

Broom, Brush, and Mop Manufacturing

1997

Issued September 1999

EC97M-3399P

1997 Economic Census

Manufacturing

Industry Series



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

Helping You Make Informed Decisions

U.S. Department of Commerce
Economics and Statistics Administration
U.S. CENSUS BUREAU



ACKNOWLEDGMENTS

The staff of the Manufacturing and Construction Division prepared this report. **Judy M. Dodds**, Assistant Chief for Census and Related Programs, was responsible for the overall planning, management, and coordination. **Kenneth Hansen**, Chief, Manufactured Durables Branch, assisted by **Mike Brown**, **Renee Coley**, **Raphael Corrado**, and **Milbren Thomas**, Section Chiefs, **Michael Zampogna**, Former Chief, Manufactured Nondurables Branch, assisted by **Allen Foreman**, **Robert Miller**, **Robert Reinard**, and **Nat Shelton**, Section Chiefs, and **Tom Lee**, **Robert Rosati**, and **Tom Flood**, Special Assistants, performed the planning and implementation. **Stephanie Angel**, **Brian Appert**, **Stanis Batton**, **Carol Beasley**, **Chris Blackburn**, **Larry Blumberg**, **Vera Harris-Bourne**, **Brenda Campbell**, **Suzanne Conard**, **Vance Davis**, **Mary Ellickson**, **Matt Gaines**, **Merry Glascoe**, **Kay Hanks**, **Karen Harshbarger**, **Nancy Higgins**, **James Hinckley**, **Walter Hunter**, **Jim Jamski**, **Evelyn Jordan**, **Robert Lee**, **John Linehan**, **Paul Marck**, **Keith McKenzie**, **Philippe Morris**, **Joanna Nguyen**, **Betty Pannell**, **Joyce Pomeroy**, **Venita Powell**, **Cynthia Ramsey**, **Chris Savage**, **Arona Stovall**, **Sue Sundermann**, **Thanos Theodoropoulos**, **Dora Thomas**, **Ann Truffa**, **Ronanne Vinson**, **Keeley Voor**, **Denneth Wallace**, **Tempie Whittington**, **Lissene Witt**, and **Mike Yamaner** provided primary staff assistance.

Brian Greenberg, Assistant Chief for Research and Methodology Programs, assisted by **Stacey Cole**, Chief, Manufacturing Programs Methodology Branch, and **Robert Struble**, Section Chief, provided the mathematical and statistical techniques as well as the coverage operations. **Jeffrey Dalzell** and **Cathy Ritenour** provided primary staff assistance.

Mendel D. Gayle, Chief, Forms, Publications, and Customer Services Branch, assisted by **Julius Smith Jr.** and **Baruti Taylor**, Section Chiefs, performed overall

coordination of the publication process. **Kim Credito**, **Patrick Duck**, **Chip Murph**, **Wanda Sledd**, and **Veronica White** provided primary staff assistance.

The Economic Planning and Coordination Division, **Lawrence A. Blum**, Assistant Chief for Collection Activities and **Shirin A. Ahmed**, Assistant Chief for Post-Collection Processing, assisted by **Dennis Shoemaker**, Chief, Post-Collection Census Processing Branch, **Brandy Yarbrough**, Section Chief, **Sheila Proudfoot**, **Richard Williamson**, **Andrew W. Hait**, and **Jennifer E. Lins**, was responsible for developing the systems and procedures for data collection, editing, review, correction and dissemination

The staff of the National Processing Center, **Judith N. Petty**, Chief, performed mailout preparation and receipt operations, clerical and analytical review activities, data keying, and geocoding review.

The Geography Division staff developed geographic coding procedures and associated computer programs.

The Economic Statistical Methods and Programming Division, **Charles P. Pautler Jr.**, Chief, developed and coordinated the computer processing systems. **Martin S. Harahush**, Assistant Chief for Quinquennial Programs, assisted by **Barbara Lambert** and **Christina Arledge** were responsible for design and implementation of the computer systems. **Gary T. Sheridan**, Chief, Manufacturing and Construction Branch, **Lori A. Guido** and **Roy A. Smith**, Section Chiefs, supervised the preparation of the computer programs.

Computer Services Division, **Debra Williams**, Chief, performed the computer processing.

The staff of the Administrative and Customer Services Division, **Walter C. Odom**, Chief, performed planning, design, composition, editorial review, and printing planning and procurement for publications, Internet products, and report forms. **Cynthia G. Brooks** provided publication coordination and editing.

