

# Paint and Allied Products

## 1998

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Information about the scope of the survey, methodology, explanation of terms and historical notes for this survey may be found in the introduction of the 1997 Manufacturing Profiles, issued August 1999.

Current data are released electronically on Internet for all individual surveys as they become available. Use: <http://www.census.gov/econ/www/manumenu.html>. Individual reports can be accessed by choosing "Current Industrial Reports (CIR's)," clicking on "Report Number Index;" from the "Industrial Products by Numeric Index," choose the survey of interest. Follow the menu to view the PDF file or to download the worksheet file (WK format) to your personal computer.

These data are also available through the U.S. Department of Commerce and STAT-USA Electronic Bulletin Board by subscription. To access, dial 202-482-3870 and follow the prompts to register. Also, you may call 202-482-1986 or 1-800-STAT-USA, for further information. The Internet address is: [www.stat-usa.gov/](http://www.stat-usa.gov/).

NOTE: Data are now published on the new North American Industry Classification

System (NAICS) basis and therefore are not always comparable American Industry Classification System (NAICS) basis and therefore are not always comparable (SIC) code. For further information on NAICS, see [www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html).

### Summary of Findings:

In 1998, total manufacturers' shipments of paint and allied products amounted to \$17,249.2 million, an increase of 4.2 percent from the 1997 shipments of \$16,559.5 million. Shipments of architectural coatings decreased 1.7 percent to \$6,159.8 million in 1998 from \$6,264.9 million in 1997. Shipments of OEM coatings increased 5.2 percent to \$6,050.7 million in 1998 from \$5,750.7 million in 1997. Shipments of powder coatings increased 13.4 percent to \$669.7 million in 1998 from \$590.5 million in 1997. Shipments of special purpose coatings increased 16.2 percent to \$3,365.4 million in 1998 from \$2,896.0 million in 1997. Shipments of miscellaneous allied paint products increased 1.5 percent to \$1,673.3 million in 1998 from \$1,647.9 million in 1997.

### Current Industrial Reports

Address inquiries concerning these data to Primary Goods Industries Branch, Manufacturing and Construction Division (MCD), Washington, DC 20233-6900, or call Thanos Theodoropoulos, 301-457-1606.

For mail or fax copies of this publication, please contact the Information Services Center, MCD, Washington, DC 20233-6900, or call 301-457-4673.

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

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Table 1. Summary of Estimated United States Total Quantity and Value of Shipments of Paint and Allied Products: 1993 to 1998  
[Quantity in millions of gallons. Value in millions of dollars]

Year	Total		Architectural coatings		Product coatings OEM		Special-purpose coatings		Miscellaneous allied paint products	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
1998.....	1,491.5	17,249.2	636.3	6,159.8	458.5	6,050.7	188.6	3,365.4	208.1	1,673.3
1997.....	1,472.8	16,559.5	655.6	6,264.9	425.4	5,750.7	181.8	2,896.0	210.0	1,647.9
1996.....	1,468.2	16,554.7	640.3	6,246.3	398.7	5,474.1	208.9	3,263.8	220.3	1,570.5
1995.....	1,408.3	15,951.6	621.1	6,041.3	376.2	5,263.6	195.1	3,103.0	215.9	1,543.7
1994.....	1,431.1	15,645.2	644.8	5,888.3	372.9	5,069.9	193.8	3,197.3	219.6	1,489.7
1993.....	1,336.5	14,630.1	608.1	5,615.3	356.6	4,788.3	179.0	2,937.7	192.8	1,288.8

Note: Data for 1993 through 1998 are estimates of the total U.S. value of shipments of paint, varnish, and lacquer. These estimates were developed by increasing the product class totals shown in Table 2 by adjustment factors. For 1993 through 1998, these factors are: 1.008 for architectural coatings, .989 for product coatings OEM, 1.011 for special purpose coatings, and 1.026 for miscellaneous paint products. For example, the quantity and value of OEM coatings for 1998 shown in Table 2 amounted to 463,590 and \$6,118,014 respectively. Adjusting these data by the factor of .989 (multiplying 463,590 and \$6,118,014 by .989) equals the adjusted and rounded quantity and value of 458.5 and \$6,050.7 shown in Table 1. These factors are used because the annual survey panel was selected to measure approximately 95 percent of the total shipments in the paint industry (NAICS 325510 former SIC 2851). The adjustment factors (based on the 1992 Census of Manufactures' relationships) bring each product class value up to 100 percent. Quarterly data for 1998 and 1997 reflect the adjusted totals in Table 1 and are shown in Table 3 along with the quarterly data originally published in the Current Industrial Reports quarterly series MQ28F, Paint, Varnish, and Lacquer.

