

Paint and Allied Products: 2001

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SUMMARY OF FINDINGS. In 2001, total manufacturers' estimated shipments of paint and

allied products amounted to \$16,942.5 million, a decrease of 4.4 percent from the 2000 shipments of \$17,724.7 million. Shipments of architectural coatings increased 4.4 percent to \$6,744.3 million in 2001, from \$6,461.4 million in 2000. Shipments of OEM coatings decreased 9.6 percent to \$5,560.9 million in 2001, from \$6,149.2 million in 2000. Shipments of special-purpose coatings decreased 5.4 percent to \$3,412.3 million in 2001, from \$3,607.0 million in 2000. Shipments of miscellaneous allied paint products decreased 18.7 percent to \$1,225.0 million in 2001, from \$1,507.1 million in 2000.

For general CIR information, explanation of general terms and historical note, see the appendix.

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

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Table 1. Summary of Estimated U.S. Total Quantity and Value of Shipments of Paint and Allied Products: 1996 to 2001
[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
2001.....	1,340.9	16,942.5	618.4	6,744.3	407.0	5,560.9	161.7	3,412.3	153.8	1,225.0
2000.....	1,467.2	17,724.7	650.6	6,461.4	453.4	6,149.2	182.4	3,607.0	180.8	1,507.1
1999.....	1,466.2	17,813.4	660.2	6,617.9	439.7	6,146.3	174.4	3,532.3	191.9	1,516.9
1998.....	1,443.7	17,298.2	631.6	6,115.2	428.3	6,098.2	173.3	3,472.0	210.5	1,612.8
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

Note: Data for 1996 through 2001 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 1998 through 2001 these factors are: 1.002 for "Architectural coatings," 0.993 for "Product coatings OEM," 1.051 for "Special-purpose coatings," and 1.048 for "Miscellaneous allied paint products." For example: quantity and value of OEM coatings for 2001 shown in Table 2 amounted to 409,902 and \$5,600,140, respectively. Adjusting these data by the factor of 0.993 (multiplying 409,902 and \$5,600,140 by 0.993) equals the adjusted and rounded quantity and value of 407.0 and \$5,560.9 shown in Table 1. For 1996 and 1997 the adjustment factors are: 1.008 for "Architectural coatings," 0.989 for "Product coatings OEM," 1.011 for "Special-purpose coatings," and 1.026 for "Miscellaneous allied paint products." 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). Adjustment factors (based on the 1997 Economic Census, Manufacturing sector's relationships) bring each product class value up to 100 percent. Quarterly data for 2001 and 2000 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 MQ325F, "Paint, Varnish, and Lacquer."

Table 2. Quantity and Value of Shipments of Paint and Allied Products: 2001 and 2000
[Quantity in thousand of gallons. Value in thousand of dollars]