Broom, Brush, and Mop Manufacturing

1997

Issued September 1999

EC97M-3399P

1997 Economic Census

Manufacturing

Industry Series



U.S. Department of Commerce

William M. Daley,

Secretary

Robert L. Mallett,

Deputy Secretary

Economics

and Statistics

Administration

Robert J. Shapiro,

Under Secretary for

Economic Affairs

U.S. CENSUS BUREAU

Kenneth Prewitt,

Director



**Economics
and Statistics
Administration**

Robert J. Shapiro,
Under Secretary
for Economic Affairs



U.S. CENSUS BUREAU

Kenneth Prewitt,
Director

William G. Barron,
Deputy Director

Paula J. Schneider,
Principal Associate Director
for Programs

Frederick T. Knickerbocker,
Associate Director
for Economic Programs

Thomas L. Mesenbourg,
Assistant Director
for Economic Programs

William G. Bostic Jr.,
Chief, Manufacturing
and Construction Division

CONTENTS

Introduction to the Economic Census	1
Manufacturing	5

TABLES

1. Industry Statistics on NAICS Basis With Distribution Among 1987 SIC-Based Industries: 1997	7
2. Industry Statistics for Selected States: 1997	7
3. Detailed Statistics by Industry: 1997	8
4. Industry Statistics by Employment Size: 1997.....	9
5. Industry Statistics by Industry and Primary Product Class Specialization: 1997	9
6a. Products Statistics: 1997 and 1992.....	10
6b. Product Class Shipments for Selected States: 1997 and 1992 .	11
7. Materials Consumed by Kind: 1997 and 1992.....	11

APPENDIXES

A. Explanation of Terms	A-1
B. NAICS Codes, Titles, and Descriptions	B-1
C. Coverage and Methodology.....	C-1
D. Geographic Notes	--
E. Metropolitan Areas	--
F. Footnotes for Products Statistics and Materials Consumed by Kind	--
G. Comparability of Product Classes and Product Codes: 1997 to 1992.....	G-1

-- 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.

This page is intentionally blank.

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 expendi-tures (\$1,000)
				Number	Payroll (\$1,000)	Number	Hours (1,000)	Wages (\$1,000)				
339994	Broom, brush, & mop mfg	308	333	16 995	438 851	12 774	24 681	263 485	1 132 772	918 715	2 035 800	87 251
239230	Housefurnishings, n.e.c. (pt)	N	58	2 944	63 782	2 454	4 694	42 237	158 317	161 703	321 250	6 117
399100	Brooms & brushes	N	275	14 051	375 069	10 320	19 987	221 248	974 455	757 012	1 714 550	81 134

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	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 expendi-tures (\$1,000)
		Total	With 20 em-ploy-ees or more	Number	Payroll (\$1,000)	Number	Hours (1,000)	Wages (\$1,000)				
339994, BROOM, BRUSH, & MOP MFG												
United States	-	333	151	16 995	438 851	12 774	24 681	263 485	1 132 772	918 715	2 035 800	87 251
Alabama	1	4	1	162	2 879	129	227	1 774	5 323	7 478	12 773	113
California	-	23	11	591	18 146	447	870	9 706	33 122	30 319	64 321	944
Florida	2	13	3	184	4 042	145	264	2 300	9 044	7 934	16 889	464
Georgia	1	7	5	440	10 725	335	714	5 870	29 158	24 070	53 138	1 500
Illinois	-	21	14	1 388	45 699	964	2 398	23 986	113 621	76 870	190 110	7 564
Kansas	-	4	3	528	12 506	296	624	6 015	39 900	24 708	65 832	2 353
Massachusetts	-	14	9	749	19 269	492	1 024	9 426	47 154	40 701	91 489	2 779
Michigan	-	10	3	633	17 164	444	676	9 384	39 468	23 865	62 703	1 392
Minnesota	-	4	3	266	7 580	183	444	3 988	18 086	14 818	32 764	610
Missouri	-	7	4	144	3 348	120	207	1 780	7 626	8 273	16 041	123
New Jersey	-	15	6	333	9 191	241	448	5 527	26 076	33 079	58 896	1 454
North Carolina	-	9	4	1 084	22 187	863	1 337	15 269	45 133	52 687	96 634	2 312
Ohio	-	32	17	2 042	59 363	1 560	3 053	36 377	196 530	144 221	331 052	9 938
Pennsylvania	2	13	6	799	23 017	588	1 110	12 396	53 337	40 830	91 319	3 023
South Carolina	-	5	3	209	3 826	180	356	2 218	8 641	13 920	22 656	227
Tennessee	-	10	6	1 278	27 809	1 089	2 011	20 973	87 290	64 705	151 981	5 753
Texas	1	25	5	423	7 124	256	488	3 917	32 615	29 605	62 318	2 577
Wisconsin	1	13	8	1 164	31 464	831	1 574	20 019	93 846	75 185	167 381	5 287