Table 2. Quantity and Value of Shipments of Paint and Allied Products: 1998 and 1997  
[Quantity in thousand of gallons. Value in thousand of dollars]

Product code	Product description	1998		1997	
		Quantity	Value	Quantity	Value
325510	Paint and allied products 1/.....	1,484,296	17,188,517	1,464,968	16,500,422
3255101	Architectural coatings.....	631,293	6,110,867	650,418	6,215,159
3255101111	Exterior solvent-type.....	77,096	840,573	65,986	744,871
3255101115	Solvent thinned paints and tinting bases, including barn and roof paints.....	18,584	178,225	13,197	137,997
3255101119	Solvent thinned enamels and tinting bases, including exterior-interior floor enamels.....	15,469	239,641	14,942	r/ 219,647
3255101121	Solvent thinned undercoaters and primers.....	9,890	112,146	7,723	93,374
3255101125	Solvent thinned clear finishes and sealers.....	10,943	85,395	10,622	92,576
3255101129	Solvent thinned stains, including shingle and shake.....	11,362	133,167	12,807	133,751
3255101131	Other exterior solvent thinned coatings, including bituminous paints.....	10,848	91,999	6,695	67,526
3255101135	Exterior water-type.....	181,355	1,786,873	187,988	1,824,612
3255101139	Water thinned paints and tinting bases, including barn and roof paints.....	128,091	1,279,369	139,049	1,356,581
3255101141	Water thinned exterior-interior deck and floor enamels.....	2,279	22,199	1,852	19,978
3255101145	Water thinned undercoaters and primers.....	11,323	127,618	9,007	104,340
3255101211	Water thinned stains and sealers.....	17,269	153,361	18,654	155,808
3255101215	Other exterior water thinned coatings.....	22,393	204,326	r/ 19,426	r/ 187,905
3255101219	Interior solvent-type.....	49,514	540,774	52,432	653,895
3255101221	Flat solvent thinned wall paint and tinting bases, including mill white paints.....	3,512	36,731	r/ 3,727	44,467
3255101225	Gloss and quick drying enamels and other gloss solvent thinned paints and enamels.....	3,679	48,726	6,067	79,453
3255101229	Semigloss, eggshell, satin solvent thinned paints and tinting bases.....	11,548	150,248	11,803	r/ 159,690
3255101231	Solvent thinned undercoaters and primers.....	11,197	109,473	9,798	100,591
3255101235	Solvent thinned clear finishes and sealers.....	7,599	100,418	8,313	115,436
3255101239	Solvent thinned stains.....	2,209	26,464	4,793	59,473
3255101241	Other interior solvent thinned coatings.....	9,770	68,714	7,931	94,785
3255101245	Interior water-type.....	315,636	2,864,206	335,035	2,905,966
3255101249	Flat water thinned paints and tinting bases.....	137,781	1,126,626	149,115	1,237,007
3255101251	Semigloss, eggshell, satin, and other water thinned paints and tinting bases.....	114,602	1,158,944	120,635	1,166,533
3255101255	Water thinned undercoaters and primers.....	29,148	223,159	26,131	195,939
3255101259	Other interior water thinned coatings, stains, and sealers.....	34,105	355,477	39,154	306,487
3255101263	Architectural lacquers.....	5,587	50,072	5,575	49,656
3255101YVW	Architectural coatings, n.s.k. ....	2,105	28,369	r/ 3,402	36,159
3255104	Product finishes for original equipment manufacturers (OEM), excluding marine coatings.....	463,590	6,118,014	430,115	5,814,627
3255104111	Automobile, light truck, van, and sport utility vehicle finishes.....	47,648	1,112,987	42,771	1,127,650
3255104121	Automobile parts finishes.....	2,160	66,908	3,238	77,524
3255104131	Heavy duty truck, bus, and recreational vehicle finishes.....	16,106	339,590	15,561	369,193
3255104141	Other transportation equipment finishes, including aircraft and railroad.....	14,316	186,770	10,853	165,674
3255104211	Appliance, heating equipment, and air-conditioner finishes.....	6,797	87,766	5,750	84,522
3255104215	Wood furniture, cabinet, and fixture finishes.....	59,898	610,249	49,938	511,615
3255104219	Wood and composition board flat stock finishes.....	17,757	179,696	16,731	171,277
3255104221	Metal building product finishes, including coatings for aluminum extrusions and siding.....	42,168	676,397	39,379	663,070
3255104225	Container and closure finishes.....	49,220	504,215	48,940	495,346
3255104229	Machinery and equipment finishes, including road building equipment and farm implement.....	16,039	328,202	14,721	242,920
3255104231	Nonwood furniture and fixture finishes, including business equipment finishes.....	31,469	419,834	26,048	384,557

