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SUMMARY OF FINDINGS

During 2005, manufacturers' shipments of wiring devices and supplies totaled \$10.3 billion, an increase of 7 percent from \$9.6 billion in 2004. Current-carrying wiring devices remained relatively the same at \$5.1 billion, while non-current-carrying wiring devices valued at \$5.2

billion in 2005 increased 16 percent from \$4.5 billion in 2004.

Lampholders, valued at \$83 million in 2005, were down 16 percent from \$95 million in 2004; convenience and power outlets decreased 24 percent, from \$410 million in 2004 to \$310 million in 2005; switches, valued at \$1.65 billion in 2005, declined slightly from \$1.66 billion in 2004; metal contacts, valued at \$274 million in 2004, increased to \$275 million in 2005; wire connectors increased from \$1.3 billion in 2004 to \$1.4 billion in 2005; other current-carrying wiring devices totaled \$1.32 billion, falling slightly from \$1.33 billion in 2004; pole line and transmission hardware increased from \$868 million in 2004 to \$961 million in 2005; electrical conduit and conduit fittings increased 17 percent, from \$2.2 billion in 2004 to \$2.6 billion in 2005; and other noncurrent-carrying devices, valued at \$1.7 billion in 2005, increased 13 percent from \$1.5 billion in 2004.

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

Address inquiries concerning these data to Investment Goods Industries Branch, Manufacturing and Construction Division (MCD), Washington, DC 20233-6900, or call Edward Watkins, 301-763-4750.

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

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

Table 1. Value of Shipments of Wiring Devices and Supplies by Class of Product: 1996 to 2005
 [Millions of dollars]

Product code	Product description	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996
335931	Current-carrying wiring devices.....	5,071	5,112	4,802	4,808	5,197	5,585	5,396	5,448	5,300	4,836
3359311	Lampholders.....	83	95	103	116	155	156	159	194	194	193
3359313	Convenience and power outlets, both general and special purpose, excluding pin and sleeve type.....	310	410	380	370	370	409	415	461	436	375
3359315	Switches for electrical circuitry.....	1,648	1,662	1,777	1,515	1,635	1,869	1,752	1,840	1,775	1,612
3359317	Metal contacts, precious and other.....	275	274	197	180	184	246	236	226	214	239
3359319	Wire connectors for electrical circuitry.....	1,432	1,339	1,213	1,200	1,403	1,546	1,517	1,450	1,462	1,235
335931A	Other current-carrying wiring devices, including attachment plug caps, connector bodies, lightning arrestors, and pin and sleeve convenience power outlets.....	1,324	1,332	1,132	1,427	1,450	1,359	1,317	1,277	1,219	1,182
335932	Noncurrent-carrying wiring devices.....	5,203	4,515	3,784	4,021	4,552	5,004	4,660	4,463	4,424	3,938
3359321	Pole line and transmission hardware.....	961	868	748	717	778	939	958	852	856	704
3359323	Electrical conduit and conduit fittings.....	2,563	2,193	1,694	1,915	2,079	2,308	2,306	2,126	2,184	1,960
3359325	Other noncurrent-carrying wiring devices and supplies.....	1,679	1,453	1,342	1,389	1,695	1,757	1,396	1,485	1,384	1,274

Table 2. Quantity and Value of Shipments of Wiring Devices and Supplies: 2005 and 2004
 [Quantity in thousands of units. Value in thousands of dollars]