Product code	Product description	2001		2000	
		Quantity	Value	Quantity	Value
325510	Paint and allied products 1/.....	1,327,792	16,746,570	1,451,970	17,511,148
3255101	Architectural coatings.....	617,201	6,730,843	649,330	6,448,486
	Exterior solvent-type.....	65,515	774,013	75,931	863,027
3255101111	Solvent thinned paints and tinting bases, including barn and roof paints.....	18,832	216,593	22,334	211,026
3255101115	Solvent thinned enamels and tinting bases, including exterior-interior floor enamels.....	11,271	175,193	15,044	224,191
3255101119	Solvent thinned undercoaters and primers.....	8,367	99,657	9,081	104,156
3255101121	Solvent thinned clear finishes and sealers.....	4,785	55,267	7,201	83,548
3255101125	Solvent thinned stains, including shingle and shake.....	14,488	159,064	13,949	170,210
3255101129	Other exterior solvent thinned coatings, including bituminous paints.....	7,772	68,239	8,322	69,896
	Exterior water-type.....	158,741	1,791,371	169,383	1,783,124
3255101131	Water thinned paints and tinting bases, including barn and roof paints.....	107,945	1,313,146	116,951	1,298,901
3255101135	Water thinned exterior-interior deck and floor enamels.....	3,082	33,237	3,390	29,670
3255101139	Water thinned undercoaters and primers.....	10,618	127,322	r/ 11,641	121,304
3255101141	Water thinned stains and sealers.....	11,966	132,017	12,369	144,735
3255101145	Other exterior water thinned coatings.....	25,130	185,649	25,032	188,514
	Interior solvent-type.....	43,307	547,341	47,787	560,006
3255101211	Flat solvent thinned wall paint and tinting bases, including mill white paints.....	3,429	65,871	3,241	52,814
3255101215	Gloss and quick drying enamels and other gloss solvent thinned paints and enamels.....	3,150	49,355	3,306	43,311
3255101219	Semigloss, eggshell, satin solvent thinned paints, and tinting bases.....	10,469	149,082	14,173	189,482
3255101221	Solvent thinned undercoaters and primers.....	11,010	114,408	11,527	109,849
3255101225	Solvent thinned clear finishes and sealers.....	7,303	97,181	7,345	90,843
3255101229	Solvent thinned stains.....	1,896	25,205	2,506	28,828
3255101231	Other interior solvent thinned coatings.....	6,050	46,239	5,689	44,879
	Interior water-type.....	342,643	3,548,286	349,383	3,173,892
3255101235	Flat water thinned paints and tinting bases.....	141,220	1,248,759	150,401	1,145,342
3255101239	Semigloss, eggshell, satin, and other water thinned paints and tinting bases.....	132,258	1,593,225	131,159	1,371,209
3255101241	Water thinned undercoaters and primers.....	35,266	305,702	33,857	270,208
3255101245	Other interior water thinned coatings, stains, and sealers.....	33,899	400,600	33,966	387,133
3255101249	Architectural lacquers.....	5,161	47,869	r/ 4,947	r/ 45,831
3255101YVW	Architectural coatings, n.s.k.	1,834	21,963	1,899	22,606
3255104	Product finishes for original equipment manufacturers (OEM), excluding marine coatings.....	409,902	5,600,140	456,585	6,192,546
3255104111	Automobile, light truck, van, and sport utility vehicle finishes..	45,409	1,087,519	48,151	1,162,253
3255104121	Automobile parts finishes.....	4,134	116,407	3,884	113,110
3255104131	Heavy duty truck, bus, and recreational vehicle finishes.....	12,064	272,385	r/ 14,817	r/ 335,404
3255104141	Other transportation equipment finishes, including aircraft and railroad.....	12,426	176,909	12,280	157,137
3255104211	Appliance, heating equipment, and air-conditioner finishes.....	7,987	117,477	6,521	80,534
3255104215	Wood furniture, cabinet, and fixture finishes.....	42,871	467,388	63,082	618,130
3255104219	Wood and composition board flat stock finishes.....	11,287	121,097	19,513	194,094
3255104221	Metal building product finishes, including coatings for aluminum extrusions and siding.....	36,825	582,076	45,592	729,269
3255104225	Container and closure finishes.....	38,443	436,744	40,720	458,096
3255104229	Machinery and equipment finishes, including road building equipment and farm implements.....	19,584	470,114	14,106	305,782
3255104231	Nonwood furniture and fixture finishes, including business equipment finishes.....	56,160	479,589	48,969	r/ 587,200
3255104235	Paper, paper board, film, and foil finishes, excluding pigment binders.....	13,834	108,314	r/ 15,251	120,159
3255104239	Electrical insulating coatings.....	1,925	28,774	1,981	28,723
	Powder coatings.....	61,317	719,066	68,503	806,619
3255104241	Appliance powder coatings 2/.....	9,295	136,050	10,737	141,878
3255104245	Automotive powder coatings 2/.....	8,098	105,419	10,491	130,831
3255104249	Architectural powder coatings (such as aluminum extrusions) 2/.....	1,671	22,365	1,973	25,064
3255104251	Lawn and garden powder coatings 2/.....	1,902	23,993	2,753	37,724
3255104255	General metal finishing powder coatings 2/.....	20,657	289,027	26,676	365,494
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.....	39,947	370,067	47,595	442,900

Table 2. Quantity and Value of Shipments of Paint and Allied Products: 2001 and 2000
[Quantity in thousand of gallons. Value in thousand of dollars]

