

1992

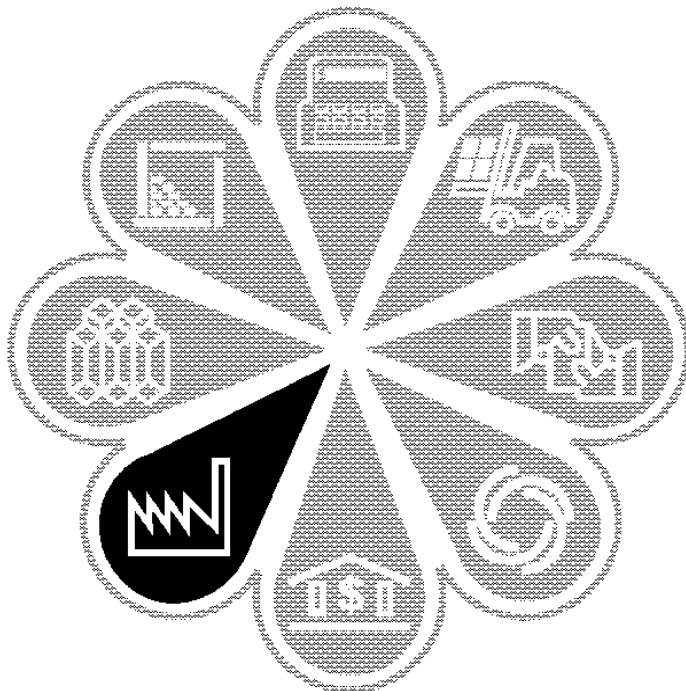
Census of Manufactures

MC92-I-28D

INDUSTRY SERIES

Soaps, Cleaners, and Toilet Goods

Industries 2841, 2842, 2843, and 2844



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Economics and Statistics Administration
Everett M. Ehrlich, Under Secretary
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BUREAU OF THE CENSUS
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Manufacturing and Construction Division prepared this report. **David W. Cartwright**, Assistant Chief for Census and Related Programs, was responsible for the overall planning, management, and coordination of the census of manufactures. Planning and implementation were under the direction of **Michael Zampogna**, Chief, Wood and Chemical Products Branch, assisted by **Ted McGrath**, Section Chief, with primary staff assistance by **Lissene Hafenrichter**.

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

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If you have any questions concerning the statistics in this report, call 301-457-4810.



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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.

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

Policymaking agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

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 and 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.

AUTHORITY AND SCOPE

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 1992 Economic Census consists of the following eight censuses:

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Financial, Insurance, and Real Estate Industries
- Census of Transportation, Communications, and Utilities
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1992 Census of Agriculture and 1992 Census of Governments are conducted separately.) The next economic census is scheduled to be taken in 1998 covering the year 1997.

AVAILABILITY OF THE DATA

The results of the economic census are available in printed reports for sale by the U.S. Government Printing Office and on compact discs for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Bureau of the Census, Washington, DC 20233-8300. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State data centers in every State as well as business and industry data centers in many States also supply economic census statistics.

WHAT'S NEW IN 1992

The 1992 Economic Census covers more of the economy than any previous census. New for 1992 are data on communications, utilities, financial, insurance, and real estate, as well as coverage of more transportation industries. The economic, agriculture, and governments censuses now collectively cover nearly 98 percent of all economic activity.

Among other changes, new 1992 definitions affect the boundaries of about a third of all metropolitan areas. Also, the Survey of Women-Owned Businesses has now been expanded to include all corporations.

HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1963, 1958, and 1954. Prior to that time, the individual subcomponents 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 1840 and subsequent censuses to include mining and some commercial activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 Manufactures Census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade and construction industries, but it was broadened in 1933 to include some of the service trades.

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 Enterprise Statistics Program, which publishes combined data from the economic census, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The census of construction industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The census of transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks, but expanded in 1987 to cover business establishments in several transportation industries. For 1992, these statistics are incorporated into a broadened census of transportation, communications, and utilities. Also new for 1992 is the census of financial, insurance, and real estate industries. This is part of a gradual expansion in coverage of industries previously subjected to government regulation.

The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic census in 1972 along with the Survey of Women-Owned Businesses.

An economic census has also been taken in Puerto Rico since 1909, in the Virgin Islands of the United States and Guam since 1958, and in the Commonwealth of the Northern Mariana Islands since 1982.

Statistical reports from the 1987 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 data published since 1967 are still available for sale on microfiche from the Census Bureau.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the census provides complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, with the results appearing in publication series such as Current Business Reports (retail and wholesale trade and service industries), the Annual Survey of Manufactures, Current Industrial Reports, and the Quarterly Financial Report. Most of these surveys, while providing more frequent observations, yield less kind-of-business and geographic detail than the census. The County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

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 1992 Economic Census and Related Statistics*. More information on the methodology, procedures, and history of the census will be published in the *History of the 1992 Economic Census*. Contact Customer Services for information on availability.

Census of Manufactures

GENERAL

This report, from the 1992 Census of Manufactures, is one of a series of 83 industry reports, each of which provides statistics for individual industries or groups of related industries. Additional separate reports will be issued for each State and the District of Columbia and for special subjects such as manufacturers' shipments to the federal government and concentration ratios in manufacturing.

The industry reports include such statistics as number of establishments, employment, payroll, value added by manufacture, cost of materials consumed, capital expenditures, product shipments, etc.

State reports present similar statistics for each State and its important metropolitan areas (MA's), counties, and places. Selected statistical totals for "all manufacturing" have been shown in the State reports for MA's with 250 employees or more and for counties and places with 500 employees or more.

The *General Summary* report contains industry, product class, and geographic area statistics summarized in one report. The introduction to the *General Summary* discusses, at greater length, many of the subjects described in this introduction. For example, the *General Summary* text discusses the relationship of value added by manufacture to national income by industry of origin, the changes in statistical concepts over the history of the censuses, and the valuation problems arising from intracompany transfers between manufacturing plants of a company and between manufacturing plants and sales offices and sales branches of a company.

SCOPE OF CENSUS AND DEFINITION OF MANUFACTURING

The 1992 Census of Manufactures covers all establishments with one paid employee or more primarily engaged in manufacturing as defined in the *1987 Standard Industrial Classification (SIC) Manual*¹. This is the system of industrial classification developed by experts on classification in Government and private industry under the guidance of the Office of Information and Regulatory Affairs, Office of

¹*Standard Industrial Classification Manual: 1987*. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

Management and Budget. This classification system is used by Government agencies as well as many organizations outside the Government.

The SIC Manual defines manufacturing as the mechanical or chemical transformation of substances or materials into new products. The assembly of component parts of products also is considered to be manufacturing if the resulting product is neither a structure nor other fixed improvement. These activities are usually carried on in plants, factories, or mills that characteristically use power-driven machines and materials-handling equipment.

Manufacturing production is usually carried on for the wholesale market, for transfers to other plants of the same company, or to the order of industrial users rather than for direct sale to the household consumer. Some manufacturers in a few industries sell chiefly at retail to household consumers through the mail, through house-to-house routes, or through salespersons. Some activities of a service nature (enameling, engraving, etc.) are included in manufacturing when they are performed primarily for trade. They are considered nonmanufacturing when they are performed primarily to the order of the household consumer.

RELATIONSHIP BETWEEN ANNUAL SURVEY OF MANUFACTURES AND CENSUS OF MANUFACTURES

The Bureau of the Census conducts the annual survey of manufactures (ASM) in each of the 4 years between the censuses of manufactures. The ASM is a probability-based sample of approximately 62,000 establishments and collects the same industry statistics (employment, payroll, value of shipments, etc.) as the census of manufactures. In addition to collecting the information normally requested on the census form, the establishments in the ASM sample are requested to supply information on assets, capital expenditures, retirements, depreciation, rental payments, supplemental labor costs, costs of purchased services, and foreign content of materials consumed. Except for supplemental labor costs, the extra ASM items are collected only in census years.

ESTABLISHMENT BASIS OF REPORTING

The census of manufactures is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each

location. 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 1992, 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. This report excludes information for separately operated administrative offices, warehouses, garages, and other auxiliary units that service manufacturing establishments of the same company (see Auxiliaries).

MANUFACTURING UNIVERSE AND CENSUS REPORT FORMS

The 1992 Census of Manufactures universe includes approximately 380,000 establishments. 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. 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.** In the 1992 Census of Manufactures, approximately 143,000 small single-establishment companies were excused from filing reports. Selection of these small establishments was done on an industry-by-industry basis and was based on annual payroll and total shipments data as well as on the industry classification codes contained in the administrative records of Federal agencies. The cutoffs were selected so that these administrative-records cases would account for no more than 3 percent of the value of shipments for all manufacturing. Generally, all single-establishment companies with less than 5 employees were excused, while all establishments with more than 20 employees were mailed forms.

Information on the physical location of the establishment, as well as information on payrolls, receipts (shipments), and industry classification, was obtained from the administrative records of other Federal agencies under special arrangements, which 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" (n.s.k.) categories.

The industry classification codes included in the administrative-records 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 at the four-digit SIC level. This was especially true whenever there was a relatively fine line of demarcation between industries or between manufacturing and nonmanufacturing activity.

Sometimes these administrative-records cases were only given a two- or three-digit SIC group. For the 1992 Census of Manufactures, 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 four-digit SIC level. Establishments that did not return the classification form were coded later to those four-digit SIC industries identified as "not elsewhere classified" (n.e.c.) within the given two- or three-digit industry groups.

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 over 237,000 establishments covered in the mail canvass were divided into three groups:

- a. **ASM sample establishments.** This group consisted of approximately 62,000 establishments covering 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 (see Appendix B, Annual Survey of Manufactures).

In a census of manufactures 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 information on assets, capital expenditures, retirements, depreciation, rental payments, supplemental labor costs, and costs of purchased services. See appendix A, section 2, for an explanation of these items.

The census part of the report form is 1 of approximately 200 versions containing product, material, and special inquiries. The diversity of manufacturing activities necessitated the use of these many forms to canvass the 459 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 be performing. Respondents were requested to identify the products, the value of each product, and, in a large number of 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 material not identified on the form.

Finally, 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 112,000 establishments were included in this group. A variable cutoff, based on administrative-records payroll data and determined on an industry-by-industry basis, was used to select those establishments that were to receive 1 of the approximately 200 census of manufactures 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 consisted of approximately 63,000 establishments. For those industries where application of the variable cutoff for administrative-records 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 approximately 80 versions of the short form, which requested summary product and

material data and totals but no details on employment, payrolls, cost of materials, inventories, and capital expenditures.

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

AUXILIARIES

In this industry report, the data on employment and payroll are limited to operating manufacturing establishments. The census report form filed for auxiliaries (ES-9200) requested a description of the activity of the establishments serviced. However, the manufacturing auxiliaries were coded only to the two-digit major group of the establishments they served; whereas, the operating establishments were coded to a four-digit manufacturing industry. Data for the approximately 11,000 separately operated auxiliaries are included in the geographic area series and in a report issued as part of the 1992 Enterprise Statistics Survey.

Auxiliaries are establishments whose employees are primarily engaged in performing supporting services for other establishments of the same company, rather than for the general public or for other business firms. They can be at different locations from the establishments served or at the same location as one of those establishments but not operating as an integral part thereof and serving two establishments or more. Where auxiliary operations are conducted at the same location as the manufacturing operation and operate as an integral part thereof, they usually are included in the report for the operating manufacturing establishment.

Included in the broad category of auxiliaries are administrative offices. Employees in administrative offices are concerned with the general management of multiestablishment companies, i.e., with the general supervision and control of two units or more, such as manufacturing plants, mines, sales branches, or stores. The functions of these employees may include the following:

1. Program planning, including sales research and coordination of purchasing, production, and distribution
2. Company purchasing, including general contracts and purchasing methods
3. Company financial policy and accounting
4. General engineering, including design of product machinery and equipment, and direction of engineering effort conducted at the individual operation locations
5. Company personnel matters
6. Legal and patent matters

Other types of auxiliaries serving the plants or central management of the company include purchasing offices, sales promotion offices, research and development organizations, etc.

INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

Each of the establishments covered in the census was classified in 1 of 459 manufacturing industries in accordance with the industry definitions in the 1987 SIC Manual. The 1987 edition of this manual represents a major revision for manufacturing industries from the 1972 edition and its 1977 supplement. Appendix A of the 1987 Manual notes the revisions in the four-digit industry levels between 1972/77 and 1987.

An industry is generally defined as a group of establishments producing the same product or a closely related group of products. The product groupings from which industry classifications are derived are based on considerations such as similarity of manufacturing processes, types of materials used, types of customers, and the like. The resulting group of establishments must be significant in terms of number, value added by manufacture, value of shipments, and number of employees. The system operates in such a way that the definitions progressively become narrower with successive additions of numerical digits. For 1992, there are 20 major groups (two-digit SIC), 139 industry groups (three-digit SIC), and 459 industries (four-digit SIC). This represents an expansion of four-digit industries from 452 in 1972/77 and a reduction of three-digit groups from 143 in 1972/77. Product classes and products of the manufacturing industries have been assigned codes based on the industry from which they originate. There are about 11,000 products identified by a seven-digit code. The seven-digit products are considered the primary products of the industry with the same four digits.

Accordingly, an establishment is usually classified in a particular industry on the basis of its major activity during a particular year, i.e., production of the products primary to that industry exceeds, in value, production of the products primary to any other single industry. In a few instances, however, the industry classification of an establishment is not only determined by the products it makes but also by the process employed in operations. Refining of nonferrous metals from ore or rolling and drawing of nonferrous metals (processes which involve heavy capitalization in specialized equipment) would be classified according to the process used during a census year. These establishments then would be "frozen" in that industry during the following ASM years.

In either a census or ASM year, establishments included in the ASM sample with certainty weight, other than those involved with heavily capitalized activities described above, 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 (see Appendix B, Annual Survey of Manufactures). 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, at the aggregate level, some industries comprise different mixes of establishments between survey years and establishment data for such industry statistics as employment and payroll may be tabulated in different industries between survey years. Hence, comparisons between prior-year and current-year published totals, particularly at the four-digit SIC 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-records 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.

While some establishments produce only the primary products of the industry in which they are classified, all establishments of an industry rarely specialize to this extent. The industry statistics (employment, inventories, value added by manufacture, total value of shipments including resales and miscellaneous receipts, etc.) shown in tables 1a through 5a, therefore, reflect not only the primary activities of the establishments in that industry but also their secondary activities. The product statistics in table 6a represent the output of all establishments whether or not they are classified in the same industry as the product. For this reason, in relating the industry statistics, especially the value of shipments to the product statistics, the composition of the industry's output shown in table 5b should be considered.

The extent to which industry and product statistics may be matched with each other is measured by two ratios which are computed from the figures shown in table 5b. The first of these ratios, called the primary product specialization ratio, measures the proportion of product shipments (both primary and secondary) of the establishments classified in the industry represented by the primary products of those establishments. The second ratio, called the coverage ratio, is the proportion of primary products shipped by the establishments classified in the industry to total shipments of such products by all manufacturing establishments.

However, establishments making products falling into the same industry category may use a variety of processes and materials to produce them. Also, the same industry classification (based on end products) may include both establishments that are highly integrated and those that

put only the finishing touches on an already highly fabricated item. For example, the refrigeration equipment industry includes instances of almost complete integration (production of the compressor, condensing unit, electric motor, casting, stamping of the case, and final assembly) all carried on at one plant. On the other hand, the condensing unit, the motor, and the case may be purchased and only assembled into the finished product.

In some instances, separate industry categories have been established for integrated and nonintegrated establishments. For other industries, the census provides separate statistics on the production of intermediate commodities made and used in the producing plant. For some industries characterized by many plants of the same company, separate figures on interplant transfers of products usually are shown.

Differences in the integration of production processes, types of operations, and alternatives in types of materials used should be considered when relating the industry statistics (employment, payrolls, value added, etc.) to the product and material data.

VALUE OF SHIPMENTS FOR THE INDUSTRY COMPARED WITH VALUE OF PRODUCT SHIPMENTS

This report shows value of shipments data for industries and products. In tables 1a through 5b, 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 table 6a represents the total value of all products shipped that are classified as primary to an industry.

CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the data for an individual establishment or company. However, the number of establishments classified in a specific industry is not considered a disclosure, so this information may be released even though other information is withheld.

The disclosure analysis for the industry statistics in tables 1a through 5a of this report 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 new capital expenditures. However, the suppressed data are included in higher-level totals. A separate disclosure analysis is performed for new capital expenditures that can be suppressed even though value of shipments data are publishable.

SPECIAL TABULATIONS

Special tabulations of data collected in the 1992 Census of Manufactures may be obtained on computer diskette or in tabular form. The data will be in summary form and 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) as are 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, Manufacturing and Construction Division, Bureau of the Census, Washington, DC 20233.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in higher level totals.
- (NA) Not available.
- (NC) Not comparable.
- (S) Withheld because estimate did not meet publication standards.
- (X) Not applicable.
- (Z) Less than half the unit shown.
- n.e.c. Not elsewhere classified.
- n.s.k. Not specified by kind.
- pt. Part.
- r Revised.
- SIC Standard Industrial Classification.

Other abbreviations, such as lb, gal, yd, doz, bbl, and s tons, are used in the customary sense.

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SIC's 33-35 (exc. 357)	Kenneth Hansen	301-457-4755
SIC's 357, 36-39	Bruce Goldhirsch	301-457-4817
Import/ export publications	Foreign Trade Division	301-457-3041
Industry analysis and forecasting	International Trade Administration	202-377-4356

Users' Guide for Locating Statistics in This Report by Table Number

[For explanation of terms, see appendixes]

Item	Four-digit industry statistics							Five-digit product class and seven-digit product statistics			
	Historical	Operating ratios	By geographic area	Summary and supplemental	By employment size	By industry and product class specialization	Materials consumed by kind	Industry-product analysis	Product shipments	Product class by geographic area	Historical product class
Number of companies	1a			3a					*6a		
Number of establishments.	1a		2	3a	4	5a					
Employment and payroll:											
Number of employees	1a	1b	2	3a	4	5a					
Payroll	1a	1b	2	3a	4	5a					
Supplemental labor costs				3a							
Production workers	1a	1b	2	3a	4	5a					
Production-worker hours	1a	1b	2	3a	4	5a					
Production-worker wages	1a	1b	2	3a	4	5a					
Shipments, cost of materials, and value added:											
Value of shipments (four-digit)	1a	1b	2	3a	4	5a		5b			
Product class shipments (five-digit)									6a	6b	6c
Product shipments (seven-digit)									6a		
Value added by manufacture	1a	1b	2	3a	4	5a					
Cost of materials	1a	1b	2	3a	4	5a					
Fuels and electric energy				3a							
Materials consumed by kind							7				
Inventories:											
Total, end of year	1a			3a	4						
By stage of fabrication				3a							
Capital expenditures, assets, rental payments, and purchased services:											
New capital expenditures	1a		2	3b	4	5a					
Used plant and equipment expenditures				3b							
Gross assets				3b							
Depreciation				3b							
Retirements of buildings and machinery				3b							
Rental payments				3b							
Foreign content of materials consumed				3c							
Purchased services				3c							
Ratios:											
Specialization	1a							5b			
Coverage	1a							5b			

*Number of companies with shipments of more than \$100 thousand.

Contents

Soaps, Cleaners, and Toilet Goods

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Description of Industries and Summary of Findings

This report shows 1992 Census of Manufactures statistics for establishments classified in each of the following industries:

SIC code and title

2841	Soap and Other Detergents
2842	Polishes and Sanitation Goods
2843	Surface Active Agents
2844	Toilet Preparations

The industry statistics (employment, payroll, cost of materials, value of shipments, inventories, etc.) are reported for each establishment as a whole. Aggregates of such data for an industry reflect not only the primary activities of the establishments but also their activities in the manufacture of secondary products as well as their miscellaneous activities (contract work on materials owned by others, repair work, etc.). This fact should be taken into account in comparing industry statistics (tables 1 through 5a) with product statistics (table 6) showing shipments by all industries of the primary products of the specified industry. The extent of the "product mix" is indicated in table 5b, which shows the value of primary and secondary products shipped by establishments classified in the specified industry and the value of primary products of the industry shipped as secondary products by establishments classified in other industries.

Establishment data were tabulated based on industry definitions included in the *1987 Standard Industrial Classification (SIC) Manual*¹. The 1987 edition represents a major revision for manufacturing industries from the 1972 edition and its 1977 supplement. In addition to the 1987 SIC revision, changes were made to the product class (five-digit) and product code (seven-digit) categories. The product class and product code comparability between the 1992 and 1987 censuses is shown in appendix C. This appendix presents, in tabular form, the linkage from 1992 to 1987, and 1987 to 1992.

