data files on Location of Manufacturing Plants.

Each industry report presents data for a six-digit North American Industry Classification System (NAICS) industry. A description of the particular NAICS industry may be found in Appendix B. These reports include such statistics as number of establishments, employment, payroll, value added by manufacture, cost of materials consumed, value of shipments, capital expenditures, etc. Explanations of these and other terms may be found in Appendix A. The industry reports also include data for states with 100 employees or more in the industry.

State reports, which include the District of Columbia, present similar statistics at the “all manufacturing” level for each state and its metropolitan areas (MAs) with 250

employees or more, and for counties, consolidated cities, and places with 500 employees or more. The state reports also include six-digit NAICS level data for industries with 100 employees or more in the state.

The General Summary report contains industry and geographic area statistics summarized in one report. It includes higher levels of aggregation than the industry and state reports, as well as revisions to the data made after the release of the industry and state reports.

The Products and Materials Consumed reports summarize the products and materials data published in the industry reports. The Product Summary report also includes data from the Current Industrial Reports (CIR) and a special table with data for products that are primary to more than one industry, which are not in the industry reports.

The Concentration Ratios report publishes data on the percentage of value of shipments accounted for by the 4-, 8-, 20-, and 50-largest companies for each manufacturing industry. Also shown in this report are Hirschmann-Herfindahl Indexes for each industry.

The Location of Manufacturing data files contain statistics on the number of establishments for the three- and six-digit NAICS industry by state, county, place, and ZIP Code by employment-size of the establishment.

GEOGRAPHIC AREAS COVERED

Statistics at the six-digit NAICS industry level are shown for states and the District of Columbia in both the state and industry reports for cells with 100 employees or more.

The state reports also include data at the “all manufacturing” level for a variety of geographies that meet the employment criteria.

Data are available for the metropolitan areas (MAs) with 250 employees or more. The term MA is a general term used to encompass all of the specifically defined metropolitan areas. A consolidated metropolitan statistical area (CMSA) is made up of two or more contiguous primary metropolitan statistical areas (PMSAs) with a combined population of at least 1 million. A PMSA is a subdivision of a CMSA that demonstrates very strong internal economic and social links separate from the ties to other portions of the CMSA. A metropolitan statistical area (MSA) is an integrated economic and social unit with a population of at least 50,000. An MA is made up of one or more counties meeting standards of metropolitan character. In New England, cities and towns, rather than counties, are the

component geographic units. Determination of the MAs was made by the Office of Management and Budget (OMB) as of June 30, 1997. The population estimates were from the 1990 Census of Population or a subsequent special census. When applicable, the make-up of an MA is included in Appendix E. Changes to geographical boundaries are noted in Appendix D.

The state reports include data for counties with 500 employees or more. These are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one or more places that are independent of county organizations. These places are treated as counties and places. The counties and places are defined as of January 1, 1997.

The state reports include data for places with 500 employees or more. Places are typically cities, towns, and villages. They may be incorporated municipalities, semi-independent municipalities, special economic urban areas (SEUAs), or other place equivalents.

The state reports also include data for consolidated cities with 500 employees or more. Consolidated cities are made up of separately incorporated municipalities.

COMPARABILITY OF THE 1992 AND 1997 CENSUSES

The adoption of the North American Industry Classification System (NAICS) has had a major impact on the comparability of data between the 1992 and 1997 censuses. Approximately half of the industries in the manufacturing sector of NAICS do not have comparable industries in the Standard Industrial Classification (SIC) system that was used in the past. If industries are not comparable between the two censuses, historic data are not shown. When applicable, Appendix G shows the product class and product comparability between the two systems.

While most of the change affecting the manufacturing sector was change within the sector, some industries left manufacturing and others came into manufacturing. Prominent among those leaving manufacturing are logging and portions of publishing. Prominent among the industries coming into the manufacturing sector are bakeries, candy stores where candy is made on the premises, custom tailors, makers of custom draperies, and tire retreading. Data for the industries coming into manufacturing as well as those leaving manufacturing are included in the manufacturing industry report series for 1997. However, the state and summary reports only include data for industries in the NAICS definition of manufacturing.

Another change resulting from the conversion to NAICS is that data for central administrative offices (CAOs) associated with manufacturing are not included along side the manufacturing data. This change affects data in the state reports and the general summary.

DISCLOSURE

In accordance with Federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or company. However, the number of establishments classified in a specific industry or geography is not considered a disclosure, and may be released even when other information is withheld.

The disclosure analysis for the industry statistics files is based on the total value of shipments. When the total value of shipments cannot be shown without disclosing information for individual companies, the complete line is suppressed except for capital expenditures. However, the suppressed data are included in higher-level totals. A separate disclosure analysis is performed for capital expenditures that can be suppressed even though value of shipments data are published.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

The Census Bureau conducts the Annual Survey of Manufactures (ASM) in each of the 4 years between the economic censuses. The ASM is a probability-based sample of approximately 58,000 establishments and collects many of the same industry statistics (including employment, payroll, value of shipments, etc.) as the economic census. However, there are selected statistics not included in the ASM. Among these are the number of companies and establishments, detailed product and materials data, and substate geographic data.

In addition to the ASM, the Census Bureau conducts a Current Industrial Reports (CIR) program. The CIR publishes detailed product statistics for selected manufacturing industries at the U.S. level annually and, in some cases, monthly and/or quarterly. For the 1997 Economic Census – Manufacturing, the annual CIR data are included in the Product Summary report.

The Census Bureau also conducts the monthly Manufacturers' Shipments, Inventories, and Orders (M3) program, which publishes detailed statistics for manufacturing industries at the U.S. level.

Table 1. Industry Statistics on NAICS Basis With Distribution Among 1987 SIC-Based Industries: 1997

[NAICS codes appear in bold type. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

NAICS or SIC code	Industry	Com-panies ¹	All estab-lish-ments ²	All employees		Production workers			Value added by manufacture (\$1,000)	Cost of materials (\$1,000)	Value of shipments (\$1,000)	Total capital expenditures (\$1,000)
				Number	Payroll (\$1,000)	Number	Hours (1,000)	Wages (\$1,000)				
325612	Polish & other sanitation good mfg	676	728	21 989	724 639	14 132	28 728	360 261	5 149 703	3 190 242	8 369 528	153 693
284200	Polishes & sanitation goods ...	N	728	21 989	724 639	14 132	28 728	360 261	5 149 703	3 190 242	8 369 528	153 693

¹For the census, a company is defined as a business organization consisting of one establishment or more under common ownership or control.

²Includes establishments with payroll at any time during the year.

Table 2. Industry Statistics for Selected States: 1997

[States that are disclosures or with less than 100 employees are not shown. For explanation of terms, see appendixes. For meaning of abbreviations and symbols, see introductory text]

Industry and geographic area	All establishments			All employees		Production workers			Value added by manufacture (\$1,000)	Cost of materials (\$1,000)	Value of shipments (\$1,000)	Total capital expenditures (\$1,000)
	E ¹	Total	With 20 em-ploy-ees or more	Number	Payroll (\$1,000)	Number	Hours (1,000)	Wages (\$1,000)				
325612, POLISH & OTHER SANITATION GOOD MFG												
United States	1	728	212	21 989	724 639	14 132	28 728	360 261	5 149 703	3 190 242	8 369 528	153 693
California	2	83	23	1 669	51 217	1 185	2 511	28 234	294 558	240 712	534 647	12 807
Florida	4	49	8	539	14 038	366	786	8 039	75 234	66 099	141 604	2 020
Georgia	-	29	10	1 313	39 933	724	1 636	18 683	347 235	226 500	575 940	9 714
Illinois	1	47	15	1 595	50 225	897	1 981	20 982	574 650	300 150	881 236	9 668
Kentucky	-	6	1	115	4 427	91	191	2 532	14 984	13 729	29 243	421
Massachusetts	5	17	4	315	12 114	158	327	4 477	72 644	47 657	120 713	2 402
New Jersey	1	28	11	1 295	41 626	916	1 982	25 899	417 250	218 238	636 532	7 435
New York	4	50	14	1 121	31 394	715	1 343	15 105	104 554	86 220	192 612	2 047
Ohio	-	29	14	2 255	81 418	1 363	2 824	29 544	417 610	252 663	669 847	14 301
Pennsylvania	1	36	14	1 174	34 049	791	1 414	15 925	87 143	105 458	193 289	7 328
Tennessee	2	15	4	439	9 728	317	614	4 816	35 200	34 083	68 333	5 319
Texas	2	52	13	927	26 759	522	1 011	11 738	152 042	120 557	273 882	2 906
Virginia	3	9	2	129	3 853	71	154	1 668	10 304	11 045	21 260	644
Wisconsin	-	23	12	2 389	115 410	1 554	3 052	63 919	1 388 674	670 011	2 078 967	32 657

* Hawaii has no incorporated places in the sense of functioning governmental units; however, in agreement with Hawaiian law, the Bureau of the Census reports data for census designated places (CDPs) which have been designated as place equivalents. Those CDPs, only for the state of Hawaii, with 2,500 or more population are recognized.

¹Some payroll and sales data for small single-establishment companies with up to 20 employees (cutoff varied by industry) were obtained from administrative records of other government agencies rather than from census report forms. These data were then used in conjunction with industry averages to estimate statistics for these small establishments. This technique was also used for a small number of other establishments whose reports were not received at the time data were tabulated. The following symbols are shown where estimated data based on administrative-record data account for 10 percent or more of the figures shown: 1-10 to 19 percent; 2-20 to 29 percent; 3-30 to 39 percent; 4-40 to 49 percent; 5-50 to 59 percent; 6-60 to 69 percent; 7-70 to 79 percent; 8-80 to 89 percent; 9-90 percent or more.

Table 3. Detailed Statistics by Industry: 1997

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

Item	Value	Item	Value
325612, POLISH & OTHER SANITATION GOOD MFG		325612, POLISH & OTHER SANITATION GOOD MFG—Con.	
Companies ¹	number.. 676	Value added	\$1,000.. 5 149 703
All establishments	number.. 728	Total inventories, beginning of year	\$1,000.. 574 134
Establishments with 1 to 19 employees	number.. 516	Finished goods inventories, beginning of year	\$1,000.. 308 949
Establishments with 20 to 99 employees	number.. 162	Work-in-process inventories, beginning of year	\$1,000.. 39 440
Establishments with 100 employees or more	number.. 50	Materials and supplies inventories, beginning of year	\$1,000.. 225 745
All employees	number.. 21 989	Total inventories, end of year	\$1,000.. 554 749
Total compensation ²	\$1,000.. 897 026	Finished goods inventories, end of year	\$1,000.. 286 622
Annual payroll	\$1,000.. 724 639	Work-in-process inventories, end of year	\$1,000.. 32 184
Total fringe benefits	\$1,000.. 172 387	Materials and supplies inventories, end of year	\$1,000.. 235 943
Production workers, average for year	number.. 14 132	Gross book value of total assets at beginning of year	\$1,000.. 1 800 727
Production workers on March 12	number.. 14 124	Total capital expenditures (new and used)	\$1,000.. 153 693
Production workers on May 12	number.. 14 201	Capital expenditures for buildings and other structures (new and used)	\$1,000.. 26 398
Production workers on August 12	number.. 14 029	Capital expenditures for machinery and equipment (new and used)	\$1,000.. 127 295
Production workers on November 12	number.. 14 174	Total retirements ²	\$1,000.. 33 220
Production-worker hours	1,000.. 28 728	Gross book value of total assets at end of year	\$1,000.. 1 921 200
Production-worker wages	\$1,000.. 360 261	Total depreciation during year ²	\$1,000.. 119 495
Total cost of materials	\$1,000.. 3 190 242	Total rental payments ²	\$1,000.. 47 714
Cost of materials, parts, containers, etc., consumed	\$1,000.. 2 402 085	Buildings and other structures rental payments ²	\$1,000.. 25 117
Cost of resales	\$1,000.. 683 589	Machinery and equipment rental payments ²	\$1,000.. 22 597
Cost of fuels	\$1,000.. 13 411	Cost of purchased services for the repair of buildings and other structures ³	\$1,000.. 6 324
Cost of purchased electricity	\$1,000.. 28 361	Response coverage ratio ⁴	percent.. 77
Cost of contract work	\$1,000.. 62 796	Cost of purchased services for the repair of machinery and equipment ³	\$1,000.. 25 561
Quantity of electricity purchased for heat and power	1,000 kWh.. 458 663	Response coverage ratio ⁴	percent.. 77
Quantity of electricity generated less sold for heat and power	1,000 kWh.. —	Cost of purchased communications services ³	\$1,000.. 11 923
Total value of shipments	\$1,000.. 8 369 528	Response coverage ratio ⁴	percent.. 77
Primary products value of shipments	\$1,000.. 5 878 494	Cost of purchased legal services ³	\$1,000.. 11 273
Secondary products value of shipments	\$1,000.. 1 162 908	Response coverage ratio ⁴	percent.. 77
Total miscellaneous receipts	\$1,000.. 1 328 126	Cost of purchased accounting and bookkeeping services ³	\$1,000.. 5 151
Value of resales	\$1,000.. 1 294 171	Response coverage ratio ⁴	percent.. 77
Contract receipts	\$1,000.. 23 766	Cost of purchased advertising services ³	\$1,000.. 87 674
Other miscellaneous receipts	\$1,000.. 10 189	Response coverage ratio ⁴	percent.. 77
Primary products specialization ratio	percent.. 83	Cost of purchased software and other data processing services ³	\$1,000.. 5 909
Value of primary products shipments made in all industries	\$1,000.. 8 157 817	Response coverage ratio ⁴	percent.. 77
Value of primary products shipments made in this industry	\$1,000.. 5 878 494	Cost of purchased refuse removal (including hazardous waste) services ³	\$1,000.. 5 920
Value of primary products shipments made in other industries	\$1,000.. 2 279 323	Response coverage ratio ⁴	percent.. 77
Coverage ratio	percent.. 72		

