

# 1992 Census of Manufactures

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MC92-I-39C

INDUSTRY SERIES

## Office Supplies, Costume Jewelry and Notions

Industries 3951, 3952, 3953, 3955, 3961,  
and 3965

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**U.S. Department of Commerce**  
**Ronald H. Brown**, Secretary  
**David J. Barram**, Deputy Secretary

**Economics and Statistics Administration**  
**Everett M. Ehrlich**, Under Secretary  
for Economic Affairs

**BUREAU OF THE CENSUS**  
**Martha Farnsworth Riche**, Director

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**If you have any questions concerning the statistics in this report, call 301-457-4817.**



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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*<sup>1</sup>. 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

<sup>1</sup>*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.

### CONTACTS FOR DATA USERS

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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.

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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

3951	Pens and Mechanical Pencils
3952	Lead Pencils and Art Goods
3953	Marking Devices
3955	Carbon Paper and Inked Ribbons
3961	Costume Jewelry
3965	Fasteners, Buttons, Needles, and Pins

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*<sup>1</sup>. 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.

<sup>1</sup>*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.

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.

## INDUSTRY 3951, PENS AND MECHANICAL PENCILS

This industry is made up of establishments primarily engaged in manufacturing pens (including ballpoint pens), refill cartridges, mechanical pencils, fine and broad tipped markers, and parts.

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 3951, Pens and Mechanical Pencils, had employment of 7.9 thousand. The employment figure was 6 percent below the 8.4 thousand reported in 1987. Compared with 1991, employment decreased 7 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 California, Illinois, Rhode Island, and Tennessee. This represents a shift from 1987 when California, Rhode Island, Tennessee, and New York were the leading States.

The total value of shipments for establishments classified in this industry was \$1.0 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 3951 shipped \$961.7 million of pens and mechanical pencils considered primary to the industry, \$48.7 million of secondary products, and had \$38.1 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 95 percent (specialization ratio). In 1987, the specialization ratio was 94 percent.

Establishments in this industry also accounted for 78 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio was 81 percent.

The products primary to industry 3951, no matter in what industry they were produced, appear in table 6a and aggregate to \$1.2 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 pens and mechanical pencils industry amounted to \$383.4 million. 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 4 percent of the total value of shipments.

### **INDUSTRY 3952, LEAD PENCILS AND ART GOODS**

This industry is made up of establishments primarily engaged in manufacturing lead pencils, pencil leads, and crayons; and materials and equipment for artwork, such as airbrushes, drawing tables and boards, palettes, sketch boxes, pantographs, artists' colors and waxes, pyrography goods, drawing inks, and drafting materials. Establishments primarily engaged in manufacturing mechanical pencils are classified in industry 3951, and those manufacturing drafting instruments are classified in industry 3829.

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 3952, Lead Pencils and Art Goods, had employment of 7.3 thousand. The employment figure was 30 percent above the 5.6 thousand reported in 1987. Compared with 1991, employment increased 30 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, New Jersey, Pennsylvania, and Tennessee. This represents a shift from 1987 when Tennessee, New Jersey, Pennsylvania, and California were the leading States.

The total value of shipments for establishments classified in this industry was \$975.9 million.

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 3952 shipped \$618.9 million of lead pencils and art goods considered primary to the industry, \$224.6 million of secondary products, and had \$132.4 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 73 percent (specialization ratio). In 1987, the specialization ratio was 80 percent.

Establishments in this industry also accounted for 95 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio was 90 percent.

The products primary to industry 3952, no matter in what industry they were produced, appear in table 6a and aggregate to \$650.1 million. 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 lead pencil and art goods industry amounted to \$408.9 million. 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 22 percent of the total value of shipments.

### **INDUSTRY 3953, MARKING DEVICES**

This industry is made up of establishments primarily engaged in manufacturing rubber and metal hand stamps, dies, and seals; steel letters and figures; and stencils for use in painting or marking. Establishments primarily engaged in manufacturing felt tip markers are classified in industry 3951.

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 3953, Marking Devices, had employment of 7.6 thousand. The employment figure was 1 percent above the 7.5 thousand reported in 1987.

The leading States in employment in 1992 were California, Illinois, New Jersey, and New York, accounting for approximately 38 percent of the industry's employment. This represents a shift from 1987 when Illinois, California, New York, and Pennsylvania were the leading States.

The total value of shipments for establishments classified in this industry was \$553.2 million.

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 3953 shipped \$451.7 million of marking devices considered primary to the industry, \$40.8 million of secondary products, and had \$60.7 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 92 percent (specialization ratio). In 1987, the specialization ratio was 95 percent.

Establishments in this industry also accounted for 76 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio was 84 percent.

The products primary to industry 3953, no matter in what industry they were produced, appear in table 6a and aggregate to \$596.6 million. 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 marking devices industry amounted to \$202.4 million. 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 15 percent of the total value of shipments.

### **INDUSTRY 3955, CARBON PAPER AND INKED RIBBONS**

This industry is made up of establishments primarily engaged in manufacturing carbon paper; spirit or gelatin process and other stencil paper; and inked or carbon ribbons for business machines.

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 3955, Carbon Paper and Inked Ribbons, had employment of 7.2 thousand. The employment figure was 1 percent below the 7.3 thousand reported in 1987.

The leading States in employment in 1992 were California, Colorado, New York, and Tennessee. These same States were the leaders in 1987.

The total value of shipments for establishments classified in this industry was \$831.1 million.

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 3955 shipped \$725.8 million of carbon paper and inked ribbon products considered primary to the industry, \$37.0 million of secondary products, and had \$68.2 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 95 percent (specialization ratio). In 1987, the specialization ratio was 98 percent.

Establishments in this industry also accounted for 85 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio was 76 percent.

The products primary to industry 3955, no matter in what industry they were produced, appear in table 6a and aggregate to \$856.7 million. 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 carbon paper and inked ribbon industry amounted to \$432.2 million. Data on specific materials consumed appear in table 7.

Single-establishment companies in this industry with less than 10 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 2 percent of the total value of shipments.

### **INDUSTRY 3961, COSTUME JEWELRY**

This industry is made up of establishments primarily engaged in manufacturing costume jewelry, costume novelties, and ornaments made of all materials, except precious metal, precious or semiprecious stones, and rolled goldplate and gold-filled materials. Establishments primarily engaged in manufacturing jewelry of precious and semiprecious metal are classified in industry 3911; those manufacturing leather compacts and vanity cases are classified in industry 3172; and those manufacturing synthetic stones for gem stones and industrial use are classified in industry 3299.

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 3961, Costume Jewelry, had employment of 17.5 thousand. The employment figure was 21 percent below the 22.2 thousand reported in 1987.

The leading States in employment in 1992 were Rhode Island and New York accounting for approximately 63 percent of the industry's employment. These same States were the leaders in 1987 when they accounted for 66 percent of the industry's employment.

The total value of shipments for establishments classified in this industry was \$1.4 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 3961 shipped \$1.3 billion of costume jewelry products considered primary to the industry, \$46.1 million of secondary products, and had \$75.2 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 97 percent (specialization ratio). In 1987, the specialization ratio was 94 percent.

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

The products primary to industry 3961, no matter in what industry they were produced, appear in table 6a and aggregate to \$1.5 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 costume jewelry industry amounted to \$570.2 million. 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 19 percent of the total value of shipments.

### **INDUSTRY 3965, FASTENERS, BUTTONS, NEEDLES, AND PINS**

This industry is made up of establishments primarily engaged in manufacturing notions, such as slide and snap fasteners and zippers; machine and hand needles, pins, hooks and eyes; buckles; buttons, button parts, and button blanks. Establishments primarily engaged in manufacturing these products from precious metals or from precious or semiprecious stones are classified in industry 3911.

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 3965, Fasteners, Buttons, Needles, and Pins, had employment of 10.0 thousand. The employment figure was 4 percent above the 9.6 thousand reported in 1987.

The leading States in employment in 1992 were New York, Georgia, New Jersey, and North Carolina, accounting for approximately 52 percent of the industry's employment. This represents a shift from 1987 when Connecticut, Georgia, New York, and Rhode Island accounted for approximately 48 percent of the industry's employment.

The total value of shipments for establishments classified in this industry was \$868.2 million.

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 3965 shipped \$791.7 million of fasteners, buttons, needles, and pins products considered primary to the industry, \$11.4 million of secondary products, and had \$65.1 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 99 percent (specialization ratio). In 1987, the specialization ratio was 97 percent.

Establishments in this industry also accounted for 96 percent of products considered primary to the industry no matter where they were actually produced (coverage ratio). In 1987, the coverage ratio was 93 percent.