Table 2. Quantity and Value of Shipments of Paint and Allied Products: 1998 and 1997  
[Quantity in thousand of gallons. Value in thousand of dollars]

Product code	Product description	1998		1997	
		Quantity	Value	Quantity	Value
3255104235	Paper, paper board, film, and foil finishes, excluding pigment binders.....	18,267	139,448	17,794	142,960
3255104239	Electrical insulating coatings.....	2,925	112,521	4,169	112,627
3255104241	Appliance powder coatings 2/.....	13,156	110,329	10,006 r/	91,841
3255104245	Automotive powder coatings 2/.....	15,952	127,670	13,023	110,754
3255104249	Architectural powder coatings (such as aluminum extrusions) 2/.....	3,141	25,229	2,763	18,463
3255104251	Lawn and garden powder coatings 2/.....	4,389	48,386	3,663	44,437
3255104255	General metal finishing powder coatings 2/.....	38,842	333,510	35,283	308,999
3255104259	Thermoset functional powder coatings (for pipe, rebar, electrical insulation, etc.) 2/.....	(D)	(D)	(D)	(D)
3255104261	Thermoplastic powder coatings (all) 2/.....	(D)	(D)	(D)	(D)
3255104265	Other industrial product finishes.....	47,127	535,942	48,834	536,131
3255104YWV	Product finishes for original equipment manufacturers (OEM), excluding marine coatings, n.s.k. ....	5,503	140,364 r/	9,481	132,430
3255107	Special-purpose coatings, including all marine coatings.....	186,547	3,328,740	179,783	2,864,498
	Industrial new construction and maintenance paints (especially formulated coatings for special conditions of industrial plants and/or facilities requiring protection against extreme temperatures, funge, chemicals, fumes, etc.):				
3255107011	Interior.....	17,354	180,184	9,334	139,617
3255107015	Exterior.....	51,033	758,764	48,072	608,875
3255107021	Traffic marking paints (all types; shelf goods and highway department).....	32,952	221,559	37,130	244,640
3255107031	Automotive, other transportation and machinery refinish paints and enamels, including primers.....	53,541	1,609,278	42,874	1,303,471
3255107041	Marine paints, ship and off-shore facilities and shelf goods for both new construction and marine refinish and maintenance, excluding spar varnish.....	(D)	(D)	13,102	248,895
3255107051	Marine paints for yacht and pleasure craft, new construction, refinish and maintenance.....	(D)	(D)	104	1,533
3255107061	Aerosol-paint concentrates produced for packaging in aerosol containers.....	14,980	167,888	24,952	234,893
3255107YWV	Special-purpose coatings, n.s.k. ....	4,318	95,709	4,215	82,574
325510A	Miscellaneous allied paint products.....	202,866	1,630,896	204,652	1,606,138
325510A011	Paint and varnish removers.....	7,470	69,225	7,355	67,268
325510A021	Thinners for lacquers and other solvent based paint products.....	36,098	172,748	33,476	157,970
325510A031	Pigment dispersions.....	29,582	481,262 r/	27,095	455,767
325510A041	Other miscellaneous allied paint products, including brush cleaners, ink vehicles, putty and glazing compounds, etc. ....	125,732	843,560	133,355	861,449
325510AYWV	Miscellaneous allied paint products, n.s.k. ....	3,984	64,101 r/	3,371 r/	63,684

D Withheld to avoid disclosing data for individual companies. n.s.k. Not specified by kind. r/Revised by 5 percent or more from previously published data.

1/Represents total shipments for those establishments producing paint and allied products that have 20 or more employees. These establishments represent approximately 95 percent of the total value of shipments for NAICS industry 325510, paint, varnishes, lacquers, enamels, and allied products, based on relationships observed in the 1992 Census of Manufactures final report.

2/Data for powder coatings are collected in pounds and converted to gallons by using the 1998 conversion factor of 3 (3 lbs. = 1 gallon). Based on industry sources, a conversion factor of 5 (5 lbs. = 1 gallon) is now considered more appropriate. Data collected in pounds amounted to 258,572 thousand pounds in 1998 and 227,718 thousand pounds in 1997.