Product code	Product description	No. of cos.	2005		2004			
			Quantity	Value	Quantity	Value		
	Wiring devices and supplies.....	(X)	(X)	10,273,923		(X)	9,626,327	
335931	Current-carrying wiring devices.....	(X)	(X)	5,070,512		(X)	5,111,816	
3359311	Lampholders.....	16		217,881		259,281	95,081	
	Incandescent:							
3359311104	Outlet box, threaded, medium base only, pull and keyless types.....	3		12,288		13,826	14,662	
3359311106	Weatherproof, threaded, medium base only.....	3	(D)	(D)		(D)	(D)	
3359311107	Candelabra base, all types and sign and fixture, medium base only.....	4	(D)	(D)		(D)	(D)	
3359311113	All other incandescent lampholders.....	8	a/	40,088		a/	46,767	
	Fluorescent:							
3359311114	Bi-pin.....	5		(D)		(D)	(D)	
3359311123	All other lampholders, including cold cathode neon, slimline, recessed double contact, bases for quartz lamps, and all other fluorescent, including but not limited to circline, panelescent, and starter holders.....	9		28,081		37,580	18,940	
3359313	Convenience and power outlets.....	9	a/	228,296		a/	259,784	
3359313107	2-pole, 3-wire and up outlets (flush), locking, all amperes.....	4		(D)		(D)	(D)	
3359313111	2-pole, 3-wire and up outlets (flush), nonlocking, 15 amperes and under.....	5		(D)		(D)	(D)	
3359313112	2-pole, 3-wire and up outlets (flush), nonlocking, 20 amperes and over.....	6	a/	38,734		a/	38,197	
3359313117	All other types, including dust and explosion proof, ground fault, appliance and special applications, surface outlets, and 2-pole/2-wire.....	8		(D)		(D)	(D)	
3359315	Switches for electrical circuitry.....	60	a/	523,486	a/	1,647,637	r/	618,189
	General-use flush-mounted switches, designed for mounting in switch or outlet boxes (except dimmers):							
	Ac (except mercury):							
3359315103	Single pole, all amperes.....	5		100,044		a/	105,488	
3359315106	Other than single pole, including but not limited to double pole 3-way, 4-way.....	4	a/	47,060		a/	47,876	
3359315112	All other general-use switches, including surface mounted, a.c.-d.c., mercury, etc.	5		(D)		(D)	a/r/	4,604
	Special-purpose switches:							
3359315312	Appliance and fixture, including pendant and canopy types and variable speed controls.....	11	a/	15,887	b/	41,603		29,724
3359315314	Precision (1/8-inch gap or less) snap-acting switches, excluding limit switches.....	7		(D)		(D)		(D)
3359315218	Automotive types.....	23	a/	216,586	a/	644,914	a/r/	224,035
3359315322	All other special-purpose switches, including foot actuated, aircraft types light sensing and signal actuated.....	30		113,845		487,067		122,909
	Dimmers:							
	Incandescent:							
3359315422	Infinitely variable, 600 watts or less.....	6		(D)		(D)		(D)
3359315424	Infinitely variable, over 600 watts.....	5		(D)		(D)		(D)
3359315426	All other types, including but not limited to portable lamps and high-low switches.....	5		(D)		(D)	r/	1,064
3359317	Metal contacts, precious and other.....	19	a/	5,343,562	a/	274,690		5,434,424
3359319	Wire connectors, including connectors used under national electrical application.....	48	a/	29,739,580	a/	1,431,766	r/	30,409,791
3359319102	Pressure connectors, where pressure is applied by screw, cone, or mechanical device.....	16	a/	714,505		199,128		557,605
							r/	27,213
							r/	274,061
							a/r/	1,338,928
								179,170

Table 2. Quantity and Value of Shipments of Wiring Devices and Supplies: 2005 and 2004
 [Quantity in thousands of units. Value in thousands of dollars]