* 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
339994, BROOM, BRUSH, & MOP MFG		339994, BROOM, BRUSH, & MOP MFG—Con.	
Companies ¹	number.. 308	Value added	\$1,000.. 1 132 772
All establishments	number.. 333	Total inventories, beginning of year	\$1,000.. 277 975
Establishments with 1 to 19 employees	number.. 182	Finished goods inventories, beginning of year	\$1,000.. 119 009
Establishments with 20 to 99 employees	number.. 106	Work-in-process inventories, beginning of year	\$1,000.. 31 125
Establishments with 100 employees or more	number.. 45	Materials and supplies inventories, beginning of year	\$1,000.. 127 841
All employees	number.. 16 995	Total inventories, end of year	\$1,000.. 304 706
Total compensation ²	\$1,000.. 529 925	Finished goods inventories, end of year	\$1,000.. 134 246
Annual payroll	\$1,000.. 438 851	Work-in-process inventories, end of year	\$1,000.. 31 575
Total fringe benefits	\$1,000.. 91 074	Materials and supplies inventories, end of year	\$1,000.. 138 885
Production workers, average for year	number.. 12 774	Gross book value of total assets at beginning of year	\$1,000.. 536 084
Production workers on March 12	number.. 12 884	Total capital expenditures (new and used)	\$1,000.. 87 251
Production workers on May 12	number.. 12 815	Capital expenditures for buildings and other structures	
Production workers on August 12	number.. 12 831	(new and used)	\$1,000.. 12 423
Production workers on November 12	number.. 12 566	Capital expenditures for machinery and equipment (new	
Production-worker hours	1,000.. 24 681	and used)	\$1,000.. 74 828
Production-worker wages	\$1,000.. 263 485	Total retirements ²	\$1,000.. 11 492
Total cost of materials	\$1,000.. 918 715	Gross book value of total assets at end of year	\$1,000.. 611 843
Cost of materials, parts, containers, etc., consumed	\$1,000.. 814 114	Total depreciation during year ²	\$1,000.. 42 518
Cost of resales	\$1,000.. 74 044	Total rental payments ²	\$1,000.. 19 388
Cost of fuels	\$1,000.. 4 091	Buildings and other structures rental payments ²	\$1,000.. 12 333
Cost of purchased electricity	\$1,000.. 16 095	Machinery and equipment rental payments ²	\$1,000.. 7 055
Cost of contract work	\$1,000.. 10 371	Cost of purchased services for the repair of buildings and other	
Quantity of electricity purchased for heat and power	1,000 kWh.. 261 747	structures ³	\$1,000.. 3 245
Quantity of electricity generated less sold for heat and power	1,000 kWh.. —	Response coverage ratio ⁴	percent.. 75
Total value of shipments	\$1,000.. 2 035 800	Cost of purchased services for the repair of machinery and	
Primary products value of shipments	\$1,000.. 1 831 108	equipment ³	\$1,000.. 17 677
Secondary products value of shipments	\$1,000.. 92 763	Response coverage ratio ⁴	percent.. 75
Total miscellaneous receipts	\$1,000.. 111 929	Cost of purchased communications services ³	\$1,000.. 9 205
Value of resales	\$1,000.. 110 513	Response coverage ratio ⁴	percent.. 75
Contract receipts	\$1,000.. D	Cost of purchased legal services ³	\$1,000.. 3 991
Other miscellaneous receipts	\$1,000.. D	Response coverage ratio ⁴	percent.. 75
Primary products specialization ratio	percent.. 95	Cost of purchased accounting and bookkeeping services ³	\$1,000.. 3 608
Value of primary products shipments made in all industries	\$1,000.. 1 908 339	Response coverage ratio ⁴	percent.. 75
Value of primary products shipments made in this industry	\$1,000.. 1 831 108	Cost of purchased advertising services ³	\$1,000.. 10 461
Value of primary products shipments made in other		Response coverage ratio ⁴	percent.. 75
industries	\$1,000.. 77 231	Cost of purchased software and other data processing	
Coverage ratio	percent.. 95	services ³	\$1,000.. 2 965
		Response coverage ratio ⁴	percent.. 75
		Cost of purchased refuse removal (including hazardous waste)	
		services ³	\$1,000.. 1 212
		Response coverage ratio ⁴	percent.. 75

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)				
339994, BROOM, BRUSH, & MOP MFG												
All establishments	-	333	151	16 995	438 851	12 774	24 681	263 485	1 132 772	918 715	2 035 800	87 251
Establishments with 1 to 4 employees	8	96	-	212	4 207	156	294	2 703	11 086	9 423	20 330	648
Establishments with 5 to 9 employees	8	43	-	303	7 329	236	416	4 344	19 634	16 322	35 684	1 291
Establishments with 10 to 19 employees	1	43	-	619	17 145	453	862	8 669	54 061	40 197	93 718	2 333
Establishments with 20 to 49 employees	-	72	72	2 346	54 728	1 747	3 182	30 608	130 198	126 345	254 154	7 231
Establishments with 50 to 99 employees	-	34	34	2 479	65 169	1 847	3 603	35 582	178 371	161 879	337 221	10 405
Establishments with 100 to 249 employees	-	32	32	4 852	115 436	3 783	7 376	72 800	346 984	273 224	614 719	21 675
Establishments with 250 to 499 employees	-	8	8	3 119	85 767	2 361	4 588	54 957	225 284	148 348	373 482	33 442
Establishments with 500 to 999 employees	-	5	5	3 065	89 070	2 191	4 360	53 822	167 154	142 977	306 492	10 226
Establishments with 1,000 to 2,499 employees	-	-	-	-	-	-	-	-	-	-	-	-
Establishments with 2,500 employees or more	-	-	-	-	-	-	-	-	-	-	-	-
Administrative records ²	8	137	-	663	13 789	510	895	8 522	37 058	31 173	67 568	2 681

