

Consumer, Scientific, Technical, and Industrial Glassware: 2001

Issued August 2002

MA327E(01)-1

Current Industrial Reports

Current data are released electronically on Internet for all individual surveys as they become available. Use: <http://www.census.gov/mcd/>. Individual reports can be accessed by choosing "Current Industrial Reports (CIR)," clicking on "CIRs by Subsector;" then 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 on Internet through the U.S. Department of Commerce and STAT-USA by subscription. The Internet address is: www.stat-usa.gov/. Follow the prompts to register. Also, you may call 202-482-1986 or 1-800-STAT-USA, for further information.

SUMMARY OF FINDINGS

In 2001, total factory shipments of consumer, scientific, technical, and industrial glassware

amounted to \$5,159.9 million, a decrease of 13.1 percent from the \$5,937.2 million reported in 2000. Establishments manufacturing glassware from glass produced in their own establishment accounted for approximately 64.3 percent of the total glassware shipments.

In 2001, consumer (table, kitchen, art, and novelty) glassware showed a 9.5-percent decrease in value from 2000 to \$1,838.1 million and accounted for 35.6 percent of total glassware shipments. Lighting and electronic glassware decreased 20.9 percent from 2000 to \$1,226.5 million and accounted for 23.8 percent of total glassware shipments. All other glassware decreased 11.0 percent from 2000 to \$2,084.4 million and accounted for 40.4 percent of total glassware shipments.

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

Address inquiries concerning these data to Primary Goods Industries Branch, Manufacturing and Construction Division (MCD), Washington, DC 20233-6900, or call Theresa Crowley, 301-457-4840.

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

Helping You Make Informed Decisions

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



Table 1. Value of Shipments of Consumer, Scientific, Technical, and Industrial Glassware: 1997 to 2001
[Millions of dollars]

Product code	Product description	2001	2000	1999	1998	1997
3272123, 29, 51, 55	Table, kitchen, art, and novelty glassware 1/.....	1,838.1	2,031.5	1,870.1	1,851.8	1,716.4
3272125, 29, 53, 55	Lighting and electronic glassware 1/.....	1,226.5	1,551.2	1,505.3	1,646.6	1,727.8
3272127, 29, 53, 55	All other glassware 1/.....	2,084.4	2,342.0	2,053.8	2,018.4	2,024.1

1/The values associated with the product categories represent a compilation of the data reported for establishments in industry 327212 (establishments producing glassware from glass made in the same establishment) and industry 327215 (establishments producing glassware from glass purchased or transferred from other establishments). The product categories presented, however, are not directly comparable to the corresponding product codes due to the distribution of handmade pressed and blown glassware (product classes 3272129 and 3272155) and distribution of all other machine-made pressed and blown glassware (product class 3272153).

Table 2. Value of Shipments of Consumer, Scientific, Technical, and Industrial Glassware by Industry: 2001 and 2000
 [Millions of dollars]

Product code	Product description	Total (all industries)	2001		2000		
			NAICS 327212	All other industries	Total (all industries)	NAICS 327212	All other industries
3272123, 25, 27, 29, 51, 53, 55	Consumer, scientific, technical, and industrial glassware.....	5,159.9	3,318.2	1,841.7	5,937.2	3,834.2	2,103.0
3272123, 29, 51, 55	Table, kitchen, art, and novelty glassware.....	1,838.1	1,063.4	774.7	2,031.5	1,129.9	901.6
3272125, 29, 53, 55	Lighting and electronic glassware.....	1,226.5	1,189.3	37.2	1,551.2	1,508.2	43.0
3272127, 29, 53, 55	All other glassware.....	2,084.4	1,057.6	1,026.8	2,342.0	1,187.0	1,155.0
3272120, 50	Consumer, scientific, technical, and industrial glassware, n.s.k. 1/.....	10.9	7.9	3.0	12.5	9.1	3.3

n.s.k. Not specified by kind.

1/Not specified by kind (n.s.k.) represents the value of shipments for establishments that did not provide detailed information by type of product. These establishments, typically with less than five employees, are not included in the MA327E mailing panel. The value of shipments has been estimated for series MA327E based on the year-to-year rate of change for reporting establishments applied to the previous year's n.s.k. value.

Note: Detail may not add to the total because of independent rounding.