The products primary to industry 3965, no matter in what industry they were produced, appear in table 6a and aggregate to \$825.0 million. 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 fasteners, buttons, needles, and pins industry amounted to \$379.6 million. 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 12 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 <sup>1</sup>	All establishments <sup>3</sup>			All employees		Production workers			Value added by manufacture <sup>4</sup> (million dollars)	Cost of materials <sup>5</sup> (million dollars)	Value of shipments (million dollars)	New capital expenditures <sup>6</sup> (million dollars)	End-of-year inventories <sup>4</sup> (million dollars)	Ratios	
	Companies <sup>2</sup> (no.)	Total (no.)	With 20 employees or more (no.)	Number (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)						Specialization <sup>7</sup> (per cent)	Coverage <sup>8</sup> (per cent)
<b>INDUSTRY 3951, PENS AND MECHANICAL PENCILS</b>															
1992 Census ---	103	106	52	7.9	197.0	5.8	11.2	117.6	657.7	383.4	1 048.5	34.1	185.2	95	78
1991 ASM -----	(NA)	(NA)	(NA)	8.5	205.4	6.1	11.7	121.2	645.5	457.5	1 096.7	44.0	230.9	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	9.6	215.6	6.9	12.9	124.3	682.4	540.9	1 205.8	45.8	232.1	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	10.0	214.5	7.3	14.4	126.4	652.7	465.0	1 108.9	33.2	210.7	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	9.9	197.3	7.3	14.5	124.2	603.2	413.5	1 009.1	37.2	172.5	(NA)	(NA)
1987 Census ---	106	110	54	8.4	166.5	6.4	12.5	107.6	485.1	325.5	818.8	23.9	149.8	94	81
1986 ASM -----	(NA)	(NA)	(NA)	8.2	151.9	6.2	12.0	100.0	444.3	312.6	757.9	19.6	143.3	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	8.9	160.9	6.7	12.4	103.6	419.8	323.7	746.9	20.1	148.0	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	9.6	172.8	7.3	13.3	111.8	519.6	356.7	860.9	18.4	159.9	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	9.4	158.2	7.1	13.7	94.7	448.6	311.1	785.7	22.0	135.9	(NA)	(NA)
1982 Census ---	129	136	69	11.6	174.8	8.8	16.8	112.3	472.6	346.6	809.4	27.8	172.0	91	86
1981 ASM -----	(NA)	(NA)	(NA)	16.0	217.5	12.5	23.6	148.4	608.1	494.4	1 096.4	26.5	194.5	(NA)	(NA)
1980 ASM -----	(NA)	(NA)	(NA)	15.4	193.2	12.1	23.3	135.5	566.7	442.2	995.0	44.0	184.8	(NA)	(NA)
1979 ASM -----	(NA)	(NA)	(NA)	14.8	175.5	11.7	22.6	122.8	568.1	457.1	913.6	39.7	157.9	(NA)	(NA)
1978 ASM -----	(NA)	(NA)	(NA)	14.1	153.0	11.5	22.9	107.8	485.9	291.7	767.1	37.4	138.5	(NA)	(NA)
1977 Census ---	133	141	78	13.2	135.6	10.4	20.6	92.9	419.8	257.4	669.8	32.8	123.1	85	94
<b>INDUSTRY 3952, LEAD PENCILS AND ART GOODS</b>															
1992 Census ---	162	164	45	7.3	149.3	5.4	10.4	87.8	576.8	408.9	975.9	23.0	194.6	73	95
1991 ASM -----	(NA)	(NA)	(NA)	5.6	110.1	4.3	8.7	76.6	432.3	351.6	786.1	21.1	133.3	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	5.3	103.1	4.0	8.2	66.7	407.2	349.6	745.9	19.0	137.1	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	5.5	105.5	4.2	8.4	72.3	403.0	319.9	716.8	15.9	133.8	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	5.3	97.1	4.0	7.6	61.9	394.4	297.0	676.0	14.1	132.0	(NA)	(NA)
1987 Census ---	141	145	40	5.6	103.3	4.0	7.8	58.1	361.5	252.3	609.3	21.3	128.1	80	90
1986 ASM -----	(NA)	(NA)	(NA)	5.4	101.1	4.0	7.9	62.0	315.4	239.8	547.0	12.9	111.7	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	5.6	97.9	4.1	8.2	56.7	293.3	214.1	510.8	14.7	104.9	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	5.8	94.5	4.2	8.2	54.2	270.7	213.8	484.2	15.6	106.2	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	6.2	91.3	4.5	8.5	53.2	270.1	221.5	487.7	13.6	112.1	(NA)	(NA)
1982 Census ---	144	148	43	6.0	87.5	4.3	8.0	48.6	244.8	199.4	445.9	16.2	106.3	79	88
1981 ASM -----	(NA)	(NA)	(NA)	5.3	71.8	3.8	7.3	42.0	215.7	176.4	383.0	7.7	90.7	(NA)	(NA)
1980 ASM -----	(NA)	(NA)	(NA)	5.5	69.0	4.1	7.4	39.8	189.9	165.9	352.6	7.0	85.3	(NA)	(NA)
1979 ASM -----	(NA)	(NA)	(NA)	6.3	68.4	4.6	8.5	39.6	180.6	167.3	342.8	8.0	84.1	(NA)	(NA)
1978 ASM -----	(NA)	(NA)	(NA)	6.3	62.7	4.6	8.9	36.2	161.4	156.9	315.1	10.6	77.2	(NA)	(NA)
1977 Census ---	127	134	46	6.6	63.1	4.7	9.2	37.6	145.5	134.0	275.9	10.8	70.9	85	79
<b>INDUSTRY 3953, MARKING DEVICES</b>															
1992 Census ---	628	649	94	7.6	160.8	4.3	8.5	72.3	355.4	202.4	553.2	9.3	63.2	92	76
1991 ASM -----	(NA)	(NA)	(NA)	7.8	148.0	4.8	9.1	77.8	306.5	188.7	497.3	6.7	57.4	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	7.7	143.3	4.8	9.9	79.6	295.2	185.9	485.6	4.0	58.6	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	7.5	140.0	4.7	9.6	72.2	280.8	191.5	473.7	4.1	58.7	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	6.3	127.2	4.3	9.2	69.1	265.3	133.3	399.1	1.1	54.2	(NA)	(NA)
1987 Census ---	611	636	92	7.5	136.7	4.9	9.3	73.4	277.2	165.0	442.5	9.7	58.4	95	84
1986 ASM -----	(NA)	(NA)	(NA)	5.9	92.1	3.7	7.6	49.5	186.8	84.0	271.7	16.8	29.8	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	6.7	97.5	4.4	9.0	60.4	186.1	79.7	273.2	6.9	33.8	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	7.1	111.2	4.8	9.3	73.0	228.3	115.8	348.8	15.8	45.0	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	7.3	101.3	5.2	9.4	63.0	209.3	119.8	327.4	6.0	48.6	(NA)	(NA)
1982 Census ---	593	627	88	7.6	107.1	5.5	10.2	65.7	221.4	119.0	337.6	7.6	50.7	94	90
1981 ASM -----	(NA)	(NA)	(NA)	6.6	90.0	4.4	9.4	50.8	204.8	97.0	301.3	7.5	45.3	(NA)	(NA)
1980 ASM -----	(NA)	(NA)	(NA)	6.6	85.9	4.3	8.9	47.4	190.1	92.7	281.7	11.4	42.7	(NA)	(NA)
1979 ASM -----	(NA)	(NA)	(NA)	7.4	89.2	4.8	10.0	48.6	190.4	100.0	287.0	14.4	41.9	(NA)	(NA)
1978 ASM -----	(NA)	(NA)	(NA)	7.1	80.8	4.5	9.0	43.3	155.8	99.5	252.6	8.3	35.1	(NA)	(NA)
1977 Census ---	583	612	86	7.4	78.7	4.7	9.1	39.6	160.0	90.3	248.7	5.5	34.3	85	88
<b>INDUSTRY 3955, CARBON PAPER AND INKED RIBBONS</b>															
1992 Census ---	117	133	62	7.2	159.4	5.4	10.9	90.7	399.0	432.2	831.1	11.3	108.0	95	85
1991 ASM -----	(NA)	(NA)	(NA)	7.4	161.7	5.7	12.0	89.9	403.4	527.7	925.8	12.6	131.5	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	7.3	149.3	5.6	12.1	86.3	395.2	488.6	872.7	20.1	134.3	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	8.3	159.7	6.5	13.1	88.4	411.0	489.4	887.4	22.4	119.2	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	8.1	153.8	6.2	13.3	92.9	342.4	454.3	796.3	16.0	100.8	(NA)	(NA)
1987 Census ---	108	125	63	7.3	133.8	5.4	11.4	80.2	308.3	351.0	665.3	16.0	86.2	98	76
1986 ASM -----	(NA)	(NA)	(NA)	6.4	118.9	5.0	10.3	76.8	278.1	349.6	621.8	17.5	82.6	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	6.3	112.7	4.8	9.5	71.6	243.8	353.7	612.5	16.6	75.3	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	6.9	118.5	5.2	10.3	74.9	308.6	361.1	661.6	22.2	101.0	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	7.1	127.9	5.4	10.7	83.4	361.9	516.5	849.7	13.1	164.2	(NA)	(NA)
1982 Census ---	93	115	67	6.9	115.4	5.2	10.3	77.6	324.1	463.5	778.8	23.1	125.5	83	73
1981 ASM -----	(NA)	(NA)	(NA)	4.9	86.3	3.6	7.2	56.3	255.1	399.3	646.4	14.1	90.4	(NA)	(NA)
1980 ASM -----	(NA)	(NA)	(NA)	5.8	89.3	4.3	8.5	56.8	224.4	363.4	580.5	18.0	91.0	(NA)	(NA)
1979 ASM -----	(NA)	(NA)	(NA)	5.2	71.7	3.9	8.1	44.4	170.0	267.7	433.3	9.5	67.4	(NA)	(NA)
1978 ASM -----	(NA)	(NA)	(NA)	4.4	57.0	3.3	6.6	33.1	152.5	217.9	364.2	7.1	58.0	(NA)	(NA)
1977 Census ---	78	100	51	4.6	53.7	3.4	6.9	33.1	142.4	205.4	344.0	6.2	47.8	96	64
<b>INDUSTRY 3961, COSTUME JEWELRY</b>															
1992 Census ---	888	895	184	17.5	330.9	12.6	25.3	183.3	874.5	570.2	1 449.4	12.8	204.8	97	88
1991 ASM -----	(NA)	(NA)	(NA)	17.6	331.4	12.4	24.6	170.6	820.6	546.9	1 371.1	9.4	206.2	(NA)	(NA)
1990 ASM -----	(NA)	(NA)	(NA)	19.2	315.8	13.1	25.7	170.8	892.4	542.9	1 415.7	11.5	207.9	(NA)	(NA)
1989 ASM -----	(NA)	(NA)	(NA)	19.2	302.8	13.5	26.3	167.5	803.6	517.4	1 305.6	13.2	193.0	(NA)	(NA)
1988 ASM -----	(NA)	(NA)	(NA)	23.7	343.2	16.0	29.7	180.0	822.5	557.9	1 388.5	14.7	191.0	(NA)	(NA)
1987 Census ---	753	760	198	22.2	328.9	14.9	28.4	176.0	852.0	537.6	1 391.9	11.2	195.7	94	90
1986 ASM -----	(NA)	(NA)	(NA)	18.5	303.1	12.7	26.7	168.2	782.4	509.3	1 292.3	19.0	188.1	(NA)	(NA)
1985 ASM -----	(NA)	(NA)	(NA)	18.7	292.5	13.5	27.0	171.3	762.7	512.5	1 265.0	19.9	187.5	(NA)	(NA)
1984 ASM -----	(NA)	(NA)	(NA)	20.5	292.8	14.6	29.0	176.8	712.8	487.4	1 185.8	13.1	177.1	(NA)	(NA)
1983 ASM -----	(NA)	(NA)	(NA)	23.3	290.0	17.3	31.6								

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

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

Year <sup>1</sup>	All establishments <sup>3</sup>			All employees		Production workers			Value added by manufacture <sup>4</sup> (million dollars)	Cost of materials <sup>5</sup> (million dollars)	Value of shipments (million dollars)	New capital expenditures <sup>6</sup> (million dollars)	End-of-year inventories <sup>4</sup> (million dollars)	Ratios	
	Companies <sup>2</sup> (no.)	Total (no.)	With 20 employees or more (no.)	Number (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)						Specialization <sup>7</sup> (percent)	Coverage <sup>8</sup> (percent)
<b>INDUSTRY 3961, COSTUME JEWELRY—Con.</b>															
1978 ASM-----	(NA)	(NA)	(NA)	24.4	218.2	19.6	35.4	143.0	493.2	355.5	846.9	24.1	131.3	(NA)	(NA)
1977 Census ---	837	847	236	25.0	215.9	20.8	36.1	136.1	485.1	338.9	816.6	17.6	119.6	92	89
<b>INDUSTRY 3965, FASTENERS, BUTTONS, NEEDLES, AND PINS</b>															
1992 Census ---	221	238	91	10.0	225.9	6.8	15.5	134.7	493.8	379.6	868.2	119.1	157.8	99	96
1991 ASM-----	(NA)	(NA)	(NA)	8.7	195.4	7.0	15.9	130.9	464.9	361.5	831.9	42.2	144.3	(NA)	(NA)
1990 ASM-----	(NA)	(NA)	(NA)	9.0	174.8	7.1	14.8	117.0	471.1	345.1	807.2	42.2	147.4	(NA)	(NA)
1989 ASM-----	(NA)	(NA)	(NA)	8.9	166.3	7.1	14.4	109.5	388.4	304.7	695.3	36.4	125.6	(NA)	(NA)
1988 ASM-----	(NA)	(NA)	(NA)	9.8	177.5	7.4	14.1	112.5	423.0	291.8	699.0	39.7	135.5	(NA)	(NA)
1987 Census ---	247	262	96	9.6	169.3	7.6	15.0	109.9	389.3	282.5	670.0	20.5	116.7	97	93
1986 ASM-----	(NA)	(NA)	(NA)	12.4	215.6	9.8	18.5	141.3	480.4	388.6	869.7	30.9	148.9	(NA)	(NA)
1985 ASM-----	(NA)	(NA)	(NA)	14.3	240.6	11.2	22.3	158.0	557.7	408.4	964.4	37.7	175.6	(NA)	(NA)
1984 ASM-----	(NA)	(NA)	(NA)	15.0	233.0	11.8	23.9	151.9	526.7	402.8	921.5	77.6	166.4	(NA)	(NA)
1983 ASM-----	(NA)	(NA)	(NA)	14.8	216.5	11.5	22.7	144.7	497.1	360.3	842.8	42.8	165.4	(NA)	(NA)
1982 Census ---	333	356	132	16.1	212.5	12.7	25.7	143.9	446.6	370.5	823.0	41.6	159.7	(NA)	(NA)
1981 ASM-----	(NA)	(NA)	(NA)	16.9	206.4	13.3	25.9	147.0	462.7	417.1	872.3	36.6	154.4	(NA)	(NA)
1980 ASM-----	(NA)	(NA)	(NA)	18.7	218.5	14.7	28.7	154.0	438.4	393.3	836.5	27.8	139.8	(NA)	(NA)
1979 ASM-----	(NA)	(NA)	(NA)	18.9	201.8	14.6	28.7	139.7	424.0	354.5	775.9	48.1	136.4	(NA)	(NA)
1978 ASM-----	(NA)	(NA)	(NA)	21.2	212.7	17.0	32.8	142.9	453.5	343.7	790.8	27.6	131.6	(NA)	(NA)
1977 Census ---	399	434	164	20.9	196.4	16.6	32.2	131.8	425.4	345.9	769.4	23.4	125.5	(NA)	(NA)

<sup>1</sup>In 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.

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

<sup>3</sup>Includes establishments with payroll at any time during the year.

<sup>4</sup>Beginning 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.

<sup>5</sup>Cost 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.

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

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

<sup>8</sup>Represents 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)
<b>INDUSTRY 3951, PENS AND MECHANICAL PENCILS</b>									
1992 Census-----	24 937	73	1 931	10.50	37	55	83 253	30	58.72
1991 ASM-----	24 165	72	1 918	10.36	42	60	75 941	32	55.17
1990 ASM-----	22 458	72	1 870	9.64	45	63	71 083	32	52.90
1989 ASM-----	21 450	73	1 973	8.78	42	61	65 270	33	45.33
1988 ASM-----	19 929	74	1 986	8.57	41	61	60 929	33	41.60
1987 Census-----	19 821	76	1 953	8.61	40	60	57 750	34	38.81
1986 ASM-----	18 524	76	1 935	8.33	41	61	54 183	34	37.03
1985 ASM-----	18 079	75	1 851	8.35	43	65	47 169	38	33.85
1984 ASM-----	18 000	76	1 822	8.41	41	62	54 125	33	39.07
1983 ASM-----	16 830	76	1 930	6.91	40	60	47 723	35	32.74
1982 Census-----	15 069	76	1 909	6.68	43	64	40 741	37	28.13
1981 ASM-----	13 594	78	1 888	6.29	45	65	38 006	36	25.77
1980 ASM-----	12 545	79	1 926	5.82	44	64	36 799	34	24.32
1979 ASM-----	11 858	79	1 932	5.43	39	58	38 385	31	25.14
1978 ASM-----	10 851	82	1 991	4.71	38	58	34 461	31	21.22
1977 Census-----	10 273	79	1 981	4.51	38	59	31 803	32	20.38
<b>INDUSTRY 3952, LEAD PENCILS AND ART GOODS</b>									
1992 Census-----	20 452	74	1 926	8.44	42	57	79 014	26	55.46
1991 ASM-----	19 661	77	2 023	8.80	45	59	77 196	25	49.69
1990 ASM-----	19 453	75	2 050	8.13	47	61	76 830	25	49.66
1989 ASM-----	19 182	76	2 000	8.61	45	59	73 273	26	47.98
1988 ASM-----	18 321	75	1 900	8.14	44	58	74 415	25	51.89
1987 Census-----	18 446	71	1 950	7.45	41	58	64 554	29	46.35
1986 ASM-----	18 722	74	1 975	7.85	44	62	58 407	32	39.92
1985 ASM-----	17 482	73	2 000	6.91	42	61	52 375	33	35.77
1984 ASM-----	16 293	72	1 952	6.61	44	64	46 672	35	33.01
1983 ASM-----	14 726	73	1 889	6.26	45	64	43 565	34	31.78
1982 Census-----	14 583	72	1 860	6.08	45	64	40 800	36	30.60
1981 ASM-----	13 547	72	1 921	5.75	46	65	40 698	33	29.55
1980 ASM-----	12 545	75	1 805	5.38	47	67	34 527	36	25.66
1979 ASM-----	10 857	73	1 848	4.66	49	69	28 667	38	21.25
1978 ASM-----	9 952	73	1 935	4.07	50	70	25 619	39	18.13
1977 Census-----	9 561	71	1 957	4.09	49	71	22 045	43	15.82

