

MA325F(02)-1

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**SUMMARY OF FINDINGS.** In 2002, total manufacturers' estimated shipments of paint and

allied products amounted to \$17,210.4 million, virtually unchanged from the 2001 shipments of \$17,274.7 million. Shipments of architectural coatings increased 1.2 percent to \$7,123.1 million in 2002, from \$7,038.3 million in 2001. Shipments of OEM coatings amounted to \$5,548.2 million in 2002, virtually unchanged from the 2001 shipments of \$5,566.6. Shipments of special-purpose coatings decreased 1.7 percent to \$3,351.5 million in 2002, from \$3,408.1 million in 2001. Shipments of miscellaneous allied paint products decreased 5.9 percent to \$1,187.6 million in 2002, from \$1,261.7 million in 2001.

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 Thanos Theodoropoulos, 301-763-1606.

For mail or fax copies of this publication, please contact the Information Services Center, MCD, Washington, DC 20233-6900, or call 301-763-4673.

# 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. Summary of Estimated U.S. Total Quantity and Value of Shipments of Paint and Allied Products: 1997 to 2002  
 [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
2002.....	1,463.0	17,210.4	718.7	7,123.1	412.0	5,548.2	183.0	3,351.5	149.3	1,187.6
2001.....	1,392.9	17,274.7	r/ 667.0	7,038.3	406.5	5,566.6	161.2	3,408.1	158.2	1,261.7
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

r/Revised by 5 percent or more from previously published data.

Note: Data for 1997 through 2002 are estimates of the total U.S. value of shipments of paint, varnish, and lacquer. These factors are: 1.002 for "Architectural coatings," .993 for "Product coatings OEM," 1.051 for "Special-purpose coatings," and 1.048 for "Miscellaneous allied paint products." For example: the quantity and value of OEM coatings for 2002 shown in Table 2 amounted to 414,943 and \$5,587,296, respectively. Adjusting these data by the factor of .993 (multiplying 414,943 and 5,587,296 by .993) equals the adjusted and rounded quantity and value of 412.0 and \$5,548.2 shown in Table 1. For 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, formerly SIC 2851). The adjustment factors (based on the 1997 Census of Manufactures' relationships) bring each product class value up to 100 percent. Quarterly data for 2002 and 2001 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: 2002 and 2001  
 [Quantity in thousand of gallons. Value in thousand of dollars]