All dollar figures included in this report are at prices current for the year specified and, therefore, unadjusted for changes in price levels. Consequently, when making comparisons to prior years, users should take into consideration the inflation that has occurred.

¹*Standard Industrial Classification Manual: 1987*. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

INDUSTRY 2841, SOAP AND OTHER DETERGENTS

This industry is made up of establishments primarily engaged in manufacturing soap, synthetic organic detergents, inorganic alkaline detergents or any combination thereof, and establishments producing crude and refined glycerin from vegetable and animal fats. Establishments primarily engaged in manufacturing shampoos or shaving products, whether from soap or synthetic detergents, are classified in industry 2844; and those manufacturing synthetic glycerin are classified in 2869.

The 1992 definition of this industry is the same as that used in the 1987 Standard Industrial Classification (SIC) system. The SIC number and title also are the same.

In the 1992 Census of Manufactures, Industry 2841, Soap and Other Detergents, had employment of 32.9 thousand. The employment figure was 4 percent above the 31.7 thousand reported in 1987.

The leading States in employment in 1992 were Michigan, Ohio, California, and Illinois, accounting for approximately 43 percent of the industry's employment. These same States were the leaders in 1987.

The total value of shipments for establishments classified in this industry was \$14.8 billion.

Establishments in virtually all industries ship secondary products as well as products primary to the industry in which they are classified and have some miscellaneous receipts, such as resales and contract receipts. Industry 2841 shipped \$10.0 billion of soaps and other detergents considered primary to the industry, \$2.7 billion of secondary products, and had \$2.0 billion of miscellaneous receipts, resales, and contract work. Thus, the ratio of primary products to the total of both secondary and primary products shipped by establishments in this industry was 79 percent (specialization ratio). In 1987, the specialization ratio was 80 percent.

Establishments in this industry also accounted for 91 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio also was 91 percent.

The products primary to industry 2841, no matter in what industry they were produced, appear in table 6a and aggregate to \$11.1 billion. For further explanation of specialization and coverage ratios, see table 5b and the appendixes.

The total cost of materials, services, and fuels and energy used by establishments classified in the soap and other detergents industry amounted to \$7.0 billion. Data on specific materials consumed appear in table 7.

Single-establishment companies in this industry with less than 5 employees were excluded from the mail portion of the census. The data for these establishments (and a small number of larger establishments whose reports were not received at the time the data were tabulated) were obtained from administrative records of other agencies or developed from industry averages. These establishments accounted for 7 percent of the total value of shipments.

INDUSTRY 2842, POLISHES AND SANITATION GOODS

This industry is made up of establishments primarily engaged in manufacturing furniture, metal, and other polishes; waxes and dressings for fabricated leather and other materials; household, institutional, and industrial plant disinfectants; nonpersonal deodorants; drycleaning preparations; household bleaches; and other sanitation preparations. Establishments primarily engaged in manufacturing industrial bleaches are classified in industry 2819, and those manufacturing household pesticidal preparations are classified in industry 2879. Products of this industry also are collected in the Current Industrial Report (CIR) MA-28A, Inorganic Chemicals. For information regarding the CIR, see Contacts for Data Users at the end of the Census of Manufactures section.

The 1992 definition of this industry is the same as that used in the 1987 Standard Industrial Classification (SIC) system. The SIC number and title also are the same.

In the 1992 Census of Manufactures, Industry 2842, Polishes and Sanitation Goods, had employment of 22.0 thousand. The employment figure was 7 percent above the 20.6 thousand reported in 1987. Compared with 1991, employment increased 12 percent. The 1991 data are based on the Census Bureau's annual survey of manufactures (ASM), which is a sample survey conducted each year between censuses.

The leading States in employment in 1992 were Wisconsin, Illinois, Ohio, and California. This represents a shift from 1987 when Illinois, New York, Wisconsin, and Georgia were the leading States.

The total value of shipments for establishments classified in this industry was \$6.7 billion.

Establishments in virtually all industries ship secondary products as well as products primary to the industry in which they are classified and have some miscellaneous receipts, such as resales and contract receipts. Industry 2842 shipped \$4.6 billion of polishes and sanitation goods considered primary to the industry, \$1.5 billion of secondary products, and had \$643.5 million of miscellaneous receipts, resales, and contract work. Thus, the ratio of primary products to the total of both secondary and

primary products shipped by establishments in this industry was 76 percent (specialization ratio). In 1987, the specialization ratio was 73 percent.

Establishments in this industry also accounted for 70 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio was 77 percent.

The products primary to industry 2842, no matter in what industry they were produced, appear in table 6a and aggregate to \$6.5 billion. For further explanation of specialization and coverage ratios, see table 5b and the appendixes.

The total cost of materials, services, and fuels and energy used by establishments classified in the polish and sanitation goods industry amounted to \$2.5 billion. Data on specific materials consumed appear in table 7.

Single-establishment companies in this industry with less than 5 employees were excluded from the mail portion of the census. The data for these establishments (and a small number of larger establishments whose reports were not received at the time the data were tabulated) were obtained from administrative records of other agencies or developed from industry averages. These establishments accounted for 13 percent of the total value of shipments.

INDUSTRY 2843, SURFACE ACTIVE AGENTS

This industry is made up of establishments primarily engaged in producing surface active preparations for use as wetting agents, emulsifiers, and penetrants. Establishments primarily engaged in producing sulfonated oils and fats and related products are also included.

The 1992 definition of this industry is the same as that used in the 1987 Standard Industrial Classification (SIC) system. The SIC number and title also are the same.

In the 1992 Census of Manufactures, Industry 2843, Surface Active Agents, had employment of 8.2 thousand. The employment figure was 10 percent below the 9.1 thousand reported in 1987. Compared with 1991, employment decreased 12 percent. The 1991 data are based on the Census Bureau's annual survey of manufactures (ASM), which is a sample survey conducted each year between censuses.

The leading States in employment in 1992 were Illinois, North Carolina, New Jersey, and South Carolina, accounting for approximately 49 percent of the industry's employment. This represents a shift from 1987 when Illinois, New Jersey, South Carolina, and Louisiana, accounted for approximately 45 percent of the industry's employment.

The total value of shipments for establishments classified in this industry was \$2.9 billion.

Establishments in virtually all industries ship secondary products as well as products primary to the industry in which they are classified and have some miscellaneous receipts, such as resales and contract receipts. Industry 2843 shipped \$2.4 billion of surface active agents considered primary to the industry, \$359.9 million of secondary products, and had \$152.8 million of miscellaneous receipts,

resales, and contract work. Thus, the ratio of primary products to the total of both secondary and primary products shipped by establishments in this industry was 87 percent (specialization ratio). In 1987, the specialization ratio was 75 percent.

Establishments in this industry also accounted for 62 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio was 75 percent.

The products primary to industry 2843, no matter in what industry they were produced, appear in table 6a and aggregate to \$3.8 billion. For further explanation of specialization and coverage ratios, see table 5b and the appendixes.

The total cost of materials, services, and fuels and energy used by establishments classified in the surface active agents industry amounted to \$1.7 billion. Data on specific materials consumed appear in table 7.

Single-establishment companies in this industry with less than 15 employees were excluded from the mail portion of the census. The data for these establishments (and a small number of larger establishments whose reports were not received at the time the data were tabulated) were obtained from administrative records of other agencies or developed from industry averages. These establishments accounted for 8 percent of the total value of shipments.

INDUSTRY 2844, TOILET PREPARATIONS

This industry is made up of establishments primarily engaged in manufacturing perfumes (natural and synthetic), cosmetics, and other toilet preparations. It also includes establishments engaged in blending and compounding perfume bases; and those manufacturing shampoos and shaving products, whether from soap or synthetic detergents. Establishments primarily engaged in manufacturing synthetic perfume and flavoring materials are classified in industry 2869, and those manufacturing essential oils are classified in industry 2899.

The 1992 definition of this industry is the same as that used in the 1987 Standard Industrial Classification (SIC) system. The SIC number and title also are the same.

In the 1992 Census of Manufactures, Industry 2844, Toilet Preparations, had employment of 60.1 thousand. The employment figure was 4 percent above the 57.9

thousand reported in 1987. Compared with 1991, employment increased 5 percent. The 1991 data are based on the Census Bureau's annual survey of manufactures (ASM), which is a sample survey conducted each year between censuses.

The leading States in employment in 1992 were New Jersey, New York, California, and Illinois, accounting for approximately 53 percent of the industry's employment. These same States were the leaders in 1987 when they accounted for 58 percent of the industry's employment.

The total value of shipments for establishments classified in this industry was \$18.7 billion.

Establishments in virtually all industries ship secondary products as well as products primary to the industry in which they are classified and have some miscellaneous receipts, such as resales and contract receipts. Industry 2844 shipped \$16.9 billion of toilet preparations considered primary to the industry, \$788.8 million of secondary products, and had \$1.1 billion of miscellaneous receipts, resales, and contract work. Thus, the ratio of primary products to the total of both secondary and primary products shipped by establishments in this industry was 96 percent (specialization ratio). In 1987, the specialization ratio was 95 percent.

Establishments in this industry also accounted for 90 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio was 88 percent.

The products primary to industry 2844, no matter in what industry they were produced, appear in table 6a and aggregate to \$18.8 billion. For further explanation of specialization and coverage ratios, see table 5b and the appendixes.

The total cost of materials, services, and fuels and energy used by establishments classified in the toilet preparations industry amounted to \$5.6 billion. Data on specific materials consumed appear in table 7.

Single-establishment companies in this industry with less than 15 employees were excluded from the mail portion of the census. The data for these establishments (and a small number of larger establishments whose reports were not received at the time the data were tabulated) were obtained from administrative records of other agencies or developed from industry averages. These establishments accounted for 8 percent of the total value of shipments.

Table 1a. Historical Statistics for the Industry: 1992 and Earlier Years

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

Year ¹	All establishments ³			All employees		Production workers			Value added by manufacture ⁴ (million dollars)	Cost of materials ⁵ (million dollars)	Value of shipments (million dollars)	New capital expenditures ⁶ (million dollars)	End-of-year inventories ⁴ (million dollars)	Ratios	
	Companies ² (no.)	Total (no.)	With 20 employees or more (no.)	Number (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)						Specialization ⁷ (per cent)	Coverage ⁸ (per cent)
INDUSTRY 2841, SOAP AND OTHER DETERGENTS															
1992 Census ----	635	710	228	32.9	1 175.9	20.0	41.0	608.7	7 723.3	6 960.1	14 760.9	571.4	1 366.7	79	91
1991 ASM -----	(NA)	(NA)	(NA)	36.6	1 220.7	23.1	44.1	647.1	8 164.6	7 158.9	15 298.5	630.8	1 503.8	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	36.3	1 197.7	22.8	42.7	625.5	7 971.2	7 509.8	15 373.4	475.8	1 510.9	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	34.8	1 093.1	22.0	39.8	571.6	6 548.2	6 790.7	13 280.7	396.0	1 280.9	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	33.3	1 011.8	21.0	41.3	573.4	6 393.4	5 995.9	12 306.3	368.3	1 252.9	(NA)	(NA)
1987 Census ----	683	764	230	31.7	955.7	19.3	39.2	541.4	5 892.1	5 673.4	11 558.5	338.7	1 211.8	80	91
1986 ASM -----	(NA)	(NA)	(NA)	32.3	974.5	19.4	40.4	543.1	4 639.1	5 703.2	10 346.1	287.7	1 179.6	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	34.1	946.0	20.0	40.0	528.1	4 481.8	5 529.7	10 052.7	317.0	1 215.7	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	32.8	896.7	19.2	40.8	494.2	4 366.8	5 184.4	9 468.4	318.9	1 144.5	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	35.5	860.5	21.3	42.9	490.6	4 282.5	4 780.6	9 116.6	240.9	1 046.1	(NA)	(NA)
1982 Census ----	642	723	232	35.4	827.1	21.2	42.5	457.1	4 777.1	4 371.9	9 167.3	261.9	1 059.9	84	91
1981 ASM -----	(NA)	(NA)	(NA)	36.0	804.2	22.5	46.2	463.3	4 391.9	4 770.6	9 101.8	189.3	1 062.9	(NA)	(NA)
1980 ASM -----	(NA)	(NA)	(NA)	35.1	714.8	22.4	45.8	419.2	4 353.2	3 979.8	8 274.9	212.4	995.4	(NA)	(NA)
1979 ASM -----	(NA)	(NA)	(NA)	33.1	639.0	21.5	44.0	377.1	3 353.1	3 635.1	6 915.0	180.4	872.5	(NA)	(NA)
1978 ASM -----	(NA)	(NA)	(NA)	32.3	569.3	20.9	41.9	339.3	3 143.2	3 337.4	6 407.8	143.2	781.3	(NA)	(NA)
1977 Census ----	554	635	225	32.1	521.6	20.5	41.0	308.1	2 867.5	2 817.9	5 671.4	134.9	643.4	84	89
INDUSTRY 2842, POLISHES AND SANITATION GOODS															
1992 Census ----	694	749	225	22.0	662.4	13.4	27.2	322.1	4 214.9	2 463.4	6 676.2	121.5	559.8	76	70
1991 ASM -----	(NA)	(NA)	(NA)	19.6	573.4	12.2	24.4	270.5	3 894.6	2 283.9	6 171.5	137.2	491.5	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	19.6	532.2	12.3	24.4	259.4	3 691.4	2 167.9	5 847.9	95.0	481.5	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	21.2	555.6	13.4	26.7	273.3	3 733.8	2 299.4	5 987.4	141.1	501.6	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	20.5	502.2	13.4	26.9	271.6	3 764.2	2 109.8	5 857.7	71.7	474.2	(NA)	(NA)
1987 Census ----	669	726	213	20.6	500.4	13.2	26.5	262.1	3 654.1	1 943.8	5 593.9	117.7	445.2	73	77
1986 ASM -----	(NA)	(NA)	(NA)	21.1	478.5	13.2	27.9	259.1	3 080.1	1 854.4	4 927.7	105.7	435.5	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	20.2	443.2	12.8	26.4	238.6	2 792.6	1 758.0	4 540.7	78.0	412.3	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	21.9	459.8	13.8	28.2	252.0	2 794.4	2 144.9	4 902.1	87.3	468.9	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	21.2	432.0	13.4	27.4	238.2	2 781.4	1 942.5	4 717.0	55.9	445.9	(NA)	(NA)
1982 Census ----	747	807	219	23.0	443.7	14.6	29.1	236.1	2 626.2	1 974.4	4 613.7	80.9	463.2	74	78
1981 ASM -----	(NA)	(NA)	(NA)	24.2	421.7	15.2	28.5	218.3	2 564.3	2 219.5	4 747.2	93.4	412.0	(NA)	(NA)
1980 ASM -----	(NA)	(NA)	(NA)	24.6	392.6	14.7	26.9	176.3	2 226.4	1 919.0	4 129.7	66.2	396.8	(NA)	(NA)
1979 ASM -----	(NA)	(NA)	(NA)	24.5	357.5	14.8	26.6	156.1	2 022.3	1 744.3	3 725.8	68.8	350.8	(NA)	(NA)
1978 ASM -----	(NA)	(NA)	(NA)	23.1	312.8	15.6	29.6	168.1	1 925.0	1 658.8	3 562.4	71.5	302.3	(NA)	(NA)
1977 Census ----	943	1 018	237	23.0	274.1	14.1	27.2	148.3	1 663.7	1 478.5	3 136.2	51.8	273.5	76	79
INDUSTRY 2843, SURFACE ACTIVE AGENTS															
1992 Census ----	176	205	90	8.2	320.3	4.2	9.0	134.5	1 171.5	1 689.5	2 864.0	92.4	334.9	87	62
1991 ASM -----	(NA)	(NA)	(NA)	9.3	339.5	4.8	10.7	152.8	1 267.8	2 024.8	3 298.8	157.4	384.8	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	9.1	332.1	4.6	10.2	139.8	1 241.0	1 945.7	3 168.3	165.0	379.6	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	9.0	311.8	4.6	10.3	137.2	1 193.2	1 771.8	2 959.2	129.3	371.8	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	9.0	296.5	4.8	10.2	139.7	1 391.3	2 045.4	3 398.4	191.7	391.2	(NA)	(NA)
1987 Census ----	184	217	99	9.1	289.8	4.7	10.0	133.7	1 318.0	1 683.7	3 002.2	103.4	344.3	75	75
1986 ASM -----	(NA)	(NA)	(NA)	9.5	286.9	4.4	9.5	115.6	1 182.8	1 590.2	2 779.5	71.4	331.2	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	9.3	261.9	4.4	9.2	106.3	1 095.9	1 449.5	2 534.4	76.4	313.2	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	9.3	253.4	4.5	9.4	103.7	1 013.2	1 494.2	2 481.9	76.7	306.7	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	9.3	238.8	4.3	8.9	93.6	836.0	1 426.8	2 275.8	88.8	280.0	(NA)	(NA)
1982 Census ----	181	210	96	8.5	208.2	3.8	7.9	77.4	747.8	1 314.3	2 067.2	86.6	259.8	81	65
1981 ASM -----	(NA)	(NA)	(NA)	7.9	182.7	3.9	8.6	72.4	952.4	1 138.9	2 061.5	82.1	197.6	(NA)	(NA)
1980 ASM -----	(NA)	(NA)	(NA)	7.4	153.2	3.6	7.6	57.9	744.3	980.0	1 732.3	61.8	171.8	(NA)	(NA)
1979 ASM -----	(NA)	(NA)	(NA)	6.8	127.6	3.4	7.2	52.8	571.9	795.0	1 358.6	87.9	161.0	(NA)	(NA)
1978 ASM -----	(NA)	(NA)	(NA)	7.0	123.7	3.9	8.3	56.4	458.6	748.8	1 183.5	109.1	162.1	(NA)	(NA)
1977 Census ----	149	175	84	6.5	101.7	3.7	7.7	47.2	345.0	602.6	943.5	40.9	116.2	81	55
INDUSTRY 2844, TOILET PREPARATIONS															
1992 Census ----	707	756	305	60.1	1 783.3	37.2	75.6	817.7	13 167.2	5 611.3	18 753.5	507.3	2 239.4	96	90
1991 ASM -----	(NA)	(NA)	(NA)	57.4	1 616.3	35.6	69.8	754.2	12 047.4	5 046.3	17 085.4	299.5	2 024.9	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	61.1	1 620.6	38.1	74.3	753.1	12 104.2	4 904.6	17 048.4	280.4	2 027.2	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	63.8	1 615.5	39.4	75.4	730.4	11 979.2	4 758.2	16 641.9	313.7	2 104.4	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	64.9	1 551.3	40.5	78.1	709.0	12 053.2	4 445.1	16 293.6	292.6	2 065.9	(NA)	(NA)
1987 Census ----	649	694	272	57.9	1 353.1	35.1	69.9	644.3	10 787.6	3 895.2	14 592.9	225.5	1 729.9	95	88
1986 ASM -----	(NA)	(NA)	(NA)	58.8	1 388.1	33.8	66.0	615.4	9 725.1	3 647.0	13 332.9	276.9	1 563.5	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	59.8	1 250.4	34.7	66.0	582.8	8 975.6	3 527.1	12 426.9	291.0	1 422.2	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	60.9	1 208.4	35.9	67.6	566.5	8 310.0	3 450.2	11 664.9	231.3	1 363.4	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	60.9	1 142.5	36.3	69.9	536.6	7 603.0	3 338.8	10 925.1	245.4	1 248.8	(NA)	(NA)
1982 Census ----	596	639	257	60.4	1 102.1	35.8	68.6	520.7	7 130.6	3 026.3	10 183.2	220.7	1 136.0	96	89
1981 ASM -----	(NA)	(NA)	(NA)	54.1	911.5	33.5	63.9	453.4	5 972.8	2 785.0	8 688.2	197.3	1 107.9	(NA)	(NA)
1980 ASM -----	(NA)	(NA)	(NA)	54.9	853.7	34.0	65.7	436.5	5 413.3	2 450.4	7 874.1	193.1	974.0	(NA)	(NA)
1979 ASM -----	(NA)	(NA)	(NA)	54.0	773.8	34.9	65.8	402.5	5 190.5	2 286.6	7 422.2	150.7	981.0	(NA)	(NA)
1978 ASM -----	(NA)	(NA)	(NA)	54.1	721.7	33.6	62.4	356.9	4 957.2	2 329.0	7 228.1	134.5	869.4	(NA)	(NA)
1977 Census ----	644	693	192	50.9	627.9	32.8	62.9	318.9	4 526.7	2 059.4	6 557.2	105.6	760.3	95	87

¹In annual survey of manufactures (ASM) years, data are estimates based on a representative sample of establishments canvassed annually and may differ from results of a complete canvass of all establishments. ASM publication shows percentage standard errors. Unless otherwise noted, for data prior to 1977, see 1977 Census of Manufactures, vol. II, table 1 of the industry chapter.