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

[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)
<b>INDUSTRY 3953, MARKING DEVICES</b>									
1992 Census	21 158	57	1 977	8.51	37	66	46 763	45	41.81
1991 ASM	18 974	62	1 896	8.55	38	68	39 295	48	33.68
1990 ASM	18 610	62	2 062	8.04	38	68	38 338	49	29.82
1989 ASM	18 667	63	2 043	7.52	40	70	37 440	50	29.25
1988 ASM	20 190	68	2 140	7.51	33	65	42 111	48	28.84
1987 Census	18 227	65	1 898	7.89	37	68	36 960	49	29.81
1986 ASM	15 610	63	2 054	6.51	31	65	31 661	49	24.58
1985 ASM	14 552	66	2 045	6.71	29	65	27 776	52	20.68
1984 ASM	15 662	68	1 938	7.85	33	65	32 155	49	24.55
1983 ASM	13 877	71	1 808	6.70	37	68	28 671	48	22.27
1982 Census	14 092	72	1 855	6.44	35	67	29 132	48	21.71
1981 ASM	13 636	67	2 136	5.40	32	62	31 030	44	21.79
1980 ASM	13 015	65	2 070	5.33	33	63	28 803	45	21.36
1979 ASM	12 054	65	2 083	4.86	35	66	25 730	47	19.04
1978 ASM	11 380	63	2 000	4.81	39	71	21 944	52	17.31
1977 Census	10 635	64	1 936	4.35	36	68	21 622	49	17.58
<b>INDUSTRY 3955, CARBON PAPER AND INKED RIBBONS</b>									
1992 Census	22 139	75	2 019	8.32	52	71	55 417	40	36.61
1991 ASM	21 851	77	2 105	7.49	57	74	54 514	40	33.62
1990 ASM	20 452	77	2 161	7.13	56	73	54 137	38	32.66
1989 ASM	19 241	78	2 015	6.75	55	73	49 518	39	31.37
1988 ASM	18 988	77	2 145	6.98	57	76	42 272	45	25.74
1987 Census	18 329	74	2 111	7.04	53	73	42 233	43	27.04
1986 ASM	18 578	78	2 060	7.46	56	75	43 453	43	27.00
1985 ASM	17 889	76	1 979	7.54	58	76	38 698	46	25.66
1984 ASM	17 174	75	1 981	7.27	55	72	44 725	38	29.96
1983 ASM	18 014	76	1 981	7.79	61	76	50 972	35	33.82
1982 Census	16 725	75	1 981	7.53	60	74	46 971	36	31.47
1981 ASM	17 612	73	2 000	7.82	62	75	52 061	34	35.43
1980 ASM	15 397	74	1 977	6.68	63	78	38 690	40	26.40
1979 ASM	13 788	75	2 077	5.48	62	78	32 692	42	20.99
1978 ASM	12 955	75	2 000	5.02	60	75	34 659	37	23.11
1977 Census	11 674	74	2 029	4.80	60	75	30 957	38	20.64
<b>INDUSTRY 3961, COSTUME JEWELRY</b>									
1992 Census	18 909	72	2 008	7.25	39	62	49 971	38	34.57
1991 ASM	18 830	70	1 984	6.93	40	64	46 625	40	33.36
1990 ASM	16 448	68	1 962	6.65	38	61	46 479	35	34.72
1989 ASM	15 771	70	1 948	6.37	40	63	41 854	38	30.56
1988 ASM	14 481	68	1 856	6.06	40	65	34 705	42	27.69
1987 Census	14 815	67	1 906	6.20	39	62	38 378	39	30.00
1986 ASM	16 384	69	2 102	6.30	39	63	42 292	39	29.30
1985 ASM	15 642	72	2 000	6.34	41	64	40 786	38	28.25
1984 ASM	14 283	71	1 986	6.10	41	66	34 771	41	24.58
1983 ASM	12 446	74	1 827	5.30	44	68	28 944	43	21.34
1982 Census	12 479	74	1 873	5.37	40	66	27 910	45	20.03
1981 ASM	11 043	77	1 889	4.79	45	71	23 803	46	16.38
1980 ASM	10 658	76	1 864	4.80	46	71	23 372	46	16.57
1979 ASM	9 790	82	1 770	4.34	46	72	21 446	46	14.83
1978 ASM	8 943	80	1 806	4.04	42	68	20 213	44	13.93
1977 Census	8 636	83	1 736	3.77	42	68	19 404	45	13.44
<b>INDUSTRY 3965, FASTENERS, BUTTONS, NEEDLES, AND PINS</b>									
1992 Census	22 590	68	2 279	8.69	44	70	49 380	46	31.86
1991 ASM	22 460	80	2 271	8.23	43	67	53 437	42	29.24
1990 ASM	19 422	79	2 085	7.91	43	64	52 344	37	31.83
1989 ASM	18 685	80	2 028	7.60	44	68	43 640	43	26.97
1988 ASM	18 112	76	1 905	7.98	42	67	43 163	42	30.00
1987 Census	17 635	79	1 974	7.33	42	67	40 552	43	25.95
1986 ASM	17 387	79	1 888	7.64	45	69	38 742	45	25.97
1985 ASM	16 825	78	1 991	7.09	42	67	39 000	43	25.01
1984 ASM	15 533	79	2 025	6.36	44	69	35 113	44	22.04
1983 ASM	14 628	78	1 974	6.37	43	68	33 588	44	21.90
1982 Census	13 199	79	2 024	5.60	45	71	27 739	48	17.38
1981 ASM	12 213	79	1 947	5.68	48	71	27 379	45	17.86
1980 ASM	11 684	79	1 952	5.37	47	73	23 444	50	15.28
1979 ASM	10 677	77	1 966	4.87	46	72	22 434	48	14.77
1978 ASM	10 033	80	1 929	4.36	43	70	21 392	47	13.83
1977 Census	9 397	79	1 940	4.09	45	70	20 354	46	13.21

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		
	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 <sup>2</sup> (1,000)	Value added by manufacture (million dollars)	
	E1	Total (no.)	With 20 employees or more (no.)	Number <sup>2</sup> (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)							Wages (million dollars)
<b>INDUSTRY 3951, PENS AND MECHANICAL PENCILS</b>														
<b>United States</b> -----	-	106	52	7.9	197.0	5.8	11.2	117.6	657.7	383.4	1 048.5	34.1	8.4	485.1
California -----	-	12	4	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	1.7	106.8
Connecticut -----	E1	5	4	.2	3.8	.1	.2	2.3	11.3	10.5	21.7	.5	(NA)	(NA)
Florida -----	-	5	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Illinois -----	-	5	2	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
Iowa -----	-	1	1	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Massachusetts -----	E2	5	2	.1	2.3	.1	.1	1.7	6.8	2.5	9.3	(D)	(NA)	(NA)
Missouri -----	-	3	3	.2	4.5	.2	.5	3.5	9.2	7.1	16.9	.4	E	(D)
New Jersey -----	E2	17	8	.6	13.2	.5	.9	8.7	30.8	26.4	57.3	1.7	.6	26.5
New York -----	E1	17	7	.5	9.8	.3	.7	4.8	24.9	19.1	44.0	.8	.7	19.5
Pennsylvania -----	-	4	4	.3	5.8	.2	.4	3.8	14.1	11.2	25.1	(D)	E	(D)
Rhode Island -----	-	6	5	1.4	38.3	1.0	1.8	24.0	111.6	37.6	159.2	(D)	G	(D)
South Carolina -----	-	1	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
Tennessee -----	-	3	3	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
Texas -----	-	4	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
Wisconsin -----	-	2	1	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
<b>INDUSTRY 3952, LEAD PENCILS AND ART GOODS</b>														
<b>United States</b> -----	E2	164	45	7.3	149.3	5.4	10.4	87.8	576.8	408.9	975.9	23.0	5.6	361.5
California -----	E2	29	4	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
Florida -----	-	7	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.4	(NA)	(NA)
Georgia -----	E2	5	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Illinois -----	E3	12	7	.7	15.8	.4	.8	6.9	42.4	33.4	75.1	1.3	E	(D)
Kansas -----	-	1	1	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
Massachusetts -----	E1	10	3	.1	4.0	.1	.2	1.7	8.4	6.4	14.5	.3	(NA)	(NA)
Missouri -----	-	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
New Jersey -----	E5	10	6	.7	16.0	.5	.9	8.3	49.8	20.0	69.4	.5	.9	47.3
New York -----	E2	21	4	.4	6.2	.3	.6	3.8	12.8	7.4	19.9	.9	(NA)	(D)
Ohio -----	-	4	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Pennsylvania -----	-	6	4	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
Tennessee -----	E3	8	5	2.2	41.9	1.7	3.2	22.2	176.5	151.1	324.9	(D)	1.2	54.7
<b>INDUSTRY 3953, MARKING DEVICES</b>														
<b>United States</b> -----	E1	649	94	7.6	160.8	4.3	8.5	72.3	355.4	202.4	553.2	9.3	7.5	277.2
California -----	E2	82	14	1.1	24.3	.7	1.3	11.6	54.6	27.9	81.4	1.6	F	(D)
Colorado -----	E2	17	3	.2	3.2	.1	.2	1.5	5.5	2.8	8.3	(D)	(NA)	(NA)
Connecticut -----	E1	13	3	.2	4.7	.1	.2	1.7	8.1	3.6	11.7	(D)	(NA)	(NA)
Florida -----	E2	33	2	.1	2.9	.1	.2	1.3	5.4	3.0	8.4	(D)	.2	8.3
Georgia -----	E1	11	3	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.1	(NA)	(NA)
Illinois -----	-	56	9	.9	21.3	.5	.9	8.4	48.7	28.9	76.6	1.0	1.0	42.2
Iowa -----	-	5	3	.1	2.9	.1	.2	1.3	6.1	2.7	8.7	(D)	(NA)	(NA)
Maryland -----	E1	8	2	.1	3.2	.1	.2	1.4	7.3	2.7	10.0	.1	(NA)	(NA)
Massachusetts -----	E2	18	3	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.1	(NA)	(D)
Michigan -----	E1	23	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Missouri -----	-	11	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
New Jersey -----	E1	26	3	.5	12.0	.3	.6	5.8	29.7	12.6	42.5	.8	.3	12.0
New York -----	E1	39	6	.4	7.8	.3	.6	4.7	15.2	11.4	26.9	.4	F	(D)
North Carolina -----	-	12	3	.2	3.1	.1	.2	1.2	5.2	2.2	7.5	(D)	(NA)	(NA)
Ohio -----	E4	30	6	.4	7.6	.2	.5	3.7	15.1	6.8	21.9	.4	.4	11.1
Oregon -----	-	14	2	.1	2.4	.1	.1	1.1	10.4	5.5	16.0	.1	(NA)	(NA)
Pennsylvania -----	E2	28	3	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.4	.6	20.2
South Carolina -----	-	7	2	.1	3.1	.1	.1	1.1	6.0	3.5	9.4	.2	(NA)	(D)
Tennessee -----	-	14	2	.1	2.4	.1	.2	1.5	6.3	5.2	11.5	.1	(NA)	(D)
Texas -----	E2	45	5	.3	5.4	.2	.3	2.8	10.6	5.5	16.1	.4	E	(D)
Virginia -----	E1	10	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.3	(NA)	(NA)
Washington -----	-	19	4	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	.2	4.8
Wisconsin -----	-	15	2	.4	8.2	.1	.2	2.2	16.0	3.2	19.3	.2	E	(D)
<b>INDUSTRY 3955, CARBON PAPER AND INKED RIBBONS</b>														
<b>United States</b> -----	-	133	62	7.2	159.4	5.4	10.9	90.7	399.0	432.2	831.1	11.3	7.3	308.3
California -----	-	19	9	1.2	30.1	.9	1.6	15.8	79.5	77.5	155.1	2.6	1.3	64.9
Colorado -----	-	9	5	.7	12.6	.5	1.0	8.3	23.3	25.3	50.4	.5	F	(D)
Georgia -----	-	4	3	.4	6.6	.3	.5	4.1	13.2	24.1	36.2	(D)	E	(D)
Illinois -----	-	7	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Kentucky -----	-	2	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Massachusetts -----	-	1	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
New Jersey -----	-	10	3	.4	10.5	.4	.7	6.0	25.6	39.2	68.0	.4	.5	17.2
New York -----	-	12	8	1.1	26.8	.9	2.1	17.9	49.2	66.7	116.5	1.1	1.0	34.4
North Carolina -----	-	4	3	.2	3.9	.1	.3	2.3	11.5	10.7	22.1	(D)	(NA)	(D)
Ohio -----	-	7	4	.3	6.9	.1	.3	2.9	17.0	22.9	39.9	(D)	(NA)	(D)