¹For the census, a company is defined as a business organization consisting of one establishment or more under common ownership or control.

²These items are collected in the ASM and estimated for the remaining establishments; therefore, the levels of estimation are higher than for other items in the table.

³Based on ASM sample data.

⁴A response coverage ratio is derived for this item by calculating the ratio of the weighted employment (establishment data multiplied by sample weight) for those ASM establishments that reported to the weighted total employment for all ASM establishments classified in this industry.

Note: The amounts shown for purchased services reflect only those services that establishments purchase from other companies.

Table 4. Industry Statistics by Employment Size: 1997

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

Employment size class	E ¹	All establishments		All employees		Production workers			Value added by manufacture (\$1,000)	Cost of materials (\$1,000)	Value of shipments (\$1,000)	Total capital expenditures (\$1,000)
		Total	With 20 employees or more	Number	Payroll (\$1,000)	Number	Hours (1,000)	Wages (\$1,000)				
325612, POLISH & OTHER SANITATION GOOD MFG												
All establishments	1	728	212	21 989	724 639	14 132	28 728	360 261	5 149 703	3 190 242	8 369 528	153 693
Establishments with 1 to 4 employees	9	294	—	590	16 138	446	676	8 477	54 902	49 717	105 960	1 844
Establishments with 5 to 9 employees	7	127	—	846	23 920	536	945	11 494	69 726	72 616	144 355	2 663
Establishments with 10 to 19 employees	2	95	—	1 307	38 685	797	1 431	17 116	177 739	150 934	330 321	6 476
Establishments with 20 to 49 employees	3	100	100	3 119	97 159	1 848	3 671	42 708	394 251	338 639	734 532	14 839
Establishments with 50 to 99 employees	2	62	62	4 399	141 655	2 818	5 945	70 281	865 215	581 154	1 454 523	25 089
Establishments with 100 to 249 employees	—	35	35	5 143	165 159	3 353	7 162	82 734	1 531 243	945 477	2 477 848	27 709
Establishments with 250 to 499 employees	—	12	12	3 803	108 097	2 497	5 149	60 698	624 950	436 132	1 060 084	38 582
Establishments with 500 to 999 employees	4	2	2	D	D	D	D	D	D	D	D	D
Establishments with 1,000 to 2,499 employees	—	1	1	D	D	D	D	D	D	D	D	D
Establishments with 2,500 employees or more	—	—	—	—	—	—	—	—	—	—	—	—
Administrative records ²	9	364	—	1 305	33 133	916	1 448	17 660	111 593	102 397	216 474	3 944

¹Some payroll and sales data for small single-establishment companies with up to 20 employees (cutoff varied by industry) were obtained from administrative records of other government agencies rather than from census report forms. These data were then used in conjunction with industry averages to estimate statistics for these small establishments. This technique was also used for a small number of other establishments whose reports were not received at the time data were tabulated. The following symbols are shown where estimated data based on administrative-record data account for 10 percent or more of the figures shown: 1–10 to 19 percent; 2–20 to 29 percent; 3–30 to 39 percent; 4–40 to 49 percent; 5–50 to 59 percent; 6–60 to 69 percent; 7–70 to 79 percent; 8–80 to 89 percent; 9–90 percent or more.

²Some payroll and sales data for small single-establishment companies with up to 20 employees (cutoff varied by industry) were obtained from administrative records of other government agencies rather than from census report forms. These data were then used in conjunction with industry averages to estimate statistics for these small establishments. Data are also included in respective size classes shown.

Table 5. Industry Statistics by Industry and Primary Product Class Specialization: 1997

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

NAICS industry or product class code	Industry or primary product class	All establishments	All employees		Production workers			Value added by manufacture (\$1,000)	Cost of materials (\$1,000)	Value of shipments (\$1,000)	Total capital expenditures (\$1,000)
			Number	Payroll (\$1,000)	Number	Hours (1,000)	Wages (\$1,000)				
325612	Polish & other sanitation good mfg	728	21 989	724 639	14 132	28 728	360 261	5 149 703	3 190 242	8 369 528	153 693
3256121	Chlorine and other inorganic bleaching compounds, household (sodium hypochlorite, etc., 100 percent Cl equivalent)	27	1 418	48 910	1 000	2 105	31 264	854 279	540 435	1 393 114	12 843
3256124	Specialty cleaning and sanitation products	150	11 879	398 635	7 482	15 144	204 299	3 216 406	1 814 744	5 041 232	104 893
3256127	Polishing preparations and related products	80	3 827	139 235	2 411	5 211	56 050	575 281	420 068	1 005 401	20 018

Table 6a. Products Statistics: 1997 and 1992

[Includes quantity and value of products of this industry produced by (1) establishments classified in this industry (primary) and (2) establishments classified in other industries (secondary). Transfers of products of this industry from one establishment of a company to another establishment of the same company (interplant transfers) are also included. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

NAICS product code	Product	1997				1992			
		Number of companies with shipments of \$100,000 or more	Quantity of production for all purposes	Product shipments		Number of companies with shipments of \$100,000 or more	Quantity of production for all purposes	Product shipments	
				Quantity	Value (\$1,000)			Quantity	Value (\$1,000)
325612	Polishes and sanitation goods	N	X	X	8 157 817	N	X	X	6 476 621
3256121	Chlorine and other inorganic bleaching compounds, household (sodium hypochlorite, etc., 100 percent Cl equivalent) @	N	X	X	1 002 094	N	X	X	946 062
32561211	Chlorine and other inorganic bleaching compounds, household, (sodium hypochlorite, etc., 100 percent Cl equivalent)	N	X	X	991 382	N	X	X	N
3256121111	Chlorine bleaching compounds, household, liquid (sodium hypochlorite, etc., less than 7 percent available chlorine or equivalent oxidizing value, 100 percent Cl equivalent) mil gal . .	27	X	P242.2	797 299	N	X	N	N
3256121121	Nonchlorine bleaching compounds, household, liquid (hydrogen peroxide, etc., less than 7 percent available chlorine or equivalent oxidizing value, 100 percent Cl equivalent) mil gal . .	8	X	S	15 841	N	X	N	N
3256121131	Chlorine bleaching compounds, household, dry (chlorinated isocyanurates, etc., less than 50 percent available chlorine or equivalent oxidizing value, 100 percent Cl equivalent) mil lb . .	7	X	52.0	115 288	N	X	N	N
3256121141	Nonchlorine bleaching compounds, household, dry (sodium perborate, etc., less than 50 percent available chlorine or equivalent oxidizing value, 100 percent Cl equivalent) mil lb . .	7	X	S	62 954	N	X	N	N
3256121Y	Chlorine and other inorganic bleaching compounds, household (sodium hypochlorite, etc., 100 percent Cl equivalent) nsk	N	X	X	10 712	N	X	X	N
3256121YVV	Chlorine and other inorganic bleaching compounds, household (sodium hypochlorite, etc., 100 percent Cl equivalent) nsk	N	X	X	10 712	N	X	X	13 521
3256124	Specialty cleaning and sanitation products	N	X	X	5 161 093	N	X	X	3 661 488
32561241	Disinfectants, nonagricultural, industrial and institutional	N	X	X	193 619	N	X	X	N
3256124111	Disinfectants, nonagricultural, industrial and institutional	74	X	X	193 619	N	X	X	N
32561242	Laundry aids	N	X	X	1 274 263	N	X	X	N
3256124211	Dry laundry fabric softeners and rinses (except dryer sheets)	2	X	X	504	N	X	X	N
3256124221	Household liquid laundry fabric softeners and rinses	19	X	X	D	35	X	X	538 042
3256124231	Industrial and institutional liquid laundry fabric softeners and rinses	10	X	X	D	N	X	X	N
3256124241	Laundry dryer sheets	7	X	X	469 118	N	X	X	N
3256124251	Laundry starch preparations, including permanent types	11	X	X	48 956	N	X	X	N
3256124261	Other laundry aids, including ironing aids and drycleaning spotting preparations	14	X	X	38 543	N	X	X	N
32561243	Air and room fresheners	N	X	X	713 081	N	X	X	N
3256124311	Air and room fresheners, aerosol-type, household	14	X	X	176 482	N	X	X	N
3256124321	Air and room fresheners, aerosol-type, industrial and institutional	15	X	X	18 039	N	X	X	N
3256124331	Other air and room fresheners (except potpourri), household	22	X	X	472 123	N	X	X	N
3256124341	Other air and room fresheners (except potpourri), industrial and institutional	21	X	X	46 437	N	X	X	N
32561244	Other specialty cleaning products, including glass window preparations, toilet bowl cleaners, and rug cleaners, etc.	N	X	X	2 535 698	N	X	X	N
3256124411	Glass window cleaning preparations, except automotive windshield washer fluid, household	23	X	X	263 946	N	X	X	N
3256124421	Glass window cleaning preparations, except automotive windshield washer fluid, industrial and institutional	31	X	X	24 390	N	X	X	N
3256124431	Automotive windshield washer fluid	14	X	X	39 036	21	X	X	29 458
3256124441	Oven cleaners	20	X	X	104 023	23	X	X	64 541
3256124451	Toilet bowl cleaners, household	17	X	X	249 729	N	X	X	N
3256124461	Toilet bowl cleaners, industrial and institutional	30	X	X	38 951	N	X	X	N
3256124471	Drain pipe solvents	23	X	X	180 039	31	X	X	131 132
3256124481	Bathroom, tub, and tile cleaners	42	X	X	437 262	47	X	X	124 925
3256124491	Disinfectants, nonagricultural, household	23	X	X	D	N	X	X	N
32561244E1	Rug and upholstery cleaners, consumer-type preparations	25	X	X	131 234	32	X	X	149 199

See footnotes at end of table.

Table 6a. Products Statistics: 1997 and 1992—Con.