Product code	Product description	2001		2000	
		Quantity	Value	Quantity	Value
3255104YWV	Product finishes for original equipment manufacturers (OEM), excluding marine coatings, n.s.k.	5,689	46,214	5,620	53,136
3255107	Special-purpose coatings, including all marine coatings.....	153,895	3,246,714	173,507	3,432,002
	Industrial new construction and maintenance paints (especially formulated coatings for special conditions of industrial plants and/or facilities requiring protection against extreme temperatures, fungi, chemicals, fumes, etc.):				
3255107011	Interior.....	14,754	212,207	15,580	176,583
3255107015	Exterior.....	28,379	541,474	27,690	530,126
3255107021	Traffic marking paints (all types; shelf goods and highway department).....	37,252	279,674	38,790	274,224
3255107031	Automotive, other transportation and machinery refinish paints and enamels, including primers.....	42,451	1,671,812	57,218	1,888,963
3255107041	Marine paints, ship and off-shore facilities and shelf goods for both new construction and marine refinish and maintenance, excludes spar varnish.....	13,571	282,058	14,567	313,736
3255107051	Marine paints for yacht and pleasure craft, new construction, refinish, and maintenance.....	(D)	(D)	(D)	(D)
3255107061	Aerosol-paint concentrates produced for packaging in aerosol containers.....	(D)	(D)	(D)	(D)
3255107YWV	Special-purpose coatings, n.s.k.	3,982	58,408	r/ 4,747	r/ 60,563
325510A	Miscellaneous allied paint products.....	146,794	1,168,873	r/ 172,548	r/ 1,438,114
325510A011	Paint and varnish removers.....	7,696	61,768	7,695	63,015
325510A021	Thinners for lacquers and other solvent based paint products...	32,787	166,780	35,856	184,639
325510A031	Pigment dispersions.....	24,139	364,958	29,192	464,189
325510A041	Other miscellaneous allied paint products, including brush cleaners, ink vehicles, putty and glazing compounds, etc.	81,045	541,963	r/ 97,258	r/ 690,392
325510AYWV	Miscellaneous allied paint products, n.s.k.	1,127	33,404	2,547	35,879

D Withheld to avoid disclosing data for individual companies; data are included in higher level totals. **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 1997 Economic Census, Manufacturing sector's final report.

2/Data for powder coatings are collected in pounds and converted to gallons by using a conversion factor of 5 (5 lbs. = 1 gallon). Data collected in pounds amounted to 306,585 thousand pounds in 2001 and 342,515 thousand pounds in 2000.

Table 3. Quantity and Value of Shipments of Paint, Varnish, and Lacquer, by Quarter: 2001 and 2000
[Quantity in thousands of gallons. Value in thousands of dollars]

As revised

Quarter and year	Total		Architectural coatings		Product coatings OEM		Special-purpose coatings	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2001								
Total.....	1,187,214	15,717,539	618,436	6,744,304	407,034	5,560,939	161,744	3,412,296
Fourth quarter.....	271,543	3,652,643	143,393	1,593,884	94,726	1,308,702	33,424	750,057
Third quarter.....	308,445	4,094,458	162,947	1,790,881	99,712	1,377,581	45,786	925,996
Second quarter.....	332,303	4,345,437	175,212	1,905,193	108,382	1,465,511	48,709	974,733
First quarter.....	274,923	3,625,001	136,884	1,454,346	104,214	1,409,145	33,825	761,510
2000								
Total.....	1,286,372	16,217,616	650,629	6,461,384	453,388	6,149,199	182,355	3,607,033
Fourth quarter.....	271,824	3,477,412	133,125	1,320,223	102,138	1,389,104	36,561	768,085
Third quarter.....	331,661	4,085,578	170,673	1,650,279	112,240	1,509,895	48,748	925,404
Second quarter.....	361,597	4,577,842	185,514	1,896,872	120,688	1,641,190	55,395	1,039,780
First quarter.....	321,290	4,076,784	161,317	1,594,010	118,322	1,609,010	41,651	873,764

As published

Quarter and year	Total		Architectural coatings		Product coatings OEM		Special-purpose coatings	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2001								
Total.....	1,265,772	16,590,570	618,363	6,323,582	490,673	6,591,219	156,736	3,675,769
Fourth quarter.....	289,956	3,853,592	143,376	1,494,455	114,191	1,551,166	32,389	807,971
Third quarter.....	327,497	4,309,464	162,928	1,679,163	120,201	1,632,806	44,369	997,495
Second quarter.....	353,045	4,573,366	175,191	1,786,344	130,653	1,737,028	47,201	1,049,995
First quarter.....	295,274	3,854,148	136,868	1,363,621	125,628	1,670,219	32,778	820,308
2000								
Total.....	1,280,522	16,203,311	645,648	6,419,863	453,222	6,149,220	181,652	3,634,228
Fourth quarter.....	270,627	3,474,723	132,106	1,311,739	102,101	1,389,108	36,420	773,876
Third quarter.....	330,125	4,081,956	169,366	1,639,674	112,199	1,509,900	48,560	932,381
Second quarter.....	359,919	4,573,497	184,094	1,884,683	120,644	1,641,196	55,182	1,047,619
First quarter.....	319,851	4,073,134	160,082	1,583,767	118,279	1,609,016	41,490	880,352

See note at end of Table 1.