Product code	Product description	No. of cos.	2005			2004		
			Quantity	Value	Quantity	Value		
3359319104	Compression connectors, uninsulated terminals and splicers, tool installed.....	20	2,769,101	208,485	2,803,105		184,389	
3359319106	Preinsulated terminals and splicers, tool installed.....	16	842,840	177,652	892,587	r/	179,416	
3359319108	Banded or strip terminals and splicers, machine installed.....	7	1,506,966	53,225	1,517,875		49,902	
3359319113	Other wire connectors, n.e.c., including solder type, pigtail, and blade or pin type.....	29	b/ 23,906,168	b/ 793,276	r/ 24,638,619	r/	746,051	
335931A	Other current-carrying wiring devices, including attachment plug caps, connector bodies, lightning arrestors, pin and sleeve convenience power outlets, etc.	78	(X) b/ 1,323,532	r/	(X) r/		1,331,699	
335931A102	Attachment plug caps and flanged outlets, including motor bases, all types; including fused, fuseless, switch, and switchless: 2-pole, 2-wire, all types, general-use locking and nonlocking, all amperages.....	6	c/ 15,506	7,922	11,390		6,107	
335931A104	2-pole, 3-wire and up: Locking, all amperes.....	5	667	3,582	872		3,852	
335931A106	Locking, 20 amperes and over.....	5	b/ 4,291	26,448	3,974		23,711	
335931A107	Nonlocking, all amperes.....	9	10,739	24,318	11,674		24,185	
335931A112	All other types (except pin and sleeve), including dust and explosion proof, appliance and other special application.....	3	(D)	(D)	(D)		(D)	
335931A114	Connector bodies and flanged outlets, all types: 2-pole, 2-wire, all types, all amperages.....	4	(D)	(D)	(D)		(D)	
335931A116	2-pole, 3-wire and up: Locking, 15 amperes and under.....	6	(D)	(D)	a/ 4,225		37,523	
335931A118	Locking, 20 amperes and over.....	6	1,246	18,679	1,209		17,476	
335931A119	Nonlocking, all amperes.....	6	4,872	23,867	4,878		22,364	
335931A124	All other types (except pin and sleeve), including dust and explosion proof, appliance, and other special application.....	6	(D)	(D)	(D)		(D)	
335931A128	Pin and sleeve convenience and power outlets, attachment plug caps and connector bodies: Pin and sleeve, general-purpose (120 volts and over, 20 amperes and over): Attachment plug caps.....	6	39	5,265	39		5,034	
335931A133	All other pin and sleeve, including convenience and power outlets, connector bodies, dust and explosion proof, 20 amperes types, etc.	11	c/ 21,109	a/ 111,669	18,692		98,392	
335931A134	Fluorescent starters.....	2	(D)	(D)	(D)		(D)	
335931A136	Terminal blocks.....	14	c/ 121,958	a/ 187,184	b/ 128,530		222,166	
335931A138	Lightning arrestors for alternating current power transmission systems and substations; U.S. designation, station and intermediate, I.E.C. designation 10 kA and 5 kA Series A.....	4	(X)	33,864	(X)		32,119	
335931A141	Lightning arrestors for alternating current power distribution systems and substations; U.S. designation distribution and secondary I.E.C. designation 5 kA Series B, 2.5 kA and 1.5 kA.....	3	(X)	110,254	(X)		99,745	
335931A144	Lightning rods.....	15	(X)	92,420	(X)	r/	77,100	
335931A146	Electric harnesses and assemblies, excluding engine harnesses (from purchased wire).....	18	(X)	a/ 153,286	(X)	r/	145,081	
335931A148	All other wiring devices with integral ground fault circuit interrupting capabilities, excluding circuit breakers.....	4	(D)	(D)	(D)		(D)	

Table 2. Quantity and Value of Shipments of Wiring Devices and Supplies: 2005 and 2004
 [Quantity in thousands of units. Value in thousands of dollars]