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		
	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 <sup>2</sup> (1,000)	Value added by manufacture (million dollars)
		Total (no.)	With 20 employees or more (no.)	Number <sup>2</sup> (1,000)	Payroll (million dollars)	Number (1,000)	Hours (millions)	Wages (million dollars)						
<b>INDUSTRY 3955, CARBON PAPER AND INKED RIBBONS—Con.</b>														
Pennsylvania	—	8	3	.4	7.3	.3	.5	4.2	13.5	19.0	33.1	.2	.6	17.1
South Carolina	—	3	2	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
Tennessee	—	4	2	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
Texas	—	10	4	.3	4.7	.2	.4	3.3	30.7	24.6	54.4	1.1	(NA)	(NA)
<b>INDUSTRY 3961, COSTUME JEWELRY</b>														
<b>United States</b>	<b>E1</b>	<b>895</b>	<b>184</b>	<b>17.5</b>	<b>330.9</b>	<b>12.6</b>	<b>25.3</b>	<b>183.3</b>	<b>874.5</b>	<b>570.2</b>	<b>1 449.4</b>	<b>12.8</b>	<b>22.2</b>	<b>852.0</b>
California	E6	97	16	1.9	33.4	1.4	3.1	19.6	103.3	36.7	133.9	2.6	G	(D)
Connecticut	—	10	3	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	F	(D)
Florida	E2	31	4	.2	3.6	.2	.3	2.3	8.0	5.3	13.2	(D)	.2	5.8
Illinois	E3	20	3	.1	2.5	.1	.1	1.1	3.3	3.4	6.7	(D)	.2	8.2
Massachusetts	E2	35	12	G	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
Montana	—	1	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
New Jersey	E1	14	1	.1	2.1	.1	.2	1.1	4.3	2.3	6.6	(D)	E	(D)
New Mexico	E1	20	5	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
New York	E2	153	37	2.5	44.8	1.9	3.7	27.2	92.7	66.9	159.0	1.7	2.7	85.4
Pennsylvania	—	12	3	.2	3.7	.2	.3	1.9	13.1	13.4	25.7	(D)	(NA)	(D)
Rhode Island	E1	328	82	8.5	169.0	6.0	11.6	89.3	482.5	311.5	807.8	4.0	12.0	461.3
Texas	E4	25	4	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
<b>INDUSTRY 3965, FASTENERS, BUTTONS, NEEDLES, AND PINS</b>														
<b>United States</b>	<b>E1</b>	<b>238</b>	<b>91</b>	<b>10.0</b>	<b>225.9</b>	<b>6.8</b>	<b>15.5</b>	<b>134.7</b>	<b>493.8</b>	<b>379.6</b>	<b>868.2</b>	<b>119.1</b>	<b>9.6</b>	<b>389.3</b>
California	E1	26	6	.5	8.7	.4	.8	6.4	21.0	14.5	35.6	1.6	E	(D)
Connecticut	—	16	9	F	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	G	(D)
Georgia	—	5	5	1.6	42.0	1.2	3.1	31.1	113.1	84.3	193.8	(D)	G	(D)
Illinois	—	11	6	.4	8.4	.2	.5	3.8	14.9	11.8	26.2	(D)	.6	17.6
Iowa	—	7	3	.3	5.0	.2	.4	2.9	9.7	8.0	17.7	(D)	(NA)	(D)
Kentucky	—	1	1	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
Massachusetts	—	4	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Nevada	—	3	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)
New Jersey	—	11	7	1.1	26.8	.6	1.4	10.7	30.0	21.2	51.4	(D)	.5	21.7
New York	E1	64	24	1.8	38.6	1.1	2.3	20.0	88.1	68.7	157.0	5.0	1.4	50.3
North Carolina	—	7	5	.7	14.9	.6	1.4	9.2	25.2	23.8	48.8	(D)	F	(D)
Pennsylvania	E7	7	4	.3	8.0	.2	.5	5.3	21.1	14.7	35.8	(D)	E	(D)
Rhode Island	E4	13	5	.5	12.4	.4	.9	8.1	25.2	22.1	47.2	1.2	.7	21.3
South Carolina	E2	3	2	E	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Tennessee	—	3	3	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	E	(D)
Virginia	—	5	1	C	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(NA)	(D)
Wisconsin	—	6	4	.4	8.2	.3	.6	5.8	13.8	6.7	20.7	(D)	(NA)	(D)

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

<sup>1</sup>Payroll 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.

<sup>2</sup>Statistics 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	Pens and mechanical pencils (SIC 3951)	Lead pencils and art goods (SIC 3952)	Marking devices (SIC 3953)	Carbon paper and inked ribbons (SIC 3955)	Costume jewelry (SIC 3961)	Fasteners, buttons, needles, and pins (SIC 3965)
Companies	103	162	628	117	888	221
All establishments	106	164	649	133	895	238
With 1 to 19 employees	54	119	555	71	711	147
With 20 to 99 employees	36	26	87	41	149	56
With 100 employees or more	16	19	7	21	35	35
Employment and labor costs:						
Employees	7.9	7.3	7.6	7.2	17.5	10.0
Compensation, total	257.4	196.2	201.9	195.8	400.7	283.7
Annual payroll	197.0	149.3	160.8	159.4	330.9	225.9
Fringe benefits	60.4	46.9	41.1	36.4	69.8	57.8
Social Security and other legally required payments	23.0	15.3	16.3	16.3	35.3	21.7
Employer voluntary payments	37.3	31.6	24.9	20.1	34.5	36.1

See footnotes at end of table.

**MANUFACTURES—INDUSTRY SERIES**

**OFF. SUPPLIES, COSTUME JEWEL. & NOTIONS 39C—11**

**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	Pens and mechanical pencils (SIC 3951)	Lead pencils and art goods (SIC 3952)	Marking devices (SIC 3953)	Carbon paper and inked ribbons (SIC 3955)	Costume jewelry (SIC 3961)	Fasteners, buttons, needles, and pins (SIC 3965)
<b>Production workers:</b>						
Average for year	1,000	5.8	5.4	4.3	5.4	12.6
March	1,000	5.8	5.5	4.3	5.6	12.7
May	1,000	5.8	5.7	4.3	5.4	12.5
August	1,000	5.8	5.5	4.4	5.3	12.7
November	1,000	5.7	4.9	4.3	5.3	12.6
Hours	11.2	10.4	8.5	10.9	25.3	15.5
Wages	117.6	87.8	72.3	90.7	183.3	134.7
<b>Cost of materials<sup>1</sup></b>						
Materials, parts, containers, etc., consumed <sup>2</sup>	383.4	408.9	202.4	432.2	570.2	379.6
Resales	330.5	313.3	161.2	376.5	432.2	296.0
Fuels	20.0	83.6	27.6	43.6	53.2	49.2
Purchased electricity	2.1	2.0	1.6	2.4	4.1	3.8
Contract work	9.5	7.1	7.4	6.4	8.6	15.1
	21.4	2.8	4.7	3.2	72.1	15.5
<b>Quantity of electric energy used for heat and power:</b>						
Purchased	127.0	124.0	109.8	90.7	92.8	252.4
Generated less sold	—	—	—	—	—	—
Total value of shipments	1 048.5	975.9	553.2	831.1	1 449.4	868.2
Value added	657.7	576.8	355.4	399.0	874.5	493.8
<b>Inventories by stage of fabrication:</b>						
Beginning of 1992	194.0	176.5	60.0	108.2	220.2	150.8
Finished goods	70.5	96.0	23.5	45.7	98.8	65.7
Work in process	52.2	31.0	7.4	11.9	44.7	40.6
Materials and supplies	71.4	49.5	29.1	50.6	76.6	44.6
End of 1992	185.2	194.6	63.2	108.0	204.8	157.8
Finished goods	67.1	102.5	28.7	44.6	97.3	70.4
Work in process	48.1	34.3	6.9	13.1	41.5	41.0
Materials and supplies	69.9	57.8	27.6	50.4	65.9	46.3

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

<sup>1</sup>Data 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.

<sup>2</sup>Data 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	Pens and mechanical pencils (SIC 3951)	Lead pencils and art goods (SIC 3952)	Marking devices (SIC 3953)	Carbon paper and inked ribbons (SIC 3955)	Costume jewelry (SIC 3961)	Fasteners, buttons, needles, and pins (SIC 3965)
<b>Gross book value of depreciable assets:</b>						
Total:						
Beginning of year	310.0	238.0	132.0	243.8	187.2	272.0
New capital expenditures <sup>1</sup>	34.1	23.0	9.3	11.3	12.8	119.1
Used capital expenditures	.5	.9	.9	1.8	1.0	2.8
Retirements	4.6	5.0	3.5	6.4	6.1	8.7
End of year	340.1	256.9	138.7	250.6	194.9	385.2
<b>Buildings and other structures:</b>						
Beginning of year	64.0	71.2	29.4	44.9	46.9	57.3
New capital expenditures	2.2	3.4	1.8	.5	1.7	(D)
Used capital expenditures	.2	.1	.1	.6	.3	(D)
Retirements	.4	.8	.1	.3	.8	(D)
End of year	65.9	74.1	31.1	45.7	48.2	88.5
<b>Machinery and equipment:</b>						
Beginning of year	246.0	166.7	102.6	198.9	140.2	214.7
New capital expenditures <sup>1</sup>	31.9	19.6	7.6	10.9	11.1	(D)
Used capital expenditures	.4	.7	.8	1.2	.7	(D)
Retirements	4.2	4.2	3.4	6.1	5.4	(D)
End of year	274.2	182.8	107.6	204.9	146.7	296.8
<b>Depreciation charges during 1992:</b>						
Total	24.5	22.0	12.1	21.4	15.3	26.3
Buildings and other structures	7.3	4.5	1.9	2.5	2.7	3.2
Machinery and equipment	17.2	17.5	10.2	18.8	12.6	23.0
<b>Rental payments:</b>						
Total	7.4	9.1	12.6	12.1	20.0	11.0
Buildings and other structures	5.2	6.6	7.2	8.0	12.8	7.3
Machinery and equipment	2.2	2.5	5.3	4.1	7.2	3.7

<sup>1</sup>Data 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	Pens and mechanical pencils (SIC 3951)		Lead pencils and art goods (SIC 3952)		Marking devices (SIC 3953)	
	Amount (million dollars)	Relative standard error of estimate <sup>1</sup> (percent)	Amount (million dollars)	Relative standard error of estimate <sup>1</sup> (percent)	Amount (million dollars)	Relative standard error of estimate <sup>1</sup> (percent)
<b>Purchased services:</b>						
Cost of purchased services for the repair of—						
Buildings and other structures .....	1.2	(X)	(S)	(X)	2	(X)
Response coverage ratio (percent) <sup>2</sup> .....	97.9	(X)	(S)	(X)	59.0	(X)
Machinery .....	5.2	(X)	(S)	(X)	1.6	(X)
Response coverage ratio (percent) <sup>2</sup> .....	97.9	(X)	(S)	(X)	64.0	(X)
<b>Other purchased services:</b>						
Communications .....	3.2	(X)	(S)	(X)	1.7	(X)
Response coverage ratio (percent) <sup>2</sup> .....	89.8	(X)	(S)	(X)	63.7	(X)
Legal .....	1.7	(X)	(S)	(X)	.5	(X)
Response coverage ratio (percent) <sup>2</sup> .....	97.9	(X)	(S)	(X)	64.0	(X)
Accounting and bookkeeping .....	1.2	(X)	(S)	(X)	.9	(X)
Response coverage ratio (percent) <sup>2</sup> .....	97.9	(X)	(S)	(X)	64.0	(X)
Advertising .....	18.7	(X)	(S)	(X)	1.5	(X)
Response coverage ratio (percent) <sup>2</sup> .....	93.3	(X)	(S)	(X)	64.0	(X)
Software and other data processing .....	1.4	(X)	(S)	(X)	1.4	(X)
Response coverage ratio (percent) <sup>2</sup> .....	97.9	(X)	(S)	(X)	57.9	(X)
Refuse removal, including hazardous waste .....	1.2	(X)	(S)	(X)	.3	(X)
Response coverage ratio (percent) <sup>2</sup> .....	97.9	(X)	(S)	(X)	64.0	(X)
<b>New machinery and equipment expenditures .....</b>	<b>31.9</b>	<b>(X)</b>	<b>19.6</b>	<b>(X)</b>	<b>7.6</b>	<b>(X)</b>
Automobiles, trucks, etc., for highway use .....	.2	76	.2	5	(S)	(X)
Computers and peripheral data processing equipment .....	3.0	11	5.3	4	2.7	34
All other .....	28.7	2	14.1	2	3.4	23
Adjustment ratio <sup>3</sup> .....	1.0	(X)	1.3	(X)	1.5	(X)
<b>Cost of materials, components, parts, etc., used .....</b>	<b>330.5</b>	<b>(X)</b>	<b>313.3</b>	<b>(X)</b>	<b>161.2</b>	<b>(X)</b>
Materials purchased or transferred from foreign sources <sup>4</sup> .....	60.8	12	—	(X)	—	(X)
Materials purchased or transferred from domestic sources .....	269.7	4	(S)	(X)	(S)	(X)
Adjustment ratio <sup>3</sup> .....	1.4	(X)	(S)	(X)	(S)	(X)
<b>Carbon paper and inked ribbons (SIC 3955)</b>						
<b>Costume jewelry (SIC 3961)</b>						
<b>Fasteners, buttons, needles, and pins (SIC 3965)</b>						
Item	Amount (million dollars)	Relative standard error of estimate <sup>1</sup> (percent)	Amount (million dollars)	Relative standard error of estimate <sup>1</sup> (percent)	Amount (million dollars)	Relative standard error of estimate <sup>1</sup> (percent)
<b>Purchased services:</b>						
Cost of purchased services for the repair of—						
Buildings and other structures .....	1.6	(X)	1.1	(X)	1.6	(X)
Response coverage ratio (percent) <sup>2</sup> .....	92.1	(X)	59.5	(X)	75.5	(X)
Machinery .....	6.2	(X)	1.8	(X)	3.5	(X)
Response coverage ratio (percent) <sup>2</sup> .....	99.7	(X)	61.5	(X)	75.5	(X)
<b>Other purchased services:</b>						
Communications .....	6.1	(X)	2.4	(X)	2.6	(X)
Response coverage ratio (percent) <sup>2</sup> .....	97.3	(X)	59.3	(X)	75.4	(X)
Legal .....	1.8	(X)	2.1	(X)	1.7	(X)
Response coverage ratio (percent) <sup>2</sup> .....	96.4	(X)	64.2	(X)	75.5	(X)
Accounting and bookkeeping .....	2.0	(X)	1.9	(X)	1.4	(X)
Response coverage ratio (percent) <sup>2</sup> .....	96.2	(X)	65.5	(X)	75.5	(X)
Advertising .....	3.0	(X)	4.8	(X)	4.5	(X)
Response coverage ratio (percent) <sup>2</sup> .....	89.0	(X)	65.5	(X)	75.5	(X)
Software and other data processing .....	2.9	(X)	.9	(X)	1.1	(X)
Response coverage ratio (percent) <sup>2</sup> .....	99.7	(X)	64.2	(X)	71.1	(X)
Refuse removal, including hazardous waste .....	2.1	(X)	.5	(X)	1.7	(X)
Response coverage ratio (percent) <sup>2</sup> .....	99.7	(X)	56.3	(X)	75.4	(X)
<b>New machinery and equipment expenditures .....</b>	<b>10.9</b>	<b>(X)</b>	<b>11.1</b>	<b>(X)</b>	<b>(D)</b>	<b>(X)</b>
Automobiles, trucks, etc., for highway use .....	.9	83	.7	41	(D)	(X)
Computers and peripheral data processing equipment .....	1.1	15	1.5	22	(D)	(X)
All other .....	8.9	9	8.9	7	(D)	(X)
Adjustment ratio <sup>3</sup> .....	.7	(X)	1.5	(X)	(D)	(X)
<b>Cost of materials, components, parts, etc., used .....</b>	<b>376.5</b>	<b>(X)</b>	<b>432.2</b>	<b>(X)</b>	<b>296.0</b>	<b>(X)</b>
Materials purchased or transferred from foreign sources <sup>4</sup> .....	21.6	21	(S)	(X)	38.9	21
Materials purchased or transferred from domestic sources .....	354.9	2	(S)	(X)	257.1	4
Adjustment ratio <sup>3</sup> .....	.9	(X)	(S)	(X)	1.7	(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.