[Includes quantity and value of products of this industry produced by (1) establishments classified in this industry (primary) and (2) establishments classified in other industries (secondary). Transfers of products of this industry from one establishment of a company to another establishment of the same company (interplant transfers) are also included. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

NAICS product code	Product	1997				1992			
		Number of companies with shipments of \$100,000 or more	Quantity of production for all purposes	Product shipments		Number of companies with shipments of \$100,000 or more	Quantity of production for all purposes	Product shipments	
				Quantity	Value (\$1,000)			Quantity	Value (\$1,000)
325612	Polishes and sanitation goods—Con.								
3256124	Specialty cleaning and sanitation products—Con.								
32561244	Other specialty cleaning products, including glass window preparations, toilet bowl cleaners, and rug cleaners, etc.—Con.								
32561244F1	Rug and upholstery cleaners, industrial- and institutional-type preparations	35	X	X	49 538	34	X	X	23 411
32561244G1	Household ammonia	9	X	X	10 835	15	X	X	17 078
32561244H1	Cat litter, except natural and untreated materials	8	X	X	D	7	X	X	D
32561244J1	Other specialty detergents, including sweeping compounds, waterless hand cleaners, wallpaper cleaners, etc.	88	X	X	524 529	N	X	X	N
3256124Y	Specialty cleaning and sanitation products, nsk	N	X	X	444 432	N	X	X	N
3256124YWV	Specialty cleaning and sanitation products, nsk	N	X	X	444 432	N	X	X	199 331
3256127	Polishing preparations and related products (including automobile, floor, and metal polishes)	N	X	X	1 063 788	N	X	X	1 086 467
32561271	Polishing preparations and related products	N	X	X	997 770	N	X	X	N
3256127111	Automobile body polish and cleaners, household	20	X	X	178 292	N	X	X	N
3256127121	Automobile body polish and cleaners, industrial and institutional	40	X	X	98 554	N	X	X	N
3256127131	Furniture polish and cleaners, household	11	X	X	164 605	N	X	X	N
3256127141	Furniture polish and cleaners, industrial and institutional	13	X	X	19 407	N	X	X	N
3256127151	Floor polish, water emulsion, household	16	X	7.9	79 952	N	X	N	N
3256127161	Floor polish, water emulsion, industrial and institutional	66	X	S	169 778	N	X	N	N
3256127171	Floor polish, liquid (nonemulsion)	12	X	S	6 690	21	X	19.1	35 146
3256127181	Floor polish other than liquid form, including paste and cake	3	X	S	838	7	X	S	3 823
3256127191	Shoe polishes and cleaners	7	X	X	8 877	11	X	X	99 864
32561271A1	Leather dressings and finishes, excluding shoe polish	14	X	S	64 179	20	X	S	50 960
32561271B1	Other polishing preparations and related products, including metal polish and polishing cloths and papers	41	X	X	206 598	62	X	X	136 372
3256127Y	Polishing preparations and related products, nsk	N	X	X	66 018	N	X	X	N
3256127YWV	Polishing preparations and related products, nsk	N	X	X	66 018	N	X	X	38 109
325612W	Polishes and sanitation goods, nsk, total	N	X	X	930 842	N	X	X	782 604
325612WY	Polishes and sanitation goods, nsk, total	N	X	X	930 842	N	X	X	N
325612WYWWW	Polishes and sanitation goods, nsk, for nonadministrative-record establishments	N	X	X	738 605	N	X	X	689 356
325612WYWY	Polishes and sanitation goods, nsk, for administrative-record establishments	N	X	X	192 237	N	X	X	93 248

Additional information is available for this item: see Appendix F.

@ Additional data are available for these codes at the aggregate U.S. level in the Current Industrial Report (CIR) series; see Appendix F for the CIR survey number and title.

\$ This product is primary to more than one industry; see Appendix F for a listing of the related product codes.

Note: For some establishments, data have been estimated from central unit values which are based on quantity-value relationships of reported data. The following symbols are used when percentage of each quantity figure estimated in this manner equals or exceeds 10 percent of published figure: P 10 to 19 percent estimated; Q 20 to 29 percent estimated. If 30 percent or more is estimated, figure is replaced by S.

Table 6b. Product Class Shipments for Selected States: 1997 and 1992

[Product classes covered are those that are economically significant and whose production is geographically dispersed, provided dispersion is not approximated by data in Table 2. Also, product classes are not shown if they are miscellaneous or "not specified by kind" classes. Statistics for some states are withheld because they are either less than \$2 million in product class shipments or they disclose data for individual companies in 1997. For meaning of abbreviations and symbols, see introductory text. For explanations of terms, see appendixes]

NAICS product class code	Product class and geographic area	Value of product shipments (\$1,000)	
		1997	1992
3256121	CHLORINE AND OTHER INORGANIC BLEACHING COMPOUNDS, HOUSEHOLD (SODIUM HYPOCHLORITE, ETC., 100 PERCENT CL EQUIVALENT) @		
	United States	1 002 094	946 062
	California	102 185	121 101
	Florida	52 459	51 303
	New Jersey	38 199	N
	Ohio	28 101	N
3256124	SPECIALTY CLEANING AND SANITATION PRODUCTS		
	United States	5 161 093	3 661 488
	California	145 441	204 533
	Colorado	9 026	N
	Connecticut	15 882	N
	Florida	10 694	41 123
	Georgia	313 327	247 011
	Illinois	302 058	391 106
	Indiana	57 682	37 076
	Iowa	20 379	N
	Kentucky	18 044	N
	Louisiana	5 339	6 012
	Maryland	84 433	122 677
	Massachusetts	32 183	48 745
	Michigan	185 128	86 553
	Minnesota	70 392	66 794
	Missouri	406 455	338 676
	New Jersey	478 218	316 157
	New York	77 969	101 634
	North Carolina	93 283	39 509
	Ohio	1 371 875	663 077
	Oklahoma	8 076	N
	Oregon	4 602	5 713
	Pennsylvania	110 064	84 688
	South Carolina	5 281	N
	Tennessee	88 064	47 402
	Texas	90 917	109 929
	Virginia	18 177	6 109
	Wisconsin	851 216	441 009
3256127	POLISHING PREPARATIONS AND RELATED PRODUCTS (INCLUDING AUTOMOBILE, FLOOR, AND METAL POLISHES)		
	United States	1 063 788	1 086 467
	California	62 742	74 949
	Connecticut	15 546	N
	Georgia	46 337	59 255
	Illinois	114 681	121 783
	Indiana	20 475	27 045
	Kansas	6 848	N
	Massachusetts	21 643	26 910
	Michigan	44 720	54 872
	Minnesota	11 920	3 957
	Mississippi	6 887	N
	Missouri	32 922	20 967
	New Jersey	61 348	19 412
	New York	27 415	30 675
	North Carolina	23 389	53 914
	Ohio	107 024	79 522
	Pennsylvania	17 781	103 835
	Texas	16 515	15 968
	Washington	2 143	N
	Wisconsin	271 946	291 511

Additional information is available for this item; see Appendix F.

@ Additional data are available for these codes at the aggregate U.S. level in the Current Industrial Report (CIR) series; see Appendix F for the CIR survey number and title.

\$ This product is primary to more than one industry; see Appendix F for a listing of the related product codes.

Table 7. Materials Consumed by Kind: 1997 and 1992

[Includes quantity and cost of materials consumed or put into production by establishments classified only in this industry. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

NAICS material code	Material consumed	1997		1992	
		Quantity	Delivered cost (\$1,000)	Quantity	Delivered cost (\$1,000)
325612	POLISH & OTHER SANITATION GOOD MFG				
32561303	Bulk surface active intermediates (active wt.) mil lb..	S	26 955	48.2	23 787
32561305	Bulk surface active agents primarily for detergent purposes (active wt.), except intermediates mil lb..	S	35 698	P32.8	20 740
32561307	Other bulk surface active agents (emulsifiers, wetting agents, penetrants, etc.) (active wt.), except intermediates mil lb..	51.7	35 588	39.1	28 728
32561100	Glycerin (100 percent) mil lb..	S	621	N	N
31120013	Vegetable oil mil lb..	P5.0	2 036	S	1 062
32562000	Perfume oil mixtures and blends mil lb..	P13.9	101 664	Q10.4	67 022
32519901	Fatty acids mil lb..	Q23.6	10 252	Q13.0	5 275
31161301	Grease and inedible tallow mil lb..	S	9 738	P5.0	3 395
32518103	Chlorine (100 percent Cl basis) 1,000 s tons..	P138.1	25 028	P129.4	15 501
32518105	Sodium carbonate (soda ash) (58 percent Na2O) 1,000 s tons..	64.6	5 146	55.6	8 302
32518107	Sodium hydroxide (caustic soda)(100 percent NaOH) 1,000 s tons..	P123.3	31 396	155.1	31 604
32518821	Sodium tripolyphosphate (STPP) (100 percent NaPO) 1,000 s tons..	Q4.6	3 251	Q3.5	2 749
32518819	All other potassium and sodium compounds	X	21 422	X	22 364
32410013	Refined petroleum products, including mineral oil, naphtha solvents, petrolatum, waxes, etc.	X	54 463	X	72 127
32500005	All other organic and inorganic chemicals	X	368 003	X	N
32310003	Labels, coupons, instructions, and other printed material	X	59 245	X	46 145
32221001	Paperboard containers, boxes, and corrugated paperboard	X	134 815	X	147 039
33240000	Metal containers	X	132 489	X	143 813
32610029	Plastics containers	X	275 779	X	250 843
32610037	Fabricated plastics products, including dispensing pumps and trigger and mist sprayers; except containers	X	108 025	X	99 630
00970099	All other materials and components, parts, containers, and supplies	X	283 295	X	302 784
00971000	Materials, ingredients, containers, and supplies, n.s.k.	X	677 176	X	462 550

Additional information is available for this item; see Appendix F.

Note: For some establishments, data have been estimated from central unit values which are based on quantity-value relationships of reported data. The following symbols are used when percentage of each quantity figure estimated in this manner equals or exceeds 10 percent of published figure: P 10 to 19 percent estimated; Q 20 to 29 percent estimated. If 30 percent or more is estimated, figure is replaced by S.

Appendix A.

Explanation of Terms

BEGINNING- AND END-OF-YEAR INVENTORIES

Respondents were asked to report their beginning-of-year and end-of-year inventories at cost or market. Effective with the 1982 Economic Census, this change to a uniform instruction for reporting inventories was introduced for all sector reports. Prior to 1982, respondents were permitted to value inventories using any generally accepted accounting method (FIFO, LIFO, market, to name a few). Beginning in 1982, LIFO users were asked to first report inventory values prior to the LIFO adjustment and then to report the LIFO reserve and the LIFO value after adjustment for the reserve.

Inventory Data by Stage of Fabrication

Total inventories and three detailed components (1) finished goods, (2) work-in-process, and (3) materials, supplies, fuels, etc., were collected.

When using inventory data by stage of fabrication for “all industries” and at the three-digit subsector level, it should be noted that an item treated as a finished product by an establishment in one industry may be reported as a raw material by an establishment in a different industry. For example, the finished-product inventories of a steel mill would be reported as raw materials by a stamping plant. Such differences are present in the inventory figures by stage of fabrication shown for all publication levels.

COST OF MATERIALS

This term refers to direct charges actually paid or payable for items consumed or put into production during the year, including freight charges and other direct charges incurred by the establishment in acquiring these materials. It includes the cost of materials or fuel consumed, whether purchased by the individual establishment from other companies, transferred to it from other establishments of the same company, or withdrawn from inventory during the year.

Included in this item are:

1. Cost of parts, components, containers, etc.—Includes all raw materials, semifinished goods, parts, containers, scrap, and supplies put into production or used as operating supplies and for repair and maintenance during the year.
2. Cost of products bought and sold in the same condition.

3. Cost of fuels consumed for heat and power—Includes the cost of materials or fuel consumed, whether purchased by the individual establishment from other companies, transferred to it from other establishments of the same company, or withdrawn from inventory during the year.
4. Cost of purchased electricity—The cost of purchased electric energy represents the amount actually used during the year for heat and power. In addition, information was collected on the quantity of electric energy generated by the establishment and the quantity of electric energy sold or transferred to other plants of the same company.
5. Cost of contract work—This term applies to work done by others on materials furnished by the manufacturing establishment. The actual cost of the material is to be reported on the cost of materials, parts, and containers line of this item. The term “Contract Work” refers to the fee a company pays to another company to perform a service.