²For the Census, a company is defined as a business organization consisting of one establishment or more under common ownership or control.

³Includes establishments with payroll at any time during the year.

⁴Beginning in 1982, all respondents were requested to report their inventories at cost or market prior to adjustment to LIFO cost. This is a change from prior years when respondents were permitted to value their inventories using any generally accepted accounting method. Consequently, 1982 data for inventories and value added by manufacture are not comparable to prior-year data.

⁵Cost of materials is the sum of five components: the cost of (1) parts used in the manufacture of finished goods (materials, parts, containers, and supplies incorporated into products or otherwise directly consumed in the process); (2) purchased items later resold without further manufacture; (3) fuels; (4) electricity; and (5) commissions or fees to outside parties for contract manufacturing. A separate cost for each of the five components is shown in table 3a. Detailed data on materials consumed by type, are shown in table 7.

⁶Detailed data on new machinery and equipment expenditures are provided in table 3c.

⁷Represents ratio of primary product shipments to total product shipments (primary and secondary, excluding miscellaneous receipts) for establishments classified in the industry.

⁸Represents ratio of primary products shipped by establishments classified in industry to total shipments of such products by all manufacturing establishments, wherever classified.

Table 1b. Selected Operating Ratios for the Industry: 1992 and Earlier Years

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

Year	Payroll per employee (dollars)	Production workers as percent of total employment (percent)	Annual hours of production workers (number)	Average hourly earnings of production workers (dollars)	Cost of materials as percent of value of shipments (percent)	Cost of materials and payroll as percent of value of shipments (percent)	Value added per employee (dollars)	Payroll as percent of value added (percent)	Value added per production worker hour (dollars)
INDUSTRY 2841, SOAP AND OTHER DETERGENTS									
1992 Census	35 742	61	2 050	14.85	47	55	234 751	15	188.37
1991 ASM	33 352	63	1 909	14.67	47	55	223 077	15	185.14
1990 ASM	32 994	63	1 873	14.65	49	57	219 592	15	186.68
1989 ASM	31 411	63	1 809	14.36	51	59	188 167	17	164.53
1988 ASM	30 384	63	1 967	13.88	49	57	191 994	16	154.80
1987 Census	30 148	61	2 031	13.81	49	57	185 871	16	150.31
1986 ASM	30 170	60	2 082	13.44	55	65	143 625	21	114.83
1985 ASM	27 742	59	2 000	13.20	55	64	131 431	21	112.05
1984 ASM	27 338	59	2 125	12.11	55	64	133 134	21	107.03
1983 ASM	24 239	60	2 014	11.44	52	62	120 634	20	99.83
1982 Census	23 364	60	2 005	10.76	48	57	134 946	17	112.40
1981 ASM	22 339	63	2 053	10.03	52	61	121 997	18	95.06
1980 ASM	20 365	64	2 045	9.15	48	57	124 023	16	95.05
1979 ASM	19 305	65	2 047	8.57	53	62	101 302	19	76.21
1978 ASM	17 625	65	2 005	8.10	52	61	97 313	18	75.02
1977 Census	16 249	64	2 000	7.51	50	59	89 330	18	69.94
INDUSTRY 2842, POLISHES AND SANITATION GOODS									
1992 Census	30 109	61	2 030	11.84	37	47	191 586	16	154.96
1991 ASM	29 255	62	2 000	11.09	37	46	198 704	15	159.61
1990 ASM	27 153	63	1 984	10.63	37	46	188 337	14	151.29
1989 ASM	26 208	63	1 993	10.24	38	48	176 123	15	139.84
1988 ASM	24 498	65	2 007	10.10	36	45	183 620	13	139.93
1987 Census	24 291	64	2 008	9.89	35	44	177 384	14	137.89
1986 ASM	22 678	63	2 114	9.29	38	47	145 976	16	110.40
1985 ASM	21 941	63	2 063	9.04	39	48	138 248	16	105.78
1984 ASM	20 995	63	2 043	8.94	44	53	127 598	16	99.09
1983 ASM	20 377	63	2 045	8.69	41	50	131 198	16	101.51
1982 Census	19 291	63	1 993	8.11	43	52	114 183	17	90.25
1981 ASM	17 426	63	1 875	7.66	47	56	105 963	16	89.98
1980 ASM	15 959	60	1 830	6.55	46	56	90 504	18	82.77
1979 ASM	14 592	60	1 797	5.87	47	56	82 543	18	76.03
1978 ASM	13 541	68	1 897	5.68	47	55	83 333	16	65.03
1977 Census	12 459	64	1 929	5.45	47	56	75 623	16	61.17
INDUSTRY 2843, SURFACE ACTIVE AGENTS									
1992 Census	39 061	51	2 143	14.94	59	70	142 866	27	130.17
1991 ASM	36 505	52	2 229	14.28	61	72	136 323	27	118.49
1990 ASM	36 495	51	2 217	13.71	61	72	136 374	27	121.67
1989 ASM	34 644	51	2 239	13.32	60	70	132 578	26	115.84
1988 ASM	32 944	53	2 125	13.70	60	69	154 589	21	136.40
1987 Census	31 846	52	2 128	13.37	56	66	144 835	22	131.80
1986 ASM	30 200	46	2 159	12.17	57	68	124 505	24	124.51
1985 ASM	28 161	47	2 091	11.55	57	68	117 839	24	119.12
1984 ASM	27 247	48	2 089	11.03	60	70	108 946	25	107.79
1983 ASM	25 677	46	2 070	10.52	63	73	89 892	29	93.93
1982 Census	24 494	45	2 079	9.80	64	74	87 976	28	94.66
1981 ASM	23 127	49	2 205	8.42	55	64	120 557	19	110.74
1980 ASM	20 703	49	2 111	7.62	57	65	100 581	21	97.93
1979 ASM	18 765	50	2 118	7.33	59	68	84 103	22	79.43
1978 ASM	17 671	56	2 128	6.80	63	74	65 514	27	55.25
1977 Census	15 646	57	2 081	6.13	64	75	53 077	29	44.81
INDUSTRY 2844, TOILET PREPARATIONS									
1992 Census	29 672	62	2 032	10.82	30	39	219 088	14	174.17
1991 ASM	28 159	62	1 961	10.81	30	39	209 885	13	172.60
1990 ASM	26 524	62	1 950	10.14	29	38	198 105	13	162.91
1989 ASM	25 321	62	1 914	9.69	29	38	187 762	13	158.88
1988 ASM	23 903	62	1 928	9.08	27	37	185 720	13	154.33
1987 Census	23 370	61	1 991	9.22	27	36	186 314	13	154.33
1986 ASM	23 607	57	1 953	9.32	27	38	165 393	14	147.35
1985 ASM	20 910	58	1 902	8.83	28	38	150 094	14	135.99
1984 ASM	19 842	59	1 883	8.38	30	40	136 453	15	122.93
1983 ASM	18 760	60	1 926	7.68	31	41	124 844	15	108.77
1982 Census	18 247	59	1 916	7.59	30	41	118 056	15	103.94
1981 ASM	16 848	62	1 907	7.10	32	43	110 403	15	93.47
1980 ASM	15 550	62	1 932	6.64	31	42	98 603	16	82.39
1979 ASM	14 330	65	1 885	6.12	31	41	96 120	15	78.88
1978 ASM	13 340	62	1 857	5.72	32	42	91 630	15	79.44
1977 Census	12 336	64	1 918	5.07	31	41	88 933	14	71.97

Note: For qualifications of data, see footnotes on table 1a.

Table 2. Industry Statistics for Selected States: 1992 and 1987

[Excludes data for auxiliaries. States with 100 employees or more are shown. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

Industry and geographic area	1992											1987		
	E1	All establishments		All employees		Production workers			Value added by manufacture (million dollars)	Cost of materials (million dollars)	Value of shipments (million dollars)	New capital expenditures (million dollars)	All employees ² (1,000)	Value added by manufacture (million dollars)
		Total (no.)	With 20 employees or more (no.)	Number ² (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)						
INDUSTRY 2841, SOAP AND OTHER DETERGENTS														
United States -----		710	228	32.9	1 175.9	20.0	41.0	608.7	7 723.3	6 960.1	14 760.9	571.4	31.7	5 892.1
California -----	E1	99	37	3.0	99.2	2.0	4.1	59.2	545.7	843.2	1 384.9	30.2	3.1	423.3
Connecticut -----	E1	9	3	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.3	(NA)	(NA)
Florida -----	E2	29	5	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.4	26.9
Georgia -----		29	16	2.2	72.4	1.1	2.1	32.4	519.9	496.6	1 028.4	26.3	1.5	317.5
Illinois -----		48	16	2.4	78.1	1.7	3.3	48.6	517.0	864.8	864.8	16.5	2.3	493.2
Indiana -----		11	7	G	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
Kansas -----		8	4	G	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
Louisiana -----		8	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Maryland -----		6	3	G	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
Massachusetts -----		16	6	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
Michigan -----		42	8	5.0	196.5	2.1	4.0	56.2	971.6	690.8	1 657.3	(D)	(NA)	(D)
Minnesota -----		16	7	.6	22.4	.3	.5	6.7	86.2	91.4	176.1	3.1	.8	90.5
Mississippi -----		8	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Missouri -----	E2	26	7	1.8	73.3	1.3	2.8	48.4	474.6	481.5	1 022.0	(D)	2.0	391.0
Nebraska -----		1	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
New Jersey -----	E1	42	20	1.4	45.8	.9	1.7	21.8	292.0	226.2	515.8	7.7	1.8	334.9
New York -----	E2	31	7	1.0	25.8	.7	1.5	16.5	108.6	93.8	206.1	6.3	1.7	260.0
North Carolina -----		14	3	.5	18.3	.1	.3	3.2	50.0	43.4	92.6	(D)	E	(D)
Ohio -----		43	21	4.0	144.9	2.6	5.4	84.3	1 485.9	1 348.8	2 823.8	219.6	3.0	1 026.9
Oregon -----	E4	11	1	.1	4.0	(Z)	.1	.9	11.0	8.8	19.5	.3	(NA)	(NA)
Pennsylvania -----	E3	33	10	.9	24.1	.6	1.3	13.0	162.4	110.3	293.2	(D)	.7	58.3
Rhode Island -----		3	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
South Carolina -----	E1	13	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.7	(NA)	(D)
Tennessee -----	E1	14	5	.6	17.1	.4	.7	7.4	111.5	52.3	158.2	3.6	E	(D)
Texas -----		53	13	1.3	38.2	.8	1.6	22.3	260.6	191.5	460.1	5.4	1.3	220.3
Utah -----		7	2	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Vermont -----		1	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
Wisconsin -----	E1	22	6	.5	14.3	.3	.6	5.3	31.0	61.1	93.6	(D)	E	(D)
INDUSTRY 2842, POLISHES AND SANITATION GOODS														
United States -----	E1	749	225	22.0	662.4	13.4	27.2	322.1	4 214.9	2 463.4	6 676.2	121.5	20.6	3 654.1
California -----	E1	89	23	1.6	56.8	.8	1.7	23.8	269.2	161.4	431.1	5.1	1.6	233.8
Colorado -----	E1	10	2	.2	5.8	(Z)	.1	.9	18.2	13.9	32.2	.4	.2	21.0
Connecticut -----	E3	9	3	.2	4.7	.1	.1	2.3	15.7	17.5	33.6	(D)	.2	16.0
Delaware -----		2	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Florida -----	E2	44	11	.7	17.2	.5	.9	9.0	101.3	68.1	172.1	3.4	.5	77.5
Georgia -----		28	10	1.3	33.4	.9	1.9	22.0	313.9	174.6	484.4	5.0	1.6	199.4
Illinois -----	E1	53	22	2.2	69.4	1.4	2.8	36.4	476.6	263.1	748.7	11.6	2.8	550.5
Indiana -----		19	11	.9	24.7	.4	.7	5.1	72.4	60.4	136.2	1.8	E	(D)
Iowa -----	E6	7	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Kansas -----	E3	8	3	.2	4.9	.1	.2	1.7	14.0	10.0	23.9	.5	(NA)	(NA)
Kentucky -----		7	1	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Louisiana -----	E3	19	3	.2	3.3	.1	.1	1.2	12.5	9.3	21.8	.5	(NA)	(NA)
Maryland -----	E1	14	6	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.3	59.2
Massachusetts -----	E3	21	4	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.9	E	(D)
Michigan -----	E2	23	5	.2	6.5	.1	.3	3.0	28.3	35.6	63.7	(D)	E	(D)
Minnesota -----	E1	19	5	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Mississippi -----	E5	10	3	.4	8.7	.3	.6	5.3	10.9	24.5	36.6	(D)	(NA)	(NA)
Missouri -----		24	12	1.1	33.1	.7	1.5	16.7	276.0	178.3	445.1	3.1	.9	167.7
New Hampshire -----		4	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
New Jersey -----	E2	35	12	1.3	44.7	.9	1.8	24.2	389.0	188.5	579.1	6.9	2.4	439.4
New York -----	E4	57	14	1.2	28.8	.7	1.5	13.1	126.0	79.7	203.2	4.2	1.4	112.9
North Carolina -----		20	5	.4	10.6	.2	.4	3.4	26.8	26.5	52.6	1.6	E	(D)
Ohio -----		34	17	1.9	60.0	1.3	2.6	30.8	340.3	185.2	529.7	8.2	G	(D)
Pennsylvania -----		33	10	1.2	30.6	.7	1.0	11.6	140.8	114.6	255.8	3.3	1.0	102.1
South Carolina -----		6	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
Tennessee -----	E2	21	4	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
Texas -----	E1	43	11	.9	19.6	.5	1.0	8.7	128.9	62.2	191.1	4.2	E	(D)
Wisconsin -----		20	14	G	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
INDUSTRY 2843, SURFACE ACTIVE AGENTS														
United States -----		205	90	8.2	320.3	4.2	9.0	134.5	1 171.5	1 689.5	2 864.0	92.4	9.1	1 318.0
Delaware -----		1	1	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Florida -----		4	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Georgia -----	E1	11	4	.6	25.6	.3	.6	7.4	76.2	97.8	173.5	6.7	.8	78.9
Illinois -----		16	11	1.5	61.4	.9	1.8	29.1	276.5	359.5	629.6	19.8	1.4	216.1
Maryland -----		2	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
Massachusetts -----		13	6	.4	13.9	.1	.3	4.0	45.5	50.5	93.1	2.2	E	(D)
Mississippi -----		2	1	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
New Jersey -----		23	10	.8	35.5	.4	.9	15.1	82.2	160.7	244.4	8.2	1.2	128.4
New York -----	E2	8	3	.3	12.4	.1	.3	5.5	44.6	35.5	79.9	2.5	.4	46.5
North Carolina -----	E2	25	9	.9	34.2	.4	.9	9.7	94.1	152.2	245.0	12.9	F	(D)
Pennsylvania -----	E1	10	5	.2	7.1	.1	.3	3.3	40.2	50.0	89.8	2.0	.2	11.6
South Carolina -----		20	12	.8	28.8	.4	.8	10.3	96.5	178.2	275.4	6.1	F	(D)
Texas -----		12	6	.6	24.9	.3	.7	10.8	102.2	159.0	264.0	8.8	F	(D)
Wisconsin -----		5	4	.2	9.6	.1	.2	5.1	51.4	96.3	150.1	3.8	.2	39.4

See footnotes at end of table.

Table 2. Industry Statistics for Selected States: 1992 and 1987—Con.

[Excludes data for auxiliaries. States with 100 employees or more are shown. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

Industry and geographic area	1992											1987	
	All establishments		All employees		Production workers			Value added by manufacture (million dollars)	Cost of materials (million dollars)	Value of shipments (million dollars)	New capital expenditures (million dollars)	All employees ² (1,000)	Value added by manufacture (million dollars)
	Total (no.)	With 20 employees or more (no.)	Number ² (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)						
INDUSTRY 2844, TOILET PREPARATIONS													
United States -----	756	305	60.1	1 783.3	37.2	75.6	817.7	13 167.2	5 611.3	18 753.5	507.3	57.9	10 787.6
Arizona -----	9	3	G	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
Arkansas -----	7	3	1.2	31.0	1.0	1.9	21.9	63.6	137.2	210.1	(D)	G	(D)
California -----	E2 141	50	8.0	226.1	4.6	9.4	82.9	1 004.8	601.1	1 583.4	45.0	5.9	746.8
Connecticut -----	21	13	2.6	95.9	1.3	2.7	34.2	832.0	276.0	1 105.1	8.3	G	(D)
Delaware -----	1	1	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
Florida -----	43	12	1.0	23.6	.7	1.3	10.4	167.4	89.8	258.7	6.3	1.3	128.9
Georgia -----	19	8	.8	21.0	.5	1.0	9.9	159.8	75.6	236.2	8.5	.9	162.9
Idaho -----	2	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Illinois -----	39	20	4.5	138.3	3.1	6.3	73.2	1 169.3	580.9	1 744.7	35.4	5.3	1 192.4
Indiana -----	7	3	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Iowa -----	3	1	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Kentucky -----	E4 3	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Maine -----	4	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Maryland -----	4	1	G	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
Massachusetts -----	10	5	.9	37.5	.6	1.1	24.1	171.0	124.4	283.1	(D)	G	(D)
Michigan -----	E2 15	2	.3	4.9	.2	.5	3.1	22.5	11.7	33.9	(D)	(NA)	(D)
Minnesota -----	13	9	1.9	63.6	1.1	2.2	28.5	302.6	206.3	511.4	15.8	1.8	355.1
Missouri -----	12	6	G	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
New Jersey -----	103	59	10.9	368.3	6.6	13.1	156.0	2 442.7	1 016.3	3 456.1	129.9	14.0	2 397.1
New York -----	E1 92	36	8.6	260.4	4.7	10.2	86.1	1 684.2	457.1	2 126.3	23.5	8.6	1 261.5
North Carolina -----	E1 10	7	3.1	73.0	2.2	4.3	45.6	845.4	276.9	1 129.0	(D)	(NA)	(D)
Ohio -----	24	8	1.9	57.7	1.2	2.5	31.3	478.5	231.5	705.8	12.4	1.7	647.5
Oklahoma -----	E7 5	2	.2	2.1	.1	.2	1.1	9.9	4.8	14.9	.2	(NA)	(D)
Pennsylvania -----	20	7	1.0	26.2	.7	1.4	16.6	308.5	80.9	394.5	(D)	.3	40.9
South Carolina -----	E3 5	3	.2	4.6	.1	.3	2.2	33.5	14.7	48.3	(D)	(NA)	(NA)
Tennessee -----	E5 9	7	1.5	34.2	1.2	2.7	23.3	249.2	105.1	352.3	5.8	G	(D)
Texas -----	E1 58	17	2.0	47.3	1.1	2.3	23.3	587.6	163.4	748.0	12.7	1.3	301.9
Virginia -----	7	5	1.3	36.1	.8	1.6	20.2	437.7	170.5	604.5	(D)	G	(D)

Note: For qualifications of data, see footnotes on table 1a.

¹Payroll and sales data for some 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 the items shown 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 for those States where estimated value of shipments data based on administrative-record data account for 10 percent or more of figure shown: E1—10 to 19 percent; E2—20 to 29 percent; E3—30 to 39 percent; E4—40 to 49 percent; E5—50 to 59 percent; E6—60 to 69 percent; E7—70 to 79 percent; E8—80 to 89 percent; E9—90 percent or more.

²Statistics for some producing States have been withheld to avoid disclosing data for individual companies. However, for States with 100 employees or more, number of establishments is shown and employment-size range is indicated by one of the following symbols: 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.