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

<sup>2</sup>A 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.

<sup>3</sup>Detail 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.)

<sup>4</sup>Data 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 <sup>1</sup>	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)					
<b>INDUSTRY 3951, PENS AND MECHANICAL PENCILS</b>												
<b>Total</b> .....	-	<b>106</b>	<b>7.9</b>	<b>197.0</b>	<b>5.8</b>	<b>11.2</b>	<b>117.6</b>	<b>657.7</b>	<b>383.4</b>	<b>1 048.5</b>	<b>34.1</b>	<b>185.2</b>
Establishments with an average of—												
1 to 4 employees .....	E9	26	(Z)	.9	(Z)	.1	.5	2.2	1.7	4.0	.1	1.0
5 to 9 employees .....	E7	16	.1	2.2	.1	.1	1.3	6.4	4.8	11.3	.3	2.9
10 to 19 employees .....	E1	12	.2	4.1	.1	.3	2.5	10.3	7.1	17.3	.3	3.7
20 to 49 employees .....	E2	20	.7	15.8	.5	1.1	9.5	39.0	34.7	72.8	1.9	15.6
50 to 99 employees .....	-	16	1.1	25.8	.8	1.7	16.3	51.3	42.4	94.8	3.2	23.9
100 to 249 employees .....	-	8	1.2	22.1	1.0	1.9	14.6	62.4	37.2	100.0	6.4	21.6
250 to 499 employees .....	-	3	1.1	21.1	.7	1.2	12.2	103.1	45.8	148.3	4.0	16.4
500 to 999 employees .....	-	4	3.5	105.0	2.5	4.8	60.7	383.0	209.7	600.0	17.9	100.1
1,000 to 2,499 employees .....	-	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Covered by administrative records <sup>2</sup> .....	E9	37	.1	2.5	.1	.2	1.4	6.6	5.1	11.7	.4	3.0
<b>INDUSTRY 3952, LEAD PENCILS AND ART GOODS</b>												
<b>Total</b> .....	E2	<b>164</b>	<b>7.3</b>	<b>149.3</b>	<b>5.4</b>	<b>10.4</b>	<b>87.8</b>	<b>576.8</b>	<b>408.9</b>	<b>975.9</b>	<b>23.0</b>	<b>194.6</b>
Establishments with an average of—												
1 to 4 employees .....	E9	78	.1	2.7	.1	.2	1.6	9.2	6.7	15.9	.5	3.0
5 to 9 employees .....	E8	23	.2	3.1	.1	.2	2.0	8.8	6.5	15.4	.4	2.9
10 to 19 employees .....	E1	18	.2	4.6	.1	.3	2.3	11.6	8.6	19.9	.5	3.5
20 to 49 employees .....	E1	16	.4	8.4	.3	.6	4.7	22.7	15.5	37.7	.9	9.8
50 to 99 employees .....	-	10	.8	16.3	.5	1.1	8.9	31.7	39.4	69.7	1.3	12.6
100 to 249 employees .....	E2	15	3.0	64.3	2.1	4.2	37.3	229.2	128.1	356.1	4.8	65.7
250 to 499 employees .....	-	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
500 to 999 employees .....	E3	2	2.5	49.9	2.1	3.8	31.1	263.6	204.1	461.2	14.6	97.2
1,000 to 2,499 employees .....	-	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Covered by administrative records <sup>2</sup> .....	E9	90	.2	4.3	.2	.3	2.6	14.6	11.2	25.8	.8	4.8
<b>INDUSTRY 3953, MARKING DEVICES</b>												
<b>Total</b> .....	E1	<b>649</b>	<b>7.6</b>	<b>160.8</b>	<b>4.3</b>	<b>8.5</b>	<b>72.3</b>	<b>355.4</b>	<b>202.4</b>	<b>553.2</b>	<b>9.3</b>	<b>63.2</b>
Establishments with an average of—												
1 to 4 employees .....	E7	341	.6	11.5	.4	.8	5.4	29.6	14.8	44.5	1.3	3.4
5 to 9 employees .....	E1	117	.8	14.6	.5	1.0	7.7	28.5	15.3	44.0	.7	5.3
10 to 19 employees .....	E1	97	1.3	26.0	.8	1.6	13.0	56.6	25.2	81.7	1.3	8.2
20 to 49 employees .....	-	58	1.8	37.5	1.1	2.2	19.2	71.8	43.5	114.6	2.0	16.1
50 to 99 employees .....	E1	29	1.9	40.2	1.0	2.0	16.8	83.4	44.6	126.2	2.0	16.6
100 to 249 employees .....	E1	5	1.2	30.9	.5	1.0	10.2	85.3	59.0	142.3	2.0	13.5
250 to 499 employees .....	-	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Covered by administrative records <sup>2</sup> .....	E9	303	.6	10.1	.4	.7	4.7	26.2	13.1	39.3	1.2	3.1
<b>INDUSTRY 3955, CARBON PAPER AND INKED RIBBONS</b>												
<b>Total</b> .....	-	<b>133</b>	<b>7.2</b>	<b>159.4</b>	<b>5.4</b>	<b>10.9</b>	<b>90.7</b>	<b>399.0</b>	<b>432.2</b>	<b>831.1</b>	<b>11.3</b>	<b>108.0</b>
Establishments with an average of—												
1 to 4 employees .....	E9	33	.1	1.2	(Z)	.1	.8	2.6	3.8	6.4	.1	.9
5 to 9 employees .....	E3	15	.1	2.1	.1	.1	1.2	8.5	8.6	17.2	.2	2.0
10 to 19 employees .....	E1	23	.3	7.5	.2	.5	3.9	15.3	15.9	31.2	.3	4.0
20 to 49 employees .....	-	24	.8	15.5	.6	1.1	9.3	35.8	53.4	89.5	.9	8.6
50 to 99 employees .....	-	17	1.2	24.4	.9	1.7	14.0	79.1	85.3	163.7	2.1	18.8
100 to 249 employees .....	-	13	2.0	41.7	1.5	3.1	22.3	76.7	109.3	191.1	2.4	29.7
250 to 499 employees .....	-	8	2.7	66.9	2.1	4.4	39.2	181.0	155.9	332.1	5.3	44.1
Covered by administrative records <sup>2</sup> .....	E9	42	.1	2.8	.1	.2	1.6	6.1	7.2	13.3	.3	2.1
<b>INDUSTRY 3961, COSTUME JEWELRY</b>												
<b>Total</b> .....	E1	<b>895</b>	<b>17.5</b>	<b>330.9</b>	<b>12.6</b>	<b>25.3</b>	<b>183.3</b>	<b>874.5</b>	<b>570.2</b>	<b>1 449.4</b>	<b>12.8</b>	<b>204.8</b>
Establishments with an average of—												
1 to 4 employees .....	E8	467	.7	12.8	.5	.9	6.5	41.1	27.5	67.8	.5	11.4
5 to 9 employees .....	E2	136	.9	15.5	.6	1.2	8.7	44.2	33.7	72.8	.3	17.7
10 to 19 employees .....	E2	108	1.5	28.4	1.0	2.0	15.0	62.9	54.5	116.8	.6	14.2
20 to 49 employees .....	E1	110	3.3	59.8	2.3	4.4	31.2	131.4	105.3	234.7	1.7	26.9
50 to 99 employees .....	E1	39	2.7	45.7	1.9	3.3	24.2	85.1	65.9	155.5	1.6	17.5
100 to 249 employees .....	E1	26	3.9	76.2	3.1	6.2	44.9	163.1	118.7	282.7	4.6	39.4
250 to 499 employees .....	-	5	1.8	36.1	1.2	2.6	20.2	187.4	80.9	276.5	(D)	24.1
500 to 999 employees .....	E2	4	2.8	56.4	2.0	4.8	32.6	159.3	83.8	242.6	3.5	53.5
Covered by administrative records <sup>2</sup> .....	E9	410	.7	11.8	.4	.8	5.8	36.9	23.4	60.3	.5	9.5

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 <sup>1</sup>	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)					
<b>INDUSTRY 3965, FASTENERS, BUTTONS, NEEDLES, AND PINS</b>												
<b>Total</b> .....	<b>E1</b>	<b>238</b>	<b>10.0</b>	<b>225.9</b>	<b>6.8</b>	<b>15.5</b>	<b>134.7</b>	<b>493.8</b>	<b>379.6</b>	<b>868.2</b>	<b>119.1</b>	<b>157.8</b>
Establishments with an average of—												
1 to 4 employees .....	E8	86	.2	3.3	.1	.2	2.1	9.8	7.1	16.8	(D)	2.8
5 to 9 employees .....	E6	38	.2	4.7	.2	.4	3.0	9.6	8.3	17.8	(D)	2.7
10 to 19 employees .....	E2	23	.3	6.2	.2	.5	4.1	10.5	13.2	23.6	(D)	2.9
20 to 49 employees .....	E1	37	1.2	24.0	.7	1.6	12.6	54.0	51.7	105.7	(D)	17.2
50 to 99 employees .....	—	19	1.3	26.0	.9	1.8	15.5	52.5	49.5	100.7	(D)	21.0
100 to 249 employees .....	E1	29	4.1	91.2	2.8	6.0	54.4	205.6	151.5	357.4	(D)	63.8
250 to 499 employees .....	—	5	2.7	70.4	1.9	5.0	43.1	151.9	98.3	246.2	(D)	47.6
500 to 999 employees .....	—	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Covered by administrative records <sup>2</sup> .....	E9	93	.3	4.9	.2	.4	3.1	11.8	8.1	19.9	1.1	3.7

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

<sup>1</sup>Payroll 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.