Product code	Product description	2002		2001	
		Quantity	Value	Quantity	Value
325510	Paint and allied products 1/.....	1,448,755	17,018,272	1,379,399	17,076,636
3255101	Architectural coatings.....	717,230	7,108,866	r/ 665,705	7,024,254
	Exterior solvent-type.....	70,967	820,186	64,418	789,979
3255101111	Solvent thinned paints and tinting bases, including barn and roof paints.....	19,874	227,580	18,513	213,751
3255101115	Solvent thinned enamels and tinting bases, including exterior-interior floor enamels.....	11,444	155,325	r/ 11,847	r/ 185,268
3255101119	Solvent thinned undercoaters and primers.....	9,184	109,350	8,118	98,981
3255101121	Solvent thinned clear finishes and sealers.....	5,701	69,670	r/ 5,147	r/ 63,066
3255101125	Solvent thinned stains, including shingle and shake.....	14,665	176,449	r/ 13,020	160,663
3255101129	Other exterior solvent thinned coatings, including bituminous paints.....	10,099	81,812	7,773	68,250
	Exterior water-type.....	182,423	1,863,503	r/ 172,253	r/ 1,885,278
3255101131	Water thinned paints and tinting bases, including barn and roof paints.....	118,492	1,296,921	r/ 115,147	1,369,898
3255101135	Water thinned exterior-interior deck and floor enamels.....	4,186	38,948	r/ 3,960	r/ 38,154
3255101139	Water thinned undercoaters and primers.....	13,786	145,495	r/ 11,791	133,167
3255101141	Water thinned stains and sealers.....	16,773	158,898	r/ 15,817	r/ 156,180
3255101145	Other exterior water thinned coatings.....	29,186	223,241	25,538	187,879
	Interior solvent-type.....	48,947	583,634	43,897	555,978
3255101211	Flat solvent thinned wall paint and tinting bases, including mill white paints.....	6,288	98,147	r/ 2,927	r/ 60,881
3255101215	Gloss and quick drying enamels and other gloss solvent thinned paints and enamels.....	4,164	66,886	r/ 3,638	r/ 55,292
3255101219	Semigloss, eggshell, satin solvent thinned paints, and tinting bases.....	9,674	125,579	10,668	151,490
3255101221	Solvent thinned undercoaters and primers.....	11,602	118,972	11,168	115,694
3255101225	Solvent thinned clear finishes and sealers.....	7,429	91,865	7,510	100,879
3255101229	Solvent thinned stains.....	1,892	18,536	1,936	25,503
3255101231	Other interior solvent thinned coatings.....	7,898	63,649	6,050	46,239
	Interior water-type.....	407,104	3,762,439	r/ 378,136	3,723,338
3255101235	Flat water thinned paints and tinting bases.....	162,810	1,298,859	r/ 152,060	1,293,727
3255101239	Semigloss, eggshell, satin, and other water thinned paints and tinting bases.....	164,419	1,675,411	r/ 154,668	r/ 1,715,086
3255101241	Water thinned undercoaters and primers.....	43,051	336,487	r/ 37,818	317,270
3255101245	Other interior water thinned coatings, stains, and sealers.....	36,824	451,682	33,590	397,255
3255101249	Architectural lacquers.....	5,808	55,698	5,167	47,718
3255101YWV	Architectural coatings, n.s.k. ....	1,981	23,406	1,834	21,963
3255104	Product finishes for original equipment manufacturers (OEM), excluding marine coatings.....	414,943	5,587,296	409,326	5,605,798
3255104111	Automobile, light truck, van, and sport utility vehicle finishes..	47,994	1,069,435	44,434	1,055,137
3255104121	Automobile parts finishes.....	5,636	157,997	r/ 5,111	r/ 148,797
3255104131	Heavy duty truck, bus, and recreational vehicle finishes.....	12,481	298,665	12,064	272,620
3255104141	Other transportation equipment finishes, including aircraft and railroad.....	11,558	161,933	12,473	182,520
3255104211	Appliance, heating equipment, and air-conditioner finishes.....	7,329	86,341	7,963	116,858
3255104215	Wood furniture, cabinet, and fixture finishes.....	43,725	463,771	42,503	464,626
3255104219	Wood and composition board flat stock finishes.....	10,060	104,387	11,287	121,097
3255104221	Metal building product finishes, including coatings for aluminum extrusions and siding.....	35,855	543,635	36,831	582,147
3255104225	Container and closure finishes.....	43,393	453,281	38,583	438,230
3255104229	Machinery and equipment finishes, including road building equipment and farm implements.....	18,865	461,740	19,567	467,836
3255104231	Nonwood furniture and fixture finishes, including business equipment finishes.....	38,842	413,894	56,109	479,205
3255104235	Paper, paper board, film, and foil finishes, excluding pigment binders.....	14,241	119,927	14,437	r/ 115,020
3255104239	Electrical insulating coatings.....	4,447	32,295	1,898	28,546
	Powder coatings.....	77,567	764,855	61,534	721,003
3255104241	Appliance powder coatings 2/.....	11,889	165,869	9,509	138,550
3255104245	Automotive powder coatings 2/.....	8,903	103,643	8,098	105,419
3255104249	Architectural powder coatings (such as aluminum extrusions) 2/.....	2,062	19,403	1,671	22,365
3255104251	Lawn and garden powder coatings 2/.....	2,434	23,194	1,902	23,993
3255104255	General metal finishing powder coatings 2/.....	22,203	283,636	20,660	288,464

Continued

Table 2. Quantity and Value of Shipments of Paint and Allied Products: 2002 and 2001  
 [Quantity in thousand of gallons. Value in thousand of dollars]

Product code	Product description	2002		2001	
		Quantity	Value	Quantity	Value
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.....	38,485	399,391	39,793	368,162
3255104YWV	Product finishes for original equipment manufacturers (OEM), excluding marine coatings, n.s.k. ....	4,465	55,749 r/	4,739	43,994
3255107	Special-purpose coatings, including all marine coatings.....	174,114	3,188,857	153,375	3,242,694
	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.):				
3255107111	Interior.....	23,370	227,343	14,760	212,382
3255107115	Exterior.....	34,207	558,831	28,384	541,574
3255107121	Traffic marking paints (all types; shelf goods and highway department).....	39,397	240,644	37,403	280,453
3255107131	Automotive, other transportation and machinery refinish paints and enamels, including primers.....	45,979	1,632,501	42,451	1,671,812
3255107141	Marine paints, ship and off-shore facilities and shelf goods for both new construction and marine refinish and maintenance, excludes spar varnish.....	13,565	253,207 r/	12,854	276,873
3255107151	Marine paints for yacht and pleasure craft, new construction, refinish, and maintenance.....	(D)	(D)	(D)	(D)
3255107161	Aerosol-paint concentrates produced for packaging in aerosol containers.....	(D)	(D)	(D)	(D)
3255107YWV	Special-purpose coatings, n.s.k. ....	4,233	60,869	3,982	58,408
325510A	Miscellaneous allied paint products.....	142,468	1,133,253	150,993	1,203,890
325510A111	Paint and varnish removers.....	6,433	59,630 r/	7,016	61,549
325510A121	Thinners for lacquers and other solvent based paint products..	31,386	153,264	32,757	166,720
325510A131	Pigment dispersions.....	25,151	385,701	24,143	364,958
325510A141	Other miscellaneous allied paint products, including brush cleaners, ink vehicles, putty and glazing compounds, etc. ....	78,512	500,221 r/	85,950 r/	577,259
325510AYWV	Miscellaneous allied paint products, n.s.k. ....	986	34,437	1,127	33,404