Table 4. Shipments, Exports, Imports, and Apparent Consumption of Selected Paints: 2001 and 2000
[Quantity in millions of gallons. Value in millions of dollars]

Product code	Product description	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, 4000, 7000	Paint, varnish, and lacquer.....	2001.....	1,187.1	15,717.5	(NA)	1,042.9	(NA)	6.6	(NA)	380.0	(NA)	15,054.6
		2000.....	1,286.4	16,217.6	(NA)	1,049.7	(NA)	6.5	(NA)	438.4	(NA)	15,606.3
325510A011, A021	Paint and varnish removers including thinners.....	2001.....	42.4	239.5	(NA)	61.2	(NA)	25.6	(NA)	17.2	(NA)	195.5
		2000.....	45.6	259.5	(NA)	91.5	(NA)	35.3	(NA)	21.7	(NA)	189.7
325510A041	Other miscellaneous allied paint products.....	2001.....	84.9	568.0	(NA)	154.7	(NA)	27.2	(NA)	85.6	(NA)	498.9
		2000.....	101.9	723.5	(NA)	150.8	(NA)	20.8	(NA)	91.6	(NA)	664.3

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/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. Comparison of North American Industry Classification System-Based Product Codes with Schedule B Export Codes, and HTSUSA Import Codes: 2001

Product code	Product description	Export code 1/	Import code 2/
3255101000, 4000, 7000	Paint, varnish, and lacquers.....	3208.10.0000	3208.10.0000
		3208.20.0000	3208.20.0000
		3208.90.0000	3208.90.0000
		3209.10.0000	3209.10.0000
		3209.90.0000	3209.90.0000
325510A011, A021	Paint and varnish removers including thinners.....	3814.00.0000	3814.00.1000
			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: 2001 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 (2001).

Appendix.

General CIR Survey Information, Explanation of General Terms and Historical Note

GENERAL

The CIR program has been providing monthly, quarterly, and annual measures of industrial activity for many years. Since 1904, with its cotton and fats and oils surveys, the CIR program has formed an essential part of an integrated statistical system involving the quinquennial economic census, manufacturing sector, and the annual survey of manufactures. The CIR surveys, however, provide current statistics at a more detailed product level than either of the other two statistical programs.

The primary objective of the CIR program is to produce timely, accurate data on production and shipments of selected products. The data are used to satisfy economic policy needs and for market analysis, forecasting, and decision making in the private sector. The product-level data generated by these surveys are used extensively by individual firms, trade associations, and market analysts in planning or recommending marketing and legislative strategies, particularly if their industry is significantly affected by foreign trade. Although production and shipments information are the two most common data items collected, the CIR program collects other measures also such as inventories, orders, and consumption. These surveys measure manufacturing activity in important commodity areas such as textiles and apparel, chemicals, primary metals, computer and electronic components, industrial equipment, aerospace equipment, and consumer goods.

The CIR program uses a unified data collection, processing, and publication system. The U.S. Census Bureau updates the survey panels for most reports annually and reconciles the estimates to the results of the broader-based annual survey of manufactures and the economic census, manufacturing sector. The manufacturing sector provides a complete list of all producers of the products covered by the CIR program and serves as the primary source for CIR sampling. Where a small number of producers exist, CIR surveys cover all known producers of a product. However, when the number of producers is too large, cutoff and random sampling techniques are used. Surveys are continually reviewed and modified to provide the most up-to-date information on products produced. The CIR program includes a group of mandatory and voluntary surveys. Typically the monthly and quarterly surveys are conducted on a voluntary basis. Those companies that choose not to respond to the voluntary surveys are required to submit a mandatory annual counterpart corresponding to the more frequent survey.

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS), 1997

The adoption of the North American Industry Classification System (NAICS) in the 1997 Economic Census has had a major impact on the comparability of current and historic data. Approximately half of the industries in the manufacturing sector of NAICS do not have comparable industries in the Standard Industrial Classification (SIC) system that was used in the past.

While most of the change affecting the manufacturing sector was change within the sector, some industries left manufacturing and others came into manufacturing. Prominent among those that left manufacturing are logging and portions of publishing. Prominent among the industries that came into the manufacturing sector are bakeries, candy stores where candy is made on the premises, custom tailors, makers of custom draperies, and tire retreading. The net effect of the classification changes are such that if the 1997 value of shipments data for all manufacturers were tabulated on an SIC basis, it would be approximately 3 percent higher.