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)				
339994	Broom, brush, & mop mfg	333	16 995	438 851	12 774	24 681	263 485	1 132 772	918 715	2 035 800	87 251
3399941	Brooms, mops, and dusters	80	5 817	130 967	4 663	8 708	85 239	366 651	340 632	700 103	16 959
3399943	Paint and varnish brushes, rollers, and pads	35	3 046	78 850	2 281	4 354	49 196	228 552	185 492	407 651	14 641
3399945	Other brushes	105	7 522	215 909	5 368	10 742	121 017	504 948	365 902	869 488	53 632

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)
339994	Brooms, brushes, and mops	N	X	X	1 908 339	N	X	X	N
3399941	Brooms, mops, and dusters	N	X	X	639 265	N	X	X	N
33999411	Brooms	N	X	X	269 564	N	X	X	N
3399941101	Household floor brooms	30	X	X	103 952	35	X	X	71 626
3399941106	Other brooms (industrial brooms, whiskbrooms, toy brooms, hearth brooms, streetsweeping machine brooms, etc)	47	X	X	165 612	41	X	X	81 731
33999413	Mops and dusters	N	X	X	351 143	N	X	X	N
3399941311	Dry mops and dusters (excluding dusting cloths, including refills)	29	X	X	67 293	28	X	X	45 073
3399941316	Wet mops (except sponge mops, including refills)	41	X	X	177 064	46	X	X	106 556
3399941321	Sponge mops (including refills)	15	X	X	106 786	15	X	X	91 127
3399941Y	Brooms, mops, and dusters, nsk	N	X	X	18 558	N	X	X	N
3399941YWV	Brooms, mops, and dusters, nsk	N	X	X	18 558	N	X	X	N
3399943	Paint and varnish brushes, rollers, and pads	N	X	X	403 195	N	X	X	384 647
33999431	Whitewash, kalsomine, paperhanging, marking, and stenciling brushes	N	X	X	183 120	N	X	X	N
3399943101	Whitewash, kalsomine, paperhanging, marking, and stenciling brushes	27	X	X	183 120	N	X	X	N
33999432	Paint rollers and roller frames, both complete sets and replacement rollers, and paint pads and holders	N	X	X	217 842	N	X	X	N
3399943206	Paint pads and holders	15	X	X	39 989	13	X	X	39 795
3399943211	Paint rollers, roller frames, and replacement rollers	31	X	X	177 853	N	X	X	N
3399943Y	Paint and varnish brushes, rollers, and pads, nsk	N	X	X	2 233	N	X	X	N
3399943YWV	Paint and varnish brushes, rollers, and pads, nsk	N	X	X	2 233	N	X	X	29 773
3399945	Other brushes	N	X	X	810 455	N	X	X	604 741
33999451	Personal brushes, including toothbrushes and hairbrushes	N	X	X	257 534	N	X	X	N
3399945101	Toothbrushes	15	X	X	226 464	8	X	X	207 964
3399945106	Other personal brushes (including shaving brushes and hairbrushes)	13	X	X	31 070	N	X	X	N
33999452	Other brushes, including household, industrial and artists' brushes	N	X	X	543 506	N	X	X	N
3399945211	Household maintenance brushes (floor, scrub, dusting, window, etc), including any twisted-in-wire brushes	28	X	X	105 610	25	X	X	56 419
3399945216	Industrial maintenance brushes (floor, scrub, dusting, window, etc), including any twisted-in-wire brushes	48	X	X	166 464	41	X	X	101 376
3399945221	Industrial brushes (except maintenance) (including power-driven, rotary, end, cup, jewelers' and dentists' brushes, etc)	28	X	X	98 426	33	X	X	105 145
3399945226	Other brushes, including artists' brushes and hair pencils, except artists' airbrushes	40	X	X	173 006	31	X	X	84 391
3399945Y	Other brushes, nsk	N	X	X	9 415	N	X	X	N
3399945YWV	Other brushes, nsk	N	X	X	9 415	N	X	X	4 346
339994W	Brooms, brushes, and mops, nsk, total	N	X	X	55 424	N	X	X	N
339994WY	Broom, brush, and mop manufacturing, nsk, total	N	X	X	55 424	N	X	X	N
339994WYWV	Broom, brush, and mop manufacturing, nsk, for nonadministrative-record establishments	N	X	X	10 174	N	X	X	N
339994WYWY	Broom, brush, and mop manufacturing, nsk, for administrative-record establishments	N	X	X	45 250	N	X	X	N