Table 3a. Shipments of Consumer Glassware: 2001 and 2000
 [Value in thousands of dollars]

Product code	Product description 1/	Unit of measure	No. of cos.	Total (all industries)		Machine-made 2/ (NAICS 327212)		Handmade 2/ (NAICS 327212)	
				Quantity	Value	Quantity	Value	Quantity	Value
2001									
327212X100, 5X100	Table, kitchen, art, and novelty glassware.....	(X).....	(X)	(X)	1,838,098	(X)	917,333	(X)	146,088
327212X101, 5X101	Tumblers (one piece, excluding packers ¹ tumblers).....	Mil dozens.....	22	39,840	288,837	38,989	279,603	170	2,459
327212X106, 5X106	Stemware.....	do.....	25	14,242	167,820	(D)	(D)	307	5,903
327212X111, 5X111	Tableware.....	Mil pieces.....	26	188,955	257,923	76,820	83,051	(D)	(D)
327212X118, 5X118	Cookware, ovenware, and kitchenware, including microwave specialty pieces.....	do.....	10	45,163	247,161	23,915	42,679	(D)	(D)
327212X126, 5X126	Ornamental, decorative, novelty glassware, and smokers accessories	(X).....	62	(X)	352,646	(X)	165,928	(X)	90,881
327212X131, 5X131	Other table, kitchen, art, and novelty glassware	(X).....	27	(X)	(D)	(X)	(D)	(X)	14,082
327212X136, 5X136	Interplant transfers of shipments of partially made glassware to other glassware establishments 3/.....	(X).....	(X)	(X)	(D)	(X)	(D)	(X)	(D)
2000									
327212X100, 5X100	Table, kitchen, art, and novelty glassware.....	(X).....	(X)	(X)	2,031,522	(X)	967,715	(X)	162,137
327212X101, 5X101	Tumblers (one piece, excluding packers ¹ tumblers).....	Mil dozens.....	21	41,450	292,286	40,616	282,735	176	2,528
327212X106, 5X106	Stemware.....	do.....	26	16,588	198,154	(D)	(D)	326	7,257
327212X111, 5X111	Tableware.....	Mil pieces.....	25	224,313	298,066	91,149	96,011	(D)	(D)
327212X118, 5X118	Cookware, ovenware, and kitchenware, including microwave specialty pieces.....	do.....	11	48,052	285,347	24,747	46,375	(D)	(D)
327212X126, 5X126	Ornamental, decorative, novelty glassware, and smokers accessories	(X).....	65	(X)	350,341	(X)	151,068	(X)	101,154
327212X131, 5X131	Other table, kitchen, art, and novelty glassware	(X).....	28	(X)	(D)	(X)	(D)	(X) r/	20,048
327212X136, 5X136	Interplant transfers of shipments of partially made glassware to other glassware establishments 3/.....	(X).....	(X)	(X)	(D)	(X)	(D)	(X)	(D)

D Withheld to avoid disclosing data for individual companies. r/Revised by 5 percent or more from previously published data.
 X Not applicable.

1/See text found in the Appendix for specific definitions of individual products.

2/Shipments by establishments manufacturing glassware primarily from glass produced in the same establishment.

3/Processing establishments report the finished product on the appropriate lines, in order to avoid duplicate reporting of the same product by separate establishments.

Table 3b. Value of Shipments of Scientific, Technical, and Industrial Glassware: 2001 and 2000
 [Value in thousands of dollars]