Table 3. Quantity and Value of Shipments of Paint, Varnish, and Lacquer by Quarter: 1998 and 1997  
[Quantity in thousands of gallons. Value in thousands of dollars]

As published								
Quarter and year	Total		Architectural coatings		Product coatings OEM		Special-purpose coatings	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
1998								
Total.....	1,315,687	15,372,176	673,174	6,406,499	467,584	6,051,001	174,929	2,914,676
Fourth quarter.....	289,072	3,705,905	138,251	1,383,774	110,235	1,538,921	40,586	783,210
Third quarter.....	354,807	3,993,786	185,572	1,771,798	123,582	1,494,098	45,653	727,890
Second quarter.....	371,104	4,152,809	202,811	1,903,113	121,756	1,526,147	46,537	723,549
First quarter.....	300,704	3,519,676	146,540	1,347,814	112,011	1,491,835	42,153	680,027
1997								
Total.....	1,253,512	14,785,761	646,571	6,148,095	425,229	5,739,447	181,712	2,898,219
Fourth quarter.....	273,762	3,323,020	127,470	1,236,997	106,988	1,441,749	39,304	644,274
Third quarter.....	328,073	3,924,072	175,836	1,737,452	103,883	1,409,608	48,354	777,012
Second quarter.....	350,061	4,023,438	191,289	1,772,496	108,093	1,469,872	50,679	781,070
First quarter.....	301,616	3,515,231	151,976	1,401,150	106,265	1,418,218	43,375	695,863
As revised								
Quarter and year	Total		Architectural coatings		Product coatings OEM		Special-purpose coatings	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
1998								
Total.....	1,283,503	15,575,928	636,320	6,159,803	458,545	6,050,716	188,638	3,365,409
Fourth quarter.....	282,541	3,773,334	130,653	1,330,317	108,114	1,538,698	43,774	904,319
Third quarter.....	345,834	4,037,889	175,428	1,703,389	121,181	1,494,123	49,225	840,377
Second quarter.....	361,296	4,191,197	191,717	1,830,076	119,393	1,525,792	50,186	835,329
First quarter.....	293,832	3,573,508	138,522	1,296,021	109,857	1,492,103	45,453	785,384
1997								
Total.....	1,262,832	14,911,640	655,621	6,264,901	425,399	5,750,707	181,812	2,896,032
Fourth quarter.....	275,669	3,349,883	129,284	1,260,498	107,031	1,444,556	39,354	644,829
Third quarter.....	330,622	3,955,620	178,323	1,770,461	103,925	1,412,372	48,374	772,787
Second quarter.....	352,717	4,060,717	193,882	1,806,171	108,136	1,472,854	50,699	781,692
First quarter.....	303,824	3,545,420	154,132	1,427,771	106,307	1,420,925	43,385	696,724

See note at end of Table 1.

Table 4. Shipments, Exports, Imports, and Apparent Consumption of Selected Paints: 1998 and 1997  
[Quantity in millions of gallons. Value in millions of dollars]

Product code	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise 1/		Percent exports to manufacturers' shipments		Imports for consumption 2/		Apparent consumption 4/	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value 3/	Quantity	Value
3255101000, 3255104000, 3255107000	Paint, varnish, and lacquer...	1998	1,283.4	15,575.9	(NA)	887.8	(NA)	5.7	(NA)	307.4	(NA)	14,995.5
		1997	1,262.8	14,911.6	(NA)	859.0	(NA)	5.8	(NA)	297.3	(NA)	14,349.9
325510A011, 325510A021	Paint and varnish remover including thinners.....	1998	44.7	248.3	(NA)	68.5	(NA)	27.6	(NA)	17.3	(NA)	197.1
		1997	41.9	231.1	(NA)	60.9	(NA)	26.4	(NA)	16.3	(NA)	186.5
325510A041	Other miscellaneous allied paint products.....	1998	129.0	865.5	(NA)	144.8	(NA)	16.7	(NA)	76.5	(NA)	797.2
		1997	136.8	883.8	(NA)	145.0	(NA)	16.4	(NA)	66.5	(NA)	805.3

NA Not available.

1/Source: Census Bureau report EM 545, U. S. Exports.

2/Source: Census Bureau report IM 145, U. S. Imports for Consumption.

3/This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.

4/Apparent consumption is equal to domestic shipments, plus imports, minus exports.

**Table 5. Comparisons of North American Industry Classification System-Based Product Codes with Schedule B Export Numbers, and HTSUSA Import Numbers: 1998**

<b>Product code</b>	<b>Product description</b>	<b>Export number 1/</b>	<b>Import number 2/</b>
3255101000,	Paint, varnish, and lacquer.....	3208.10.0000	3208.10.0000
3255104000,		3208.20.0000	3208.20.0000
3255107000		3208.90.0000	3208.90.0000
		3209.10.0000	3209.10.0000
		3209.90.0000	3209.90.0000
325510A011,	Paint and varnish remover including thinners.....	3814.00.0000	3814.00.1000
325510A021			3814.00.2000
			3814.00.5010
			3814.00.5090
325510A041	Other miscellaneous allied paint products.....	3210.00.0000	3210.00.0000
		3211.00.0000	3211.00.0000
		3214.10.0020	3214.10.0020
		3214.10.0090	3214.10.0090

1/Source: 1998 edition, Harmonized System-Based Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.

2/Source: Harmonized Tariff Schedule of the United States, Annotated (1998).