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
3399941	BROOMS, MOPS, AND DUSTERS		
	United States	639 265	N
	California	13 487	N
	Florida	2 169	N
	Illinois	67 974	N
	Massachusetts	31 252	N
	Missouri	13 018	N
	Ohio	126 315	N
	Pennsylvania	14 091	N
	South Carolina	20 274	N
	Tennessee	47 385	N
	Texas	32 729	N
	Washington	2 510	N
Wisconsin	10 584	N	
3399943	PAINT AND VARNISH BRUSHES, ROLLERS, AND PADS		
	United States	403 195	384 647
	California	6 227	N
	New Jersey	14 045	13 129
	New York	52 362	51 095
3399945	OTHER BRUSHES		
	United States	810 455	604 741
	California	39 839	26 718
	Georgia	19 885	N
	Illinois	65 078	51 620
	Massachusetts	47 905	20 194
	Michigan	33 124	7 741
	New Jersey	11 229	9 393
	New York	36 179	36 177
	Ohio	75 693	79 205
	Pennsylvania	64 942	39 495
	Texas	18 114	12 022
	Wisconsin	43 691	24 624

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)
339994	BROOM, BRUSH, & MOP MFG				
32610013	Plastics products consumed in the form of sheets, rods, tubes, film, and other shapes	X	84 928	X	N
33200081	Fabricated metal products (except forgings)	X	28 115	X	N
33100035	Castings (rough and semifinished)	X	1 350	X	503
33210001	Forgings	X	423	X	N
33100033	Metal shapes and forms, except castings, forgings, and fabricated metal products	X	22 010	X	N
11199800	Broomcorn	X	9 515	X	9 052
31300001	Yarns and textiles made of cotton, wool, silk, and manmade fibers	X	152 637	X	35 846
32100045	All other wood products except wood brush handles and backs and furniture	X	7 378	X	N
32199903	Wood brush handles and backs	X	56 002	X	30 047
32221001	Paperboard containers, boxes, and corrugated paperboard	X	57 176	X	29 363
32521105	Plastics resins consumed in the form of granules, pellets, powders, liquids, etc.	X	62 079	X	47 680
33999900	Dressed hair (including bristle and horsehair)	X	26 827	X	16 348
00970099	All other materials and components, parts, containers, and supplies	X	260 085	X	N
00971000	Materials, ingredients, containers, and supplies, n.s.k.	X	45 589	X	N

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

339994 BROOM, BRUSH, AND MOP MANUFACTURING

This U.S. industry comprises establishments primarily engaged in manufacturing brooms, mops, and brushes.

The data published with NAICS code 339994 include the following SIC industries:

2392 Housefurnishings, n.e.c. (pt)
3991 Brooms and brushes

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

Not applicable for this report.