Specific Materials Consumed

In addition to the total cost of materials, which every establishment was required to report, information also was collected for most manufacturing industries on the consumption of major materials used in manufacturing. The inquiries were restricted to those materials which were important parts of the cost of production in a particular industry and for which cost information was available from manufacturers' records. If less than \$25,000 of a listed material was consumed by an establishment, the cost data could be reported in the “Cost of all other materials...,” Census material code 00970099. Also, the cost of materials for small establishments for which administrative records or short forms were used was imputed into the “Materials not specified by kind,” Census materials code 00971000.

Duplication in Cost of Materials and Value of Shipment

The aggregate of the cost of materials and value of shipments figures for industry groups and for all manufacturing industries includes large amounts of duplication since the products of some industries are used as materials by others. This duplication results, in part, from the addition of related industries representing successive

stages in the production of a finished manufactured product. Examples are the addition of flour mills to bakeries in the food group and the addition of pulp mills to paper mills in the paper and allied products group of industries. Estimates of the overall extent of this duplication indicate that the value of manufactured products exclusive of such duplication (the value of finished manufactures) tends to approximate two-thirds of the total value of products reported in the survey.

Duplication of products within individual industries is significant within a number of industry groups, e.g., machinery and transportation industries. These industries frequently include complete machinery and their parts. In this case, the parts made for original equipment are materials consumed for assembly plants in the same industry.

Even when no significant amount of duplication is involved, value of shipments figures are deficient as measures of the relative economic importance of individual manufacturing industries or geographic areas because of the wide variation in ratio of materials, labor, and other processing costs of value of shipments, both among industries and within the same industry.

Before 1962, cost of materials and value of shipments were not published for some industries which included considerable duplication. Since then, these data have been published for all industries at the U.S. level and beginning in 1964, for all geographic levels.

COST OF PURCHASED SERVICES

Annual Survey of Manufactures (ASM) establishments were requested to provide information on the cost of purchased services for the repair of buildings and other structures, the repair of machinery, communication services, legal services, accounting and bookkeeping services, advertising, software and other data processing services, and refuse removal. Each of these items reflects the costs paid directly by the establishment and excludes salaries paid to employees of the establishment for these services.

Included in the cost of purchased services for the repair of buildings and machinery are payments made for all maintenance and repair work on buildings and equipment. Payments made to other establishments of the same company and for repair and maintenance of any leased property also are included. Extensive repairs or reconstruction that was capitalized is considered capital expenditures and is, therefore, excluded from this item. Repair and maintenance costs provided by an owner as part of a rental contract or incurred directly by an establishment in using its own work force also are excluded.

Included in the cost of purchased advertising services are payments for printing, media coverage, and other advertising services and materials.

Included in the cost of purchased software and other data processing services are all purchases by the establishment from other companies. Excluded are services provided by other establishments of the same company (such as by a separate data processing unit).

Included in the cost of purchased refuse removal services are all costs of refuse removal services paid by the establishment, including costs for hazardous waste removal or treatment. Excluded are all costs included in rental payments or as capital expenditures.

Response Coverage Ratio

A response coverage ratio is a measure of the extent to which respondents report for an item. The estimate is made by calculating the ratio value of the weighted total employment data for all the ASM establishments that report the item to the weighted total employment data for all ASM establishments classified in an industry (reporters and non-reporters).

DEPRECIATION CHARGES FOR FIXED ASSETS

This item includes depreciation and amortization charged during the year against assets. Depreciation charged against fixed assets acquired since the beginning of the year and against assets sold or retired during the year are components of this category. Respondents were requested to make certain that they did not report accumulated depreciation.

EMPLOYEES

This item includes all full-time and part-time employees on the payrolls of operating manufacturing establishments during any part of the pay period which included the 12th of the months specified on the report form. Included are all persons on paid sick leave, paid holidays, and paid vacations during these pay periods. Officers of corporations are included as employees; proprietors and partners of unincorporated firms are excluded. The "all employees" number is the average number of production workers plus the number of other employees in mid-March. The number of production workers is the average for the payroll periods including the 12th of March, May, August, and November.

Production Workers

This item includes workers (up through the line-supervisor level) engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations at the establishment covered by the report. Employees above the working-supervisor level are excluded from this item.

All Other Employees

This item covers nonproduction employees of the manufacturing establishment including those engaged in factory supervision above the line-supervisor level. It

includes sales (including driver-salespersons), sales delivery (highway truck drivers and their helpers), advertising, credit, collection, installation and servicing of own products, clerical and routine office functions, executive, purchasing, financing, legal, personnel (including cafeteria, medical, etc.), professional, and technical employees. Also included are employees on the payroll of the manufacturing establishment engaged in the construction of major additions or alterations utilized as a separate work force.

FRINGE BENEFITS

Fringe benefits are divided into legally required expenditures and payments for voluntary programs. The legally required portion consists primarily of Federal old age and survivors' insurance, unemployment compensation, and workers' compensation. Payments for voluntary programs include all programs not specifically required by legislation whether they were employer initiated or the result of collective bargaining. They include the employer portion of such plans as insurance premiums, premiums for supplemental accident and sickness insurance, pension plans, supplemental unemployment compensation, welfare plans, stock purchase plans on which the employer payment is not subject to withholding tax, and deferred profit-sharing plans. They exclude such items as company-operated cafeterias, in-plant medical services, free parking lots, discounts on employee purchases, and uniforms and work clothing for employees.

GROSS BOOK VALUE OF DEPRECIABLE ASSETS AT BEGINNING OF YEAR (BOY) AND END OF YEAR (EOY)

Total value of depreciable assets is collected on all census forms. It shows the value of depreciable assets for the beginning of year and end of year. The data encompass all fixed depreciable assets on the books of establishments. The values shown (book value) represent the actual cost of assets at the time they were acquired, including all costs incurred in making the assets usable (such as transportation and installation). Included are all buildings, structures, machinery, and equipment (production, office, and transportation equipment) for which depreciation reserves are maintained. Excluded are nondepreciable capital assets including inventories and intangible assets, such as timber and mineral rights.

The definition of fixed depreciable assets is consistent with the definition of capital expenditures. For example, expenditures include actual capital outlays during the year rather than the final value of equipment put in place and buildings completed during the year. Accordingly, the value of assets at the end of the year includes the value of construction in progress.

In addition, respondents were requested to make certain that assets at the beginning of the year plus capital expenditures, less retirements, equaled assets at the end of the year.

NUMBER OF ESTABLISHMENTS AND COMPANIES

A separate report was required for each manufacturing establishment (plant) with one employee or more. An establishment is defined as a single physical location where manufacturing is performed. A company, on the other hand, is defined as a business organization consisting of one establishment or more under common ownership or control.

If the company operated at different physical locations, even if the individual locations were producing the same line of goods, a separate report was requested for each location. If the company operated in two or more distinct lines of manufacturing at the same location, a separate report was requested for each activity.

An establishment not in operation for any portion of the year was requested to return the report form with the proper notation in the "Operational Status" section of the form. In addition, the establishment was requested to report data on any employees, capital expenditures, inventories, or shipments from inventories during the year.

PAYROLL

This item includes the gross earnings of all employees on the payrolls of operating manufacturing establishments paid in the calendar year. Respondents were told they could follow the definition of payrolls used for calculating the Federal withholding tax. It includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation and sick leave pay, and compensation in kind, prior to such deductions as employees' social security contributions, withholding taxes, group insurance, union dues, and savings bonds. The total includes salaries of officers of corporations; it excludes payments to proprietors or partners of unincorporated concerns. Also excluded are payments to members of Armed Forces and pensioners carried on the active payrolls of manufacturing establishments.

The census definition of payrolls is identical to that recommended to all Federal statistical agencies by the Office of Management and Budget. It should be noted that this definition does not include employers' social security contributions or other nonpayroll labor costs, such as employees' pension plans, group insurance premiums, and workers' compensation.

The ASM provides estimates of employers' total supplemental labor costs (those required by Federal and state laws and those incurred voluntarily or as part of collective bargaining agreements).

PRODUCT CODES AND CLASSES OF PRODUCTS

NAICS United States industries are identified by a six-digit code, in contrast to the four-digit SIC code. The longer code accommodates the large number of sectors and allows more flexibility in designing subsectors. Each

product or service is assigned a ten-digit code. The product coding structure represents an extension by the Census Bureau of the six-digit industry classifications of the manufacturing and mining sectors. The classification system operates so that the industrial coverage is progressively narrower with the successive addition of digits. This is illustrated as follows:

NAICS level	NAICS code	Description
Industry	33461	Manufacturing and reproduction of magnetic and optical media
U.S. industry	334612	Reproduction of software
Product class	3346120	Prerecorded compact disc (except software), tape, and record reproducing
BLS link code	3346120X	
Product code	3346120XXX	

As in previous censuses, data were collected for most industries on the quantity and value of individual products shipped. In the 1997 census program, information was collected on the output of almost 10,000 individual product items.

In the new system, there are about 1,500 product classes (seven-digit codes), about 6,000 census products (ten-digit codes), and an additional 3,700 CIR products (ten-digit codes). The ten-digit products are considered the primary products of the industry with the same first six digits.

The list of products for which separate information was collected was prepared after consultation with industry and government representatives. Comparability with previous figures was given considerable weight in the selection of product categories so that comparable 1992 information is presented for most products.

Typically, both quantity and value of shipments information were collected. However, if quantity was not significant or could not be reported by manufacturers, only value of shipments was collected.

Shipments include both commercial shipments and transfers of products to other plants of the same company. For industries in which a considerable portion of the total shipments is transferred to other plants of the same company, separate information on interplant transfers also was collected. Moreover, for products that are used to a large degree within the same establishment as materials or components in the fabrication of other products, total production and often consumption of the item within the plant (quantity produced and consumed) was collected. Typically, the information on production also was collected for products for which there are significant differences between total production and shipments in a given year because of wide fluctuations in finished goods inventories. Other measures of output of products with long production cycles were used as appropriate and feasible.

PRIMARY PRODUCT CLASS CODE

This file presents selected statistics for establishments according to their degree of specialization in products primary to their industry. This field contains either the six-digit North American Industrial Classification System (NAICS) industry code corresponding to all establishments in the industry, or the seven-digit NAICS product class code for all establishments within the industry that are specialized in a particular product class. Product class specialization is determined by evaluating the ratio of the largest primary product class shipments to total product shipments (primary plus secondary, excluding miscellaneous receipts) for the establishment.

PRODUCTION-WORKER HOURS

This item covers hours worked or paid for at the plant, including actual overtime hours (not straight-time equivalent hours). It excludes hours paid for vacations, holidays, or sick leave.

QUANTITY OF ELECTRIC ENERGY CONSUMED FOR HEAT AND POWER

Data on the cost of purchased electric energy were collected on all census forms. However, data on the quantity of purchased electric energy were collected only on the Annual Survey of Manufactures (ASM) form. In addition, information is collected on the quantity of electric energy generated by the establishment and the quantity of electric energy sold or transferred to other plants of the same company.

RENTAL PAYMENTS

Total rental payments are collected on all census forms. However, the breakdown between rental payments for buildings and other structures and rental payments for machinery and equipment is collected only on the ASM forms. This item includes rental payments for the use of all items for which depreciation reserves would be maintained if they were owned by the establishment, e.g., structures and buildings, and production, office, and transportation equipment. Excluded are royalties and other payments for the use of intangibles and depletable assets and land rents where separable.

When an establishment of a multiestablishment company was charged rent by another part of the same company for the use of assets owned by the company, it was instructed to exclude that cost from rental payments. However, the book value (original cost) of these company-owned assets was to be reported as assets of the establishment at the end of the year.

If there were assets at an establishment rented from another company and the rents were paid centrally by the head office of the establishment, the company was instructed to report these rental payments as if they were paid directly by the establishment.

RETIREMENTS OF DEPRECIABLE ASSETS

Included in this item is the gross value of assets sold, retired, scrapped, destroyed, etc., during the calendar year. When a complete operation or establishment changed ownership, the respondent was instructed to report the value of the assets sold at the original cost as recorded in the books of the seller. The respondent also was requested to report retirements of equipment or structures owned by a parent company that the establishment was using as if it were a tenant.