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 387,835 thousand pounds in 2002 and 307,670 thousand pounds in 2001.

Table 3. Quantity and Value of Shipments of Paint, Varnish, and Lacquer by Quarter: 2002 and 2001  
 [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
2002								
Total.....	1,313,696	16,022,757	718,664	7,123,083	412,038	5,548,184	182,994	3,351,490
Fourth quarter.....	297,509	3,600,709	157,525	1,531,123	103,466	1,362,893	36,518	706,693
Third quarter.....	348,625	4,251,368	189,790	1,913,904	106,667	1,419,680	52,168	917,784
Second quarter.....	366,240	4,440,745	204,075	2,036,067	106,667	1,448,653	55,498	956,025
First quarter.....	301,322	3,729,935	167,274	1,641,989	95,238	1,316,958	38,810	770,988
2001								
Total.....	1,234,694	16,012,931	667,036	7,038,303	406,461	5,566,557	161,197	3,408,071
Fourth quarter.....	282,566	3,722,517	154,662	1,663,365	94,593	1,310,024	33,311	749,128
Third quarter.....	320,954	4,172,772	175,752	1,868,950	99,571	1,378,972	45,631	924,850
Second quarter.....	345,755	4,428,762	188,981	1,988,244	108,230	1,466,992	48,544	973,526
First quarter.....	285,419	3,688,880	147,641	1,517,744	104,067	1,410,569	33,711	760,567

As published

Quarter and year	Total		Architectural coatings		Product coatings OEM		Special-purpose coatings	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2002								
Total.....	1,247,612	16,360,897	677,667	7,190,977	413,920	5,844,207	156,025	3,325,713
Fourth quarter.....	283,614	3,682,585	148,539	1,545,717	103,939	1,435,610	31,136	701,258
Third quarter.....	330,597	4,338,298	178,963	1,932,146	107,154	1,495,427	44,480	910,725
Second quarter.....	346,906	4,530,092	192,433	2,055,474	107,154	1,525,946	47,319	948,672
First quarter.....	286,495	3,809,922	157,732	1,657,640	95,673	1,387,224	33,090	765,058
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

See note at end of Table 1.

Table 4. Value of Shipments, Exports, Imports, and Apparent Consumption of Selected Paints: 2002 and 2001  
 [Value in millions of dollars]

Product code	Product description		Manu- facturers' shipments	Exports of domestic merchan- dise 1/	Percent exports to manufac- turers' shipments	Imports for consump- tion 2/ 3/	Apparent consump- tion 4/
3255101100, 4100, 7100	Paint, varnish, and lacquer.....	2002.....	16,022.8	1,082.3	6.8	416.2	15,356.7
		2001.....	16,013.0	1,042.9	6.5	438.4	15,408.5
325510A111, A121	Paint and varnish removers, including thinners.....	2002.....	223.1	70.0	31.4	19.4	172.5
		2001.....	239.2	61.2	25.6	17.2	195.2
325510A141	Other miscellaneous allied paint products.....	2002.....	524.2	134.6	25.7	67.7	457.3
		2001.....	605.0	154.7	25.6	85.6	535.9

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 (NAICS)-Based Product Codes with Schedule B Export Codes, and HTSUSA Import Codes: 2002**

<b>Product code</b>	<b>Product description</b>	<b>Export code 1/</b>	<b>Import code 2/</b>
3255101100, 4100, 7100	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
325510A111. A121	Paint and varnish removers, including thinners.....	3814.00.0000	3814.00.1000
			3814.00.2000
			3814.00.5010
			3814.00.5090
325510A141	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: 2002 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 (2002).

# Appendix.

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

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### 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 Foodservices
- 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.)



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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.

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**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.