<sup>2</sup>Report 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)				
<b>3951</b>	<b>Pens and mechanical pencils:</b>										
	All establishments in industry .....	106	7.9	197.0	5.8	11.2	117.6	657.7	383.4	1 048.5	34.1
	Establishments with this product class primary:										
39511	Pens .....	29	4.4	114.8	3.1	6.0	68.1	413.9	211.8	636.9	26.5
39512	Markers .....	9	1.5	38.2	1.2	2.2	21.7	148.0	99.1	243.0	4.0
39513	Other pens, mechanical pencils, and parts .....	21	1.7	38.7	1.3	2.7	24.6	82.0	63.1	145.3	3.0
<b>3952</b>	<b>Lead pencils and art goods:</b>										
	All establishments in industry .....	164	7.3	149.3	5.4	10.4	87.8	576.8	408.9	975.9	23.0
	Establishments with this product class primary:										
39523	Nonmechanical pencils, crayons, and chalk .....	20	4.9	96.6	3.8	7.0	59.6	422.2	311.1	724.0	18.8
39524	Artists' equipment .....	44	2.1	46.8	1.4	2.9	24.7	135.2	83.2	218.0	3.2
<b>3953</b>	<b>Marking devices:</b>										
	All establishments in industry .....	649	7.6	160.8	4.3	8.5	72.3	355.4	202.4	553.2	9.3
<b>3955</b>	<b>Carbon paper and inked ribbons:</b>										
	All establishments in industry .....	133	7.2	159.4	5.4	10.9	90.7	399.0	432.2	831.1	11.3
	Establishments with this product class primary:										
39551	Inked ribbons .....	58	5.6	123.7	4.2	8.5	69.3	317.4	310.0	625.3	9.9
39552	Carbon paper, stencil paper, etc. ....	21	1.3	29.5	1.0	1.9	18.1	68.8	107.6	178.5	1.1
<b>3961</b>	<b>Costume jewelry:</b>										
	All establishments in industry .....	895	17.5	330.9	12.6	25.3	183.3	874.5	570.2	1 449.4	12.8
<b>3965</b>	<b>Fasteners, buttons, needles, and pins:</b>										
	All establishments in industry .....	238	10.0	225.9	6.8	15.5	134.7	493.8	379.6	868.2	119.1
	Establishments with this product class primary:										
39651	Buttons and parts (except precious or semiprecious metals and precious or semiprecious stones) .....	40	2.1	40.7	1.5	2.9	23.3	90.6	55.2	145.9	6.4
39654	Zippers and slide fasteners .....	24	2.6	58.6	2.0	4.8	43.6	128.5	112.3	239.6	(D)
39656	Needles, pins, fasteners (except slide), and similar notions .....	57	4.7	114.8	2.9	6.9	61.1	247.2	185.3	428.6	(D)

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
<b>INDUSTRY 3951, PENS AND MECHANICAL PENCILS</b>			
Total value of shipments .....	1 048.5	818.8	809.4
Primary products value of shipments .....	961.7	745.2	667.6
Secondary products value of shipments .....	48.7	49.6	64.0
Total miscellaneous receipts .....	38.1	24.0	77.8
Value of resales .....	32.1	22.6	76.7
Contract receipts .....	.4	(D)	(D)
Other miscellaneous receipts .....	5.6	(D)	(D)
Primary products specialization ratio .....	95	94	91
Value of primary products shipments made in all industries .....	1 240.4	919.0	773.8
Value of primary products shipments made in this industry .....	961.7	745.2	667.6
Value of primary products shipments made in other industries .....	278.6	173.8	106.2
Coverage ratio .....	78	81	86
<b>INDUSTRY 3952, LEAD PENCILS AND ART GOODS</b>			
Total value of shipments .....	975.9	609.3	445.9
Primary products value of shipments .....	618.9	411.9	311.8
Secondary products value of shipments .....	224.6	103.7	85.3
Total miscellaneous receipts .....	132.4	93.7	48.8
Value of resales .....	121.1	92.4	45.5
Contract receipts .....	(D)	(D)	(D)
Other miscellaneous receipts .....	(D)	(D)	(D)
Primary products specialization ratio .....	73	80	79
Value of primary products shipments made in all industries .....	650.1	456.7	352.7
Value of primary products shipments made in this industry .....	618.9	411.9	311.8
Value of primary products shipments made in other industries .....	31.2	44.8	40.8
Coverage ratio .....	95	90	88
<b>INDUSTRY 3953, MARKING DEVICES</b>			
Total value of shipments .....	553.2	442.5	337.6
Primary products value of shipments .....	451.7	381.6	293.1
Secondary products value of shipments .....	40.8	20.2	18.6
Total miscellaneous receipts .....	60.7	40.6	25.9
Value of resales .....	56.8	37.8	22.6
Contract receipts .....	1.0	1.5	(D)
Other miscellaneous receipts .....	3.0	1.4	(D)
Primary products specialization ratio .....	92	95	94
Value of primary products shipments made in all industries .....	596.6	455.9	326.9
Value of primary products shipments made in this industry .....	451.7	381.6	293.1
Value of primary products shipments made in other industries .....	144.8	74.3	33.7
Coverage ratio .....	76	84	90
<b>INDUSTRY 3955, CARBON PAPER AND INKED RIBBONS</b>			
Total value of shipments .....	831.1	665.3	778.8
Primary products value of shipments .....	725.8	622.8	582.6
Secondary products value of shipments .....	37.0	11.9	115.3
Total miscellaneous receipts .....	68.2	30.7	80.9
Value of resales .....	66.2	29.1	80.4
Contract receipts .....	1.3	1.4	(D)
Other miscellaneous receipts .....	.8	.2	(D)
Primary products specialization ratio .....	95	98	83
Value of primary products shipments made in all industries .....	856.7	821.1	793.6
Value of primary products shipments made in this industry .....	725.8	622.8	582.6
Value of primary products shipments made in other industries .....	130.8	198.3	211.0
Coverage ratio .....	85	76	73
<b>INDUSTRY 3961, COSTUME JEWELRY</b>			
Total value of shipments .....	1 449.4	1 391.9	1 027.1
Primary products value of shipments .....	1 328.2	1 142.7	855.5
Secondary products value of shipments .....	46.1	69.2	68.3
Total miscellaneous receipts .....	75.2	180.0	103.4
Value of resales .....	68.3	171.4	95.8
Contract receipts .....	5.3	(D)	(D)
Other miscellaneous receipts .....	1.5	(D)	(D)
Primary products specialization ratio .....	97	94	93
Value of primary products shipments made in all industries .....	1 513.5	1 265.0	948.6
Value of primary products shipments made in this industry .....	1 328.2	1 142.7	855.5
Value of primary products shipments made in other industries .....	185.3	122.3	93.1
Coverage ratio .....	88	90	90

**39C-16 OFF. SUPPLIES, COSTUME JEWEL. & NOTIONS**

**MANUFACTURES—INDUSTRY SERIES**

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

[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
<b>INDUSTRY 3965, FASTENERS, BUTTONS, NEEDLES, AND PINS</b>			
Total value of shipments .....	868.2	670.0	823.0
Primary products value of shipments .....	791.7	627.4	(NA)
Secondary products value of shipments .....	11.4	19.0	(NA)
Total miscellaneous receipts .....	65.1	23.7	(NA)
Value of resales .....	50.5	17.1	(NA)
Contract receipts .....	4.3	(D)	(NA)
Other miscellaneous receipts .....	10.4	(D)	(NA)
Primary products specialization ratio .....	99	97	(NA)
Value of primary products shipments made in all industries .....	825.0	676.5	749.4
Value of primary products shipments made in this industry .....	791.7	627.4	(NA)
Value of primary products shipments made in other industries .....	33.4	49.1	(NA)
Coverage ratio .....	96	93	(NA)

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 <sup>1</sup>		Number of companies with shipments of \$100,000 or more	Product shipments <sup>1</sup>			
			Quantity <sup>2</sup>	Value (million dollars)		Quantity <sup>2</sup>	Value (million dollars)		
<b>3951—</b>	<b>PENS AND MECHANICAL PENCILS</b>								
	<b>Total .....</b>	<b>(NA)</b>	<b>(X)</b>	<b>1 240.4</b>	<b>(NA)</b>	<b>(X)</b>	<b>919.0</b>		
39511	Pens .....	(NA)	(X)	588.2	(NA)	(X)	418.8		
	Ball point:								
39511 02	Refillable <sup>3</sup> .....	32	(S)	297.2	(NA)	(X)	418.8		
39511 04	Nonrefillable <sup>3</sup> .....	21	(S)	218.9					
39511 13	Roller <sup>3</sup> .....	11	(S)	69.7					
39511 00	Pens, n.s.k. ....	(NA)	(X)	2.4					
39512	Markers .....	(NA)	(X)	366.3	(NA)	(X)	226.5		
39512 02	Fine point (thin-line writing pens) <sup>3</sup> .....	17	(S)	106.2	(NA)	(X)	226.5		
39512 06	Broad tipped (thick-line coloring pens and markers) <sup>3</sup> .....	19	(S)	259.6					
39512 00	Markers, n.s.k. ....	(NA)	(X)	.5					
39513	Other pens, mechanical pencils, and parts .....	(NA)	(X)	260.8	(NA)	(X)	243.2		
39513 05	Mechanical pencils, including clutch action and twist action <sup>3</sup> .....	14	(X)	74.1	(NA)	(X)	243.2		
39513 10	Ball point pen refills <sup>3</sup> .....	10	(X)	27.9					
39513 13	All other refills (fountain and roller pens, fine point markers, etc.) <sup>3</sup> .....	8	(X)	23.6					
39513 25	All other pens, mechanical pencil parts, (including pen points, renewal parts, fountain pens, desk sets, etc.) <sup>3</sup> .....	33	(X)	132.5					
39513 00	Other pens, mechanical pencils, and parts, n.s.k. ....	(NA)	(X)	2.7					
39510	Pens and mechanical pencils, n.s.k. ....	(NA)	(X)	25.0	(NA)	(X)	30.5		
39510 00	Pens and mechanical pencils, n.s.k. <sup>4</sup> .....	(NA)	(X)	9.9	(NA)	(X)	10.2		
39510 02	Pens and mechanical pencils, n.s.k. <sup>5</sup> .....	(NA)	(X)	15.1	(NA)	(X)	20.3		
<b>3952—</b>	<b>LEAD PENCILS AND ART GOODS</b>								
	<b>Total .....</b>	<b>(NA)</b>	<b>(X)</b>	<b>650.1</b>	<b>(NA)</b>	<b>(X)</b>	<b>456.7</b>		
39523	Nonmechanical pencils, crayons, and chalk .....	(NA)	(X)	348.0	(NA)	(X)	213.3		
39523 10	Nonmechanical (wood-cased) black graphite pencils <sup>3</sup> .....	12	(S)	158.2	(NA)	(X)	213.3		
39523 13	Other nonmechanical (wood-cased) pencils (indelible, colored, etc.) and graphite and colored sticks <sup>3</sup> .....	6	(X)	18.7					
39523 22	Crayons and chalk, except artists', including tailors' chalk <sup>3</sup> .....	8	(X)	168.7					
39523 00	Nonmechanical pencils, crayons, and chalk, n.s.k. ....	(NA)	(X)	2.4					
39524	Artists' equipment .....	(NA)	(X)	270.3	(NA)	(X)	215.9		
39524 13	Artists' equipment (including children's school art equipment, airbrushes, drawing tables, boards, palettes, etc.) .....	29	(X)	114.7	20	(X)	76.3		
39524 19	Other art materials (including modeling clay, other modeling material, chalk, water colors, tempera colors, etc.) .....	40	(X)	155.6	36	(X)	138.7		
39524 00	Artists' equipment, n.s.k. ....	(NA)	(X)	(Z)	(NA)	(X)	1.0		

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 <sup>1</sup>		Number of companies with shipments of \$100,000 or more	Product shipments <sup>1</sup>	
			Quantity <sup>2</sup>	Value (million dollars)		Quantity <sup>2</sup>	Value (million dollars)
<b>3952—</b>	<b>LEAD PENCILS AND ART GOODS—Con.</b>						
39520	Lead pencils and art goods, n.s.k. ....	(NA)	(X)	31.7	(NA)	(X)	27.5
39520 00	Lead pencils and art goods, n.s.k. <sup>4</sup> .....	(NA)	(X)	2.8	(NA)	(X)	6.7
39520 02	Lead pencils and art goods, n.s.k. <sup>5</sup> .....	(NA)	(X)	28.9	(NA)	(X)	20.8
Product code	Product	1992			1987		
		Number of companies with shipments of \$100,000 or more	Value of product shipments <sup>1</sup>		Number of companies with shipments of \$100,000 or more	Value of product shipments <sup>1</sup>	
			Quantity <sup>2</sup>	(million dollars)		Quantity <sup>2</sup>	(million dollars)
<b>3953—</b>	<b>MARKING DEVICES</b>						
	<b>Total .....</b>	<b>(NA)</b>		<b>596.6</b>	<b>(NA)</b>		<b>455.9</b>
39530	Hand stamps, stencils, and other marking devices.....	(NA)		596.6	(NA)		455.9
	Rubber and vinyl stamps:						
39530 13	Hand stamps, typeholder, and dies, custom and stock <sup>3</sup> .....	138		100.3			
39530 15	Permanently inked stamps, excluding print dies <sup>3</sup> .....	59		32.6			
39530 33	Mechanical hand stamps, self inkers including daters, time and numbering stamps, and metal and rubber wheel band goods <sup>3</sup> .....	71		136.0			
39530 35	Embossing seals, including notary, engineering, corporate, stationery, etc. <sup>3</sup> .....	24		12.2	(NA)		418.7
39530 37	Hand, letter, and figure stamps; dies; types and type holders; and steel embossing and incising numbering heads <sup>3</sup> .....	42		55.3			
39530 98	Other marking devices, such as stencils, letters, figures, numerals, stamp pads, branding irons, etc. <sup>3</sup> .....	57		136.8			
39530 00	Marking devices, n.s.k. <sup>4</sup> .....	(NA)		84.2			
39530 02	Marking devices, n.s.k. <sup>5</sup> .....	(NA)		39.3	(NA)		137.2
Product code	Product	1992			1987		
		Number of companies with shipments of \$100,000 or more	Product shipments <sup>1</sup>		Number of companies with shipments of \$100,000 or more	Product shipments <sup>1</sup>	
			Quantity <sup>2</sup>	Value (million dollars)		Quantity <sup>2</sup>	Value (million dollars)
<b>3955—</b>	<b>CARBON PAPER AND INKED RIBBONS</b>						
	<b>Total .....</b>	<b>(NA)</b>	<b>(X)</b>	<b>856.7</b>	<b>(NA)</b>	<b>(X)</b>	<b>821.1</b>
39551	Inked ribbons.....	(NA)	(X)	675.9	(NA)	(X)	610.4
39551 10	Typewriter ribbons <sup>3</sup> .....1,000 dozens.....	21	(S)	120.8			
39551 15	Computer (electronic data processing) ribbons <sup>3</sup> .....1,000 dozens.....	53	(S)	506.7	(NA)	(X)	610.4
39551 20	Other ribbons <sup>3</sup> .....	17	(X)	33.8			
39551 00	Inked ribbons, n.s.k.....	(NA)	(X)	14.7			
39552	Carbon paper, stencil paper, etc. ....	(NA)	(X)	148.3	(NA)	(X)	171.5
39552 00	Carbon paper, stencil paper, etc. ....	18	(X)	148.3	21	(X)	171.5
39550	Carbon paper and inked ribbons, n.s.k.....	(NA)	(X)	32.4	(NA)	(X)	39.2
39550 00	Carbon paper and inked ribbons, n.s.k. <sup>6</sup> .....	(NA)	(X)	13.7	(NA)	(X)	7.0
39550 02	Carbon paper and inked ribbons, n.s.k. <sup>7</sup> .....	(NA)	(X)	18.6	(NA)	(X)	32.2
Product code	Product	1992			1987		
		Number of companies with shipments of \$100,000 or more	Value of product shipments <sup>1</sup>		Number of companies with shipments of \$100,000 or more	Value of product shipments <sup>1</sup>	
			Quantity <sup>2</sup>	(million dollars)		Quantity <sup>2</sup>	(million dollars)
<b>3961—</b>	<b>COSTUME JEWELRY</b>						
	<b>Total .....</b>	<b>(NA)</b>		<b>1 513.5</b>	<b>(NA)</b>		<b>1 265.0</b>
39610	Costume jewelry and costume novelties (except precious metal) .....	(NA)		1 513.5	(NA)		1 265.0
	Base metal, whether or not electroplated with gold, silver, chromium, etc.:						
39610 11	Rings and ring mountings .....	30		97.2	28		71.0
39610 21	Men's jewelry (excluding watch attachments and rings) .....	30		36.6	29		56.0
39610 31	Women's and children's jewelry and costume novelties (excluding watch attachments and rings) .....	219		921.9	167		711.9
39610 41	Watch attachments (bracelets for watches) .....	9					
39610 51	Fraternal, college, and school jewelry and emblems (including military insignia; excluding rings) .....	32		96.4	(NA)		77.2
39610 72	Other jewelry worn or carried about the person except compacts, vanity cases, cigar and cigarette cases, and lighters <sup>3</sup> .....	37		58.1	(NA)		49.4
39610 96	Compacts and vanity cases, other than leather <sup>3</sup> .....	7		17.3	(NA)		27.3