Table 3a. Summary Statistics for the Industry: 1992

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

Item	Soap and other detergents (SIC 2841)	Polishes and sanitation goods (SIC 2842)	Surface active agents (SIC 2843)	Toilet preparations (SIC 2844)
Companies -----	635	694	176	707
All establishments -----	710	749	205	756
With 1 to 19 employees -----	482	524	115	451
With 20 to 99 employees -----	161	171	68	176
With 100 employees or more -----	67	54	22	129
Employment and labor costs:				
Employees -----	1 000	32.9	22.0	8.2
Compensation, total -----	mil dol..	1 492.3	815.4	392.5
Annual payroll -----	mil dol..	1 175.9	662.4	320.3
Fringe benefits -----	mil dol..	316.5	153.0	72.2
Social Security and other legally required payments -----	mil dol..	105.4	54.5	27.1
Employer voluntary payments -----	mil dol..	211.1	98.5	45.1
Production workers:				
Average for year -----	1,000	20.0	13.4	4.2
March -----	1,000	20.0	13.2	4.3
May -----	1,000	20.1	13.4	4.3
August -----	1,000	20.0	13.8	4.3
November -----	1,000	19.7	13.2	4.1
Hours -----	millions	41.0	27.2	9.0
Wages -----	mil dol..	608.7	322.1	134.5
Cost of materials ¹ -----	mil dol..	6 960.1	2 463.4	1 689.5
Materials, parts, containers, etc., consumed ² -----	mil dol..	5 731.1	2 054.2	1 510.8
Resales -----	mil dol..	1 033.3	296.1	96.7
Fuels -----	mil dol..	53.0	9.6	35.4
Purchased electricity -----	mil dol..	66.7	25.1	30.9
Contract work -----	mil dol..	75.9	78.3	15.7
Quantity of electric energy used for heat and power:				
Purchased -----	mil kWh..	1 079.0	402.5	569.3
Generated less sold -----	mil kWh..	(D)	—	—
Total value of shipments -----	mil dol..	14 760.9	6 676.2	2 864.0
Value added -----	mil dol..	7 723.3	4 214.9	1 171.5

See footnotes at end of table.

28D-10 SOAPS, CLEANERS, AND TOILET GOODS

MANUFACTURES—INDUSTRY SERIES

Table 3a. Summary Statistics for the Industry: 1992—Con.

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

Item	Soap and other detergents (SIC 2841)	Polishes and sanitation goods (SIC 2842)	Surface active agents (SIC 2843)	Toilet preparations (SIC 2844)
Inventories by stage of fabrication:				
Beginning of 1992.....mil dol..	1 441.7	564.8	318.1	2 152.9
Finished goods.....mil dol..	783.3	307.7	196.2	1 043.4
Work in process.....mil dol..	194.0	37.2	32.2	251.1
Materials and supplies.....mil dol..	464.3	219.9	89.7	858.4
End of 1992.....mil dol..	1 366.7	559.8	334.9	2 239.4
Finished goods.....mil dol..	736.9	309.2	192.9	1 076.5
Work in process.....mil dol..	162.9	37.9	32.5	243.0
Materials and supplies.....mil dol..	466.9	212.8	109.4	920.0

Note: For qualifications of data, see footnotes on table 1a.

¹Data on purchased services for the repair of buildings and machinery and for communication services are not included in cost of materials, etc., but are shown in table 3c.

²Data on materials consumed by type are shown in table 7. Data on amount purchased or transferred from foreign sources are shown in table 3c.

Table 3b. Gross Book Value of Depreciable Assets, Capital Expenditures, Retirements, Depreciation, and Rental Payments: 1992

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

Item	Soap and other detergents (SIC 2841)	Polishes and sanitation goods (SIC 2842)	Surface active agents (SIC 2843)	Toilet preparations (SIC 2844)
Gross book value of depreciable assets:				
Total:				
Beginning of year.....	3 992.9	1 335.7	1 232.8	3 353.4
New capital expenditures ¹	571.4	121.5	92.4	507.3
Used capital expenditures.....	15.2	11.4	11.0	24.4
Retirements.....	82.8	49.5	24.8	123.0
End of year.....	4 496.7	1 419.1	1 311.3	3 762.1
Buildings and other structures:				
Beginning of year.....	2 000.0	444.9	228.2	1 058.6
New capital expenditures.....	101.3	28.8	13.8	154.2
Used capital expenditures.....	(D)	3.6	(D)	8.6
Retirements.....	(D)	12.1	(D)	13.4
End of year.....	2 083.7	465.2	243.2	1 208.0
Machinery and equipment:				
Beginning of year.....	1 993.0	890.8	1 004.6	2 294.9
New capital expenditures ¹	470.1	92.7	78.5	353.1
Used capital expenditures.....	(D)	7.7	(D)	15.8
Retirements.....	(D)	37.4	(D)	109.6
End of year.....	2 413.0	953.9	1 068.2	2 554.1
Depreciation charges during 1992:				
Total.....	226.9	81.9	81.3	240.2
Buildings and other structures.....	56.2	18.0	10.2	49.0
Machinery and equipment.....	170.8	63.9	71.1	191.2
Rental payments:				
Total.....	60.8	34.4	8.3	112.4
Buildings and other structures.....	34.8	20.9	4.2	71.0
Machinery and equipment.....	26.0	13.5	4.2	41.4

¹Data on new machinery and equipment expenditures by type are provided in table 3c.

Table 3c. Supplemental Industry Statistics Based on Sample Estimates: 1992

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

Item	Soap and other detergents (SIC 2841)		Polishes and sanitation goods (SIC 2842)		Surface active agents (SIC 2843)		Toilet preparations (SIC 2844)	
	Amount (million dollars)	Relative standard error of estimate ¹ (percent)	Amount (million dollars)	Relative standard error of estimate ¹ (percent)	Amount (million dollars)	Relative standard error of estimate ¹ (percent)	Amount (million dollars)	Relative standard error of estimate ¹ (percent)
Purchased services:								
Cost of purchased services for the repair of—								
Buildings and other structures.....	20.7	(X)	6.9	(X)	5.0	(X)	20.2	(X)
Response coverage ratio (percent) ²	86.3	(X)	77.0	(X)	78.2	(X)	80.2	(X)
Machinery.....	53.5	(X)	27.3	(X)	18.7	(X)	58.2	(X)
Response coverage ratio (percent) ²	88.3	(X)	80.2	(X)	80.5	(X)	80.2	(X)
Other purchased services:								
Communications.....	21.1	(X)	10.4	(X)	3.9	(X)	20.2	(X)
Response coverage ratio (percent) ²	88.2	(X)	78.8	(X)	70.0	(X)	78.3	(X)
Legal.....	23.3	(X)	6.8	(X)	1.1	(X)	25.1	(X)
Response coverage ratio (percent) ²	81.7	(X)	75.7	(X)	80.9	(X)	76.6	(X)
Accounting and bookkeeping.....	3.2	(X)	3.2	(X)	.4	(X)	39.0	(X)
Response coverage ratio (percent) ²	81.6	(X)	76.3	(X)	73.3	(X)	75.1	(X)
Advertising.....	44.8	(X)	12.2	(X)	1.9	(X)	618.8	(X)
Response coverage ratio (percent) ²	79.3	(X)	77.9	(X)	80.9	(X)	76.6	(X)
Software and other data processing.....	6.4	(X)	3.4	(X)	1.4	(X)	9.7	(X)
Response coverage ratio (percent) ²	77.0	(X)	75.8	(X)	78.2	(X)	69.1	(X)
Refuse removal, including hazardous waste.....	16.9	(X)	7.9	(X)	9.5	(X)	23.2	(X)
Response coverage ratio (percent) ²	79.8	(X)	80.2	(X)	82.2	(X)	71.5	(X)

See footnotes at end of table.

Table 3c. Supplemental Industry Statistics Based on Sample Estimates: 1992—Con.

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

Item	Soap and other detergents (SIC 2841)		Polishes and sanitation goods (SIC 2842)		Surface active agents (SIC 2843)		Toilet preparations (SIC 2844)	
	Amount (million dollars)	Relative standard error of estimate ¹ (percent)	Amount (million dollars)	Relative standard error of estimate ¹ (percent)	Amount (million dollars)	Relative standard error of estimate ¹ (percent)	Amount (million dollars)	Relative standard error of estimate ¹ (percent)
New machinery and equipment expenditures -----	470.1	(X)	92.7	(X)	78.5	(X)	353.1	(X)
Automobiles, trucks, etc., for highway use -----	9.5	66	1.2	46	2.6	60	5.5	21
Computers and peripheral data processing equipment -----	25.1	5	5.7	21	2.0	11	27.7	4
All other -----	435.6	2	85.8	2	73.9	3	319.8	1
Adjustment ratio ³ -----	1.0	(X)	1.1	(X)	1.2	(X)	1.2	(X)
Cost of materials, components, parts, etc., used -----	5 731.1	(X)	2 054.2	(X)	1 510.8	(X)	4 799.5	(X)
Materials purchased or transferred from foreign sources ⁴ -----	74.3	11	31.7	17	66.4	19	194.5	5
Materials purchased or transferred from domestic sources -----	5 656.8	1	2 022.5	1	1 444.4	1	4 605.0	1
Adjustment ratio ³ -----	1.4	(X)	1.6	(X)	1.5	(X)	1.6	(X)

Note: The amounts shown for purchased services reflect only those services that establishments purchase from other companies. Amounts purchased by separate central administrative offices and services provided to establishments by central administrative offices are excluded.

¹For description of relative standard error of estimate, see Qualifications of the Data in appendixes.

²A response coverage ratio is derived for this item by calculating the ratio of the weighted employment (establishment data multiplied by sample weight, see appendix B) for those ASM establishments that reported to the weighted total employment for all ASM establishments classified in the industry.

³Detail has been adjusted upwards to account for nonresponse. Inverse of the ratio shown represents a measure of the response of the inquiry. (See appendixes for further explanation.)

⁴Data may understate the true cost of imported parts, components, and supplies since some respondents do not know the origin of these materials. Includes cases where materials were purchased from secondary suppliers or where they were transferred from company-operated warehouses or other distribution points. Direct purchases from foreign suppliers and importers by domestic manufacturing establishments are believed to be reported accurately.

Table 4. Industry Statistics by Employment Size of Establishment: 1992

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

Industry and employment size class	E ¹	All establishments (no.)	All employees		Production workers			Value added by manufacture (million dollars)	Cost of materials (million dollars)	Value of shipments (million dollars)	New capital expenditures (million dollars)	End-of-year inventories (million dollars)
			Number (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)					
INDUSTRY 2841, SOAP AND OTHER DETERGENTS												
Total -----	-	710	32.9	1 175.9	20.0	41.0	608.7	7 723.3	6 960.1	14 760.9	571.4	1 366.7
Establishments with an average of—												
1 to 4 employees -----	E8	234	.4	8.8	.3	.5	4.5	49.2	50.3	99.3	2.2	9.7
5 to 9 employees -----	E7	140	.9	23.1	.6	1.1	11.0	105.5	106.3	211.6	4.6	21.5
10 to 19 employees -----	E4	108	1.5	41.4	.8	1.5	16.3	147.3	151.9	299.4	6.2	27.6
20 to 49 employees -----	E2	108	3.4	103.4	1.8	3.6	40.7	418.5	427.6	850.5	16.1	75.1
50 to 99 employees -----	E1	53	3.5	119.5	1.8	3.8	51.8	610.7	462.8	1 083.7	47.0	89.5
100 to 249 employees -----	-	37	5.8	190.2	3.5	7.2	92.3	985.3	873.0	1 893.2	52.9	173.1
250 to 499 employees -----	-	20	7.3	257.4	5.5	11.1	169.8	2 747.7	2 622.2	5 401.2	174.0	445.8
500 to 999 employees -----	-	9	10.2	432.1	5.9	12.2	222.3	2 659.3	2 265.9	4 922.1	268.5	524.4
2,500 employees or more -----	-	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Covered by administrative records ² -----	E9	244	.5	10.9	.4	.8	5.5	48.0	47.4	95.5	2.3	9.5
INDUSTRY 2842, POLISHES AND SANITATION GOODS												
Total -----	E1	749	22.0	662.4	13.4	27.2	322.1	4 214.9	2 463.4	6 676.2	121.5	559.8
Establishments with an average of—												
1 to 4 employees -----	E8	289	.5	11.8	.3	.6	5.5	80.3	49.5	129.7	2.1	11.5
5 to 9 employees -----	E4	125	.8	20.6	.4	.9	9.4	88.0	65.7	153.4	2.1	15.2
10 to 19 employees -----	E2	110	1.5	40.5	.9	1.8	17.3	125.9	117.1	243.2	2.9	24.1
20 to 49 employees -----	E2	121	3.8	112.4	2.1	4.1	46.9	525.8	363.9	888.2	10.8	79.8
50 to 99 employees -----	E1	50	3.6	101.0	2.1	4.5	45.8	660.9	361.0	1 023.2	16.3	82.6
100 to 249 employees -----	E1	41	6.2	176.6	3.9	7.7	91.5	924.4	656.3	1 584.8	29.7	156.3
250 to 499 employees -----	-	11	5.5	199.5	3.7	7.6	105.7	1 809.5	849.8	2 653.8	57.7	190.3
500 to 999 employees -----	-	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
1,000 to 2,499 employees -----	-	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Covered by administrative records ² -----	E9	240	.4	7.8	.2	.5	3.5	60.3	32.9	93.2	1.4	7.9
INDUSTRY 2843, SURFACE ACTIVE AGENTS												
Total -----	-	205	8.2	320.3	4.2	9.0	134.5	1 171.5	1 689.5	2 864.0	92.4	334.9
Establishments with an average of—												
1 to 4 employees -----	E7	50	.1	3.0	.1	.1	1.2	15.6	15.8	31.4	1.0	3.8
5 to 9 employees -----	E3	33	.2	7.8	.1	.3	3.5	28.7	40.8	70.0	2.2	7.9
10 to 19 employees -----	E1	32	.5	16.4	.2	.5	5.6	61.9	83.1	146.8	3.3	20.1
20 to 49 employees -----	E1	44	1.4	51.4	.7	1.5	19.5	170.7	281.5	453.3	15.0	42.8
50 to 99 employees -----	-	24	1.8	67.2	1.0	2.0	29.0	223.7	415.8	639.3	19.8	78.8
100 to 249 employees -----	-	16	2.3	89.1	1.0	2.1	33.9	317.7	431.9	749.8	24.3	87.5
250 to 499 employees -----	-	6	2.0	85.3	1.2	2.5	41.8	353.2	420.8	773.5	26.8	93.9
Covered by administrative records ² -----	E9	39	.1	2.1	(Z)	.1	.9	6.7	9.9	16.6	.7	2.0

See footnotes at end of table.

Table 4. Industry Statistics by Employment Size of Establishment: 1992—Con.

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

Industry and employment size class	E ¹	All establishments (no.)	All employees		Production workers			Value added by manufacture (million dollars)	Cost of materials (million dollars)	Value of shipments (million dollars)	New capital expenditures (million dollars)	End-of-year inventories (million dollars)
			Number (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)					
INDUSTRY 2844, TOILET PREPARATIONS												
Total	—	756	60.1	1 783.3	37.2	75.6	817.7	13 167.2	5 611.3	18 753.5	507.3	2 239.4
Establishments with an average of—												
1 to 4 employees	E8	232	.4	8.7	.3	.5	4.0	73.0	28.7	100.5	1.9	14.1
5 to 9 employees	E7	123	.8	16.7	.5	1.0	7.5	111.5	45.6	157.0	2.5	18.6
10 to 19 employees	E6	96	1.3	27.3	.8	1.5	11.5	152.8	73.5	225.8	3.5	27.3
20 to 49 employees	E3	112	3.6	88.9	2.1	4.1	33.1	378.1	224.2	597.6	10.2	83.9
50 to 99 employees	E1	64	4.5	120.4	2.9	5.8	54.5	549.0	311.1	878.0	15.7	105.3
100 to 249 employees	E1	68	10.5	280.2	6.5	12.9	127.2	1 608.1	971.3	2 552.5	84.9	346.4
250 to 499 employees	—	30	10.8	302.4	7.1	14.8	151.3	2 355.6	924.6	3 266.8	95.3	404.4
500 to 999 employees	—	24	15.5	495.7	10.2	20.5	249.1	4 907.5	1 849.5	6 771.9	190.6	614.0
1,000 to 2,499 employees	—	6	12.6	442.9	6.9	14.5	179.5	3 031.5	1 182.8	4 203.4	102.6	625.3
2,500 employees or more	—	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Covered by administrative records ²	E9	259	.8	11.7	.5	.9	5.4	75.6	29.8	105.4	1.7	12.5

Note: For qualifications of data, see footnotes on table 1a. Data shown as (D) are included in underscored figures above.

¹Payroll and sales data for some small single-establishment manufacturing 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 the items shown 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 for those employment-size classes where estimated data based on administrative-record data account for 10 percent or more of figures shown: E1—10 to 19 percent; E2—20 to 29 percent; E3—30 to 39 percent; E4—40 to 49 percent; E5—50 to 59 percent; E6—60 to 69 percent; E7—70 to 79 percent; E8—80 to 89 percent; E9—90 percent or more.

²Report forms were not mailed to small single-establishment companies with up to 20 employees (cutoff varied by industry). Payroll and sales data for 1992 were obtained from administrative records supplied by other agencies of the Federal Government. Those data were then used in conjunction with industry averages to estimate the items shown. Data are also included in respective employment-size classes shown.

Table 5a. Industry Statistics by Industry and Primary Product Class Specialization: 1992

[Table presents selected statistics for establishments according to their degree of specialization in products primary to their industry. Measures of plant specialization shown are (1) industry specialization: ratio of primary product shipments to total product shipments (primary plus secondary, excluding miscellaneous receipts) for the establishment; and (2) product class specialization: ratio of largest primary product class shipments to total product shipments (primary plus secondary, excluding miscellaneous receipts) for the establishment. See appendix for method of computing ratios. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

Industry or product class code	Industry or primary product class	All establishments (number)	All employees		Production workers			Value added by manufacture (million dollars)	Cost of materials (million dollars)	Value of shipments (million dollars)	New capital expenditures (million dollars)
			Number (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)				
2841	Soap and other detergents:										
	All establishments in industry	710	32.9	1 175.9	20.0	41.0	608.7	7 723.3	6 960.1	14 760.9	571.4
	Establishments with this product class primary:										
28411	Soaps and detergents, commercial, industrial, and institutional	188	9.0	299.9	4.3	8.8	109.8	1 579.2	1 090.1	2 669.1	80.2
28412	Household detergents	67	15.1	579.7	9.9	20.4	339.6	4 367.4	4 289.4	8 744.4	312.1
28413	Soaps, except specialty cleaners, household	24	5.1	195.4	3.6	7.6	116.3	1 389.9	1 227.8	2 607.5	161.2
2842	Polishes and sanitation goods:										
	All establishments in industry	749	22.0	662.4	13.4	27.2	322.1	4 214.9	2 463.4	6 676.2	121.5
	Establishments with this product class primary:										
28422	Household bleaches (chlorine and nonchlorine)	40	1.9	59.9	1.4	2.9	40.6	755.1	357.2	1 114.3	16.6
28423	Specialty cleaning and sanitation products	202	10.3	293.3	6.6	13.2	152.1	1 493.3	986.7	2 496.6	38.1
28424	Polishing preparations and related products	110	5.6	206.6	3.0	6.3	85.6	1 354.7	767.9	2 104.4	51.9
2843	Surface active agents:										
	All establishments in industry	205	8.2	320.3	4.2	9.0	134.5	1 171.5	1 689.5	2 864.0	92.4
2844	Toilet preparations:										
	All establishments in industry	756	60.1	1 783.3	37.2	75.6	817.7	13 167.2	5 611.3	18 753.5	507.3
	Establishments with this product class primary:										
28441	Shaving preparations	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
28442	Perfumes, toilet waters, and colognes	44	4.6	159.8	2.3	4.2	54.6	1 149.4	665.8	1 792.7	19.9
28443	Hair preparations (including shampoos)	80	15.1	469.1	9.2	18.3	198.8	2 967.9	1 596.4	4 532.8	118.0
28444	Dentifrices, mouthwashes, gargles, and rinses	18	2.6	75.1	2.0	4.1	49.4	1 248.6	412.6	1 656.7	47.6
28446	Creams, lotions and oils, excluding shaving, hair, and deodorant	48	6.0	166.5	3.6	7.9	79.8	1 362.1	450.4	1 814.5	35.1
28447	Other cosmetics and toilet preparations	72	25.1	778.3	15.8	32.9	371.6	5 560.5	2 109.5	7 706.4	265.4

Note: For qualifications of data, see footnotes on table 1a.