TOTAL CAPITAL EXPENDITURES (NEW AND USED)

For establishments in operation and any known plants under construction, manufacturers were asked to report their new and used expenditures for (1) permanent additions and major alterations to manufacturing establishments and (2) machinery and equipment used for replacement and additions to plant capacity if they were of the type for which depreciation accounts were ordinarily maintained.

Totals for expenditures include the costs of assets leased from nonmanufacturing concerns through capital leases. New facilities owned by the Federal Government but operated under contract by private companies and plant and equipment furnished to the manufacturer by communities and nonprofit organizations are excluded. Also excluded are expenditures for land and cost of maintenance and repairs charged as current operating expenses.

For any equipment or structure transferred for the use of the reporting establishment by the parent company or one of its subsidiaries, the value at which it was transferred to the establishment was to be reported. If an establishment changed ownership during the year, the cost of the fixed assets (building and equipment) was to be reported.

VALUE ADDED

This measure of manufacturing activity is derived by subtracting the cost of materials, supplies, containers, fuel, purchased electricity, and contract work from the value of shipments (products manufactured plus receipts for services rendered). The result of this calculation is adjusted by the addition of value added by merchandising operations (i.e., the difference between the sales value and the cost of merchandise sold without further manufacture, processing, or assembly) plus the net change in finished goods and work-in-process between the beginning- and end-of-year inventories.

For those industries where value of production is collected instead of value of shipments, value added is adjusted only for the change in work-in-process inventories between the beginning and end of year. For those

industries where value of work done is collected, the value added does not include an adjustment for the change in finished goods or work-in-process inventories.

“Value added” avoids the duplication in the figure for value of shipments that results from the use of products of some establishments as materials by others. Value added is considered to be the best value measure available for comparing the relative economic importance of manufacturing among industries and geographic areas.

VALUE OF SHIPMENTS

This item covers the received or receivable net selling values, f.o.b. plant (exclusive of freight and taxes), of all products shipped, both primary and secondary, as well as all miscellaneous receipts, such as receipts for contract work performed for others, installation and repair, sales of scrap, and sales of products bought and sold without further processing. Included are all items made by or for the establishments from material owned by it, whether sold, transferred to other plants of the same company, or shipped on consignment. The net selling value of products made in one plant on a contract basis from materials owned by another was reported by the plant providing the materials.

In the case of multiunit companies, the manufacturer was requested to report the value of products transferred to other establishments of the same company at full economic or commercial value, including not only the direct cost of production but also a reasonable proportion of “all other costs” (including company overhead) and profit.

In addition to the value for NAICS defined products, aggregates of the following categories of miscellaneous receipts are reported as part of a total establishment’s value of product shipments:

1. Reported contract work—Receipts for work or services that a plant performed for others on their materials.
2. Value of resales—Sales of products brought and sold without further manufacture, processing, or assembly.
3. Other miscellaneous receipts—Such as repair work, installation, sales of scrap, etc.

Industry primary product value of shipments represents one of the three components of value of shipments. These components are:

1. Primary products value of shipments.
2. Secondary product value of shipments.
3. Total miscellaneous receipts.

Primary product shipments is used in the calculations of industry specialization ratio and industry coverage ratio. The term “Value of primary products shipments made in this industry” is used in this publication and refers to the same data.

Duplication in Cost of Materials and Value of Shipment

The aggregate of the cost of materials and value of shipments figures for industry groups and for all manufacturing industries includes large amounts of duplication since the products of some industries are used as materials by others. This duplication results, in part, from the addition of related industries representing successive stages in the production of a finished manufactured product. Examples are the addition of flour mills to bakeries in the food group and the addition of pulp mills to paper mills in the paper and allied products group of industries. Estimates of the overall extent of this duplication indicate that the value of manufactured products exclusive of such duplication (the value of finished manufactures) tends to approximate two-thirds of the total value of products reported in the annual survey.

Duplication of products within individual industries is significant within a number of industry groups, e.g., machinery and transportation industries. These industries frequently include complete machinery and their parts. In this case, the parts made for original equipment are materials consumed for assembly plants in the same industry.

Even when no significant amount of duplication is involved, value of shipments figures are deficient as measures of the relative economic importance of individual manufacturing industries or geographic areas because of the wide variation in ratio of materials, labor, and other processing costs of value of shipments, both among industries and within the same industry.

Before 1962, cost of materials and value of shipments were not published for some industries which included considerable duplication. Since then, these data have been published for all industries at the U.S. level and beginning in 1964, for all geographic levels.

Specialization and Coverage Ratios

These items are not collected on the report forms but are derived from the data shown in Table 3. An establishment is classified in a particular industry if its shipments of primary products of that industry exceed in value its shipments of the products of any other single industry.

An establishment's shipments include those products assigned to an industry (primary products), those considered primary to other industries (secondary products), and receipts for miscellaneous activities (merchandising, contract work, resales, etc.). Specialization and coverage ratios have been developed to measure the relationship of primary product shipments to the data on shipments for the industry shown in Tables 1a through 5 and data on product shipments shown in Tables 6a and 6b.

Specialization ratio represents the ratio of primary product shipments to total product shipments (primary and secondary, excluding miscellaneous receipts) for the establishments classified in the industry.

Coverage ratio represents the ratio of primary products shipped by the establishments classified in the industry to the total shipments of such products that are shipped by all manufacturing establishments wherever classified.

Appendix B. NAICS Codes, Titles, and Descriptions

325612 POLISH AND OTHER SANITATION GOOD MANUFACTURING

This U.S. industry comprises establishments primarily engaged in manufacturing and packaging polishes and specialty cleaning preparations.

The data published with NAICS code 325612 include the following SIC industry:

2842 Polishes and sanitation goods

Appendix C.

Coverage and Methodology

MAIL/NONMAIL UNIVERSE

The manufacturing universe includes about 400,000 establishments. This number includes those industries in the North American Industry Classification System (NAICS) definition of manufacturing, but not those industries leaving the manufacturing sector in the classification change. The amounts of information requested from manufacturing establishments were dependent upon a number of factors. The more important considerations were the size of the company and whether it was included in the annual survey of manufactures (ASM). The methods of obtaining information for the various subsets of the universe to arrive at the aggregate figures shown in the publication are described below:

1. Small single-establishment companies not sent a report form.

Approximately 40 percent of the manufacturing establishments were small single-establishment companies that were excused from filing a census report. Selection of these establishments was based on two factors: annual payroll and our ability to assign the correct six-digit NAICS industry classification to the establishment. For each four-digit Standard Industrial Classification (SIC) industry code, an annual payroll cutoff was determined. These cutoffs were derived so that the establishments with payroll less than the cutoff were expected to account for no more than 3 percent of the value of shipments for the industry. Generally, all single-establishment companies with less than 5 employees were excused, while all establishments with more than 20 employees were mailed forms. Establishments below the cutoff that could not be directly assigned a six-digit NAICS code were mailed a classification report which requested information for assigning NAICS industry codes. Establishments below the cutoff that could be directly assigned a six-digit NAICS code were excused from filing any report. For below cutoff establishments, information on the physical location, payroll, and receipts was obtained from the administrative records of other Federal agencies under special arrangements that safeguarded their confidentiality.

Estimates of data for these small establishments were developed using industry averages in conjunction with the administrative information. The value of shipments and cost of materials were not distributed among specific products and materials for these

establishments but were included in the product and material “not specified by kind” (nsc) categories.

The industry classification codes included in the administrative-record files were assigned on the basis of brief descriptions of the general activity of the establishment. As a result, an indeterminate number of establishments were erroneously coded to a four-digit SIC industry and then erroneously re-coded to a six-digit NAICS industry. This was especially true whenever there was a relatively fine line of demarcation between industries or between manufacturing and nonmanufacturing activity.

Sometimes the administrative-record cases had only two- or three-digit SIC group classification codes available in the files. For the 1997 Economic Census – Manufacturing, these establishments were sent a separate classification form, which requested information on the products and services of the establishment. This form was used to code many of these establishments to the appropriate six-digit NAICS level. Establishments that did not return the classification form were coded later to those six-digit NAICS industries identified as “All other” industries within the given subsector.

As a result of these situations, a number of small establishments may have been misclassified by industry. However, such possible misclassification has no significant effect on the statistics other than on the number of companies and establishments.

The total establishment count for individual industries should be viewed as an approximation rather than a precise measurement. The counts for establishments with 20 employees or more are far more reliable than the count of total number of establishments.

2. Establishments sent a report form.

The establishments covered in the mail canvass were divided into three groups:

- a. ASM sample establishments.

This group accounts for approximately 15 percent of all manufacturing establishments. The ASM panel covers all the units of large manufacturing establishments as well as a sample of the medium and smaller establishments. The probability of selection was proportionate to size. For more information, see the Description of the ASM Survey Sample.

In an economic census year, the ASM report form (MA-1000) replaces the first page of the regular census form for those establishments included in the ASM. In addition to information on employment, payroll, and other items normally requested on the regular census form, establishments in the ASM sample were requested to supply additional information on gross book value of assets and capital expenditures. ASM establishments were also requested to provide information on retirements, depreciation, rental payments, and supplemental labor costs. For establishments not included in the ASM, these additional items were estimated using relationships observed in the ASM establishment data. The census statistics for these variables are a sum of the ASM establishment data and the estimated data for non-ASM establishments. ASM establishments were also requested to provide information for selected purchased services. The census statistics for the purchased service items were derived solely from the ASM establishments. See Appendix A, Explanation of Terms for an explanation of these items. The census part of the report form is 1 of 220 versions containing product, material, and special inquiries. The diversity of manufacturing activities necessitated the use of this many forms to canvass the 480 manufacturing industries. Each form was developed for a group of related industries.

Appearing on each form was a list of products primary to the group of related industries as well as secondary products and miscellaneous services that establishments classified in these industries were likely to perform. Respondents were requested to identify the products, the value of each product, and, in many cases, the quantity of the product shipped during the survey year. Space also was provided for the respondent to describe products not specifically identified on the form.

The report form also contained a materials-consumed inquiry which varied from form to form depending on the industries being canvassed. The respondents were asked to review a list of materials generally used in their production processes. From this list, each establishment was requested to identify those materials consumed during the survey year, the cost of each, and, in certain cases, the quantity consumed. Once again, space was provided for the respondent to describe significant materials not identified on the form.

A wide variety of special inquiries was included to measure activities peculiar to a given industry, such as operations performed and equipment used.

b. Large and medium establishments (non-ASM).

Approximately 30 percent of all manufacturing establishments were included in this group. A variable cutoff, based on administrative-record payroll data and determined on an industry-by-industry basis, was used to select those establishments that were to receive 1 of the 220 economic census – manufacturing regular forms. The first page, requesting establishment data for items such as employment and payroll, was standard but did not contain the detailed statistics included on the ASM form. The product, material, and special inquiry sections supplied were based on the historical industry classification of the establishment.

c. Small single-establishment companies (non-ASM).

This group includes approximately 15 percent of all manufacturing establishments. For those industries where application of the variable cutoff for administrative-record cases resulted in a large number of small establishments being included in the mail canvass, an abbreviated or short form was used. These establishments received 1 of the 31 versions of the short form, which requested summary product and material data and totals but no details on employment, payroll, cost of materials, inventories, and capital expenditures.

Use of the short form has no adverse effect on published totals for the industry statistics because the same data were collected on the short form as on the long form. However, detailed information on products and materials consumed was not collected on the short form; thus, its use would increase the value of the nsk categories.

INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

Each of the establishments covered in the 1997 Economic Census – Manufacturing was classified in 1 of 480 industries (473 manufacturing industries and 7 former manufacturing industries) in accordance with the industry definitions in the 1997 NAICS Manual. This is the first edition of the NAICS Manual and it is a major change from the 1987 SIC Manual that was used previously. Appendix A of the 1997 NAICS Manual notes the comparability between the 1987 SIC and 1997 NAICS classification systems. When applicable, Appendix G of this report shows the product class and product comparability between the two systems for data in this report.

In the NAICS system, an industry is generally defined as a group of establishments that have similar production processes. To the extent practical, the system uses supply-based or production-oriented concepts in defining industries. The resulting group of establishments must be significant in terms of number, value added by manufacture, value of shipments, and number of employees.