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
3391110	38210	38210	3391141 pt	38431	38431	3399115 pt	39114	39114
339111010	3821010	3821010	3391141101	3843101	3843101	3399115101	3911411	3911411
3391110230	3821020	3821020	3391141106	3843102	3843102	3399115106 pt	3911413 pt	3911421
3391110YWW	3821000	3821000	3391141111	3843103	3843103	3399115106 pt	3911413 pt	3911441 pt
3391110YWY	3821002	3821002	3391141116	3843105	3843105	3399115111 pt	3911415 pt	3911431
			3391141121 pt	3699265	3699200 pt	3399115111 pt	3911415 pt	3911441 pt
3391121 pt	38295 pt	38295 pt	3391141121 pt	3843104	3843104	3399115116	3911451	3911451
			3391141126	3843106	3843106	3399115118	3479022	3479021 pt
3391121 pt	38411	38411	3391141126	3843107	3843107	3399115121 pt	3911481 pt	3911461
3391121101	3841112	3841112	3391141123	3843108	3843108	3399115121 pt	3911481 pt	3911471
3391121106	3841131	3841131	3391141123	3843109	3843109	3399115YVV pt	3479000 pt	3479000 pt
3391121211	3841121	3841121	3391141246	3843111	3843111	3399115YVV pt	3911400	3911400
3391121216	3841123	3841123	3391141YVV pt	3699200 pt	3699200 pt			
3391121321	3841142	3841142	3391141YVV pt	3843100	3843100	339911W pt	34790 pt	34790 pt
3391121326	3841149	3841149						
3391121431	3841185	3841185				339911W pt	39110	39110
3391121536	3841186	3841186	33911143	38432	38432	339911WYWW pt	3479000 pt	3479000 pt
3391121641	3841172	3841172	3391143101	3843201	3843201	339911WYWW pt	3911000	3911000
3391121646	3841184	3841184	3391143106	3843202	3843202	339911WYWW pt	3479002 pt	3479002 pt
			3391143111	3843203	3843203	339911WYWW pt	3911002	3911002
			3391143116	3843209	3843209			
			3391143121	3843219	3843219	3399121	39141 pt	39141 pt
3391121651	3841187	3841187	3391143YVV	3843200	3843200	3399121101	3914111	3914111
3391121656	3829510	3829500 pt				3399121106	3914131	3914131
3391121661	3841196	3841196	339114W pt	36990 pt	36990 pt	3399121111	3914141	3914141
3391121766	3841199	3841199				3399121116	3914143	3914143
3391121YVV pt	3829500	3829500 pt	339114W pt	38430	38430	3399121121	3914153	3914153
3391121YVV pt	3841100	3841100	339114WYVV pt	3699000 pt	3699000 pt	3399121126	3914175	3914170 pt
			339114WYVV pt	3843000	3843000	3399121YVV	3914100	3914100
			339114WYVV pt	3699002 pt	3699002 pt			
			339114WYVV pt	3843002	3843002			
3391123	38412	38412				3399123 pt	34790 pt	34790 pt
3391123106	3841291	3841291	3391151	38511	38511	3399123 pt	39142 pt	39142 pt
3391123111	3841293	3841293	3391151101	3851115	3851115	3399123101	3914211	3914211
3391123116	3841296	3841296	3391151106	3851117	3851117	3399123106	3914235	3914235
3391123YVV	3841200	3841200	3391151111	3851118	3851118	3399123111	3914241	3914241
			3391151116	3851119	3851119	3399123116	3914243	3914243
339112W pt	38290 pt	38290 pt	3391151YVV	3851100	3851100	3399123121	3914275	3914270 pt
339112W pt	38410	38410				3399123126	3479024	3479021 pt
339112WYVV pt	3829000 pt	3829000 pt	3391153	38514	38514	3399123YVV pt	3479000 pt	3479000 pt
339112WYVV pt	3841000	3841000	3391153101	3851431	3851431	3399123YVV pt	3914200 pt	3914200 pt
339112WYVV pt	3829002 pt	3829002 pt	3391153106	3851445	3851445			
339112WYVV pt	3841002	3841002	3391153YVV	3851400	3851400	339912W pt	34790 pt	34790 pt
3391131	38421 pt	38421 pt				339912W pt	39140 pt	39140 pt
339113101	3842101	3842101	3391155	38515	38515	339912WYVV pt	3479000 pt	3479000 pt
339113104	3842102	3842102	3391155101	3851525	3851525	339912WYVV pt	3914000 pt	3914000 pt
3391131207	3842104	3842104	3391155206	3851527	3851527	339912WYVV pt	3479002 pt	3479002 pt