Table 5b. Industry–Product Analysis—Value of Industry and Primary Product Shipments; Specialization and Coverage Ratios: 1992 and Earlier Census Years

[Million dollars. An establishment is assigned to an industry based on shipment values of products representing largest amount considered primary to an industry. Frequently, establishment shipments comprise mixtures of products assigned to an industry (primary), those considered primary to other industries (secondary), and receipts for activities such as merchandising or contract work (total miscellaneous receipts). Subtotals for total value of shipments show this product pattern for an industry. Primary products specialization ratio is the primary products value of shipments divided by the sum of primary products value of shipments plus secondary products value of shipments. The extent of which an industry's primary products are shipped by establishments classified both in and out of an industry is the coverage ratio and is calculated by dividing the primary products value of shipments by the value of primary products shipments made in all industries. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendixes]

Industry	1992	1987	1982
INDUSTRY 2841, SOAP AND OTHER DETERGENTS			
Total value of shipments	14 760.9	11 558.5	9 167.3
Primary products value of shipments	10 047.8	8 644.2	7 123.5
Secondary products value of shipments	2 739.8	2 136.2	1 388.2
Total miscellaneous receipts	1 973.3	778.1	655.6
Value of resales	1 863.7	741.8	638.9
Contract receipts	(D)	28.6	12.2
Other miscellaneous receipts	(D)	7.6	4.5
Sales of scrap and refuse .....	.1	(NA)	(D)
Receipts for research and development	(D)	(NA)	(D)
Other miscellaneous receipts	(D)	(NA)	4.0
Other miscellaneous receipts, n.s.k.	(D)	(NA)	(D)
Primary products specialization ratio	79	80	84
Value of primary products shipments made in all industries	11 054.2	9 527.1	7 852.3
Value of primary products shipments made in this industry	10 047.8	8 644.2	7 123.5
Value of primary products shipments made in other industries	1 006.5	882.9	728.8
Coverage ratio	91	91	91
INDUSTRY 2842, POLISHES AND SANITATION GOODS			
Total value of shipments	6 676.2	5 593.9	4 613.7
Primary products value of shipments	4 566.1	3 890.7	3 149.8
Secondary products value of shipments	1 466.6	1 475.3	1 118.0
Total miscellaneous receipts	643.5	227.9	345.9
Value of resales	597.9	213.2	339.1
Contract receipts	33.7	11.4	4.7
Other miscellaneous receipts	11.9	3.2	2.1
Sales of scrap and refuse .....	.1	(NA)	(Z)
Receipts for research and development .....	.1	(NA)	(D)
Other miscellaneous receipts	11.1	(NA)	1.6
Other miscellaneous receipts, n.s.k. ....	.6	(NA)	(D)
Primary products specialization ratio	76	73	74
Value of primary products shipments made in all industries	6 496.9	5 112.5	4 047.1
Value of primary products shipments made in this industry	4 566.1	3 890.7	3 149.8
Value of primary products shipments made in other industries	1 930.8	1 221.8	897.3
Coverage ratio	70	77	78
INDUSTRY 2843, SURFACE ACTIVE AGENTS			
Total value of shipments	2 864.0	3 002.2	2 067.2
Primary products value of shipments	2 351.3	2 160.3	1 633.6
Secondary products value of shipments	359.9	714.5	385.2
Total miscellaneous receipts	152.8	127.4	48.4
Value of resales	144.7	109.2	46.3
Contract receipts	(D)	16.9	1.7
Other miscellaneous receipts	(D)	1.3	.4
Sales of scrap and refuse	(D)	(NA)	(D)
Receipts for research and development	—	(NA)	—
Other miscellaneous receipts	(D)	(NA)	(D)
Other miscellaneous receipts, n.s.k.	—	(NA)	(D)
Primary products specialization ratio	87	75	81
Value of primary products shipments made in all industries	3 779.8	2 884.5	2 495.7
Value of primary products shipments made in this industry	2 351.3	2 160.3	1 633.6
Value of primary products shipments made in other industries	1 428.5	724.2	862.0
Coverage ratio	62	75	65
INDUSTRY 2844, TOILET PREPARATIONS			
Total value of shipments	18 753.5	14 592.9	10 183.2
Primary products value of shipments	16 908.6	13 063.0	9 241.5
Secondary products value of shipments	788.8	679.9	428.8
Total miscellaneous receipts	1 056.1	849.9	512.9
Value of resales	971.6	712.1	458.6
Contract receipts	71.7	120.3	26.3
Other miscellaneous receipts	12.8	17.6	28.0
Sales of scrap and refuse	7.8	(NA)	(D)
Receipts for research and development	(D)	(NA)	(D)
Other miscellaneous receipts	4.8	(NA)	5.0
Other miscellaneous receipts, n.s.k.	(D)	(NA)	(D)
Primary products specialization ratio	96	95	96
Value of primary products shipments made in all industries	18 842.7	14 871.3	10 437.1
Value of primary products shipments made in this industry	16 908.6	13 063.0	9 241.5
Value of primary products shipments made in other industries	1 934.2	1 808.3	1 195.6
Coverage ratio	90	88	89

Note: For qualifications of data, see footnotes on table 1a.

Table 6a. Product and Product Classes—Quantity and Value of Shipments by All Producers: 1992 and 1987

[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 further explanation, see Value of Shipments in appendixes. For meaning of abbreviations and symbols, see introductory text]

Product code	Product	1992			1987		
		Number of companies with shipments of \$100,000 or more	Product shipments ¹		Number of companies with shipments of \$100,000 or more	Product shipments ¹	
			Quantity ²	Value (million dollars)		Quantity ²	Value (million dollars)
2841--	SOAP AND OTHER DETERGENTS						
	Total	(NA)	(X)	11 054.2	(NA)	(X)	9 527.1
28411	Soaps and detergents, commercial, industrial, and institutional	(NA)	(X)	2 149.1	(NA)	(X)	1 790.9
28411 12	Soaps, except specialty cleaners: Chips, flakes, granulated, powdered, and sprayed, including washing powders	36	**157.4	84.3	32	*193.8	83.3
28411 14	Liquid (potash and other), excluding shampoos	53	*81.0	187.7	33	(S)	91.9
28411 19	Other soaps, including mechanics' hand soap	31	214.2	74.3	26	168.9	103.2
	Alkaline detergents:						
	Dishwashing compounds:						
28411 21	Liquid	50	34.7	151.1	31	*20.6	95.5
28411 23	Dry	31	243.6	106.3	24	158.8	162.7
28411 24	Scouring cleaners	14	57.2	20.3	11	101.1	44.5
	Other alkaline detergents:						
28411 25	Liquid	113	*156.6	392.8	80	*70.2	323.3
28411 26	Dry hard surface cleaners	51	*174.7	85.0	40	214.2	85.8
28411 28	Other dry cleaners	18	123.7	79.9	23	77.6	57.2
	Synthetic organic detergents:						
	Dry:						
28411 41	Anionic base	17	34.5	30.0	14	99.9	89.8
28411 43	Nonionic base or other	24	56.9	53.7	23	87.4	40.3
	Liquid:						
28411 45	Anionic base	52	74.4	196.6	45	455.6	102.6
28411 46	Cationic or amphoteric	18	11.7	64.1	14	5.8	32.5
28411 49	Nonionic or other	57	31.2	132.4	37	*36.3	107.3
	Acid-type cleaners:						
	Liquid dairy, farm, and food plant cleaners, sanitizers, etc.:						
28411 65	Halogenated	13	9.1	29.5	12	15.9	32.7
28411 67	Nonhalogenated	31	21.6	104.7	23	(S)	91.5
28411 77	Liquid metal cleaners	53	(S)	91.8	31	7.7	44.1
28411 78	All other acid-type cleaners, including dry cleaners	38	(X)	75.9	(NA)	(X)	80.5
28411 00	Soaps and detergents, commercial, industrial, and institutional, n.s.k.	(NA)	(X)	188.6	(NA)	(X)	122.2
28412	Household detergents	(NA)	(X)	6 029.9	(NA)	(X)	5 247.5
	Alkaline detergents:						
	Automatic dishwashing detergents:						
28412 01	Liquid	14	19.7	53.6	11	(S)	113.6
28412 03	Dry	15	765.9	286.5	13	*419.5	247.4
	Hard surface cleaners, including general-purpose cleaners and degreasers:						
28412 04	Liquid	65					
28412 05	Aerosol	8		503.6	(NA)	(NA)	*706.5
28412 06	Dry	4					
	Scouring cleaners:						
28412 09	Liquid	6		214.0	13	429.4	234.0
28412 10	Dry	5					
28412 11	All other alkaline detergents	4	(X)	4.3	(NA)	(X)	(³)
	Household laundry detergents:						
	Dry:						
28412 21	Light-duty	8	(S)	7.4	10	212.9	93.8
28412 24	Heavy-duty, phosphate based	22	**1 264.8	920.6	15	2 644.1	1 548.6
28412 26	Heavy-duty, phosphate free	24	*2 869.9	1 868.7	16	1 051.7	464.5
	Liquid:						
28412 31	Light-duty	21	*141.1	729.8	23	(S)	497.6
28412 35	Heavy-duty	23	*274.6	1 309.1	20	*330.1	1 173.2
28412 61	Presoaks	10	68.1	72.7	13	119.1	134.6
28412 00	Household detergents, n.s.k.	(NA)	(X)	59.6	(NA)	(X)	33.7
28413	Soaps, except specialty cleaners, household	(NA)	(X)	1 965.0	(NA)	(X)	1 423.3
	Toilet soaps, excluding medicated soaps:						
	Bars:						
28413 12	Deodorant	21	(S)	986.4			
28413 13	Nondeodorant	30	(S)	602.6	25	940.9	1 193.5
28413 14	Novelty	15	*29.3	75.4			
28413 15	Liquids	26	(S)	218.1	18	31.2	137.0
28413 98	Other household soaps, including mechanics' hand soaps (except waterless) and medicated soaps	20	(X)	80.3	(NA)	(X)	89.1
28413 00	Soaps, except specialty cleaners, household, n.s.k.	(NA)	(X)	2.2	(NA)	(X)	3.7
28414	Glycerin, natural	(NA)	(X)	138.3	(NA)	(X)	172.4
28414 11	Crude, 100 percent basis	7	103.8	34.6	7	36.4	32.0
28414 31	High-gravity, dynamite, and yellow distilled, 100 percent basis	1	**251.8	103.7	4	24.4	21.2
28414 51	Chemically pure, 100 percent basis	7			6	164.5	117.6
28414 00	Glycerin, natural, n.s.k.	(NA)	(X)	-	(NA)	(X)	1.6
28410	Soap and other detergents, n.s.k.	(NA)	(X)	771.9	(NA)	(X)	893.0
28410 00	Soap and other detergents, n.s.k. ⁴	(NA)	(X)	676.5	(NA)	(X)	408.0
28410 02	Soap and other detergents, n.s.k. ⁵	(NA)	(X)	95.5	(NA)	(X)	485.0

See footnotes at end of table.

Table 6a. Product and Product Classes—Quantity and Value of Shipments by All Producers: 1992 and 1987—Con.

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

Product code	Product	1992			1987		
		Number of companies with shipments of \$100,000 or more	Product shipments ¹		Number of companies with shipments of \$100,000 or more	Product shipments ¹	
			Quantity ²	Value (million dollars)		Quantity ²	Value (million dollars)
2842—	POLISHES AND SANITATION GOODS						
	Total	(NA)	(X)	6 496.9	(NA)	(X)	5 112.5
28422	Household bleaches (chlorine and nonchlorine)	(NA)	(X)	941.7	(NA)	(X)	812.4
28422 43	Household liquid bleaches (sodium hypochlorite, etc.) ⁶	39	(X)	743.9	34	(X)	607.1
28422 53	Household dry bleaches (calcium hypochlorite, etc.) ⁶	23	(X)	188.7	15	(X)	196.3
28422 00	Household bleaches (chlorine and nonchlorine), n.s.k.	(NA)	(X)	9.1	(NA)	(X)	9.0
28423	Specialty cleaning and sanitation products	(NA)	(X)	3 599.7	(NA)	(X)	2 719.2
28423 11	Glass window cleaning preparations, except automotive windshield washer fluid	62	(X)	171.7	55	(X)	200.5
28423 15	Automotive windshield washer fluid	21	(X)	29.5	(NA)	(X)	(?)
28423 21	Oven cleaners	23	(X)	64.5	21	(X)	59.1
28423 26	Toilet bowl cleaners	50	(X)	241.1	56	(X)	239.1
28423 28	Drain pipe solvents	31	(X)	131.1	26	(X)	75.1
28423 30	Bathroom, tub, and tile cleaners	47	(X)	124.9	(NA)	(X)	(?)
28423 32	Disinfectants, nonagricultural	89	(X)	517.4	79	(X)	375.6
	Household laundry aids:						
	Fabrics softeners and rinses:						
28423 44	Liquid	35	(X)	538.0	27	(X)	478.3
28423 41	Dry	4	(X)	(D)			
28423 46	Dryer sheets	7	(X)	147.7	11	(X)	224.0
28423 48	Laundry starch preparations, including permanent types	10	(X)	49.4	(NA)	(X)	68.7
28423 49	Other aids, including ironing aids and dry cleaning spotting preparations	18	(X)	102.3	(NA)	(X)	(?)
	Rug and upholstery cleaners:						
28423 51	Consumer type preparations	32	(X)	149.2	20	(X)	129.5
28423 53	Industrial and institutional	34	(X)	23.4	32	(X)	39.5
28423 71	Household ammonia	15	(X)	17.1	13	(X)	30.2
	Air and room fresheners:						
28423 81	Aerosol type	31	(X)	219.6	17	(X)	77.2
28423 85	Other (except potpourri)	50	(X)	264.7	44	(X)	288.6
28423 90	Cat litter, except natural and untreated materials	7	(X)	(D)	(NA)	(X)	(?)
28423 97	Other specialty detergents including sweeping compounds, waterless hand cleaners, wallpaper cleaners, etc.	130	(X)	331.1	(NA)	(X)	7285.1
28423 00	Specialty cleaning and sanitation products, n.s.k.	(NA)	(X)	137.1	(NA)	(X)	148.7
28424	Polishing preparations and related products	(NA)	(X)	1 057.4	(NA)	(X)	798.0
28424 11	Automobile body polish and cleaners	72	(X)	284.5	44	(X)	185.1
28424 15	Furniture polish and cleaners	28	(X)	185.2	24	(X)	155.3
	Floor polish:						
28424 21	Water emulsion	83	44.8	252.5	54	29.4	203.9
28424 23	Liquid (nonemulsion)	21	**19.1	35.1	15	5.9	33.4
28424 25	Other than liquid form, including paste and cake	7	(S)	3.8	8	(S)	7.9
28424 43	Shoe polishes and cleaners	11	(X)	99.9	(NA)	(X)	42.8
28424 63	Leather dressings and finishes, excluding shoe polish	20	(S)	51.0	11	(S)	45.9
28424 98	Other polishing preparations and related products, including metal polish and polishing cloths and papers	62	(X)	136.4	37	(X)	81.1
28424 00	Polishing preparations and related products, n.s.k.	(NA)	(X)	9.0	(NA)	(X)	42.6
28420	Polishes and sanitation goods, n.s.k.	(NA)	(X)	898.2	(NA)	(X)	782.9
28420 00	Polishes and sanitation goods, n.s.k. ⁴	(NA)	(X)	804.9	(NA)	(X)	521.3
28420 02	Polishes and sanitation goods, n.s.k. ⁵	(NA)	(X)	93.2	(NA)	(X)	261.6
2843—	SURFACTANTS, FINISHING AGENTS, AND ASSISTANTS						
	Total	(NA)	(X)	3 779.8	(NA)	(X)	2 884.5
28430	Surfactants, finishing agents, and assistants	(NA)	(X)	3 779.8	(NA)	(X)	2 884.5
	Assistants and finishes, textile and leather:						
	Textile:						
28430 31	Assistants	35	**270.4	163.7	32	235.8	121.7
28430 61	Finishes	45	*639.8	275.3	34	*247.3	121.2
28430 55	Leather assistants and finishes	7	49.9	53.0	(NA)	27.0	22.4
28430 85	Surfactants (bulk surface active agents)	102	(X)	2 988.5	123	(X)	2 345.4
28430 00	Surfactants, finishing agents, and assistants, n.s.k. ⁸	(NA)	(X)	282.7	(NA)	(X)	200.9
28430 02	Surfactants, finishing agents, and assistants, n.s.k. ⁹	(NA)	(X)	16.6	(NA)	(X)	72.8

See footnotes at end of table.

Table 6a. Product and Product Classes—Quantity and Value of Shipments by All Producers: 1992 and 1987—Con.

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

Product code	Product	1992		1987	
		Number of companies with shipments of \$100,000 or more	Value of product shipments ¹ (million dollars)	Number of companies with shipments of \$100,000 or more	Value of product shipments ¹ (million dollars)
2844—	TOILET PREPARATIONS				
	Total	(NA)	18 842.7	(NA)	14 871.3
28441	Shaving preparations	(NA)	499.0	(NA)	480.7
28441 49	Shaving soap and cream	21	270.4	18	206.2
28441 56	Aftershave preparations (all forms)	18	217.8	26	260.0
28441 59	Other shaving preparations, including preshave preparations and styptics	5	10.8	8	12.9
28441 00	Shaving preparations, n.s.k.	(NA)	—	(NA)	1.5
28442	Perfumes, toilet waters, and colognes	(NA)	2 205.6	(NA)	1 995.3
28442 11	Perfume oil mixtures and blends	35	522.9	21	420.2
28442 23	Perfumes	25	372.6	26	205.0
28442 35	Toilet waters	14	206.2	15	219.8
28442 45	Colognes	34	985.8	36	965.1
28442 00	Perfumes, toilet waters, and colognes, n.s.k.	(NA)	118.1	(NA)	185.2
28443	Hair preparations (including shampoos)	(NA)	4 606.9	(NA)	3 602.1
	Shampoos, including products with additives for coloring, dandruff removal, etc:				
	Containing soap:				
28443 11	Professional	22	56.9	17	28.0
28443 12	Consumer use	49	562.3	33	253.5
	Synthetic organic detergents:				
	Liquid:				
28443 14	Professional	22	102.2	25	76.3
28443 15	Consumer use	44	878.1	43	831.6
28443 18	Cream and gels	10	21.4	9	43.1
	Hair tonics, including hair and scalp conditioners:				
28443 20	Professional	30	107.5	25	70.4
28443 22	Consumer use	46	520.9	40	423.4
28443 26	Hair mousse (professional and consumer use)	24	139.4	(NA)	82.4
	Perms:				
28443 36	Home (complete and refill)	10	111.9	14	112.7
28443 39	Professional	27	210.1	22	210.7
28443 41	Hair dressings, including brillianines, creams, and pomades	31	133.2	22	108.5
28443 51	Hair coloring preparations (bleaches, dyes, rinses, tints, etc.)	28	755.9	20	567.8
	Hair spray:				
28443 63	Aerosol	26	334.0	24	372.5
28443 64	Nonaerosol	51	442.1	38	224.7
28443 65	Hair rinses, except color rinses	8	21.1	12	34.8
28443 95	Other hair preparations, including heat setting wave solutions	26	88.9	19	96.4
28443 00	Hair preparations (including shampoos), n.s.k.	(NA)	121.0	(NA)	65.2
28444	Dentifrices, mouthwashes, gargles, and rinses	(NA)	1 706.9	(NA)	1 401.5
28444 21	Toothpaste, including gels and tooth powder	21	1 153.1	19	893.3
28444 31	Denture cleaners	6			
28444 98	Other oral hygiene products, including dental floss, dental adhesives, etc.; excluding toothbrushes and toothpicks	32	553.8	(NA)	506.6
28444 00	Dentifrices, mouthwashes, gargles, and rinses, n.s.k.	(NA)	—	(NA)	1.6
28446	Creams, lotions and oils, excluding shaving, hair, and deodorant	(NA)	3 075.7	(NA)	(¹⁰)
	Creams, excluding shaving, hair, deodorant, and manicuring:				
28446 11	Cleansing creams	40	377.9	(NA)	182.3
28446 13	Foundation creams	23	359.4	26	494.1
28446 15	Lubricating creams, including hormone creams	16	287.6	27	370.9
28446 17	Moisturizing creams	52	532.9	25	167.6
28446 19	Other creams, except eye and manicuring creams	17	53.7		
	Lotions and oils, excluding hair, shaving preparations, and bath:				
28446 21	Suntan lotions and oils	25	126.5	25	136.4
28446 22	Sunscreens and sunblocks	27	188.3	32	55.0
28446 23	Cleansing lotions	21	126.0	20	124.5
28446 24	Cosmetic oils, including baby oils but excluding suntan oils	17	42.8	13	25.6
28446 25	Hand lotions	59	530.6	62	375.1
28446 26	Body lotions	45	170.7	30	286.4
28446 29	Other lotions and oils, excluding hair, shaving, and bath	19	74.1		
28446 00	Creams, lotions and oils, excluding shaving, hair, and deodorant, n.s.k.	(NA)	205.1	(NA)	(¹⁰)
28447	Other cosmetics and toilet preparations	(NA)	5 681.6	(NA)	¹⁰ 6 492.2
28447 11	Lip preparations (lipstick, lip gloss, lip conditioners, etc.)	40	753.4	47	502.6
28447 15	Blushers	23	224.4	24	154.3
28447 21	Eye preparations (mascara, eye shadow, eye liners, eye creams, etc.)	32	781.1	36	656.5
28447 25	Feminine hygiene douches and deodorants, except medicated	6	81.1	4	(¹¹)
	Underarm deodorants:				
28447 31	Aerosol and spray types	12	176.1	16	263.2
28447 35	Roll-ons, solids, etc.	30	1 023.4	33	779.9
	Manicuring preparations:				
28447 41	Nail enamels and polishes	24	355.6	23	281.7
28447 45	Nail enamel and polish removers	12	46.9	12	49.9
28447 51	Other manicuring preparations, including nail and cuticle conditioners and creams	10	49.4	10	49.8
	Powder:				
28447 55	Talcum and toilet powder	38	242.5	30	213.8
28447 61	Face powder (pressed and loose)	26	434.5	26	136.6
28447 65	Other powder, including foot powder, etc.	7	10.5	7	47.2
28447 71	Bath salts, tablets, oils, and bubble baths	35	275.8	39	151.0
28447 75	Premoistened towelettes, including wipes for babies	11	452.4	9	243.6
28447 81	Facial scrubs and masks	23	73.8	17	53.1
28447 85	Depilatories	7	29.6	7	21.5
28447 95	Other cosmetics and toiletries	38	408.8	36	¹¹ 397.9
28447 00	Other cosmetics and toilet preparations, n.s.k.	(NA)	262.4	(NA)	¹⁰ 271.7

See footnotes at end of table.