See footnotes at end of table.

**39C-18 OFF. SUPPLIES, COSTUME JEWEL. & NOTIONS**

**MANUFACTURES—INDUSTRY SERIES**

**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 <sup>1</sup> (million dollars)	Number of companies with shipments of \$100,000 or more	Value of product shipments <sup>1</sup> (million dollars)
<b>3961—</b>	<b>COSTUME JEWELRY—Con.</b>				
39610	Costume jewelry and costume novelties (except precious metal)—Con.				
39610 99	Other costume jewelry, imitation pearls, and costume novelties made of plastics, wood, leather, etc.-----	83	92.4	50	87.7
39610 00	Costume jewelry, n.s.k. <sup>4</sup> -----	(NA)	131.3	(NA)	124.8
39610 02	Costume jewelry, n.s.k. <sup>5</sup> -----	(NA)	62.3	(NA)	59.8
<b>3965—</b>	<b>FASTENERS, BUTTONS, NEEDLES, AND PINS</b>				
	<b>Total-----</b>	<b>(NA)</b>	<b>825.0</b>	<b>(NA)</b>	<b>676.5</b>
39651	Buttons and parts (except precious or semiprecious metals and precious or semiprecious stones)-----	(NA)	152.0	(NA)	166.9
	Metal:				
39651 01	Sew on type-----	9	18.1	10	41.7
39651 09	Other metal buttons (including mechanically applied types, etc.)--	7	25.8	11	52.6
	Plastics:				
39651 11	Polyester-----	14	58.8	8	29.8
39651 19	Other plastics (including casein)-----	5	12.1	4	16.9
39651 21	Button blanks or molds, backs and parts for sale as such-----	3	1.0		
39651 29	Other buttons (including all fabrics covered; wood, bone, and hoof, vegetable ivory, leather, etc.)-----	15	26.3	(NA)	4.3
39651 00	Buttons and parts (except precious or semiprecious metals and precious or semiprecious stones), n.s.k.-----	(NA)	9.9	(NA)	21.5
39654	Zippers and slide fasteners-----	(NA)	234.8	(NA)	184.5
	Plastics:				
39654 22	Nylon-----	8	( <sup>6</sup> )	6	50.2
39654 23	Other plastics-----	6	( <sup>6</sup> )	4	51.5
	Metal:				
39654 31	Aluminum-----	7	10.8	5	23.0
39654 33	Brass-----	8	95.9	6	43.3
39654 39	Other-----	8	<sup>8</sup> 127.1	4	15.3
39654 00	Zippers and slide fasteners, n.s.k.-----	(NA)	1.0	(NA)	1.2
39656	Needles, pins, fasteners (except slide), and similar notions-----	(NA)	399.2	(NA)	260.8
39656 20	Snap fasteners (all types)-----	10	91.0	7	54.4
39656 25	Buckles (including those covered with fabrics or other material, but excluding those used for costume jewelry and shoes) <sup>5</sup> -----	33	106.9	(NA)	73.4
39656 33	Other fasteners (including tape fasteners, hook and eyes, rivet and burrs, trimmings, etc.)-----	27	120.6	(NA)	75.7
39656 51	Hair curlers (except rubber and those designed for beauty parlor use)-----	3	(D)		
39656 71	Needles (except hypodermic, phonograph, and styli)-----	5	15.7	4	12.7
	Pins (except jewelry):				
39656 81	Common or toilet, (including dressmakers' pins)-----	1	(D)	3	23.2
39656 89	Other pins, hatpins, glasshead pins, safety pins, plastics and metal hairpins-----	10	48.6	7	18.6
39656 00	Needles, pins, fasteners (except slide), and similar notions, n.s.k.-----	(NA)	.6	(NA)	2.8
39650	Fasteners, buttons, needles, and pins, n.s.k.-----	(NA)	39.0	(NA)	64.3
39650 00	Fasteners, buttons, needles, and pins, n.s.k. <sup>4</sup> -----	(NA)	3.6	(NA)	37.0
39650 02	Fasteners, buttons, needles, and pins, n.s.k. <sup>5</sup> -----	(NA)	35.4	(NA)	27.4

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

<sup>2</sup>For some establishments, data have been estimated from central unit values which are based on quantity-value relationships of reported data. The following symbols are used when percentage of each quantity figure estimated in this manner equals or exceeds 10 percent of published figure: \*10 to 19 percent estimated; \*\*20 to 29 percent estimated. If 30 percent or more is estimated, figure is replaced by (S).

<sup>3</sup>For 1992, product code is revised. See appendix C, parts 1 and 2 for comparability.

<sup>4</sup>Typically for establishments with 5 employees or more.

<sup>5</sup>Typically for establishments with less than 5 employees.

<sup>6</sup>Typically for establishments with 10 employees or more.

<sup>7</sup>Typically for establishments with less than 10 employees.

<sup>8</sup>Products are combined to avoid disclosing data for individual companies.

**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
<b>39511, PENS</b>			<b>39551, INKED RIBBONS</b>		
United States .....	<b>588.2</b>	<b>418.8</b>	United States .....	<b>675.9</b>	<b>610.4</b>
Massachusetts .....	8.3	(NA)	California .....	114.6	107.4
Missouri .....	16.5	(NA)	Colorado .....	55.9	(NA)
New Jersey .....	12.0	(NA)	Maryland .....	7.5	(NA)
New York .....	15.3	11.2	New Jersey .....	55.1	36.7
Pennsylvania .....	6.1	(NA)	New York .....	76.3	48.4
Tennessee .....	38.0	12.8	Ohio .....	34.9	12.1
			Pennsylvania .....	34.1	34.0
			Tennessee .....	96.9	67.6
<b>39512, MARKERS</b>			<b>39552, CARBON PAPER, STENCIL PAPER, ETC.</b>		
United States .....	<b>366.3</b>	<b>226.5</b>	United States .....	<b>148.3</b>	<b>171.5</b>
Tennessee .....	74.6	(NA)	New York .....	39.2	18.4
			Texas .....	12.3	(NA)
<b>39513, OTHER PENS, MECHANICAL PENCILS, AND PARTS</b>			<b>39651, BUTTONS AND PARTS (EXCEPT PRECIOUS OR SEMIPRECIOUS METALS AND PRECIOUS OR SEMIPRECIOUS STONES)</b>		
United States .....	<b>260.8</b>	<b>243.2</b>	United States .....	<b>152.0</b>	<b>166.9</b>
California .....	27.2	25.3	California .....	8.5	8.6
Connecticut .....	10.8	5.9	Connecticut .....	22.9	23.0
New Jersey .....	34.0	25.8	Iowa .....	11.3	6.2
New York .....	5.5	6.3	New Jersey .....	3.3	11.0
Rhode Island .....	59.6	(NA)	New York .....	60.1	40.1
Tennessee .....	36.9	(NA)			
<b>39523, NONMECHANICAL PENCILS, CRAYONS, AND CHALK</b>			<b>39654, ZIPPERS AND SLIDE FASTENERS</b>		
United States .....	<b>348.0</b>	<b>213.3</b>	United States .....	<b>234.8</b>	<b>184.5</b>
Tennessee .....	130.1	54.1	New York .....	19.4	15.3
<b>39524, ARTISTS' EQUIPMENT</b>			<b>39656, NEEDLES, PINS, FASTENERS (EXCEPT SLIDE), AND SIMILAR NOTIONS</b>		
United States .....	<b>270.3</b>	<b>215.9</b>	United States .....	<b>399.2</b>	<b>260.8</b>
California .....	39.4	24.1	Connecticut .....	26.7	54.0
Illinois .....	28.8	21.3	Illinois .....	23.6	(NA)
Massachusetts .....	7.0	(NA)	New Jersey .....	33.8	25.0
New Jersey .....	57.8	51.8	New York .....	48.3	19.8
New York .....	10.6	6.8	Pennsylvania .....	9.3	(NA)
Pennsylvania .....	19.8	25.1	Rhode Island .....	37.6	29.4
Wisconsin .....	2.1	(NA)	Wisconsin .....	18.8	8.4

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 <sup>1</sup>	1990 <sup>1</sup>	1989 <sup>1</sup>	1988 <sup>1</sup>	1987	1982	1977
<b>3951-</b>	<b>Pens and mechanical pencils</b> .....	<b>1 240.4</b>	<b>1 241.1</b>	<b>1 278.3</b>	<b>1 246.9</b>	<b>1 071.5</b>	<b>919.0</b>	<b>773.8</b>	<b>562.9</b>
39511	Pens .....	588.2	607.5	601.9	571.6	483.1	418.8	383.5	} 562.9
39512	Markers .....	366.3	293.9	296.9	325.6	279.2	226.5	156.9	
39513	Other pens, mechanical pencils, and parts .....	260.8	293.0	311.9	318.2	277.3	243.2	204.7	
39510	Pens and mechanical pencils, n.s.k. ....	25.0	46.6	67.6	31.5	31.9	30.5	28.7	
<b>3952-</b>	<b>Lead pencils and art goods</b> .....	<b>650.1</b>	<b>558.2</b>	<b>523.5</b>	<b>515.8</b>	<b>500.8</b>	<b>456.7</b>	<b>352.7</b>	<b>268.1</b>
39523	Nonmechanical pencils, crayons, and chalk .....	348.0	293.6	278.8	281.5	262.5	213.3	(NA)	(NA)
39524	Artists' equipment .....	270.3	228.8	211.8	208.4	207.2	215.9	(NA)	(NA)
39520	Lead pencils and art goods, n.s.k. ....	31.7	35.7	32.9	25.9	31.1	27.5	23.7	13.6
<b>3953-</b>	<b>Marking devices</b> .....	<b>596.6</b>	<b>537.7</b>	<b>515.0</b>	<b>524.3</b>	<b>457.0</b>	<b>455.9</b>	<b>326.9</b>	<b>215.9</b>
39530	Hand stamps, stencils, and other marking devices .....	596.6	537.7	515.0	524.3	457.0	455.9	326.9	215.9
<b>3955-</b>	<b>Carbon paper and inked ribbons</b> .....	<b>856.7</b>	<b>1 137.4</b>	<b>1 098.1</b>	<b>1 058.1</b>	<b>926.4</b>	<b>821.1</b>	<b>793.6</b>	<b>488.9</b>
39551	Inked ribbons .....	675.9	869.5	839.7	794.0	695.2	610.4	485.3	246.9
39552	Carbon paper, stencil paper, etc. ....	148.3	222.5	213.5	219.4	190.6	171.5	282.0	220.2
39550	Carbon paper and inked ribbons, n.s.k. ....	32.4	45.4	44.9	44.7	40.4	39.2	26.3	21.8
<b>3961-</b>	<b>Costume jewelry</b> .....	<b>1 513.5</b>	<b>1 399.3</b>	<b>1 417.3</b>	<b>1 314.8</b>	<b>1 291.6</b>	<b>1 265.0</b>	<b>948.6</b>	<b>781.5</b>
39610	Costume jewelry and costume novelties (except precious metal) .....	1 513.5	1 399.3	1 417.3	1 314.8	1 291.6	1 265.0	948.6	781.5
<b>3965-</b>	<b>Fasteners, buttons, needles, and pins</b> .....	<b>825.0</b>	<b>865.4</b>	<b>850.1</b>	<b>763.7</b>	<b>701.4</b>	<b>676.5</b>	<b>749.4</b>	<b>739.8</b>
39651	Buttons and parts (except precious or semiprecious metals and precious or semiprecious stones) .....	152.0	148.4	157.1	133.0	169.1	166.9	142.5	106.2
39654	Zippers and slide fasteners .....	234.8	206.0	192.7	215.3	199.5	184.5	200.8	295.0
39656	Needles, pins, fasteners (except slide), and similar notions .....	399.2	432.0	425.0	362.1	263.5	260.8	364.4	278.1
39650	Fasteners, buttons, needles, and pins, n.s.k. ....	39.0	78.9	75.3	53.5	69.3	64.3	41.7	60.6