3391131211	3842105	3842105	3391155YVV	3851500	3851500	339912WYVV pt	3914002 pt	3914002 pt
3391131214	3842106	3842106						
3391131217	3842107	3842107	3391157	38516	38516			
3391131217	3842108	3842108	3391157101	3851612	3851612	3399131	39152	39152
3391131224	3842109	3842109	3391157206	3851613	3851613	3399131100 pt	3915200 pt	3915200
3391131227	3842110	3842110	3391157YVV	3851600	3851600	3399131100 pt	3915200 pt	3915211
3391131231	3842112	3842112				3399131100 pt	3915200 pt	3915233
3391131234	3842113	3842113	339115B	38517	38517	3399133	39153	39153
3391131337	3842122	3842122	339115B101	3851702	3851702	3399133101	3915311	3915311
3391131341	3842123	3842123	339115B106 pt	3851705 pt	3851703	3399133206	3915312	3915312
3391131344	3842124	3842124	339115B106 pt	3851705 pt	3851704	3399133211	3915321	3915321
3391131347	3842126	3842126	339115B111	3851706	3851706	3399133316	3915331	3915331
3391131351	3842127	3842127	339115B116	3851709	3851709	3399133YVV	3915300	3915300
3391131354	3842129	3842129	339115B121	3851719	3851719			
3391131457	3842131	3842131	339115B125	3851721	3851700 pt	3399135	39154	39154
3391131567	3842137	3842137	339115BYVV	3851700	3851700 pt	3399135100	3915400	3915400
3391131571	3842165	3842165						
			339115W	38510	38510	339913W	39150	39150
3391131574	3842183	3842183	339115WYVV	3851000	3851000	339913WYVV	3915000	3915000
3391131577	3842185	3842185	339115WYVV	3851002	3851002	339913WYVV	3915002	3915002
3391131581	3842187	3842187						
3391131584	3842189	3842189	3391160	80720	80720			
3391131587	3842191	3842191	3391160100 pt	8072001	8072000 pt	3399140 pt	34790 pt	34790 pt
3391131591	3842197	3842197	3391160100 pt	8072000 pt	8072000 pt			
3391131594	3842198	3842198	3391160YVV	8072000 pt	8072000 pt	3399140 pt	34990 pt	34990 pt
3391131YVV	3842100 pt	3842100 pt	3391160YVV	8072002	8072000 pt			
						3399140 pt	34998 pt	34998 pt
3391135	38423	38423	3399111	39111	39111	3399140 pt	39610	39610
3391135101	3842311	3842311	3399111101	3911111	3911111	3399140111 pt	3961032 pt	3961031
3391135106	3842321	3842321	3399111206	3911112	3911112	3399140111 pt	3961032 pt	3961041 pt
3391135111	3842322	3842322	3399111311	3911114	3911114	3399140118	3499895	3499899 pt
3391135116	3842351	3842351	3399111421 pt	3911121 pt	3911131	3399140201	3961011	3961011
3391135121	3842361	3842361	3399111421 pt	3911121 pt	3911141	3399140206 pt	3961022 pt	3961021
3391135126	3842373	3842373	3399111516	3911115	3911115	3399140206 pt	3961022 pt	3961041 pt
3391135YVV	3842300	3842300	3399111526	3911151	3911151	3399140216	3961051	3961051
			3399111531	3911198	3911198	3399140221	3961072	3961072
3391137	25991	25991	3399111YVV	3911100	3911100	3399140226 pt	3479026	3479021 pt
3391137100	2599100	2599100				3399140226 pt	3961098 pt	3961096
339113W pt	25990 pt	25990 pt	3399113	39113	39113	3399140226 pt	3961098 pt	3961099
			3399113101	3911311	3911311	3399140YVV pt	3479000 pt	3479000 pt
			3399113106 pt	3911315 pt	3911321	3399140YVV pt	3499000 pt	3499000 pt
339113W pt	38420 pt	38420 pt	3399113106 pt	3911315 pt	3911341 pt	3399140YVV pt	3499800 pt	3499800 pt
339113WYVV pt	2599000 pt	2599000 pt	3399113111 pt	3911317 pt	3911331	3399140YVV pt	3961000	3961000
339113WYVV pt	3842000 pt	3842000 pt	3399113111 pt	3911317 pt	3911341 pt	3399140YVV pt	3961000	3961000
339113WYVV pt	2599002 pt	2599002 pt	3399113116	3911398	3911398	3399140YVV pt	3479002 pt	3479002 pt
339113WYVV pt	3842002 pt	3842002 pt	3399113YVV	3911300	3911300	3399140YVV pt	3499002 pt	3499002 pt
						3399140YVV pt	3961002	3961002
3391141 pt	36992 pt	36992 pt	3399115 pt	34790 pt	34790 pt			