Product code	Product description 1/	No. of cos.	2001		2000	
			Total (all industries)	Machine-made 2/ (NAICS) 327212)	Total (all industries)	Machine-made 2/ (NAICS) 327212)
327212Y100, 5Y100	Lighting, automotive, and electronic glassware.....	(X)	1,226,545	1,189,334	1,551,237	1,508,211
327212Y101, 5Y101	Automotive lighting glassware.....	6	(D)	(D)	(D)	(D)
327212Y106, 5Y106	Searchlight and other lenses.....	4	(D)	(D)	(D)	(D)
327212Y111, 5Y111	Electric light bulb blanks.....	5	154,636	(D) r/	186,113	(D)
327212Y116, 5Y116	Tubing and cane for electric light bulbs and fluorescent and neon lighting.....	5	(D)	(D)	(D)	(D)
327212Y121, 5Y121	Electric tube blanks (except television).....	6	(D)	(D)	(D)	(D)
327212Y126, 5Y126	Television tube blanks and parts; tubing, cane, and glass parts for electronic tubes and devices.....	16	739,570	731,749	928,055	920,763
327212Y131, 5Y131	Bowls and enclosing globes, lamp chimneys, lamp parts, shades, reflectors, and torchiers: Interior.....	25	32,645	30,062	43,337	40,334
		327212Y136, 5Y136	Exterior.....	11	21,488	18,050
327212Y141, 5Y141	Other lighting and electronic glassware.....	12	15,795	(D)	20,481	(D)
327212Y146, 5Y146	Interplant transfers and shipments of partially made glassware to other glassware establishments 3/.....	(X)	76,232	(D)	89,924	(D)
327212Z100, 5Z100	Scientific, technical, and industrial glassware.....	(X)	2,084,360	1,057,572	2,342,011	1,186,990
327212Z101, 5Z101	Tubing, rods, canes, all types (except electrical electronic.....	23	176,026	143,130	202,903	168,464
327212Z106, 5Z106	Scientific and laboratory glassware..... Reusable.....	(X)	658,575	312,915	697,448	346,060
		52	342,450	240,368	375,587	261,278
327212Z111, 5Z111	Disposable.....	20	316,125	72,547	321,861	84,782
327212Z116, 5Z116	Technical and industrial glassware.....	54	622,162	279,693 r/	776,227	342,786
327212Z121, 5Z121	Ophthalmic lens blanks and optical instruments' lens blanks....	20	(D)	(D)	(D)	(D)
327212Z126, 5Z126	Other glassware (e.g., radomes, nose cones, nursery bottles, vials, etc.).....	25	316,272	203,117	309,476	206,201
327212Z131, 5Z131	Interplant transfers and shipments of partially made glassware to other glassware establishments 3/.....	(X)	(D)	(D)	(D)	(D)
3272120000, 50000	Consumer, scientific, technical, and industrial glassware, n.s.k. 4/.....	(X)	10,864	7,884 r/	12,504 r/	9,135

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. X Not applicable.

1/See text found in the Appendix for specific definitions of individual products.

2/Shipments by establishments manufacturing glassware primarily from glass produced in the same establishment.

3/Processing establishments report the finished product on the appropriate lines, in order to avoid duplicate reporting of the same product by separate establishments.

4/Not specified by kind (n.s.k.) represents the value of shipments for establishments that did not provide detailed information by type of product. These establishments, typically with less than five employees, are not included in the MA327E mailing panel. The value of

Table 4. Value of Shipments, Exports, Imports, and Apparent Consumption of Consumer, Scientific, Technical, and Industrial Glassware: 2001 and 2000
[Thousands of dollars]

Product description	Manu- facturers' shipments	Exports of domestic merchan- dise 1/2/	Percent exports to manufac- turers' shipments	Imports for consump- tion 1/3/	Apparent consump- tion 4/	Percent imports to apparent consumption
2001						
Table, kitchen, art, and novelty glassware.....	1,838,098	212,027	11.5	1,186,549	2,812,620	42.2
Searchlight and other lenses.....	(D)	28,352	(D)	3,971	(D)	(D)
Lighting glassware.....	154,636	42,714	27.6	23,939	135,861	17.6
Electronic tube blanks, including television tube blanks and parts.....	(D)	75,411	(D)	196,554	(D)	(D)
Lamp chimneys, bowls, shades, globes, parts, and other glassware, interior and exterior.....	54,133	17,551	32.4	81,695	118,277	69.1
Glass tubing, rods, and canes, all types (except electrical and electronic).....	176,026	174,258	99.0	151,137	152,905	98.8
Scientific and laboratory glassware, reusable and disposable.....	658,575	125,107	19.0	40,972	574,440	7.1
Ophthalmic lens blanks and optical lens blanks.....	(D)	159,059	(D)	17,009	(D)	(D)
2000						
Table, kitchen, art, and novelty glassware.....	2,031,522	196,366	9.7	1,295,046	3,130,202	41.4
Searchlight and other lenses.....	(D)	25,603	(D)	3,694	(D)	(D)
Lighting glassware..... r/	186,113	38,095	20.5	17,367	165,385	10.5
Electronic tube blanks, including television tube blanks and parts.....	(D)	103,250	(D)	153,697	(D)	(D)
Lamp chimneys, bowls, shades, globes, parts, and other glassware, interior and exterior.....	67,963	17,806	26.2	89,760	139,917	64.2
Glass tubing, rods, and canes, all types (except electrical and electronic).....	202,903	159,309	78.5	158,140	201,734	78.4
Scientific and laboratory glassware, reusable and disposable.....	697,448	113,333	16.2	42,074	626,189	6.7
Ophthalmic lens blanks and optical lens blanks.....	(D)	113,524	(D)	22,424	(D)	(D)

D Withheld to avoid disclosing data for individual companies. r/Revised by 5 percent or more from previously published data.