<sup>1</sup>Figures 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 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 delivered cost (million dollars)	1987 delivered cost (million dollars)
<b>INDUSTRY 3951, PENS AND MECHANICAL PENCILS</b>			
<b>Materials, ingredients, containers, and supplies -----</b>		<b>330.5</b>	<b>288.2</b>
240001	Lumber and wood products, except furniture -----	(D)	( <sup>1</sup> )
265001	Paperboard containers, boxes, and corrugated paperboard -----	33.8	20.4
Chemicals and allied products:			
281600	Inorganic pigments -----	(D)	( <sup>1</sup> )
286532	Organic color pigments, lakes, and toners -----	(D)	( <sup>1</sup> )
285101	Paints, varnishes, lacquers, stains, shellacs, japans, enamels, and allied products -----	(D)	( <sup>1</sup> )
280093	Other chemicals and allied products -----	16.3	( <sup>1</sup> )
290006	Petroleum wax -----	(D)	( <sup>1</sup> )
308007	Plastics products consumed in the form of sheets, rods, tubes, and other shapes -----	26.5	26.2
Stone, clay, glass, and concrete products:			
329508	Natural graphite -----	.7	( <sup>1</sup> )
320098	Other stone, clay, glass, and concrete products -----	(D)	( <sup>1</sup> )
340004	Fabricated metal products, including forgings -----	27.7	35.7
395101	Parts for pens and mechanical pencils -----	155.4	94.8
970099	All other materials and components, parts, containers, and supplies -----	52.2	195.6
971000	Materials, ingredients, containers, and supplies, n.s.k. <sup>2</sup> -----	11.6	15.5
<b>INDUSTRY 3952, LEAD PENCILS AND ART GOODS</b>			
<b>Materials, ingredients, containers, and supplies -----</b>		<b>313.3</b>	<b>185.2</b>
240001	Lumber and wood products, except furniture -----	39.5	(NA)
265001	Paperboard containers, boxes, and corrugated paperboard -----	29.4	(NA)
Chemicals and allied products:			
281600	Inorganic pigments -----	9.1	(NA)
286532	Organic color pigments, lakes, and toners -----	8.6	(NA)
285101	Paints, varnishes, lacquers, stains, shellacs, japans, enamels, and allied products -----	23.2	(NA)
280093	Other chemicals and allied products -----	27.5	(NA)
290006	Petroleum wax -----	6.5	(NA)
308007	Plastics products consumed in the form of sheets, rods, tubes, and other shapes -----	16.2	(NA)
Stone, clay, glass, and concrete products:			
329508	Natural graphite -----	8.3	(NA)
320098	Other stone, clay, glass, and concrete products -----	1.6	(NA)
340004	Fabricated metal products, including forgings -----	21.2	(NA)
395101	Parts for pens and mechanical pencils -----	49.9	(NA)
970099	All other materials and components, parts, containers, and supplies -----	49.6	(NA)
971000	Materials, ingredients, containers, and supplies, n.s.k. <sup>2</sup> -----	22.5	(NA)
<b>INDUSTRY 3953, MARKING DEVICES</b>			
<b>Materials, ingredients, containers, and supplies -----</b>		<b>161.2</b>	<b>129.4</b>
240001	Lumber and wood products, except furniture -----	2.1	(NA)
265001	Paperboard containers, boxes, and corrugated paperboard -----	1.1	(NA)
Chemicals and allied products:			
281600	Inorganic pigments -----	(D)	(NA)
286532	Organic color pigments, lakes, and toners -----	(D)	(NA)
285101	Paints, varnishes, lacquers, stains, shellacs, japans, enamels, and allied products -----	.1	(NA)
280093	Other chemicals and allied products -----	1.5	(NA)
290006	Petroleum wax -----	(D)	(NA)
308007	Plastics products consumed in the form of sheets, rods, tubes, and other shapes -----	10.2	(NA)
Stone, clay, glass, and concrete products:			
329508	Natural graphite -----	-	(NA)
320098	Other stone, clay, glass, and concrete products -----	(D)	(NA)
340004	Fabricated metal products, including forgings -----	9.8	(NA)
395101	Parts for pens and mechanical pencils -----	(D)	(NA)
970099	All other materials and components, parts, containers, and supplies -----	75.1	(NA)
971000	Materials, ingredients, containers, and supplies, n.s.k. <sup>2</sup> -----	58.6	(NA)
<b>INDUSTRY 3955, CARBON PAPER AND INKED RIBBONS</b>			
<b>Materials, ingredients, containers, and supplies -----</b>		<b>376.5</b>	<b>322.6</b>
Textile mill products:			
220129	Broadwoven fabrics -----	14.4	21.6
224111	Woven fabrics (12 inches or less in width) -----	56.0	24.7
220090	Other textile mill products -----	(D)	( <sup>1</sup> )
Paper and allied products:			
262106	Purchased (market) paper -----	42.6	79.0
265001	Paperboard containers, boxes, and corrugated paperboard -----	20.4	19.7
260092	Other paper and allied products -----	(D)	( <sup>1</sup> )
Chemical and allied products:			
289501	Carbon black -----	3.0	4.5
289300	Printing ink -----	8.4	14.4
280092	Other chemical and allied products -----	29.5	( <sup>1</sup> )
970099	All other materials and components, parts, containers, and supplies -----	112.9	128.6
971000	Materials, ingredients, containers, and supplies, n.s.k. <sup>2</sup> -----	33.3	30.1

See footnotes at end of table.



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

[Includes 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 delivered cost (million dollars)	1987 delivered cost (million dollars)
<b>INDUSTRY 3961, COSTUME JEWELRY</b>			
<b>Materials, ingredients, containers, and supplies -----</b>		<b>432.2</b>	<b>401.6</b>
340004	Fabricated metal products, including forgings -----	24.0	(NA)
Shapes and forms (except fabricated metal products):			
333903	Precious metals, all forms, including ingot, sheet, strip, solder, plating, electrodes, etc. -----	33.6	(NA)
330025	Other shapes and forms, including castings -----	11.2	(NA)
Jewelry, silverware, and plated ware:			
391521	Precious, semiprecious, and synthetic stones, and pearls; cut, polished, or drilled -----	56.2	(NA)
391501	Jewelers' findings, including joints, pins, clasps, chains, flat stock, etc. ----	80.9	(NA)
391015	Other jewelry, silverware, and plated ware -----	15.2	(NA)
970099	All other materials and components, parts, containers, and supplies -----	60.3	(NA)
971000	Materials, ingredients, containers, and supplies, n.s.k. <sup>2</sup> -----	150.8	(NA)
<b>INDUSTRY 3965, FASTENERS, BUTTONS, NEEDLES, AND PINS</b>			
<b>Materials, ingredients, containers, and supplies -----</b>		<b>296.0</b>	<b>244.5</b>
340004	Fabricated metal products, including forgings -----	21.8	( <sup>1</sup> )
Shapes and forms, (except castings and fabricated metal products):			
331002	Steel -----	16.6	28.3
335001	Aluminum and aluminum-base alloy -----	5.3	10.5
335105	Copper and copper-base alloy -----	46.8	39.4
335099	All other nonferrous shapes and forms -----	5.6	( <sup>1</sup> )
220101	Cotton and manmade fiber fabrics, broadwoven and narrow woven (including tape for zippers and other fasteners) -----	46.8	19.2
282104	Plastics resins consumed in the form of granules, pellets, powders, liquids, etc. -----	17.7	18.0
396501	Needles, pins, fasteners, and similar materials purchased for further manufacture or assembly -----	15.9	21.1
970099	All other materials and components, parts, containers, and supplies -----	57.8	161.9
971000	Materials, ingredients, containers, and supplies, n.s.k. <sup>2</sup> -----	61.5	46.1

<sup>1</sup>For 1987, materials were not collected separately but were included in code 970099 of the industry in which the materials were consumed.

<sup>2</sup>Total cost of materials of establishments that did not report detailed materials data, including establishments that were not mailed a form.

## 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
39141 70	39141 51	39444 36	39444 35	39495 69	39495 74	39530 37	39530 00
39141 70	39141 69			39495 69	39495 76	39530 98	39530 00
		39445 16	39445 15	39495 70	39495 72		
39142 70	39142 55	39445 16	39445 17	39495 70	39495 73	39551 10	39551 00
39142 70	39142 69	39445 30	39445 27	39495 71	39495 73	39551 15	39551 00
		39445 30	39445 29	39495 91	39495 87	39551 20	39551 00
				39495 91	39495 88		
39314 27	39314 24			39495 99	39495 05	39610 72	39610 65
39314 27	39314 25	39491 06	39491 01	39495 99	39495 05	39610 72	39610 71
39314 27	39314 26	39491 06	39491 03	39495 99	39495 81	39610 96	39610 93
		39491 06	39491 05	39495 99	39495 98	39610 96	39610 95
		39491 11	39491 07				
39420 12	39420 09	39491 11	39491 09	39511 02	39511 00		
39420 12	39420 11	39491 11	39491 10	39511 04	39511 00	39656 25	39656 21
39420 21	39420 22	39491 11		39511 13	39511 00	39656 25	39656 32
39420 21	39420 23						
39420 21	39420 24	39494	39496	39512 02	39512 00	39960 00	39960 11
39420 21	39420 25	39494 01	39496 01	39512 06	39512 00	39960 00	39960 21
39420 43	39420 26	39494 02	39496 02			39960 00	39960 26
39420 43	39420 37	39494 03	39496 03			39960 00	39960 29
39420 43	39420 39	39494 04	39496 04	39513 05	39513 00	39960 00	39960 28
39420 43	39420 40	39494 05	39496 05	39513 10	39513 00		
39420 43	39420 42	39494 06	39496 06	39513 13	39513 00		
				39513 25	39513 00	39991 40	39991 18
39443 16	39443 11	39495 36	39495 34			39991 40	39991 41
39443 16	39443 15	39495 36	39495 35	39523 10	39523 00	39991 70	39991 51
39443 97	39443 33	39495 51	39495 43	39523 13	39523 00	39991 70	39991 61
39443 97	39443 47	39495 51	39495 48	39523 22	39523 00	39991 70	39991 69
39443 97	39443 98	39495 51	39495 50			39997 00	39997 11
		39495 53	39495 52	39530 13	39530 00		
39444 20	39444 17	39495 53	39495 55	39530 15	39530 00	39999 81	39999 98
39444 20	39444 19	39495 64	39495 82	39530 33	39530 00	39999 99	39997 51
39444 36	39444 34	39495 64	39495 83	39530 35	39530 00	39999 99	39999 98

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

1987	1992	1987	1992	1987	1992	1987	1992
39141 51	39141 70	39444 35	39444 36	39495 88	39495 91	39530 00	39530 37
39141 69	39141 70			39495 98	39495 99	39530 00	39530 98
		39445 15	39445 16				
39142 55	39142 70	39445 17	39445 16	39496	39494	39551 00	39551 10
39142 69	39142 70	39445 27	39445 30	39496 01	39494 01	39551 00	39551 15
		39445 29	39445 30	39496 02	39494 02	39551 00	39551 20
				39496 03	39494 03		
39314 24	39314 27			39496 04	39494 04	39610 65	39610 72
39314 25	39314 27	39491 01	39491 06	39496 04	39494 04	39610 71	39610 72
39314 26	39314 27	39491 03	39491 06	39496 05	39494 05	39610 93	39610 96
		39491 05	39491 06	39496 06	39494 06	39610 95	39610 96
		39491 07	39491 11				
39420 09	39420 12	39491 09	39491 11	39511 00	39511 02		
39420 11	39420 12	39491 10	39491 11	39511 00	39511 04	39656 21	39656 25
39420 22	39420 21	39491 10		39511 00	39511 13	39656 32	39656 25
39420 23	39420 21						
39420 24	39420 21	39495 05	39495 99			39960 11	39960 00
39420 25	39420 21	39495 34	39495 36	39512 00	39512 02	39960 21	39960 00
39420 26	39420 43	39495 35	39495 36	39512 00	39512 06	39960 26	39960 00
39420 37	39420 43	39495 43	39495 51			39960 29	39960 00
39420 39	39420 43	39495 48	39495 51	39513 00	39513 05	39960 98	39960 00
39420 40	39420 43	39495 50	39495 51	39513 00	39513 10		
39420 42	39420 43	39495 52	39495 53	39513 00	39513 13		
		39495 55	39495 53	39513 00	39513 25	39991 18	39991 40
39443 11	39443 16	39495 72	39495 70			39991 41	39991 40
39443 15	39443 16	39495 73	39495 70			39991 51	39991 70
39443 33	39443 97	39495 73	39495 71	39523 00	39523 10	39991 61	39991 70
39443 47	39443 97	39495 73		39523 00	39523 13	39991 69	39991 70
39443 98	39443 97	39495 74	39495 69				
		39495 76	39495 69			39997 11	39997 00
		39495 81	39495 99	39530 00	39530 13	39997 51	39999 99
		39495 82	39495 64	39530 00	39530 15		
39444 17	39444 20	39495 83	39495 64	39530 00	39530 33	39999 98	39999 81
39444 19	39444 20	39495 87	39495 91	39530 00	39530 35	39999 98	39999 99
39444 34	39444 36						

### Part 3. Current Industrial Reports by Product Code

[Not applicable for this report]

# 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.