Table 6a. Product and Product Classes—Quantity and Value of Shipments by All Producers: 1992 and 1987—Con.

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

Product code	Product	1992		1987	
		Number of companies with shipments of \$100,000 or more	Value of product shipments ¹ (million dollars)	Number of companies with shipments of \$100,000 or more	Value of product shipments ¹ (million dollars)
2844—	TOILET PREPARATIONS—Con.				
28440	Toilet preparations, n.s.k. -----	(NA)	1 067.0	(NA)	899.5
28440 00	Toilet preparations, n.s.k. ⁸ -----	(NA)	962.8	(NA)	530.0
28440 02	Toilet preparations, n.s.k. ⁹ -----	(NA)	104.2	(NA)	369.5

¹Data reported by all producers, not just those with shipments of \$100,000 or more.

²For 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: *10 to 19 percent estimated; **20 to 29 percent estimated. If 30 percent or more is estimated, figure is replaced by (S).

³For 1987, data for product code 28412 11 were included with 28412 04, 28412 05, and 28412 06.

⁴Typically for establishments with 5 employees or more.

⁵Typically for establishments with less than 5 employees.

⁶Additional detail is collected for this product code in the Current Industrial Reports. For the survey number and title, see appendix C, part 3.

⁷For 1987, data for product codes 28423 15, 28423 30, 28423 49, and 28423 90 were included in product code 28423 97.

⁸Typically for establishments with 15 employees or more.

⁹Typically for establishments with less than 15 employees.

¹⁰1987 product class 28445, Other Cosmetics and Toilet Preparations, was split into two product classes for 1992: 28446, Creams, Lotions, and Oils, Excluding Shaving, Hair, and Deodorant, and 28447, Other Cosmetics and Toilet Preparations. The 1987 total value and n.s.k value for 28446 and 28447 appears in 28447 and 28447 00 respectively. Detail for these two product classes is shown where applicable.

¹¹For 1987, data for product code 28447 25 were included in 28447 95.

Table 6b. Product Classes—Value of Shipments by All Producers for Specified States: 1992 and 1987

[Million dollars. Product classes shown are those where the data are 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 1992. For meaning of abbreviations and symbols, see introductory text]

Product class and geographic area	1992 value of product shipments	1987 value of product shipments	Product class and geographic area	1992 value of product shipments	1987 value of product shipments
28411, SOAPS AND DETERGENTS, COMMERCIAL, INDUSTRIAL, AND INSTITUTIONAL			28413, SOAPS, EXCEPT SPECIALTY CLEANERS, HOUSEHOLD—Con.		
United States -----	2 149.1	1 790.9	Texas -----	9.4	29.6
California -----	240.1	218.7			
Florida -----	15.4	14.0	28414, GLYCERIN, NATURAL		
Georgia -----	188.1	125.0	United States -----	138.3	172.4
Illinois -----	269.4	244.4	Illinois -----	28.2	44.6
Indiana -----	52.4	46.4			
Kansas -----	36.8	16.4	28422, HOUSEHOLD BLEACHES (CHLORINE AND NONCHLORINE)		
Massachusetts -----	40.2	62.5	United States -----	941.7	812.4
Michigan -----	143.5	73.6	California -----	121.1	106.2
Minnesota -----	29.5	25.5	Florida -----	51.3	(NA)
Missouri -----	67.2	85.7	Georgia -----	113.6	(NA)
New Jersey -----	272.3	248.7	Missouri -----	40.3	52.0
New York -----	31.1	25.1	Texas -----	98.5	(NA)
North Carolina -----	73.4	40.6	Washington -----	7.4	6.3
Ohio -----	206.5	219.2	Wisconsin -----	4.7	(NA)
Pennsylvania -----	92.0	48.3			
Tennessee -----	22.5	12.8	28423, SPECIALTY CLEANING AND SANITATION PRODUCTS		
Texas -----	188.3	134.4	United States -----	3 599.7	2 719.2
Wisconsin -----	67.3	58.0	Arizona -----	4.4	(NA)
			California -----	204.5	183.0
28412, HOUSEHOLD DETERGENTS			Florida -----	41.1	18.1
United States -----	6 029.9	5 247.5	Georgia -----	242.7	155.8
California -----	529.5	418.5	Illinois -----	371.0	403.3
Illinois -----	123.8	193.1	Indiana -----	37.1	12.0
Minnesota -----	4.1	(NA)	Kansas -----	12.4	10.0
Missouri -----	720.9	595.6	Louisiana -----	6.5	7.4
New Jersey -----	64.2	291.3	Maryland -----	122.7	95.5
Texas -----	135.8	139.3	Massachusetts -----	48.7	5.4
Washington -----	2.6	(NA)	Michigan -----	86.6	87.9
			Minnesota -----	66.8	(NA)
28413, SOAPS, EXCEPT SPECIALTY CLEANERS, HOUSEHOLD			New Jersey -----	334.7	217.8
United States -----	1 965.0	1 423.3	New York -----	316.2	344.0
California -----	125.0	93.4			
Georgia -----	3.6	(NA)			
New Jersey -----	14.3	9.8			
New York -----	5.9	(NA)			
Ohio -----	456.6	275.4			

See footnotes at end of table.

28D-18 SOAPS, CLEANERS, AND TOILET GOODS

MANUFACTURES—INDUSTRY SERIES

Table 6b. Product Classes—Value of Shipments by All Producers for Specified States: 1992 and 1987—Con.

[Million dollars. Product classes shown are those where the data are 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 1992. For meaning of abbreviations and symbols, see introductory text]

Product class and geographic area	1992 value of product shipments	1987 value of product shipments	Product class and geographic area	1992 value of product shipments	1987 value of product shipments
28423, SPECIALTY CLEANING AND SANITATION PRODUCTS—Con.			28443, HAIR PREPARATIONS (INCLUDING SHAMPOOS)		
North Carolina	39.5	21.8	United States	4 606.9	3 602.1
Ohio	658.0	544.5	California	641.9	452.9
Oregon	5.7	(NA)	Georgia	56.5	74.9
Pennsylvania	84.7	45.4	Illinois	970.6	656.1
Tennessee	47.4	(NA)	Indiana	25.3	(NA)
Texas	112.9	28.5	Minnesota	363.3	354.1
Virginia	6.1	3.6	New Jersey	442.8	378.0
Washington	2.2	2.9	New York	72.8	103.3
Wisconsin	435.9	(NA)	Pennsylvania	7.1	(NA)
			Tennessee	95.1	81.9
			Texas	47.4	38.2
28424, POLISHING PREPARATIONS AND RELATED PRODUCTS			28444, DENTIFRICES, MOUTHWASHES, GARGLES, AND RINSES		
United States	1 057.4	798.0	United States	1 706.9	1 401.5
California	62.6	49.6	California	29.3	(NA)
Colorado	11.4	(NA)	Michigan	89.0	35.2
Florida	3.3	2.1	Missouri	44.3	(NA)
Georgia	59.3	35.0	New Jersey	213.2	261.9
Illinois	121.8	101.1	New York	7.8	(NA)
Indiana	27.0	25.9			
Massachusetts	26.9	26.1	28446, CREAMS, LOTIONS AND OILS, EXCLUDING SHAVING, HAIR, AND DEODORANT		
Michigan	54.9	29.7	United States	3 075.7	(NA)
Minnesota	4.0	4.8	California	250.4	(NA)
Missouri	19.5	12.9	Connecticut	176.6	(NA)
New Jersey	19.4	22.1	Florida	78.3	(NA)
New York	29.9	17.7	Minnesota	15.9	(NA)
North Carolina	53.9	(NA)	Missouri	151.5	(NA)
Ohio	79.5	111.4	New Jersey	357.7	(NA)
Pennsylvania	103.8	65.4	New York	433.1	(NA)
Tennessee	4.8	(NA)			
Texas	16.0	7.5	28447, OTHER COSMETICS AND TOILET PREPARATIONS		
Wisconsin	290.8	239.6	United States	5 681.6	(NA)
			Arkansas	204.0	(NA)
28441, SHAVING PREPARATIONS			California	209.1	(NA)
United States	499.0	480.7	Connecticut	32.2	(NA)
California	3.7	(NA)	Illinois	246.5	(NA)
Indiana	28.5	(NA)	Minnesota	84.3	(NA)
Iowa	27.8	(NA)	Missouri	154.1	(NA)
Massachusetts	46.1	(NA)	New Jersey	1 089.3	(NA)
Michigan	4.8	(NA)	New York	1 060.1	(NA)
Minnesota	2.9	(NA)	North Carolina	522.3	(NA)
Missouri	11.5	(NA)	Ohio	179.5	(NA)
New Jersey	124.2	185.8	Pennsylvania	11.5	(NA)
New York	15.0	(NA)	Tennessee	102.3	(NA)
North Carolina	45.2	(NA)			
Ohio	10.0	(NA)	28442, PERFUMES, TOILET WATERS, AND COLOGNES		
Tennessee	56.5	(NA)	United States	2 205.6	1 995.3
Texas	8.5	(NA)	California	9.9	13.6
Wisconsin	91.6	(NA)	New Jersey	1 004.8	742.3
			New York	329.9	284.9

Note: For qualifications of data, see footnotes on table 6a.

Table 6c. Historical Statistics for Product Classes—Value Shipped by All Producers: 1992 and Earlier Years

[Million dollars. For meaning of abbreviations and symbols, see introductory text]

Product code	Product class	1992	1991 ¹	1990 ¹	1989 ¹	1988 ¹	1987	1982	1977
2841-	Soap and other detergents	11 054.2	11 784.5	11 860.4	10 916.2	9 960.7	9 527.1	7 852.3	4 999.6
28411	Soaps and detergents, commercial, industrial, and institutional	2 149.1	2 456.7	2 380.6	2 300.0	1 854.0	1 790.9	1 538.5	1 005.8
28412	Household detergents	6 029.9	6 209.3	6 397.0	5 710.8	5 463.1	5 247.5	4 349.3	2 817.2
28413	Soaps, except specialty cleaners, household	1 965.0	2 171.8	2 108.6	1 874.2	1 577.1	1 423.3	1 220.4	707.0
28414	Glycerin, natural	138.3	134.1	153.7	182.8	144.1	172.4	153.7	101.0
28410	Soap and other detergents, n.s.k.	771.9	812.5	820.6	848.4	922.3	893.0	590.3	368.6
2842-	Polishes and sanitation goods	6 496.9	5 545.8	5 530.7	5 305.7	5 190.6	5 112.5	4 047.1	2 668.5
28422	Household bleaches (chlorine and nonchlorine)	941.7	778.4	770.7	754.4	705.8	812.4	528.4	353.8
28423	Specialty cleaning and sanitation products	3 599.7	3 238.1	3 247.5	2 866.4	2 835.5	2 719.2	2 327.8	1 478.2
28424	Polishing preparations and related products	1 057.4	820.8	852.2	876.0	835.9	798.0	648.0	505.7
28420	Polishes and sanitation goods, n.s.k.	898.2	708.5	660.2	808.9	813.3	782.9	542.9	330.8
2843-	Surfactants, finishing agents, and assistants	3 779.8	3 974.7	3 877.0	3 670.9	3 192.5	2 884.5	2 495.7	1 341.0
28430	Surfactants, finishing agents, and assistants	3 779.8	3 974.7	3 877.0	3 670.9	3 192.5	2 884.5	2 495.7	1 341.0

See footnotes at end of table.

MANUFACTURES—INDUSTRY SERIES

SOAPS, CLEANERS, AND TOILET GOODS 28D-19

Table 6c. Historical Statistics for Product Classes—Value Shipped by All Producers: 1992 and Earlier Years—Con.

[Million dollars. For meaning of abbreviations and symbols, see introductory text]

Product code	Product class	1992	1991 ¹	1990 ¹	1989 ¹	1988 ¹	1987	1982	1977
2844-	Toilet preparations -----	18 842.7	17 389.6	17 366.0	16 871.6	16 409.4	14 871.3	10 437.1	6 393.5
28441	Shaving preparations -----	499.0	481.0	481.4	502.8	531.1	480.7	328.7	268.2
28442	Perfumes, toilet waters, and colognes -----	2 205.6	2 433.3	2 118.3	2 080.8	2 225.9	1 995.3	1 634.1	1 096.8
28443	Hair preparations (including shampoos) -----	4 606.9	4 149.6	4 197.7	4 051.1	3 871.5	3 602.1	2 430.0	1 474.9
28444	Dentifrices, mouthwashes, gargles, and rinses -----	1 706.9	1 816.9	1 977.5	1 846.8	1 764.0	1 401.5	1 178.9	659.6
28446	Creams, lotions and oils, excluding shaving, hair, and deodorant -----	3 075.7	7 525.1	7 656.5	7 472.6	7 124.3	6 492.2	4 266.5	2 597.4
28447	Other cosmetics and toilet preparations -----	5 681.6							
28440	Toilet preparations, n.s.k. -----	1 067.0	983.6	934.6	917.5	892.6	899.5	598.9	296.6

¹Figures are estimates derived from a representative sample of manufacturing establishments. Standard errors associated with estimates are published in annual survey of manufactures publications for this period.

Table 7. Materials Consumed by Kind: 1992 and 1987

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

Material code	Material	1992		1987	
		Quantity ¹	Delivered cost (million dollars)	Quantity ¹	Delivered cost (million dollars)
	INDUSTRY 2841, SOAP AND OTHER DETERGENTS				
	Materials, ingredients, containers, and supplies -----	(X)	5 731.1	(X)	5 069.3
284303	Bulk surface active intermediates (active wt) ----- mil lb..	490.7	257.0	313.9	125.5
	Bulk surface active agents, except intermediates:				
	Bulk surface active agents primarily for detergent purposes (active wt) ----- mil lb..	499.1	266.7	386.9	175.3
284306	Other bulk surface active agents (emulsifiers, wetting agents, penetrants, etc.) (active wt) ----- mil lb..	85.3	42.8	64.0	24.6
284141	Glycerin (100 percent) ----- mil lb..	(D)	(²)	*37.9	22.3
207011	Vegetable oil ----- mil lb..	(D)	(²)	288.5	54.2
284421	Perfume oil mixtures and blends ----- mil lb..	*37.4	219.2	557.6	392.4
289921	Fatty acids ----- mil lb..	299.9	102.1	*72.7	22.8
207711	Grease and inedible tallow ----- mil lb..	765.3	130.2	532.1	105.2
281211	Chlorine (100 percent Cl) ----- 1,000 s tons..	(S)	9.3	(S)	11.7
281228	Sodium carbonate (soda ash) (58 percent Na ₂ O) ----- 1,000 s tons..	713.3	96.2	665.6	72.3
281238	Sodium hydroxide (caustic soda) (100 percent NaOH) ----- 1,000 s tons..	470.3	104.2	*564.8	59.7
281972	Sodium tripolyphosphate (STPP) (100 percent) ----- 1,000 s tons..	259.8	153.7	470.3	296.5
281971	All other potassium and sodium compounds -----	(X)	281.3	(X)	(³)
291002	Refined petroleum products including mineral oil, naphtha solvents, petrolatum, waxes, etc. -----	(X)	32.1	(X)	34.5
280002	All other organic and inorganic chemicals -----	(X)	²¹ 685.8	(X)	983.9
270011	Labels, coupons, instructions, and other printed material -----	(X)	70.2	(X)	212.5
	Containers:				
265001	Paperboard containers, boxes, and corrugated paperboard -----	(X)	563.8	(X)	520.9
340001	Metal containers -----	(X)	25.5	(X)	36.0
308015	Plastics containers -----	(X)	499.6	(X)	512.1
308095	Fabricated plastics products, including dispensing pumps and trigger and mist sprayers; except containers -----	(X)	38.7	(X)	(³)
970099	All other materials and components, parts, containers, and supplies -----	(X)	602.1	(X)	³ 859.5
971000	Materials, ingredients, containers, and supplies, n.s.k. ⁴ -----	(X)	550.7	(X)	547.2
	INDUSTRY 2842, POLISHES AND SANITATION GOODS				
	Materials, ingredients, containers, and supplies -----	(X)	2 054.2	(X)	1 729.3
284303	Bulk surface active intermediates (active wt) ----- mil lb..	48.2	23.8	*18.8	8.4
	Bulk surface active agents, except intermediates:				
	Bulk surface active agents primarily for detergent purposes (active wt) ----- mil lb..	*32.8	20.7	(S)	65.9
284306	Other bulk surface active agents (emulsifiers, wetting agents, penetrants, etc.) (active wt) ----- mil lb..	39.1	28.7	**39.8	17.7
284141	Glycerin (100 percent) ----- mil lb..	(D)	(⁵)	(NA)	(⁶)
207011	Vegetable oil ----- mil lb..	(S)	1.1	(S)	1.9
284421	Perfume oil mixtures and blends ----- mil lb..	**10.4	67.0	*10.7	46.7
289921	Fatty acids ----- mil lb..	**13.0	5.3	**16.9	5.8
207711	Grease and inedible tallow ----- mil lb..	*5.0	3.4	(S)	4.7
281211	Chlorine (100 percent Cl) ----- 1,000 s tons..	*129.4	15.5	**201.7	29.6
281228	Sodium carbonate (soda ash) (58 percent Na ₂ O) ----- 1,000 s tons..	55.6	8.3	103.5	12.1
281238	Sodium hydroxide (caustic soda) (100 percent NaOH) ----- 1,000 s tons..	155.1	31.6	190.2	24.1
281972	Sodium tripolyphosphate (STPP) (100 percent) ----- 1,000 s tons..	**3.5	2.7	**11.8	4.3
281971	All other potassium and sodium compounds -----	(X)	22.4	(X)	(⁶)
291002	Refined petroleum products including mineral oil, naphtha solvents, petrolatum, waxes, etc. -----	(X)	72.1	(X)	40.1
280002	All other organic and inorganic chemicals -----	(X)	⁵ 234.3	(X)	239.9
270011	Labels, coupons, instructions, and other printed material -----	(X)	46.1	(X)	28.1
	Containers:				
265001	Paperboard containers, boxes, and corrugated paperboard -----	(X)	147.0	(X)	133.7
340001	Metal containers -----	(X)	143.8	(X)	139.2
308015	Plastics containers -----	(X)	250.8	(X)	227.7

See footnotes at end of table.

Table 7. Materials Consumed by Kind: 1992 and 1987—Con.

