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**DISTRIBUTION OF MANUFACTURERS'  
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## Distribution of Manufacturers' Shipments and Sales, by Class of Customer

SPECIAL  
REPORT

DEPARTMENT  
OF COMMERCE  
Bureau of  
the Census





**PUBLICATION PROGRAM  
1967 CENSUS OF MANUFACTURES**

**Industry Series** (80 reports, Series MC67(2)-20A to 39D). Each report provides information for a group of related industries (e.g., dairy products). Final figures for the United States are shown for each of the 422 manufacturing industries on quantity and value of products shipped and materials consumed, cost of fuels and electric energy, capital expenditures, inventories, employment, payrolls, man-hours, value added by manufacturing, number of establishments, and number of companies. Comparable statistics for earlier years are provided where available.

For each industry, data on value of shipments, value added by manufacturing, capital expenditures, employment, and payrolls are shown by geographic region and State, employment-size class of establishment, and by degree of primary product specialization.

**Area Series** (51 reports, Series MC67(3)-1 to 51). A separate report for each State and the District of Columbia presents data for industries and industry groups on value of shipments, value added by manufacturing, employment, payrolls, man-hours, new capital expenditures, inventories, and number of manufacturing establishments. Comparable statistics for earlier years are provided. Similar totals for all manufacturing industries are also shown for counties, standard metropolitan statistical areas and their central cities, and other cities with significant manufacturing activity. For selected standard metropolitan statistical areas and larger counties, data are shown by industry groups. The number of establishments in each major industry group is presented by size of establishment, county, standard metropolitan statistical area, and city.

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**Special Report Series** (about 8 reports, Series MC67(S)-1 to 8). Each report covers a subject such as concentration ratios in manufacturing; consumption of selected metal mill shapes and forms, by geographic area; industry descriptions; and manufacturing activity in government owned and operated establishments.

After separate final reports have been issued, they will be assembled and bound as follows:

- Volume I, Summary and Subject Statistics
- Volume II, Industry Statistics
- Volume III, Area Statistics

**Suggested Citation**

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# 1967 CENSUS OF MANUFACTURES



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## Special Report

### Distribution of Manufacturers' Shipments and Sales, by Class of Customer

Issued May 1971



**U.S. DEPARTMENT OF COMMERCE** Maurice H. Stans, Secretary

Harold C. Passer, Assistant Secretary for Economic Affairs

**BUREAU OF THE CENSUS** George Hay Brown, Director

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# Contents

	Page
Introduction . . . . .	1
<b>TABLE 1</b> All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967 . . . . .	5
<b>2</b> All Companies—Percent of Sales by Manufacturers' Sales Branches, and Sales and Administrative Offices, by Class of Customer and Product Group: 1967 . . . . .	28
<b>3</b> Selected Large Companies—Percent of Shipments and Sales for Selected Product Groups and Subgroups, by Class of Customer: 1967 . . . . .	31
<b>APPENDIXES</b>	
<b>A</b> Product Groups Not Shown . . . . .	A1
<b>B</b> Product Classes Included in Table 3 Subgroups . . . . .	B1
<b>C</b> Report Forms and Product Group Reference List . . . . .	C1





# Introduction

## SCOPE OF THE SURVEY

While conducted as part of the 1967 Census of Manufactures, the survey was directed only to the Annual Survey of Manufactures (ASM) panel for that year, a sample of about 65,000 establishments out of a universe of 311,000 establishments with one paid employee or more. The 1967 ASM was conducted concurrently with the 1967 Census of Manufactures. While the ASM panel comprised 65,000 establishments, the total number of companies was about 40,000, of which 8,000 were multiestablishment companies.

## GENERAL

This special report provides information on the primary channels through which manufacturers distributed their products in 1967, based on a survey conducted as part of the census of manufactures for that year. It is the third comprehensive survey of this type, the first two of which covered 1939 and 1958. Similar data on the channels of distribution used by merchant wholesalers and manufacturers' sales branches and offices have been collected in the census of business for these and other census years.