Listed below are the NAICS sectors:

- 21 Mining
- 22 Utilities
- 23 Construction
- 31-33 Manufacturing
- 42 Wholesale Trade
- 44-45 Retail Trade
- 48-49 Transportation and Warehousing
- 51 Information
- 52 Finance and Insurance
- 53 Real Estate and Rental and Leasing
- 54 Professional, Scientific, and Technical Services
- 55 Management of Companies and Enterprises
- 56 Administrative and Support and Waste Management and Remediation Services
- 61 Educational Services
- 62 Health Care and Social Assistance
- 71 Arts, Entertainment, and Recreation
- 72 Accommodation and Food Services
- 81 Other Services (except Public Administration)

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

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

FUNDING

The Census Bureau funds most of the surveys. However, a number of surveys are paid for either fully or partially by other Federal Government agencies or private trade associations. A few surveys are mandated, but all are authorized by Title 13 of the United States Code.

RELIABILITY OF DATA

Survey error may result from several sources including the inability to obtain information about all cases in the survey, response errors, definitional difficulties, differences in the interpretation of questions, mistakes in recording or coding the reported data, and other errors of collection, response, coverage, and estimation. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to these nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is the imputing of data for nonrespondents, for late reporters, and for data that fail logic edits. Missing figures are imputed based on period-to-period movements shown by reporting firms. A figure is considered to be an impute if the value was not directly reported on the questionnaire, directly derived from other reported items, directly available from supplemental sources, or obtained from the respondent during the analytical review phase. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are suppressed or footnoted. The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is assumed to be small. The degree of uncertainty regarding the accuracy of the published data increases as the percentage of imputation increases. Figures with imputation rates above 10 percent should be used with caution.

DATA REVISIONS

Statistics for previous years may be revised as the result of corrected figures from respondents, late reports for which imputations were originally made, or other corrections. Data that have been revised by more than 5 percent from previously published data are indicated by footnotes.

DISCLOSURE

The Census Bureau collects the CIR data under the authority of Title 13, United States Code, which specifies that the information can only be used for statistical purposes and cannot be published or released in any manner that would identify a person, household, or establishment. "D" indicates that data in the cell have been suppressed to avoid disclosure of information pertaining to individual companies.

EXPLANATION OF GENERAL TERMS

Capacity. The maximum quantity of a product that can be produced in a plant in 1 day if operating for 24 hours. Includes the capacity of idle plants until the plant is reported to be destroyed, dismantled, or abandoned.

Consumption. Materials used in producing or processing a product or otherwise removing the product from the inventory.

Exports. Includes all types of products shipped to foreign countries, or to agents or exporters for reshipment to foreign countries.

Gross shipments. The quantity or value of physical shipments from domestic establishments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale or use. Shipments of products purchased for resale are omitted. Shipments of products made under toll arrangements are included.

Interplant transfers. Shipments to other domestic plants within a company for further assembly, fabrication, or manufacture.

Inventories. The quantity or value of finished goods, work in progress, and materials on hand.

Machinery in place. The number of machines of a particular type in place as of a particular date whether the machinery was used for production, prototype, or sampling, or was idle. Machinery in place includes all machinery set up in operating positions.

Net receipts. Derived by subtracting the materials held at the end of the previous month from the sum of materials used during the current month.

Production. The total volume of products produced, including: products sold; products transferred or added to inventory after adjustments for breakage, shrinkage, and obsolescence, plus any other inventory adjustment; and products that undergo further manufacture at the same establishment.

Quantities produced and consumed. Quantities of each type of product produced by a company for internal consumption within that same company.

Quantity and value of new orders. The sales value of orders received during the current reporting period for products and services to be delivered immediately or at some future date. Also represents the net sales value of contract change documents that increase or decrease the sales value of the orders to which they are related, when the parties concerned are in substantial agreement as to the amount involved. Included as orders are only those that are supported by binding legal documents such as signed contracts or letter contracts.

Quantity and value of shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Stocks. Total quantity of ending finished inventory.

Unfilled orders (backlog). Calculated by adding net new orders and subtracting net sales from the backlog at the end of the preceding year.

HISTORICAL NOTE

Data on paint, varnish, and lacquer have been collected by the Census Bureau since 1928. Prior to 1981, a monthly sample survey, benchmarked to the census of manufactures, was used to collect these data. Beginning with data year 1981, an annual survey on paint and related products was added. The monthly survey was still conducted through 1990. Beginning in 1991, due to budget reductions, the monthly series was canceled and replaced with a similar quarterly series.

Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library.