1997 published	1997 collected	1992 published	1997 published	1997 collected	1992 published	1997 published	1997 collected	1992 published
3399927.....	39314.....	39314.....	3399941 pt.....	39911.....	39911.....	339995W.....	39950.....	39950.....
3399927116 pt.....	3931437 pt.....	3931450.....	3399941101.....	3991113.....	3991113.....	339995WYWWW.....	3995000.....	3995000.....
3399927116 pt.....	3931437 pt.....	3931452.....	3399941106.....	3991198.....	3991198.....	339995WYWY.....	3995002.....	3995002.....
3399927201.....	3931413.....	3931413.....	3399941311.....	2392471.....	2392471.....			
3399927206.....	3931415.....	3931415.....	3399941316.....	2392473.....	2392473.....	3399991.....	39991.....	39991.....
3399927211.....	3931427.....	3931427.....	3399941321.....	2392475.....	2392475.....	3399991101.....	3999113.....	3999113.....
3399927221.....	3931488.....	3931488.....	3399941YVW pt.....	2392400 pt.....	2392400 pt.....	3399991106.....	3999117.....	3999117.....
3399927226.....	3931498.....	3931498.....	3399941YVW pt.....	3991100.....	3991100.....	3399991111.....	3999140.....	3999140.....
3399927331.....	3931431.....	3931431.....				3399991116.....	3999170.....	3999170.....
3399927YVW.....	3931400.....	3931400.....	3399943.....	39912.....	39912.....	3399991121.....	3999171.....	3999171.....
			3399943101 pt.....	3991251 pt.....	3991211.....	3399991YVW.....	3999100.....	3999100.....
339992W.....	39310.....	39310.....	3399943101 pt.....	3991251 pt.....	3991233.....			
339992WYWWW.....	3931000.....	3931000.....	3399943206.....	3991243.....	3991243.....	3399993.....	39992.....	39992.....
339992WYWY.....	3931002.....	3931002.....	3399943211 pt.....	3991253 pt.....	3991281.....	3399993101.....	3999222.....	3999222.....
			3399943211 pt.....	3991253 pt.....	3991283.....	3399993106.....	3999299.....	3999299.....
3399931 pt.....	31310 pt.....	31310 pt.....	3399943211 pt.....	3991253 pt.....	3991285.....	3399993YVW.....	3999200.....	3999200.....
			3399943YVW.....	3991200.....	3991200.....			
3399931 pt.....	39651.....	39651.....				3399995.....	39994.....	39994.....
3399931101 pt.....	3965131 pt.....	3965101.....	3399945.....	39913.....	39913.....	3399995100.....	3999400.....	3999400.....
3399931101 pt.....	3965131 pt.....	3965109.....	3399945101.....	3991321.....	3991321.....			
3399931106 pt.....	3965133 pt.....	3965111.....	3399945106 pt.....	3991328 pt.....	3991327.....	3399997.....	39997.....	39997.....
3399931106 pt.....	3965133 pt.....	3965119.....	3399945106 pt.....	3991328 pt.....	3991329.....	3399997100.....	3999700.....	3999700.....
3399931111 pt.....	3131032.....	3131061 pt.....	3399945211.....	3991336.....	3991336.....			
3399931111 pt.....	3965135 pt.....	3965121.....	3399945216.....	3991338.....	3991338.....	3399999.....	39998.....	39998.....
3399931111 pt.....	3965135 pt.....	3965129.....	3399945221.....	3991343.....	3991343.....	3399999101.....	3999813.....	3999813.....
3399931YVW pt.....	3131000 pt.....	3131000 pt.....	3399945226.....	3991398.....	3991398.....	3399999106 pt.....	3999816 pt.....	3999816.....
3399933YVW pt.....	3965100.....	3965100.....	3399945YVW.....	3991300.....	3991300.....	3399999111.....	3999821.....	3999821.....
						3399999YVW.....	3999800.....	3999800.....
3399933.....	39654.....	39654.....						
3399933101 pt.....	3965441 pt.....	3965422.....	339994W pt.....	23920 pt.....	23920 pt.....	339999C.....	24991 pt.....	24991 pt.....
3399933101 pt.....	3965441 pt.....	3965423.....				339999C101.....	2499111.....	2499111.....
3399933106 pt.....	3965443 pt.....	3965431.....	339994W pt.....	39910.....	39910.....	339999C206.....	2499161.....	2499161.....
3399933106 pt.....	3965443 pt.....	3965433.....	339994WYVW pt.....	2392000 pt.....	2392000 pt.....	339999C311.....	2499115.....	2499115.....
3399933106 pt.....	3965443 pt.....	3965439.....	339994WYVW pt.....	2392002 pt.....	2392002 pt.....	339999C316.....	2499171.....	2499171.....
3399933YVW.....	3965400.....	3965400.....	339994WYVW pt.....	3991002.....	3991002.....	339999CYVW.....	2499100 pt.....	2499100 pt.....
3399935.....	39656.....	39656.....				339999H.....	39999 pt.....	39999 pt.....
3399935101.....	3965620.....	3965620.....	3399951.....	39951.....	39951.....	339999H101.....	3999907.....	3999907.....
3399935106.....	3965625.....	3965625.....	3399951101.....	3995113.....	3995113.....	339999H106.....	3999909.....	3999911 pt.....
3399935111.....	3965633.....	3965633.....	3399951206.....	3995115.....	3995115.....	339999H111.....	3999951.....	3999951.....
3399935116.....	3965651.....	3965651.....	3399951YVW.....	3995100.....	3995100.....	339999H121.....	3999981.....	3999981.....
3399935121.....	3965671.....	3965671.....				339999H151 pt.....	3999997 pt.....	3999913 pt.....
3399935126 pt.....	3965691 pt.....	3965681.....	3399953.....	39952.....	39952.....	339999H151 pt.....	3999997 pt.....	3999924.....
3399935126 pt.....	3965691 pt.....	3965689.....	3399953101.....	3995211.....	3995211.....	339999H151 pt.....	3999997 pt.....	3999944 pt.....
3399935YVW.....	3965600.....	3965600.....	3399953106.....	3995252.....	3995252.....	339999H151 pt.....	3999997 pt.....	3999999 pt.....
			3399953YVW.....	3995200.....	3995200.....	339999HYVW.....	3999900 pt.....	3999900 pt.....
339993W pt.....	31310 pt.....	31310 pt.....						
			3399955.....	39953.....	39953.....	339999W pt.....	24990 pt.....	24990 pt.....
339993W pt.....	39650.....	39650.....	3399955100 pt.....	3995300 pt.....	3995300.....	339999WYVW pt.....	39990 pt.....	39990 pt.....
339993WYWWW pt.....	3965000.....	3965000.....	3399955100 pt.....	3995300 pt.....	3995311.....	339999WYWWW pt.....	2499000 pt.....	2499000 pt.....
339993WYWY pt.....	3131002 pt.....	3131002 pt.....	3399955100 pt.....	3995300 pt.....	3995331.....	339999WYVW pt.....	3999000 pt.....	3999000 pt.....
339993WYVW pt.....	3965002.....	3965002.....	3399955100 pt.....	3995300 pt.....	3995358.....	339999WYVW pt.....	2499002 pt.....	2499002 pt.....
			3399955100 pt.....	3995300 pt.....	3995393.....	339999WYVW pt.....	3999002 pt.....	3999002 pt.....
3399941 pt.....	23924 pt.....	23924 pt.....						