Product code	Product description	No. of cos.	2005		2004	
			Quantity	Value	Quantity	Value
335931A151	Miscellaneous, including combination devices, adapters, current taps, surface extensions, rosettes, choke coils, rail bonds, and overhead trolley line materials.....	22	(X) b/	348,590	(X) r/	403,985
335932	Noncurrent-carrying wiring devices.....	(X)	(X)	5,203,411	(X)	4,514,511
3359321	Pole and transmission line hardware.....	25	(X)	961,126	(X) r/	868,467
3359321102	Pole and transmission line construction materials, also known as overhead and underground line hardware for electric transmission, distribution and communication lines.....	19	(X)	653,127	(X) r/	635,699
3359321107	All other pole and transmission line hardware, including anchors.....	13	(X)	307,999	(X)	232,768
3359323	Electrical conduit and conduit fittings.....	43	(X)	2,563,480	(X)	2,192,801
3359323101	Rigid metal conduit, excluding couplings, nipples, bends, and elbows.....	8	(X)	330,445	(X) r/	340,126
3359323106	Nonmetallic conduit (1,000 pounds).....	8	846,978	586,018	611,374	288,238
3359323108	Electrical metallic tubing (short tons).....	5	419,935	697,711	440,139	r/ 703,139
3359323111	Flexible steel and aluminum conduit (1,000 feet).....	3	b/ 249,863	95,894	b/r/ 241,060	86,097
3359323112	Flexible nonmetallic conduit (1,000 pounds).....	6	(D)	(D)	(D)	(D)
3359323114	Raceways and wire ways, including fittings, metal.....	9	(X)	114,368	(X)	117,954
3359323116	Ventilated cable tray and accessories.....	6	(X) b/	54,022	(X) b/	45,240
3359323118	Cast conduit bodies, covers, and gaskets.....	5	(X)	(D)	(X)	(D)
3359323119	Other electrical conduit and conduit fittings.....	2	(X)	(D)	(X)	(D)
	Rigid conduit fittings, including couplings, nipples, bends, and elbows:					
3359323221	Couplings, connectors, and unions.....	11	(X)	82,149	(X) r/	60,257
3359323222	Locknuts and bushings.....	7	(X)	13,517	(X) r/	18,868
3359323224	All other rigid conduit fittings.....	7	(X) a/	64,412	(X)	50,843
3359323226	Nonmetallic conduit fittings.....	8	(X)	129,567	(X)	104,309
	EMT fittings (couplings and connectors):					
3359323228	Gland type.....	2	(X)	(D)	(X)	(D)
3359323231	Set-screw type.....	3	(X)	(D)	(X)	(D)
3359323232	All others.....	6	(X) a/	12,793	(X)	(D)
3359323234	Service entrance caps, ells, and connectors.....	5	(X)	3,536	(X)	3,009
	Cable, cord, and flexible conduit fittings:					
3359323236	Armored cable, metallic sheathed cable, and flexible conduit fittings.....	9	(X)	33,423	(X) r/	37,709
3359323238	Liquid-tight flexible conduit fittings.....	7	(X)	55,478	(X) r/	49,387
3359323241	Nonmetallic sheathed cable and cord fittings.....	7	(X)	25,879	(X)	23,800
3359323242	Other cable, cord, and flexible conduit fittings.....	10	(X)	59,953	(X)	56,329
3359325	Other noncurrent-carrying wiring devices and supplies.....	50	(X)	1,678,805	(X)	1,453,243
	Stamped metal boxes, covers, and accessories, including stamped conduit boxes:					
3359325102	Switch and receptacle boxes.....	9	(X)	(D)	(X)	(D)
3359325204	Outlet boxes.....	4	(X)	178,681	(X)	162,219
3359325206	Covers.....	6	(X)	35,101	(X)	30,573
3359325208	Supports, bar hangers, and other accessories.....	8	(X)	(D)	(X)	(D)
	Cast metal boxes, covers, gaskets, and accessories:					
3359325311	FS and FD switch and receptacle type.....	7	(X)	(D)	(X)	14,805
3359325315	Outlet and junction types.....	13	(X)	117,439	(X)	106,999
	Switch, outlet, FM/TV, and telephone wall plates:					
3359325316	Metallic.....	7	(D)	(D)	41,419	27,250
3359325318	Nonmetallic.....	6	157,321	53,975	403,496	85,430

Table 2. Quantity and Value of Shipments of Wiring Devices and Supplies: 2005 and 2004
 [Quantity in thousands of units. Value in thousands of dollars]

Product code	Product description	No. of cos.	2005		2004	
			Quantity	Value	Quantity	Value
3359325321	Plastic boxes and covers.....	13	(X)	249,196	(X)	220,658
3359325322	Floor boxes and covers.....	7	(X)	57,168	(X)	45,283
3359325324	Other noncurrent-carrying wiring devices and supplies.....	27	(X)	a/ 344,940	(X)	r/ 337,216

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

Note: Percent of estimation of each item is indicated as follows: a/10 to 25 percent of this item is estimated. b/26 to 50 percent of this item is estimated. c/Over 50 percent of this item is estimated.

Table 3. Value of Shipments, Exports, and Imports of Selected Wiring Devices: 2005 and 2004
 [Millions of dollars]

Product description	Manufacturers' shipments f.o.b. plant 1/	Exports of domestic merchandise at port 1/2/	Imports for consumption 1/3/
2005			
Lampholders.....	82.7	26.0	77.7
Metal contacts.....	274.7	193.8	125.4
2004			
Lampholders.....	95.1	32.7	69.3
Metal contacts.....	274.1	146.9	99.6

1/For comparison of the North American Industry Classification System (NAICS)-based product code with Schedule B export codes and HTSUSA import codes, see Table 4.

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

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

Table 4. Comparison of the North American Industry Classification System (NAICS)-Based Product Codes with Schedule B Export Codes and HTSUSA Import Codes: 2005

Product code	Production description	Export code 1/	Import code 2/
3359311	Lampholders.....	8536.61.0000	8536.61.0000
3359317	Metal contacts.....	8538.90.7040	8538.90.8040

1/Source: Harmonized System-based Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported for the United States (2005).

2/Source: Harmonized Tariff Schedule of the United States, Annotated (2005).

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 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.)

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 wiring devices and supplies have been collected by the Census Bureau since 1960. Historical data may be obtained from Current Industrial Reports available at your local Federal Depository Library.