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

Material code	Material	1992		1987	
		Quantity ¹	Delivered cost (million dollars)	Quantity ¹	Delivered cost (million dollars)
INDUSTRY 2842, POLISHES AND SANITATION GOODS—Con.					
308095	Fabricated plastics products, including dispensing pumps and trigger and mist sprayers; except containers -----	(X)	99.6	(X)	(⁶)
970099	All other materials and components, parts, containers, and supplies -----	(X)	359.4	(X)	⁶ 282.4
971000	Materials, ingredients, containers, and supplies, n.s.k. ⁴ -----	(X)	470.3	(X)	417.0
INDUSTRY 2843, SURFACE ACTIVE AGENTS					
Materials, ingredients, containers, and supplies -----		(X)	1 510.8	(X)	1 493.7
284303	Bulk surface active intermediates (active wt) ----- mil lb..	187.7	58.7	118.5	70.5
Bulk surface active agents, except intermediates:					
284305	Bulk surface active agents primarily for detergent purposes (active wt) ----- mil lb..	150.7	54.1	150.6	55.6
284306	Other bulk surface active agents (emulsifiers, wetting agents, penetrants, etc.) (active wt) ----- mil lb..	* 29.0	26.8	110.4	45.2
284141	Glycerin (100 percent) ----- mil lb..	14.8	8.4	11.0	8.0
207011	Vegetable oil ----- mil lb..	235.9	65.9	125.1	32.6
284421	Perfume oil mixtures and blends ----- mil lb..	(S)	.2	(S)	.2
289921	Fatty acids ----- mil lb..	224.6	109.7	* 200.2	56.2
207711	Grease and inedible tallow ----- mil lb..	88.2	30.6	147.7	29.9
281211	Chlorine (100 percent Cl) ----- 1,000 s tons..	(D)	(⁷)	** 40.9	6.7
281228	Sodium carbonate (soda ash) (58 percent Na ₂ O) ----- 1,000 s tons..	** 5.1	.7	(S)	1.2
281238	Sodium hydroxide (caustic soda) (100 percent NaOH) ----- 1,000 s tons..	20.0	3.5	* 40.7	48.4
281972	Sodium tripolyphosphate (STPP) (100 percent) ----- 1,000 s tons..	** .2	.1	(S)	.5
281971	All other potassium and sodium compounds -----	(X)	4.2	(X)	(⁸)
291002	Refined petroleum products including mineral oil, naphtha solvents, petrolatum, waxes, etc. -----	(X)	93.0	(X)	156.0
280002	All other organic and inorganic chemicals -----	(X)	⁷ 353.4	(X)	476.3
270011	Labels, coupons, instructions, and other printed material -----	(X)	.6	(X)	.6
Containers:					
265001	Paperboard containers, boxes, and corrugated paperboard -----	(X)	13.3	(X)	13.6
340001	Metal containers -----	(X)	24.9	(X)	19.0
308015	Plastics containers -----	(X)	6.7	(X)	2.5
308095	Fabricated plastics products, including dispensing pumps and trigger and mist sprayers; except containers -----	(X)	(⁶)	(X)	(⁶)
970099	All other materials and components, parts, containers, and supplies -----	(X)	⁸ 419.6	(X)	³ 220.4
971000	Materials, ingredients, containers, and supplies, n.s.k. ⁴ -----	(X)	236.4	(X)	250.3
Material code	Material	1992 delivered cost (million dollars)		1987 delivered cost (million dollars)	
INDUSTRY 2844, TOILET PREPARATIONS					
Materials, ingredients, containers, and supplies -----		4 799.5		3 381.1	
284421	Perfume oil mixtures and blends -----	323.8		216.2	
286931	Perfume materials (synthetic organic) -----	92.7		50.9	
289951	Essential oils, natural -----	95.3		102.7	
284307	Bulk surface active agents other than sulfonated oils and fats -----	170.6		63.6	
207020	Fats, oils, greases, and tallow (animal, marine, and vegetable) -----	107.3		75.3	
291102	Refined petroleum products, including mineral oil, naphtha solvents, petrolatum, waxes, etc. -----	119.2		71.1	
286955	Alcohols -----	101.4		60.5	
286906	Other synthetic organic chemicals including halogenated hydrocarbons -----	215.2		106.4	
281970	Silicates -----	96.4		49.6	
308095	Fabricated plastics products, including dispensing pumps and trigger and mist sprayers; except containers -----	190.4		127.2	
Containers:					
308015	Plastics containers -----	993.4		633.5	
322101	Glass containers -----	206.3		169.7	
260012	Paper and paperboard containers including shipping containers, setup and folding cartons, etc. -----	566.6		383.0	
340001	Metal containers -----	194.2		150.9	
970099	All other materials and components, parts, containers, and supplies -----	618.6		446.5	
971000	Materials, ingredients, containers, and supplies, n.s.k. ⁴ -----	708.0		674.0	

¹For 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: * 10 to 19 percent estimated; ** 20 to 29 percent estimated. If 30 percent or more is estimated, figure is replaced by (S).

²For 1992, data for material codes 284141 and 207011 are included in 280002 to avoid disclosing data for individual companies.

³For 1987, data for material codes 281971 and 308095 were included with 970099.

⁴Total cost of materials of establishments that did not report detailed materials data, including establishments that were not mailed a form.

⁵For 1992, data for material code 284141 are included with 280002 to avoid disclosing data for individual companies.

⁶For 1992, data for material codes 284141, 281971, and 308095 were included with 970099.

⁷For 1992, data for material code 281211 are included with 280002 to avoid disclosing data for individual companies.

⁸For 1992, data for material code 308095 are included with 970099 to avoid disclosing data for individual companies.

Appendix A.

Explanation of Terms

This appendix is in two sections. Section 1 includes items requested of all establishments mailed census of manufactures forms including annual survey of manufactures (ASM) forms. Note that this section also includes several items (number of establishments and companies, value added, classes of products, and specialization and coverage ratios) not included on the report forms but derived from information collected on the forms. Section 2 covers supplementary items requested only from establishments included in the ASM sample. Results of the supplementary ASM inquiries are included in table 3c of this report.

SECTION 1. ITEMS COLLECTED OR DERIVED BASED ON ALL CENSUS OF MANUFACTURES (INCLUDING ASM) REPORT FORMS

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.

In this report, data are shown for establishments in operation at any time during the year. A comparison with the number of establishments in operation at the end of the year will be provided in the Introduction of the *General Summary* subject report.

Employment and related items. The report forms requested separate information on production workers for a specific payroll period within each quarter of the year and on other employees as of the payroll period which included the 12th of March.

All 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 truckdrivers and their helpers), advertising, credit, collection, installation and servicing of own products, clerical and routine office function, 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 to the plant and utilized as a separate work force.

In addition to reports sent to operating manufacturing establishments, information on employment during the payroll period which included March 12 and annual payrolls also was requested of auxiliary units (e.g., administrative offices, warehouses, and research and development

laboratories) of multiestablishment companies. However, these figures are not included in the totals for individual industries shown in this report. They are included in the *General Summary* and geographic area reports as a separate category.

Payroll. This item includes the gross earnings of all employees on the payrolls of operating manufacturing establishments paid in the calendar year 1992. 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' supplemental labor costs, both those required by Federal and State laws and those incurred voluntarily or as part of collective bargaining agreements. (Supplemental labor costs are explained later in this appendix.)

As in the case of employment figures, the payrolls of separate auxiliary units of multiestablishment companies are not included in the totals for individual industries or industry groups.

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.

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.

The important components of this cost item are (1) 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) electric energy purchased, (3) fuels consumed for heat, power, or the generation of electricity, (4) work done by

others on materials or parts furnished by manufacturing establishments (contract work), and (5) products bought and resold in the same condition. (See discussion of duplication of data below.)

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. Information on the establishments consuming less than a specified amount (usually \$25,000) of a specific material were not requested to report consumption of that material separately. Also, the cost of materials for the small establishments for which either administrative records or short forms were used was imputed as "not specified by kind." (See Census of Manufactures for the importance of administrative records in the industry.)

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 resold without further processing. Included are all items made by or for the establishments from materials 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. (See discussion of duplication of data below.)

Individual products. As in previous censuses, data were collected for most industries on the quantity and value of individual products shipped. In the 1992 census program, information was collected on the output of almost 11,000 individual product items. The term "product," as used in the census of manufactures, represents the finest level of detail for which output information was requested. Consequently, it is not necessarily synonymous with the term "product" as used in the marketing sense. In some cases, it may be much more detailed and, in other cases, it is more aggregative. For example, "pharmaceutical preparations" was distributed into over 100 terms; whereas, "motor gasoline" was reported as a single item.

Approximately 6,300 of the product items were listed separately on the 1992 census report forms. Data for

about 4,500 products were obtained in the monthly, quarterly, or annual surveys comprising the Current Industrial Reports series of the Census Bureau. Totals for the year 1992 for these items, as derived from the commodity surveys, are shown in the "products shipped" table.

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 1987 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 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.

Classes of products. To summarize the product information, the separate products were aggregated into classes of products that, in turn, were grouped into all primary products of each industry. The code structure used is a seven-digit number for the individual product, a five-digit number for the class of product, and a four-digit number for the total primary products in an industry. (See Census of Manufactures, Industry Classification of Establishments, for application of the coding structure to the assignment of SIC codes for establishments.)

In the 1992 census, the 11,000 products were grouped into approximately 1,500 separate classes on the basis of general similarity of manufacturing processes, types of materials used, etc. However, the grouping of products was affected by the economic significance of the class and, in some cases, dissimilar products were grouped because the products were not sufficiently significant to warrant separate classes.

Duplication in cost of materials and value of shipments. 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.

Value added by manufacture. 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 (see footnote in table 1a), 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.

New and used capital expenditures. For establishments in operation and any known plants under construction, manufacturers were asked to report their new 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.

The totals for new expenditures include expenditures 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 used plant and equipment (although reported in the census), expenditures for land, and cost of maintenance and repairs charged as current operating expenses.

Manufacturers also were requested to report the value of all used buildings and equipment purchased during the year at the purchase price. 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. Furthermore, if the establishment changed ownership during the year, the cost of the fixed assets (building and equipment) was to be reported under used capital expenditures.

Total expenditures for used plant and equipment is a universe figure; it is collected on all census forms. However, the breakdown of this figure between expenditures for used buildings and other structures and expenditures for used machinery and equipment is collected only on the ASM form. The data for total new capital expenditures, new building expenditures, and new machinery expenditures, as well as the data for total used expenditures, are shown in table 3b.

End-of-year inventories. Respondents were asked to report their 1991 and 1992 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). 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.

SECTION 2. ITEMS COLLECTED ONLY ON ASM REPORT FORMS

The following items were collected only from establishments included in the ASM sample:

Supplemental labor costs. Supplemental labor costs 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

Because of this change in reporting instructions, the 1982 through 1992 data for inventories and value added by manufacture included in the tables of this report are not comparable to the prior-year data shown in table 1a of this report and in historical census of manufactures and annual survey of manufactures publications.

In using inventory data by stage of fabrication for "all industries" and at the two-digit industry 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 another 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 individual industries, industry groups, and "all manufacturing", which are aggregates of figures reported by establishments in specified industries.

Specialization and coverage ratios. These items are not collected on the report forms but are derived from the data shown in table 5b. 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 5a and data on product shipments shown in tables 6a through 6c.

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.

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.

While the excluded items do benefit employees and all or part of their cost generally is similar to the items covered in the ASM labor costs statistics, accounting records generally do not provide reliable figures on net employee benefits of these types.

Retirements of depreciable assets. Included in this item is the gross value of assets sold, retired, scrapped, destroyed, etc., during 1992. 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.

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.

Rental payments. Total rental payments is 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.

Depreciable assets. Total value of gross depreciable assets is collected on all census forms. However, the detail for depreciable assets is collected only on the ASM forms. The data encompass all fixed depreciable assets on the books of establishments at the beginning and end of the year. 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 new and used capital expenditures, less retirements, equalled assets at the end of the year.

New and used capital expenditures. The data for total new capital expenditures, new building expenditures, new machinery expenditures, and total used capital expenditures are collected on all census forms. However, the breakdown between expenditures for used buildings and other structures and expenditures for used machinery and equipment is collected only on the ASM form. (See further explanation on capital expenditures in section 1.)

Quantity of electric energy consumed for heat and power. Data on the cost of purchased electric energy are collected on all census forms. However, data on the quantity of purchased electric energy are collected only on the ASM forms. 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.

Breakdown of new capital expenditures for machinery and equipment. ASM establishments were requested to separate their capital expenditures for new machinery and equipment into (1) automobiles, trucks, etc., for highway use, (2) computers and peripheral data processing equipment, and (3) all other.

The category "automobiles, trucks, etc., for highway use" is intended to measure expenditures for vehicles designed for highway use that were acquired through a purchase or lease-purchase agreement. Vehicles normally operating off public highways (vehicles specifically designed to transport materials, property, or equipment on mining, construction, logging, and petroleum development projects) are excluded from this item.

Foreign content of cost of materials. Establishments included in the ASM sample panel were requested to provide information on foreign-made materials purchased or transferred from foreign sources. This includes materials acquired from a central warehouse or other domestic establishment of the same company but made in an operation outside of the 50 States, District of Columbia, Puerto Rico, or U.S. territories.

Cost of purchased services. 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 reflect the costs paid directly by the establishment, and exclude 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, such as painting, roof repairs, replacing parts, and overhauling equipment. Such 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 were capitalized are considered capital expenditures for used buildings and machinery and are, 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.

Three basic approaches were utilized to produce these statistics.

1. For items 1 through 6, data were estimated (imputed) for all non-ASM establishments using the available data in the establishment record and industry-based parameters. The statistics were then generated by simply tabulating all census records including the imputed value for non-ASM establishments and the unweighted value for ASM establishments. Separate imputation rates were developed and are shown in the table. For quantity of purchased electricity for heat and power (item 7), a similar procedure was used; however, the imputation parameters were geographically-based instead of industry-based. For quantities of generated less sold electricity, no imputation was performed for non-ASM establishments. The estimates for these items are simply tabulations of unweighted ASM values.

Since the published statistics for these items were developed from the complete census universe and not just the ASM establishments, there are no sampling variances associated with these statistics. However, there is an unknown level of bias for each of the items due to the imputation of the non-ASM establishments. This bias is felt to be small due to the strong correlation between the items being imputed and the collected items that were used to generate the impute values.

2. For items 8 and 9, the estimates were developed using a ratio estimation methodology. For item 8, an estimate of the breakout of new capital expenditures for machinery and equipment into the three categories was made from ASM establishments reporting these categories. The estimated proportions were then applied to the corresponding census value for new capital expenditures for machinery and equipment to produce the estimates.

The estimates for item 9, foreign content of cost of materials, were developed in a similar manner based on costs of parts, supplies, and components (item 5a) as the control total for the three categories.

For items 8 and 9, an adjustment ratio of the following form was computed:

$$R_j = \frac{NMc}{TMEasm}$$

where:

NMc = the census value of new capital expenditures for machinery and equipment

TMEasm = the weighted ASM value of new capital expenditures for machinery and equipment from reporters of the detailed breakout data

3. For item 10, cost of purchased services, the estimates were made by simply tabulating weighted data for all the ASM records that reported the item. A response coverage ratio (a measure of the extent to which respondents reported for each item) is shown in table 3c for the types of services. It is derived for each item by calculating the ratio of the weighted employment (establishment data multiplied by sample weight, see appendix B) for those ASM establishments that reported the specific inquiry to the weighted total employment for all ASM establishments classified in the industry.

Appendix B.

Annual Survey of Manufactures Sampling and Estimating Methodologies

DESCRIPTION OF SURVEY SAMPLE

The annual survey of manufactures (ASM) contains two components. The mail portion of the survey is a probability sample of about 64,000 manufacturing establishments selected from a total of about 216,000 establishments. These 216,000 establishments represent all manufacturing establishments of multiunit companies and all single-establishment companies mailed schedules in the 1987 Census of Manufactures. This mail portion is supplemented annually by a Social Security Administration list of new manufacturing establishments opened after 1987 and a list of new multiunit manufacturing establishments identified from the Census Bureau's Company Organization Survey.

For the current panel, all establishments of companies with 1987 shipments in manufacturing in excess of \$500 million were included in the survey panel with certainty. There are approximately 500 such companies collectively accounting for approximately 18,000 establishments. For the remaining portion of the mail survey, the establishment was defined as the sampling unit. For this portion, all establishments with 250 employees or more and establishments with a very large value of shipments also were included in the survey panel with certainty. A total of 12,100 establishments were selected from this portion of the universe with certainty. Therefore, of the 64,000 manufacturing establishments included in the ASM panel, approximately 31,000 are selected with certainty. These certainty establishments collectively account for approximately 80 percent of the total value of shipments in the 1987 census.

Smaller establishments in the remaining portion of the mail survey were sampled with probabilities ranging from 0.999 to 0.005 in accordance with mathematical theory for optimum allocation of a sample. The probabilities of selection assigned to the smaller establishments were proportional to measures of size determined for each establishment. The measures of size depend directly upon each establishment's 1987 product class values and the historic variability of the year-to-year shipments of each product class. Product classes displaying more volatile year-to-year change in shipments at the establishment level were sampled at a heavier rate.

This method of assigning measures of size was used in order to maximize the precision (that is, minimize the variance of estimates of the year-to-year change) in the value of product class shipments. Implicitly, it also gave weight differences in employment, value added, and other

general statistics, since these are highly correlated with value of shipments. Individual sample selection probabilities were obtained by multiplying each establishment's final measure of size by an overall sampling fraction coefficient calculated to yield a total expected sample size.

The sample selection procedure gave each establishment in the sampling frame an independent chance of selection. This method of independent selection permits the rotation of small establishments out of a given sample panel without introducing a bias into the survey estimates.

The nonmail portion of the survey includes all single-establishment companies that were tabulated as administrative records in the 1987 Census of Manufactures. Although this portion contained approximately 134,000 establishments, it accounted for less than 2 percent of the estimate for total value of shipments at the total manufacturing level. This portion was not sampled; rather, the data for every establishment in this group were estimated based on selected information obtained annually from the administrative records of the Internal Revenue Service and the Social Security Administration. This administrative-records information, which includes payroll, total employment, industry classification, and physical location of the establishment, was obtained under conditions which safeguard the confidentiality of both tax and census records. Estimates of data other than payroll and employment for these small establishments were developed from industry averages.

The corresponding estimates for the mail and nonmail establishments were added together, along with the base-year differences, as defined in the Description of Estimating Procedure section, to produce the figures shown in this publication.

DESCRIPTION OF ESTIMATING PROCEDURES

Most of the ASM estimates for the years 1988-1991 were computed using a difference estimation procedure. For each item, a base-year difference was developed. This base-year difference is equal to the difference between the 1987 census published number for an item total and the linear ASM estimate of the total for 1987. The ASM linear estimate was obtained by multiplying each sample establishment's data by its sample weight (the reciprocal of its probability of selection) and summing the weighted values.

These base-year differences were then added to the corresponding current-year linear estimates, which include the sum of the estimates for the mail and nonmail

establishments, to produce the estimates for the years 1983-1991. Estimates developed by this procedure usually are far more reliable than comparable linear estimates developed from the current sample data alone.

However, the 1992 sample estimates for the purchased service items, shown in table 3c, are strictly ASM linear estimates developed only from ASM establishments that reported the specific item.

The remaining estimates in table 3c, showing the breakdown of expenditures for new machinery and equipment and costs of parts (separated into purchases from foreign sources and purchases from domestic sources), were computed as ratio estimates. To do this, linear estimates of the new machinery detail items were developed from the ASM establishments and were ratio adjusted to the corresponding census total for new machinery. In a similar fashion, the ASM linear estimates of the detailed purchased materials items were ratio adjusted to the corresponding census total for cost of parts.

QUALIFICATIONS OF THE DATA

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

The particular sample selected for the ASM is one of a large number of 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 theoretical, comparable, complete-coverage values.

Estimates of the standard errors have been computed from the sample data for selected statistics in this report. They are presented 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:

1. From one standard error below to one standard error above the derived estimate for about two-thirds of all possible samples.
2. From two standard errors below to two standard errors above the derived estimate for about 19 of 20 of all possible samples.
3. 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 as 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 in the course of 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 only moderately higher. However, for particular estimates, the total error may considerably exceed the standard errors shown.

The concept of complete coverage under the conditions prevailing for the ASM is not identical to the complete coverage of the census of manufactures, as the censuses have been conducted. Nearly all types of operational errors that affect the ASM also occur in the censuses. The ASM and the censuses, are conducted under quite different conditions, and operational errors can be better controlled in the ASM than in the censuses. As a result, for many of the census figures, the errors are of the same order of size as the total errors of the corresponding annual survey estimates. The differences between the census and ASM operating conditions also disturb, to some degree, the comparability of the ASM and census data.

Any figures shown in the tables in this publication having an associated standard error exceeding 15 percent may be of limited reliability. However, the figure may be combined with higher-level totals, creating a broader aggregate, which then may be of acceptable reliability.