The coding system works in such a way that the definitions progressively become narrower with successive additions of numerical digits. In the manufacturing sector for 1997, there are 21 subsectors (three-digit NAICS), 86 industry groups (four-digit NAICS), 184 NAICS industries (five-digit NAICS) that are comparable with Canadian and Mexican classification, and 473 U.S. industries (six-digit NAICS). This represents an expansion of the four-digit SIC-based U.S. industries from 459 in 1987. Product classes and products of the manufacturing industries have been assigned codes based on the industry from which they originate. In the new system, there are about 1,500 product classes (seven-digit codes), about 6,000 census products, and an additional 3,700 CIR products (ten-digit codes). The ten-digit products are considered the primary products of the industry with the same first six digits. These counts do not include the seven former manufacturing industries that are included in the 1997 Economic Census – Manufacturing.

For the 1997 Economic Census – Manufacturing, all establishments were classified in particular industries based on the products they produced. If an establishment made products of more than one industry, it was classified in the industry with the largest product value. For 1997, there were no “resistance rules” or “frozen industries.”

In ASM years, establishments included in the ASM sample with certainty weights are reclassified by industry only if the change in the primary activity from the prior year is significant or if the change has occurred for 2 successive years. This procedure prevents reclassification when there are minor shifts in product mix.

In ASM years, establishments included in the ASM sample with noncertainty weight are not shifted from one industry classification to another. They are retained in the industry where they were classified in the base census year. However, in the following census year, these ASM plants are allowed to shift from one industry to another.

The results of these rules covering the switching of plants from one industry classification to another are that some industries comprise different mixes of establishments in different survey years. Hence, comparisons between prior-year and current-year published totals, particularly at the six-digit NAICS level, should be viewed with caution. This is particularly true for the comparison between the data shown for a census year versus the data shown for the previous ASM year.

As previously noted, the small establishments that may have been misclassified by industry are usually administrative-record cases whose industry codes were assigned on the basis of incomplete descriptions of the general activity of the establishment. Such possible misclassifications have no significant effect on the statistics other than on the number of companies and establishments.

Establishments frequently make products classified both in their industry (primary products) and other industries (secondary products). Industry statistics (employment, payroll, value added by manufacture, value of shipments, etc.) reflect the activities of the establishments which may make both primary and secondary products. Product statistics, however, represent the output of all establishments without regard for the classification of the producing establishment. For this reason, when relating the industry statistics, especially the value of shipments, to the product statistics, the composition of the industry’s output should be considered.

The extent to which industry and product statistics may be matched with each other is measured by the primary product specialization ratio and the coverage ratio. The primary product specialization ratio is the proportion of industry shipments accounted for by the primary products of establishments classified in the industry. The coverage ratio is the proportion of product shipments accounted for by establishments classified in the industry.

ESTABLISHMENT BASIS OF REPORTING

The economic census – manufacturing is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each location or establishment. The ASM also is conducted on an establishment basis, but separate reports are filed for just those establishments selected in the sample. Companies engaged in distinctly different lines of activity at one location are requested to submit separate reports if the plant records permit such a separation and if the activities are substantial in size.

In 1997, as in earlier years, a minimum size limit was set for inclusion of establishments in the census. All establishments employing one person or more at any time during the census year are included. The same size limitation has applied since 1947 in censuses and annual surveys of manufactures. In the 1939 and earlier censuses, establishments with less than \$5,000 value of products were excluded. The change in the minimum size limit in 1947 does not appreciably affect the historical comparability of the census figures except for data on number of establishments for a few industries.

The 1997 Economic Census – Manufacturing excludes data for central administrative offices (CAOs). These would include separately operated administrative offices, warehouses, garages, and other auxiliary units that service manufacturing establishments of the same company. These data are published in a separate report series.

DESCRIPTION OF THE ASM SURVEY SAMPLE

The annual survey of manufactures (ASM) sample is drawn for the second survey year after a census. The most recent sample was drawn for the 1994 survey year based on the 1992 Census of Manufactures. This sample will be in place through the 1998 ASM.

In 1992, there were approximately 370,000 individual manufacturing establishments. For sample efficiency and cost considerations, the 1992 manufacturing population was partitioned into two components for developing estimates within the ASM; a mail stratum and a nonmail stratum.

Mail stratum. The mail stratum of the survey is comprised of larger single-location manufacturing companies and all manufacturing establishments of multiunit companies (companies that operate at more than one physical location). Approximately 230,000 of the 370,000 establishments in the 1992 census were assigned to the mail stratum. On an annual basis, the mail stratum is supplemented with larger, newly active single-location companies identified from a list provided by the Internal Revenue Service (IRS) and new manufacturing locations of multiunit companies identified from the Census Bureau's Company Organization Survey (COS).

For the 1994 survey, a new sample of approximately 58,000 individual establishments was selected from the mail stratum assembled from the 1992 census. Supplemental samples representing both 1993 and 1994 births (newly active establishments that were not included in the 1992 census) were also selected. Establishments selected for the sample are mailed an ASM survey questionnaire for each year through 1998.

The 1994-98 ASM sample design is similar to the one used since 1984. Companies in the 1992 Census of Manufactures with manufacturing shipments of at least \$500 million were defined as company certainties. For these large companies, each manufacturing establishment is included in the mail sample. For the 1994-98 sample, there are approximately 650 certainty companies collectively accounting for over 18,000 establishments.

For the remaining portion of the mail component of the survey, the establishment was defined as the sample unit. All establishments with 250 employees or more were defined as employment certainties. In addition, all establishments producing products in SIC 3571 (Electronic Computers) were defined as certainties. Across these three arbitrary certainty classes, there were approximately 25,000 establishments included in the sample with certainty. Collectively, these certainty establishments accounted for approximately 80 percent of the total value of shipments in the 1992 Census of Manufactures.

Smaller establishments in the remaining portion of the mail stratum were sampled with probabilities ranging from .02 to 1.00. The initial probabilities of selection assigned to these establishments were proportionate to a measure-of-size determined for each establishment. The measure-of-size was a function of the establishment's 1992 industry classification, its 1992 product class data, and the historical variability of the year-to-year estimates of the product class estimates. For each product class (1,755) and four-digit industry (459), a desired reliability

constraint was specified. Using a technique developed by Dr. James R. Chromy of the Research Triangle Institute, the initial establishment probabilities were optimized such that the expected sample satisfied all industry and product class reliability constraints while the sample size was minimized. This technique reduces the likelihood of selecting nonrepresentative samples for individual product classes or industries.

This method of assigning probabilities based on product class shipments is motivated by our primary desire to produce reliable estimates of both product class and industry shipments. The high correlation between shipments and employment, value-added, and other general statistics assures that these variables will also be well represented by the sample. The actual sample selection procedure uses an independent chance of selection method (Poisson sampling) which permits us to prevent small establishments from being selected in consecutive samples without introducing a bias into the survey estimates.

Nonmail component. The initial nonmail component of the survey was comprised of approximately 140,000 small, single-establishment companies that were tabulated as administrative records in the 1992 Census of Manufactures. The nonmail stratum is also supplemented annually using the list of newly active single-location companies provided by the Internal Revenue Service (IRS) and payroll cutoffs. Companies with payroll below the payroll cutoff are added to the nonmail stratum. For this portion of the population, sampling is not used. The data for this group are estimated based on selected information obtained annually from the administrative records of the IRS and Social Security Administration (SSA). This administrative information, which includes payroll, total employment, industry classification, and physical location, is obtained under conditions which safeguard the confidentiality of both tax and census records.

DESCRIPTION OF THE ASM ESTIMATING PROCEDURE

Most of the ASM estimates derived for the mail stratum are computed using a difference estimator. At the establishment level, there is a strong correlation between the current-year data values and the corresponding 1992 (base) data values. Therefore, within the mailed stratum, for each item at each level of aggregation, an estimate of the "difference" between the current year and the base year is computed from sample cases and added to the corresponding base-year values. For the 1993-1997 ASM estimates, the 1992 Census of Manufactures values serve as the base year. For the 1998 ASM, the base will be updated to be the 1997 Economic Census – Manufacturing.

Due to the positive year-to-year correlation, estimates derived using this methodology are generally more reliable than comparable estimates developed from the current sample data alone. Estimates for the capital expenditures variables are not generated using the difference

estimator because the year-to-year correlations are considerably weaker. The standard linear estimator is used for these variables.

For the nonmail stratum, estimates for payroll and employment are directly tabulated from the administrative-record data provided by IRS and SSA. Estimates of data other than payroll and employment are developed from industry averages. Although the nonmail stratum contains approximately 170,000 individual establishments in 1994, it accounts for less than 2 percent of the estimate for total value of shipments at the total manufacturing level.

Corresponding estimates for the mail and nonmail components are combined to produce the estimates included in this publication.

QUALIFICATIONS OF THE ASM DATA

The estimates developed from the sample are apt to differ somewhat from the results of a survey covering all companies in the sample lists but otherwise conducted under essentially the same conditions as the actual sample survey. The estimates of the magnitude of the sampling errors (the difference between the estimates obtained and the results theoretically obtained from a comparable, complete-coverage survey) are provided by the standard errors of estimates.

The particular sample selected for the ASM is one of many similar probability samples that, by chance, might have been selected under the same specifications. Each of the possible samples would yield somewhat different sets of results, and the standard errors are measures of the variation of all the possible sample estimates around the theoretically comparable, complete-coverage values.

Estimates of the standard errors have been computed from the sample data for selected ASM statistics in this report. They are represented in the form of relative standard errors (the standard errors divided by the estimated values to which they refer).

In conjunction with its associated estimate, the relative standard error may be used to define confidence intervals (ranges that would include the comparable, complete-coverage value for specified percentages of all the possible samples).

The complete-coverage value would be included in the range:

From one standard error below to one standard error above the derived estimate for about two-thirds of all possible samples.

From two standard errors below to two standard errors above the derived estimate for about 19 out of 20 of all possible samples.

From three standard errors below to three standard errors above the derived estimate for nearly all samples.

An inference that the comparable, complete-survey result would be within the indicated ranges would be correct in approximately the relative frequencies shown. Those proportions, therefore, may be interpreted as defining the confidence that the estimates from a particular sample would differ from complete-coverage results by as much as one, two, or three standard errors, respectively.

For example, suppose an estimated total is shown at 50,000 with an associated relative standard error of 2 percent, that is, a standard error of 1,000 (2 percent of 50,000). There is approximately 67 percent confidence that the interval 49,000 to 51,000 includes the complete-coverage total, about 95 percent confidence that the interval 48,000 to 52,000 includes the complete-coverage total, and almost certain confidence that the interval 47,000 to 53,000 includes the complete-coverage total.

In addition to the sample errors, the estimates are subject to various response and operational errors: errors of collection, reporting, coding, transcription, imputation for nonresponse, etc. These operational errors also would occur if a complete canvass were to be conducted under the same conditions as the survey. Explicit measures of their effects generally are not available. However, it is believed that most of the important operational errors were detected and corrected during the Census Bureau's review of the data for reasonableness and consistency. The small operational errors usually remain. To some extent, they are compensating in the aggregated totals shown. When important operational errors were detected too late to correct the estimates, the data were suppressed or were specifically qualified in the tables.

As derived, the estimated standard errors included part of the effect of the operational errors. The total errors, which depend upon the joint effect of the sampling and operational errors, are usually of the order of size indicated by the standard error, or moderately higher. However, for particular estimates, the total error may considerably exceed the standard errors shown. Any figures shown in the tables in this publication having an associated standard error exceeding 15 percent may be combined with higher level totals, creating a broader aggregate, which then may be of acceptable reliability.

DATA FROM THE CURRENT INDUSTRIAL REPORTS (CIR)

The CIR program provides product statistics for selected manufacturing industries at the U.S. level annually and, in some cases, monthly and/or quarterly. When detail product data are collected in the CIR, they are not also collected in the census. However, the annual CIR data are included in the census Product Summary report.