1/For comparison of North American Industry Classification System (NAICS)-based product codes with Schedule B export codes and HTSUSA import codes, see Table 5.

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

3/Source: Census Bureau report IM 146, U.S. Imports for Consumption and General Imports. Value includes duty.

4/Apparent consumption is derived by subtracting exports from the total of shipments, plus imports, including duty.

Table 5. Comparison of North American Industry Classification System (NAICS)-Based Product Codes with Schedule B Export Codes and HTSUSA Import Codes: 2001

Product code	Product description	Export code 1/	Import code 2/
327212X100, 5X100	Table, kitchen, art, and novelty glassware.....	7013.21.0000	7013.10.1000
		7013.29.0000	7013.10.5000
		7013.10.0000	7013.21.1000
		7013.31.0000	7013.21.2000
		7013.32.0000	7013.21.3000
		7013.39.0000	7013.21.5000
		7013.91.0000	7013.29.0500
		7013.99.0000	7013.29.1000
		9505.10.1000	7013.29.2000
			7013.29.3000
			7013.29.4000
			7013.29.5000
			7013.29.6000
			7013.31.1000
			7013.31.2000
			7013.31.3000
			7013.31.5000
			7013.32.1000
			7013.32.2000
			7013.32.3000
			7013.32.4000
			7013.39.1000
			7013.39.2000
			7013.39.3000
			7013.39.4000
			7013.39.5000
			7013.39.6000
	7013.91.1000		
	7013.91.2000		
	7013.91.3000		
	7013.91.5000		
	7013.99.1000		
	7013.99.2000		
	7013.99.3000		
	7013.99.3500		
	7013.99.4000		
	7013.99.5000		
	7013.99.6000		
	7013.99.7000		
	7013.99.8000		
	7013.99.9000		
	9505.10.1000		
327212Y106, 5Y106	Searchlight and other lenses.....	7014.00.3000	7014.00.3000
		7014.00.5000	7014.00.5000
327212Y111, 5Y111	Lighting glassware.....	7011.10.0000	7011.10.1000
			7011.10.5000
327212Y121, 5Y121, 2Y126, 5Y126	Electronic tube blanks, including television tube blanks and parts	7011.20.0000	7011.20.0000
		7011.90.0000	7011.20.1000
			7011.20.4000
			7011.20.8010
			7011.20.8020
			7011.20.8030
			7011.20.8040
	7011.90.0000		

Table 5. Comparison of North American Industry Classification System (NAICS)-Based Product Codes with Schedule B Export Codes and HTSUSA Import Codes: 2001

Product code	Product description	Export code 1/	Import code 2/
327212Y131, 5Y131, 2Y136, 5Y136	Lamp chimneys, bowls, shades, globes, parts, and other glassware, interior, and exterior.....	9405.91.0000	9405.91.1000 9405.91.3000 9405.91.4000 9405.91.6040 9405.91.6080
327212Z101, 5Z101	Glass tubing, rods, and canes, all types (except electrical and electronic).....	7002.20.0000 7002.31.0000 7002.32.0000 7002.39.0010 7002.39.0090	7002.20.1000 7002.20.5000 7002.31.0000 7002.32.0000 7002.39.0010 7002.39.0090
327212Z106, 5Z106, 2Z111, 2Z111, 5Z111	Scientific and laboratory glassware, reusable and disposable.....	7017.10.3000 7017.10.6000 7017.20.0000 7017.90.0010 7017.90.0050 7017.10.0000	7017.10.0000 7017.10.3000 7017.10.6000 7017.20.0000 7017.90.1000 7017.90.5000
327212Z121, 5Z121	Ophthalmic lens blanks and optical instrument lens blanks.....	7014.00.2000 7014.00.1000 7015.10.0000	7014.00.2000 7014.00.1000 7015.10.0000

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 glassware have been collected by the Census Bureau since 1942. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library.