Appendix C. Product Code Reference Tables

Part 1. Comparability of Product Classes and Product Codes That Changed: 1992 to 1987

1992	1987	1992	1987	1992	1987	1992	1987
28161 00	28161 11	28248 75	28248 81	28446	28445	28795 81	28795 20
		28248 79	28248 81	28446 11	28445 02	28795 81	28795 21
28162 55	28161 21			28446 13	28445 03	28795 81	28795 79
28162 65	28162 13			28446 15	28445 04		
28162 65	28162 30	28249	28247	28446 17	28445 05	28796 85	28796 25
28162 65	28162 40	28249 15	28247 13	28446 19	28445 05	28796 85	28796 51
28162 65	28162 50	28249 15	28247 15	28446 21	28445 08	28796 85	28796 71
28162 65	28162 60	28249 15	28247 16	28446 22	28445 09	28796 85	28796 81
		28249 15	28247 19	28446 23	28445 16		
		28249 17	28247 13	28446 24	28445 17	28798 85	28798 30
28163 98	28163 41	28249 17	28247 15	28446 25	28445 18	28798 85	28798 83
28163 98	28163 45	28249 17	28247 16	28446 26	28445 19		
28163 98	28163 89	28249 17	28247 19	28446 29	28445 19		
28163 98	28163 95	28249 19	28247 31			28799 17	28799 15
28163 98	28163 97	28249 19	28247 33			28799 30	28799 35
		28249 19	28247 41	28447	28445	28799 45	28799 35
				28447 11	28445 21	28799 45	28799 15
28220 11	28220 00			28447 15	28445 22		28799 35
28220 12	28220 00			28447 21	28445 23		
28220 40	28220 00	28333 44	28333 43	28447 25	28445 25	28914 24	28914 23
28220 45	28220 00	28333 44	28333 45	28447 25	28445 25	28914 24	28914 25
28220 50	28220 00	28333 92	28333 93	28447 25	28445 29	28914 61	28914 98
28220 57	28220 00	28333 92	28333 94	28447 31	28445 27	28914 99	28914 98
28220 60	28220 00	28333 99	28333 82	28447 35	28445 28		
28220 72	28220 00	28333 99	28333 98	28447 41	28445 31	28916 25	28916 20
28220 82	28220 00			28447 45	28445 33	28916 25	28916 30
				28447 51	28445 39	28916 25	28916 40
		28352 12	28352 10				
28230 33	28230 34	28352 12	28352 15	28447 55	28445 41	28917 46	28917 41
28230 33	28230 38			28447 61	28445 43	28917 46	28917 51
28230 33	28230 39			28447 65	28445 50	28917 46	28917 61
28230 37	28230 34	28362 00	28362 10	28447 71	28445 61		
28230 37	28230 38	28362 00	28362 20	28447 75	28445 61	28920 20	28920 19
28230 37	28230 39			28447 81	28445 55	28920 20	28920 21
28230 45	28230 41			28447 85	28445 59	28920 24	28920 13
28230 45	28230 71	28364 22	28364 20	28447 95	28445 91	28920 24	28920 15
		28364 22	28364 25		28445 99	28920 24	28920 27
						28920 54	28920 51
28241 15	28241 13					28920 54	28920 57
28241 15	28241 19			28610	28611		
28241 15	28241 21	28411 78	28411 62				
28241 15	28241 23	28411 78	28411 73			28931 17	28931 06
28241 15	28241 25	28411 78	28411 79			28931 17	28931 19
28241 24	28241 13			28610	28612		
28241 24	28241 19			28610 10	28612 57		
28241 24	28241 21			28610 15	28611 31	28932 32	28932 33
28241 24	28241 21	28412 04	28412 07	28610 15	28611 98	28932 32	28932 38
28241 24	28241 23	28412 04	28412 08	28610 20	28612 91	28932 44	28932 34
28241 24	28241 23	28412 04	28412 15	28610 25	28612 94	28932 44	28932 45
28241 24	28241 25	28412 05	28412 07	28610 30	28612 96	28932 46	28932 34
28241 29	28241 13	28412 05	28412 15	28610 35	28612 98	28932 46	28932 45
		28412 06	28412 18	28610 40	28612 31		
28241 29	28241 19	28412 09	28412 12	28610 40	28612 61	28933 41	28933 43
28241 29	28241 21	28412 10	28412 12	28610 40	28612 89	28933 42	28933 43
28241 29	28241 23	28412 11	28412 15			28933 44	28933 45
28241 29	28241 25	28412 11	28412 18			28933 46	28933 45
28241 45	28241 35			28692	28695		
28241 45	28241 43			28692 10	28695 11		
		28413 12	28413 11	28692 15	28695 25	28934 87	28934 85
28242	28247	28413 13	28413 11	28692 19	28695 27	28934 87	28934 86
28242 61	28247 13	28413 14	28413 11	28692 20	28695 11	28934 89	28934 85
28242 61	28247 15	28413 98	28413 22	28692 25	28695 25	28934 89	28934 86
28242 61	28247 16	28413 98	28413 97	28692 29	28695 27		
28242 61	28247 19					28992 24	28992 23
28242 63	28247 13					28992 24	28992 25
28242 63	28247 15	28423 15	28423 95	28698	28695	28992 59	28992 53
28242 63	28247 16	28423 30	28423 95	28698 31	28695 31	28992 59	28992 55
28242 63	28247 19	28423 41	28423 45	28698 37	28695 37	28992 59	28992 57
28242 65	28247 13	28423 46	28423 45	28698 53	28695 53		
28242 65	28247 15	28423 46	28423 45	28698 55	28695 55	28995 13	28995 11
		28423 48	28423 47	28698 98	28695 98	28995 13	28995 12
		28423 48	28423 49			28995 13	28995 19
28242 65	28247 16	28423 49	28423 42			28995 16	28995 14
28242 65	28247 19	28423 49	28423 95			28995 16	28995 15
28242 66	28247 31	28423 90	28423 95	28744 11	28744 20	28995 16	28995 19
28242 66	28247 33	28423 97	28423 95	28744 11	28744 40	28995 16	28995 19
28242 69	28247 41			28744 21	28744 60	28995 34	28995 35
				28744 21	28744 20	28995 34	28995 36
				28744 21	28744 40	28995 43	28995 40
28244 15	28244 32	28424 43	28424 42	28744 21	28744 60	28995 43	28995 42
28244 15	28244 34	28424 43	28424 44	28744 31	28744 30	28995 43	28995 45
28244 15	28244 36			28744 31	28744 50		
28244 15	28244 38			28744 31	28744 70		
28244 15	28244 41	28430 55	28430 35			28995 68	28995 69
28244 29	28244 32	28430 55	28430 65			28995 68	28995 70
28244 29	28244 34			28750 11	28750 20	28995 68	28995 71
28244 29	28244 36			28750 11	28750 40	28995 81	28995 82
28244 29	28244 38	28443 26	28443 25	28750 11	28750 60	28995 81	28995 83
28244 29	28244 38	28443 26	28443 27	28750 21	28750 20	28995 81	28995 84
28244 29	28244 41			28750 21	28750 20	28995 86	28995 88
28244 42	28244 43			28750 21	28750 40	28995 86	28995 89
28244 42	28244 45			28750 21	28750 60	28995 95	28995 94
28244 44	28244 43	28444 31	28444 95	28750 31	28750 30	28995 95	28995 96
28244 44	28244 45	28444 98	28444 71	28750 31	28750 50	28995 97	28995 55
28244 44	28244 45	28444 98	28444 95	28750 31	28750 70	28995 97	28995 99

Part 2. Comparability of Product Classes and Product Codes That Changed: 1987 to 1992

1987	1992	1987	1992	1987	1992	1987	1992
28161 11	28161 00	28247 16	28249 15	28445 02	28446 11	28795 20	28795 81
28161 21	28162 55	28247 16	28249 17	28445 03	28446 13	28795 21	28795 81
		28247 19	28242 61	28445 04	28446 15	28795 79	28795 81
		28247 19	28242 63	28445 05	28446 17		
28162 13	28162 65	28247 19	28242 65	28445 05	28446 19	28796 25	28796 85
28162 30	28162 65	28247 19	28249 15	28445 08	28446 21	28796 51	28796 85
28162 40	28162 65	28247 19	28249 17	28445 09	28446 22	28796 71	28796 85
28162 50	28162 65	28247 31	28242 66	28445 16	28446 23	28796 81	28796 85
28162 60	28162 65	28247 31	28249 19	28445 17	28446 24		
		28247 33	28242 66	28445 18	28446 25	28798 30	28798 85
28163 41	28163 98	28247 33	28249 19	28445 19	28446 26	28798 83	28798 85
28163 45	28163 98	28247 41	28242 69				
28163 89	28163 98	28247 41	28249 19				
28163 95	28163 98			28445 19	28446 29	28799 15	28799 17
28163 97	28163 98			28445 21	28447 11	28799 15	28799 45
		28248 81	28248 75	28445 22	28447 15	28799 35	28799 30
		28248 81	28248 79	28445 23	28447 21	28799 35	28799 40
				28445 25	28447 25	28799 35	28799 45
28220 00	28220 11			28445 27	28447 31		
28220 00	28220 12			28445 28	28447 35	28914 23	28914 24
28220 00	28220 40	28333 43	28333 44	28445 28	28447 35	28914 25	28914 24
28220 00	28220 45	28333 45	28333 44	28445 29	28447 25	28914 98	28914 61
28220 00	28220 50	28333 82	28333 99	28445 31	28447 41	28914 98	28914 99
28220 00	28220 57	28333 93	28333 92	28445 33	28447 45		
28220 00	28220 60	28333 94	28333 92			28916 20	28916 25
28220 00	28220 72	28333 98	28333 99			28916 30	28916 25
28220 00	28220 82					28916 40	28916 25
		28352 10	28352 12	28445 39	28447 51		
28230 34	28230 33	28352 15	28352 12	28445 41	28447 55		
28230 34	28230 37			28445 43	28447 61	28917 41	28917 46
28230 38	28230 33			28445 50	28447 65	28917 51	28917 46
28230 38	28230 37			28445 55	28447 75	28917 61	28917 46
28230 39	28230 33	28362 10	28362 00	28445 59	28447 81		
28230 39	28230 37	28362 20	28362 00	28445 61	28447 71		
28230 41	28230 45			28445 91	28447 85	28920 13	28920 24
28230 71	28230 45	28364 20	28364 22	28445 99	28447 95	28920 15	28920 24
		28364 25	28364 22			28920 19	28920 20
						28920 21	28920 20
						28920 27	28920 24
28241 13	28241 15			28611	28610	28920 51	28920 54
28241 13	28241 24	28411 62	28411 78	28611 31	28610 15	28920 57	28920 54
28241 13	28241 29	28411 73	28411 78	28611 98	28610 15		
28241 19	28241 15	28411 79	28411 78			28931 06	28931 17
28241 19	28241 24					28931 19	28931 17
28241 19	28241 29						
28241 21	28241 15	28412 07	28412 04	28612	28610		
28241 21	28241 24	28412 07	28412 05	28612 31	28610 40		
28241 21	28241 24	28412 08	28412 04	28612 57	28610 10	28932 33	28932 32
28241 21	28241 29	28412 12	28412 09	28612 61	28610 40	28932 34	28932 44
28241 23	28241 15	28412 12	28412 10	28612 89	28610 40	28932 34	28932 46
28241 23	28241 24	28412 15	28412 11	28612 91	28610 20	28932 38	28932 32
		28412 15	28412 04	28612 94	28610 25	28932 45	28932 44
28241 23	28241 29	28412 15	28412 05	28612 96	28610 30	28932 45	28932 46
28241 25	28241 15	28412 15	28412 11	28612 98	28610 35		
28241 25	28241 24	28412 18	28412 06			28933 43	28933 41
28241 25	28241 29	28412 18	28412 11			28933 43	28933 42
28241 35	28241 45					28933 45	28933 44
28241 43	28241 45					28933 45	28933 46
		28413 11	28413 12	28695	28692		
		28413 11	28413 13			28934 43	28933 41
		28413 11	28413 14			28934 45	28933 42
		28413 22	28413 98			28934 45	28933 44
28244 32	28244 15	28413 97	28413 98			28934 45	28933 46
28244 32	28244 29						
28244 34	28244 15						
28244 34	28244 29						
28244 36	28244 15	28423 42	28423 49	28695 11	28692 10	28934 85	28934 87
28244 36	28244 29	28423 45	28423 41	28695 11	28692 20	28934 85	28934 89
28244 38	28244 15	28423 45	28423 46	28695 25	28692 15	28934 86	28934 87
28244 38	28244 29	28423 47	28423 48	28695 25	28692 25	28934 86	28934 89
28244 41	28244 15	28423 49	28423 48	28695 27	28692 19		
28244 41	28244 29	28423 49	28423 48	28695 27	28692 29	28992 23	28992 24
28244 41	28244 15	28423 95	28423 15	28695 31	28698 31	28992 25	28992 24
28244 43	28244 29	28423 95	28423 15	28695 37	28698 37	28992 53	28992 59
28244 43	28244 42	28423 95	28423 30	28695 53	28698 53	28992 55	28992 59
28244 43	28244 44	28423 95	28423 49	28695 55	28698 55	28992 57	28992 59
28244 45	28244 42	28423 95	28423 90	28695 98	28698 98		
28244 45	28244 44	28423 95	28423 97			28995 11	28995 13
						28995 12	28995 13
						28995 14	28995 16
						28995 15	28995 16
						28995 15	28995 16
						28995 19	28995 13
						28995 19	28995 16
28247	28242	28424 42	28424 43	28744 20	28744 11	28995 35	28995 34
		28424 44	28424 43	28744 20	28744 21	28995 36	28995 34
				28744 30	28744 31	28995 36	28995 34
				28744 40	28744 11	28995 40	28995 43
				28744 40	28744 21	28995 40	28995 43
28247	28249	28430 35	28430 55	28744 40	28744 21	28995 42	28995 43
		28430 65	28430 55	28744 50	28744 31	28995 45	28995 43
				28744 60	28744 11		
28247 13	28242 61			28744 60	28744 21		
28247 13	28242 63			28744 70	28744 31		
28247 13	28242 65	28443 25	28443 26			28995 55	28995 97
28247 13	28249 15	28443 27	28443 26			28995 69	28995 68
28247 13	28249 17					28995 70	28995 68
28247 15	28242 61			28750 20	28750 11	28995 71	28995 68
28247 15	28242 63	28444 71	28444 98	28750 20	28750 21	28995 82	28995 81
28247 15	28242 65	28444 95	28444 31	28750 30	28750 31	28995 83	28995 81
28247 15	28242 65	28444 95	28444 98	28750 40	28750 11	28995 84	28995 81
28247 15	28249 15			28750 40	28750 21	28995 88	28995 86
28247 15	28249 17			28750 50	28750 31	28995 89	28995 86
28247 16	28242 61	28445	28446	28750 60	28750 11	28995 94	28995 95
28247 16	28242 63			28750 60	28750 21	28995 96	28995 95
28247 16	28242 65	28445	28447	28750 70	28750 31	28995 99	28995 97

Part 3. Current Industrial Reports by Product Code

[Current Industrial Reports (CIR) data are contained in the publication *Manufacturing Profiles: 1992* [MP-1(92)] issued August 1994 and available through the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. To access the most current CIR data electronically, dial the Census-BEA Electronic Forum at 301-457-2310. Your communications modem should be set as follows: Baud rate: 1200, 2400, 9600; Parity: None; Data bits: 8; Stop bits: 1; Duplex: full. Before making your first call, decide on a password and be prepared to provide the following regarding your computer: PC brand name, monitor screen dimensions (e.g., 80 columns by 24 lines), monitor color support, modem baud rate, and PC communications software package. Call the voice number, 301-457-1242, for further bulletin board assistance]

Product code	Current Industrial Report	Product code	Current Industrial Report
2812100	MA28A, Inorganic Chemicals	2834200	MA28G, Pharmaceutical Preparations, Except Biologicals
2812300	MA28A, Inorganic Chemicals	2834300	MA28G, Pharmaceutical Preparations, Except Biologicals
2812500	MA28A, Inorganic Chemicals	2834400	MA28G, Pharmaceutical Preparations, Except Biologicals
2813200	MA28C, Industrial Gases	2834500	MA28G, Pharmaceutical Preparations, Except Biologicals
2813300	MA28C, Industrial Gases	2834600	MA28G, Pharmaceutical Preparations, Except Biologicals
2813500	MA28C, Industrial Gases	2834700	MA28G, Pharmaceutical Preparations, Except Biologicals
2813600	MA28C, Industrial Gases	2834800	MA28G, Pharmaceutical Preparations, Except Biologicals
2813700	MA28C, Industrial Gases	2834900	MA28G, Pharmaceutical Preparations, Except Biologicals
2816100	MA28A, Inorganic Chemicals	2842243	MA28A, Inorganic Chemicals
2816310	MA28A, Inorganic Chemicals	2842253	MA28A, Inorganic Chemicals
2819300	MA28B, Fertilizer Materials	2851100	MA28F, Paint, Varnish, and Lacquer
2819300	MA28A, Inorganic Chemicals	2851200	MA28F, Paint, Varnish, and Lacquer
2819400	MA28A, Inorganic Chemicals	2851300	MA28F, Paint, Varnish, and Lacquer
2819500	MA28A, Inorganic Chemicals	2851500	MA28F, Paint, Varnish, and Lacquer
2819600	MA28A, Inorganic Chemicals	2873100	MA28B, Fertilizer Materials
2819700	MA28A, Inorganic Chemicals		
2819800	MA28A, Inorganic Chemicals	2873200	MA28B, Fertilizer Materials
2819900	MA28A, Inorganic Chemicals	2874100	MA28B, Fertilizer Materials
2834100	MA28G, Pharmaceutical Preparations, Except Biologicals	2874200	MA28B, Fertilizer Materials

Publication Program

1992 CENSUS OF MANUFACTURES

Publications of the 1992 Census of Manufactures, containing preliminary and final data on manufacturing establishments in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300.

Preliminary Reports

Industry series—83 reports (MC92-I-20A(P) to -39D(P))

Preliminary industry data are issued in 83 separate reports covering 459 industries. Preliminary summary data for the United States and States are released in one report.

Final Reports

Industry series—83 reports (MC92-1-20A to -39D)

Each of the 83 reports provides information for a group of related industries ("dairy products" includes industries for butter, cheese, milk, etc.). Final figures for the United States are shown for each of the 459 manufacturing industries on quantity and value of products shipped and materials consumed, cost of fuels and electric energy, capital expenditures, assets, rents, inventories, employment, payroll, payroll supplements, hours worked, value added by manufacture, number of establishments, and number of companies. Comparative statistics for earlier years are provided where available.

For each industry, data on value of shipments, value added by manufacture, capital expenditures, employment, and payroll are shown by employment-size class of establishment, State, and degree of primary product specialization.

Geographic area series—51 reports (MC92-A-1 to -51)

A separate report is being published for each State and the District of Columbia. Each report presents data for industry groups and industries on value of shipments, cost of materials, value added by manufacture, employment, payroll, hours worked, new capital expenditures, and number of manufacturing establishments for the State, MA's, counties, and selected places. Comparative statistics for earlier census years are shown for the State and large MA's. Manufacturing totals are presented for each county and for places with significant manufacturing activity. Detailed statistics (including inventories, assets, rents, and energy costs) are presented only in statewide totals.

Subject series—3 reports (MC92-S-1 to -3)

Each of the three reports contains detailed statistics for an individual subject, such as concentration ratios in manufacturing, manufacturers' shipments to the Federal Government, and a general national-level summary.

Reference series—1 report (MC92-R-1)

The *Numerical List of Manufactured and Mineral Products* includes a description of the principal products and services published in the 1992 Censuses of Manufactures and Mineral Industries.

Location of Manufacturing Plants—1 report (MC92-LM)

This report includes data for number of establishments by four-digit SIC industry and by employment-size class for counties, incorporated places of 2,500 inhabitants or more, and Zip Codes for each State. This report is available only on compact disc-read only memory (CD-ROM).

Analytical Reports—2 reports (AR92-1 and -2)

Exports From Manufacturing Establishments (AR92-1)

This report presents data on exports by two- and three-digit SIC industry groups for the United States and States. Information is presented on value of direct report shipments and estimates of the employment required to manufacture these products. Included are estimates of employment in manufacturing and nonmanufacturing establishments that supply parts, materials, and services for production of manufactured exports.

Selected Characteristics of Manufacturing Establishments That Export (AR92-2)

This report presents data on the number of manufacturing companies and establishments that export by major group, State, employment size, and ratios of exports to shipments.

Electronic Media

All data included in the printed reports are available on CD-ROM. The CD-ROM's provide the same information found in the reports as well as additional information not published in the final reports, such as location of manufacturing plants. Electronic media products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300.

OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, wholesale trade, financial, insurance, real estate, service industries, construction industries, mineral industries, transportation, communications, utilities, enterprise statistics, minority-owned businesses, and women-owned businesses also are available from the 1992 Economic Census. A separate series of reports covers the census of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Commonwealth of the Northern Mariana Islands. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300.