The CIR program uses a unified data collection, processing, and publication system. The Census Bureau updates the survey panels for most reports annually and reconciles the estimates to the results of the broader-based annual survey of manufactures and the economic

census – manufacturing. The economic census – manufacturing provides a complete list of all producers of the products covered by the CIR program and serves as the primary source for CIR sampling. Where a small number of producers exist, CIR surveys cover all known producers of a product. However, when the number of producers is large, cutoff and random sampling techniques are used. Surveys are continually reviewed and modified to provide the most up-to-date information on products produced. While the CIR program includes both mandatory and voluntary surveys, the annual data are mandatory.

DUPLICATION IN COST OF MATERIALS AND VALUE OF SHIPMENTS

Data for cost of materials and value of shipments include varying amounts of duplication, especially at higher levels of aggregation. This is because the products of one establishment may be the materials of another. The value added statistics avoid this duplication and are, for most purposes, the best measure for comparing the relative economic importance of industries and geographic areas.

VALUE OF INDUSTRY SHIPMENTS COMPARED WITH VALUE OF PRODUCT SHIPMENTS

The 1997 Economic Census – Manufacturing shows value of shipments data for industries and products. In the industry statistics tables and files, these data represent the total value of shipments of all establishments classified in a particular industry. The data include the shipments of the products classified in the industry (primary to the industry), products classified in other industries (secondary to the industry), and miscellaneous receipts (repair work, sale of scrap, research and development, installation receipts, and resales). Value of product shipments shown in the products statistics tables and files represent the total value of all products shipped that are classified as primary to an industry regardless of the classification of the producing establishment.

Appendix D. Geographic Notes

Not applicable for this report.

Appendix E. Metropolitan Areas

Not applicable for this report.

Appendix F. Footnotes for Products Statistics and Materials Consumed by Kind

Part 1. **Products Statistics (Tables 6a and 6b)**

NAICS product code	Footnote
@3256121	For additional detail, see Current Industrial Report MA325A, Inorganic Chemicals.

Part 2. **Materials Consumed by Kind (Table 7)**

Not applicable.

Appendix G. Comparability of Product Classes and Product Codes: 1997 to 1992

1997 published	1997 collected	1992 published	1997 published	1997 collected	1992 published	1997 published	1997 collected	1992 published
3251101	28656	28656	3251820 pt	28950	28950	325199H	28693 pt	28693 pt
3251101111	2865658	2865658	3251820100 pt	2816388	2816388	325199H111	2869313	2869313
3251101121	2865659	2865659	3251820100 pt	2895000	2895000	325199H121	2869315	2869315
3251101YVW	2865600	2865600	3251820YVW pt	2816000 pt	2816000 pt	325199HYVW	2869300	2869300 pt
3251104	28691	28691	3251820YVW pt	2816300 pt	2816300 pt	325199K	28693 pt	28693 pt
3251104111	2869132	2869132	3251820YVW pt	2816002 pt	2816002 pt	325199K100	2869331	2869331
3251104121	2869133	2869133	3251820YVW pt	2895002	2895002	325199N	28693 pt	28693 pt
3251104YVW	2869100	2869100	3251881	28193	28193	325199N100	2869351	2869351
325110W pt	28650 pt	28650 pt	3251881000	2819300	2819300	325199R	28693 pt	28693 pt
325110W pt	28690 pt	28690 pt	3251884	28194	28194	325199R100	2869399	2869300 pt
325110WYVW pt	2865000 pt	2865000 pt	3251884000	2819400	2819400	325199T pt	28696	28696
325110WYVW pt	2869000 pt	2869000 pt	3251887	28196	28196	325199T pt	28698 pt	28698 pt
325110WYVW pt	2865002 pt	2865002 pt	3251887000	2819600	2819600	325199T100 pt	2869600	2869600
325110WYVW pt	2869002 pt	2869002 pt	325188A	28197	28197	325199T100 pt	2869898	2869898
3251201	28132	28132	325188A000	2819700	2819700	325199U	28697 pt	28697 pt
3251201000	2813200	2813200	325188D	28198	28198	325199U100	2869719	2869700 pt
3251204	28133	28133	325188D000	2819800	2819800	325199W pt	28690 pt	28690 pt
3251204000	2813300	2813300	325188G pt	28199 pt	28199 pt	325199W pt	28990 pt	28990 pt
3251207	28135	28135	325188G pt	28697 pt	28697 pt	325199WYVW pt	2869000 pt	2869000 pt
3251207000	2813500	2813500	325188G000 pt	2819997	2819900 pt	325199WYVW pt	2899000 pt	2899000 pt
325120A	28136	28136	325188G000 pt	2819900 pt	2819900 pt	325199WYVW pt	2869002 pt	2869002 pt
325120A000	2813600	2813600	325188G000 pt	2869713	2869700 pt	325199WYVW pt	2899002 pt	2899002 pt
325120D pt	28137	28137	325188W pt	28190 pt	28190 pt	3252111	28213	28213
325120D pt	28697 pt	28697 pt	325188W pt	28690 pt	28690 pt	3252111100	2821300	2821300
325120D000 pt	2813700	2813700	325188WYVW pt	2819000 pt	2819000 pt	3252114	28214	28214
325120D000 pt	2869711	2869700 pt	325188WYVW pt	2869000 pt	2869000 pt	3252114100	2821400	2821400
325120W pt	28130	28130	325188WYVW pt	2819002 pt	2819002 pt	325211W	28210	28210
325120W pt	28690 pt	28690 pt	3251910	28610	28610	325211WYVW	2821000	2821000
325120WYVW pt	2813000	2813000	3251910111	2861010	2861010	325211WYVW	2821002	2821002
325120WYVW pt	2869000 pt	2869000 pt	3251910121	2861020	2861020	3252120	28220	28220
325120WYVW pt	2813002	2813002	3251910231	2861025	2861025	3252120111	2822011	2822011
325120WYVW pt	2869002 pt	2869002 pt	3251910241 pt	2861031 pt	2861030	3252120211	2822012	2822012
3251311	28161	28161	3251910241 pt	2861031 pt	2861035	3252120311	2822040	2822040
3251311000	2816100	2816100	3251910291 pt	2861049 pt	2861015	3252120321	2822045	2822045
3251314	28162	28162	3251910291 pt	2861049 pt	2861040	3252120411	2822050	2822050
3251314111	2816224	2816224	3251910YVW	2861002	2861002	3252120511	2822057	2822057
3251314121	2816255	2816255	3251921	28651	28651	3252120611	2822060	2822060
3251314131	2816265	2816265	3251921100	2865100	2865100	3252120711	2822072	2822072
3251314YVW	2816200	2816200	3251924	28655	28655	3252120811	2822082	2822082
3251317 pt	28163 pt	28163 pt	3251924100	2865500	2865500	3252120YVW	2822000	2822000
3251317 pt	28199 pt	28199 pt	325192W	28650 pt	28650 pt	3252120YVW	2822002	2822002
3251317110	2816310	2816310	325192WYVW	2865000 pt	2865000 pt	3252210	28230	28230
3251317211	2816331	2816331	325192WYVW	2865002 pt	2865002 pt	3252210111	2823033	2823033
3251317311	2816327	2816327	3251930 pt	28690 pt	28690 pt	3252210121	2823037	2823037
3251317321	2816391	2816391	3251930 pt	28690 pt	28690 pt	3252210131	2823036	2823036
3251317331 pt	2816398	2816398	3251930 pt	28692	28692	3252210141	2823045	2823045
3251317331 pt	2819991	2819900 pt	3251930111	2869215	2869215	3252210YVW	2823000	2823000
3251317YVW pt	2816300 pt	2816300 pt	3251930221	2869219	2869219	3252210YVW	2823002	2823002
3251317YVW pt	2819900 pt	2819900 pt	3251930311	2869225	2869225	3252221	28241	28241
325131W pt	28160 pt	28160 pt	3251930411	2869220	2869220	3252221111	2824115	2824115
325131W pt	28190 pt	28190 pt	3251930511	2869229	2869229	3252221121	2824124	2824124
325131WYVW pt	2816000 pt	2816000 pt	3251930YVW pt	2869000 pt	2869000 pt	3252221131	2824129	2824129
325131WYVW pt	2819000 pt	2819000 pt	3251930YVW pt	2869200	2869200	3252221141	2824133	2824133
325131WYVW pt	2816002 pt	2816002 pt	3251930YVW pt	2869002 pt	2869002 pt	3252221151	2824145	2824145
325131WYVW pt	2819002 pt	2819002 pt	3251991 pt	28697 pt	28697 pt	3252221YVW	2824100	2824100
3251321	28652	28652	3251991 pt	28992	28992	3252224	28242	28242
3251321100	2865200	2865200	3251991111	2899211	2899211	3252224111	2824261	2824261
3251324	28653	28653	3251991121	2899224	2899224	3252224121	2824263	2824263
3251324100	2865300	2865300	3251991131	2899259	2899259	3252224131	2824265	2824265
325132W	28650 pt	28650 pt	3251991141	2899261	2899261	3252224141	2824266	2824266
325132WYVW	2865000 pt	2865000 pt	3251991151	2899283	2899283	3252224151	2824269	2824269
325132WYVW	2865002 pt	2865002 pt	3251991161	2899292	2899292	3252224YVW	2824200	2824200
3251811	28121	28121	3251991171	2899294	2899294	3252227	28244	28244
3251811000	2812100	2812100	3251991181	2869715	2869700 pt	325222711	2824415	2824415
3251814	28123	28123	3251991YVW pt	2869700	2869700 pt	3252227211	2824429	2824429
3251814000	2812300	2812300	3251991YVW pt	2899200	2899200	3252227311	2824442	2824442
3251817	28125	28125	3251994	28694	28694	3252227411	2824444	2824444
3251817000	2812500	2812500	3251994100	2869400	2869400	3252227421	2824447	2824447
325181W	28120	28120	3251997	28698 pt	28698 pt	3252227YVW	2824400	2824400
325181WYVW	2812000	2812000	3251997100	2869831	2869831	325222A	28249	28249
325181WYVW	2812002	2812002	3251997100	2869831	2869831	325222A111	2824915	2824915
3251820 pt	28160 pt	28160 pt	325199A	28698 pt	28698 pt	325222A121	2824917	2824917
3251820 pt	28163 pt	28163 pt	325199A100	2869837	2869837	325222A131	2824919	2824919
			325199E	28698 pt	28698 pt	325222AYVW	2824900	2824900
			325199E111	2869853	2869853	325222D	28248	28248
			325199E121	2869855	2869855	325222D111	2824815	2824815
			325199EYVW	2869800	2869800	325222D211	2824851	2824851
						325222D221	2824875	2824875
						325222D231	2824879	2824879
						325222DYVW	2824800	2824800

1997 published	1997 collected	1992 published	1997 published	1997 collected	1992 published	1997 published	1997 collected	1992 published
325222W	28240	28240	3253207143	2879E43	2879940 pt	3255107	28513	28513
325222WYWW	2824000	2824000	3253207145	2879E45	2879940 pt	3255107000	2851300	2851300
325222WYWY	2824002	2824002	3253207151	2879E51	2879986 pt			
3253111	28731	28731	3253207155	2879E55	2879971	325510A pt	28515	28515
3253111000	2873100	2873100	3253207157	2879E57	2879930			
			3253207159	2879E59	2879986 pt	325510A pt	28995 pt	28995 pt
			3253207YVW	2879E00	2879900	325510A000 pt	2851500	2851500
3253114	28732	28732				325510A000 pt	2899586	2899586
3253114000	2873200	2873200	325320W	28790	28790			
3253117	28733	28733	325320WYWW	2879000	2879000	325510W pt	28510	28510
3253117100	2873300	2873300	325320WYWY	2879002	2879002			
325311W	28730	28730	3254111	28331	28331	325510W pt	28990 pt	28990 pt
325311WYWW	2873000	2873000	3254111111	2833110	2833110	325510WYWW pt	2851000	2851000
325311WYWY	2873002	2873002	3254111121	2833120	2833120	325510WYWW pt	2899000 pt	2899000 pt
			3254111YVW	2833100	2833100	325510WYWY pt	2851002	2851002
3253121	28741	28741				325510WYWY pt	2899002 pt	2899002 pt
3253121000	2874100	2874100	3254114	28333	28333	3255201	28913	28913
3253124	28742	28742	3254114111	2833315	2833315	3255201111	2891311	2891311
3253124000	2874200	2874200	3254114121	2833318	2833318	3255201121	2891326	2891326
			3254114131	2833323	2833323	3255201131	2891350	2891350
3253127	28744	28744	3254114141	2833324	2833324	3255201141	2891351	2891351
3253127111	2874410	2874410	3254114151	2833326	2833326	3255201151	2891355	2891355
3253127121	2874411	2874411	3254114161	2833344	2833344	3255201161	2891380	2891380
3253127131	2874421	2874421	3254114171	2833392	2833392	3255201YVW	2891300	2891300
3253127141	2874431	2874431	3254114291	2833399	2833399			
3253127YVW	2874400	2874400	3254114YVW	2833300	2833300			
325312W	28740	28740				3255204	28914	28914
325312WYWW	2874000	2874000	325411W	28330	28330	3255204111	2891411	2891411
325312WYWY	2874002	2874002	325411WYWW	2833000	2833000	3255204271	2891448	2891448
			325411WYVW	2833002	2833002	32552043D1	2891465	2891465
3253140	28750	28750				32552044E1	2891471	2891471
3253140111	2875010	2875010	3254121	28341	28341	3255204541 pt	2891437 pt	2891441
3253140121	2875011	2875011	3254121000	2834100	2834100	3255204541 pt	2891437 pt	2891443
3253140131	2875021	2875021				3255204551	2891445	2891445
3253140141	2875041	2875041 pt	3254124	28342	28342	3255204561	2891447	2891447
3253140151	2875051	2875050 pt	3254124000	2834200	2834200	3255204621	2891424	2891424
3253140161	2875061	2875000 pt	3254127	28343	28343	3255204631	2891433	2891433
3253140241	2875031	2875000 pt	3254127000	2834300	2834300			
3253140YVW	2875000	2875000 pt				3255204681	2891453	2891453
3253140YVY	2875002	2875002	325412A	28344	28344	3255204691	2891454	2891454
			325412A000	2834400	2834400	32552046A1	2891455	2891455
3253201 pt	2879A pt	28795 pt	325412AD	28345	28345	32552046B1	2891457	2891457
			325412AD00	2834500	2834500	32552046C1	2891461	2891461
3253201 pt	2879A pt	28796 pt	325412G	28346	28346	32552046F1	2891481	2891481
			325412G000	2834600	2834600	32552046G1	2891483	2891483
3253201 pt	2879A pt	28797 pt	325412L	28347	28347	32552046H1	2891499	2891499
			325412L000	2834700	2834700	3255204YVW	2891400	2891400
3253201 pt	2879A pt	28798 pt						
3253201111	2879A11	2879531 pt	325412P	28348	28348	3255207	28916	28916
3253201413	2879A13	2879541 pt	325412P000	2834800	2834800	3255207111	2891610	2891610
3253201725	2879A25	2879665 pt				3255207121	2891625	2891625
3253201A15	2879A15	2879561 pt	325412T	28349	28349	3255207131	2891650	2891650
3253201A17	2879A17	2879581 pt	325412T000	2834900	2834900	3255207YVW	2891600	2891600
3253201A21	2879A21	2879641 pt						
3253201A23	2879A23	2879661 pt	325412V	28352	28352	325520A	28917	28917
3253201A27	2879A27	2879675 pt	325412V111	2835212	2835212	325520A111	2891711	2891711
3253201A29	2879A29	2879685 pt	325412V121	2835220	2835220	325520A121	2891721	2891721
3253201A41	2879A41	2879812 pt	325412V191	2835225	2835225	325520A131	2891731	2891731
			325412VYVW	2835200	2835200	325520A141	2891746	2891746
3253201A43	2879A43	2879818 pt				325520A151	2891771	2891771
3253201A45	2879A45	2879822 pt	325412W pt	28350 pt	28350 pt	325520AYVW	2891700	2891700
3253201A47	2879A47	2879885 pt	325412WYVW pt	2835000 pt	2835000 pt			
3253201D33	2879A33	2879751 pt	325412WYWW pt	2835000 pt	2835000 pt	325520W	28910	28910
3253201D33 pt	2879A33 pt	2879550 pt	325412WYWY pt	2835002 pt	2835002 pt	325520WYWW	2891000	2891000
3253201YVW pt	2879A00 pt	2879600 pt	325412WYVW pt	2835002 pt	2835002 pt	325520WYWY	2891002	2891002
3253201YVW pt	2879A00 pt	2879700 pt						
3253201YVW pt	2879A00 pt	2879800 pt	3254130 pt	28350 pt	28350 pt			
3253204 pt	2879C pt	28795 pt				3256111	28411	28411
3253204 pt	2879C pt	28796 pt	3254130 pt	28351	28351	3256111111	2841120	2841126 pt
3253204 pt	2879C pt	28797 pt	3254130111	2835110	2835110	3256111111 pt	2841120 pt	2841126 pt
			3254130221	2835115	2835115	3256111111 pt	2841120 pt	2841126 pt
3253204 pt	2879C pt	28796 pt	3254130231	2835120	2835120	3256111121 pt	2841122 pt	2841126 pt
			3254130341	2835125	2835125	3256111121 pt	2841122 pt	2841126 pt
3253204 pt	2879C pt	28797 pt	3254130351	2835130	2835130	3256111121 pt	2841122 pt	2841126 pt
			3254130461	2835135	2835135	3256111131 pt	2841127 pt	2841126 pt
3253204 pt	2879C pt	28798 pt	3254130571	2835140	2835140	3256111131 pt	2841127 pt	2841126 pt
			3254130691	2835145	2835145			
3253204111	2879C11	2879531 pt	3254130YVW pt	2835000 pt	2835000 pt	3256111131 pt	2841127 pt	2841126 pt
3253204113	2879C13	2879541 pt	3254130YVW pt	2835100	2835100	3256111131 pt	2841127 pt	2841126 pt
3253204115	2879C15	2879561 pt	3254130YVY	2835002 pt	2835002 pt	3256111211 pt	2841129 pt	2841143 pt
3253204117	2879C17	2879581 pt				3256111211 pt	2841129 pt	2841143 pt
3253204121	2879C21	2879641 pt	3254141	28361	28361	3256111211 pt	2841130 pt	2841145 pt
3253204123	2879C23	2879661 pt	3254141111	2836115	2836115	3256111221 pt	2841130 pt	2841146 pt
3253204125	2879C25	2879665 pt	3254141121	2836120	2836120	3256111221 pt	2841130 pt	2841146 pt
3253204127	2879C27	2879675 pt	3254141YVW	2836100	2836100			
3253204129	2879C29	2879685 pt				3256111311 pt	2841131 pt	2841123
3253204131	2879C31	2879721 pt	3254144	28362	28362	3256111311 pt	2841131 pt	2841141 pt
			3254144100	2836200	2836200			
3253204133	2879C33	2879751 pt				3256111331 pt	2841131 pt	2841143 pt
3253204141	2879C41	2879812 pt	3254147	28363	28363	3256111321 pt	2841132 pt	2841121
3253204143	2879C43	2879818 pt	3254147111	2836310	2836310	3256111321 pt	2841132 pt	2841145 pt
3253204145	2879C45	2879822 pt	3254147121	2836320	2836320	3256111321 pt	2841132 pt	2841146 pt
3253204147	2879C47	2879885 pt	3254147YVW	2836300	2836300	3256111321 pt	2841132 pt	2841149 pt
3253204YVW pt	2879C00 pt	2879500 pt				3256111411 pt	2841133 pt	2841125 pt
3253204YVW pt	2879C00 pt	2879600 pt	325414A	28364	28364	3256111411 pt	2841133 pt	2841126 pt
3253204YVW pt	2879C00 pt	2879700 pt	325414A111	2836410	2836410	3256111411 pt	2841133 pt	2841128 pt
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1997 published			1997 collected			1992 published			1997 published			1997 collected			1992 published		
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			3256130131	2843055	2843055	325910E	28936	28936									
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			3256130YVW	2843000	2843000	325910E121	2893621	2893598 pt									
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			3256201111	2844149	2844149	325910H	28937	28935 pt									
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			3256201131	2844159	2844159	325910H121	2893785	2893585									
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			32562072B1	2844364	2844364	325991WYVW	3087000	3087000 pt									
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			32562072D1	2844395	2844395												
			3256207YVW	2844300	2844300	3259921 pt.	38615	38615									
						3259921 pt.	38616	38616									
			325620A	28444 pt	28444 pt	3259921101	3861503	3861503									
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			325620A121	2844498	2844498	3259921111	3861600	3861600									
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			325620D131	2844615	2844615	3259923 pt.	38617	38617									
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			325620D151	2844619	2844619	3259923101 pt	3861713	3861713									
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			325620D221	2844622	2844622	3259923101 pt	3861722	3861722									
			325620D231	2844623	2844623	3259923101 pt	3861723	3861723									
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			325620D251	2844625	2844625	3259923106 pt	3861741	3861741									
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			325620D271	2844629	2844629	3259923106 pt	3861745	3861745									
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						3259923106 pt	3861751	3861751									
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			325620G131	2844721	2844721	3259925	38618	38618									
			325620G211	2844725	2844725	3259925101	3861812	3861812									
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			325620G231	2844735	2844735	3259925316	3861815	3861815									
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			325620G341	2844755	2844755	325992W	38610 pt	38610 pt									
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			325620G371	2844771	2844771	3259981	28991 pt	28991 pt									
			325620G381	2844775	2844775	3259981100	2899111	2899100 pt									
			325620G391	2844781	2844781												
			325620G3A1	2844785	2844785	3259984	39993	39993									
			325620G3B1	2844795	2844795	3259984100	3999300	3999300									
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						3259987	28994	28994									
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1997 published	1997 collected	1992 published	1997 published	1997 collected	1992 published	1997 published	1997 collected	1992 published
325998E.....	28995 pt	28995 pt	325998H106	2899525	2899525	325998H1E1 pt....	3952418	3952419 pt
325998E111	2899534	2899534	325998H107	2899526	2899526	325998HYWV pt....	2819900 pt	2819900 pt
325998E121	2899532	2899543 pt	325998H109	2899531	2899531	325998HYWV pt....	2899500 pt	2899500 pt
325998E131	2899533	2899543 pt	325998H111	2899539	2899539	325998HYWV pt....	3952400 pt	3952400 pt
325998E141	2899535	2899543 pt	325998H121	2899541	2899541	325998W pt.....	28190 pt	28190 pt
325998E151	2899536	2899543 pt	325998H131	2899549	2899549	325998W pt.....	28990 pt	28990 pt
325998E161	2899537	2899543 pt	325998H141	2899553	2899553	325998W pt.....	39520 pt	39520 pt
325998E151	2899536	2899543 pt	325998H131	2899549	2899549	325998W pt.....	39990 pt	39990 pt
325998E171	2899538	2899543 pt	325998H151	2899559	2899559	325998WYWWW pt...	2819000 pt	2819000 pt
325998E181	2899540	2899543 pt	325998H161	2899561	2899561	325998WYWWW pt...	2899000 pt	2899000 pt
325998E191	2899542	2899543 pt	325998H171	2899568	2899568	325998WYWWW pt...	2899100 pt	2899100 pt
325998E1A1	2899545	2899543 pt	325998H181	2899572	2899572	325998WYWWW pt...	3952000 pt	3952000 pt
325998EYVV	2899500 pt	2899500 pt	325998H191	2899581	2899581	325998WYWWW pt...	3999000 pt	3999000 pt
325998H pt	28199 pt	28199 pt	325998H1A1	2899591	2899591	325998WYWWW pt...	2819002 pt	2819002 pt
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325998H pt	39524 pt	39524 pt	325998H1C1	2899595	2899595	325998WYWY pt ...	3952002 pt	3952002 pt
325998H101	2899513	2899513	325998H1D1	2899598	2899598	325998WYWY pt ...	3999002 pt	3999002 pt
325998H103	2899516	2899516	325998H1E1 pt....	2819925	2819900 pt	325998WYWY pt ...		
			325998H1E1 pt....	2899597	2899597			