The 1967 census is the 28th census of manufactures of the United States. The first census of manufactures covered 1809, and (with the exception of 1829) a census was taken at 10-year intervals in connection with the decennial census of population up to and including 1899. It was conducted at 5-year intervals from 1904 through 1919, and every other year from 1921 through 1939. The census was suspended during World War II, but it was resumed for 1947. Present legislation (Title 13, United States Code) provides for a census of manufactures every 5 years, with annual sample surveys authorized for interim years. Such "Annual Surveys of Manufactures" were taken during the years 1949 through 1953, 1955 through 1957, 1959 through 1962, 1964 through 1966, and for the intercensal years of 1968 on forward. The current legislation stipulates that the census be conducted covering years ending in "2" and "7." Thus, the next census will be taken in 1973 covering manufacturing activity during 1972.

Covering most manufacturing industries in the United States, this report provides information on shipments and sales by manufacturing companies to classes of customer (retailers, wholesalers, other manufacturers, etc.), including other establishments of the same company. Among the classes of customer within the same company, figures are shown for shipments and sales to or on order from the company's manufacturers' sales branches, sales offices, and administrative offices, with separate detail provided on distribution by class of customer for such sales branches and offices. The latter branches and offices, operated by the company primarily to sell and distribute the products manufactured by the company, may also merchandise products manufactured by other companies.

Excluded from the survey were products of the cut-and-sew apparel industries, Standard Industrial Classification (SIC) industries 2311 through 2389, and printing and publishing, SIC Major Industry Group 27. Although data were collected for the products of all of the industries in Major Industry Group 19, Ordnance and Accessories, figures for such products (with the exception of the products of industry 1925, Complete Guided Missiles) are not included in the tables for the reason that the shipments and sales are mainly to the Federal Government. In addition, a considerable number of product groups could not be shown because of unreliability of data tabulated or were suppressed to avoid disclosing figures for individual companies. (See appendix A for a list of product groups, and their SIC industry coverage, which are not covered in the tables.)

Data were requested on a company basis. Thus, companies with more than one manufacturing establishment were requested to report for all manufacturing plants taken together. Companies with but a single operating manufacturing location reported for that one establishment.

Companies were asked to include, in addition to products of their own manufacture, those bought and sold without further processing (resales). Manufacturers' shipments were to be valued at f.o.b. the manufacturing plant, and sales by sales branches and offices at sales price to customer. If the data could not be obtained from available records except at considerable expense, or if existing sales records for product groupings differed significantly from the information requested in the survey, reasonable estimates were acceptable from reporting companies. Companies were informed that estimates were acceptable to a greater extent than in other census surveys.

Two report forms were employed for securing the data: NC-K4M and NC-K4S. (See appendix C for copies of the report forms.) Report form NC-K4M was mailed to all multiestablishment companies and to single-establishment companies with at least 1,000 employees where such companies were included in the ASM sample panel. NC-K4S was mailed to single-establishment companies with fewer than 1,000 manufacturing employees, when similarly part of the ASM reporting panel.

Companies asked to report on form NC-K4M also received a booklet, Product Group Reference List (reproduced in appendix C). The booklet lists some 300 product groups, each carrying a "form NC-K4M code." Respondents were asked to report separately the distribution, by customer class, of shipments and sales for each product group, as applicable to the company's manufacture. Each such product group represented one 5-digit product class or more, as reported by the establishments of the company in the 1967 ASM.

Product classes are groupings of products coded within the SIC framework and, in the first four of their five digits, coded to the SIC 4-digit industry in which the products are primary. The coding system defined in the SIC Manual, 1967 edition, published by the Bureau of the Budget, provided the basis for classification of establishments and products in the survey on distribution by class of customer, as it did for the 1967 Census and ASM. Some form NC-K4M codes represented all of the product classes within a 4-digit industry (i.e., all of the primary products of an industry), others represented only selected product classes within an industry, while still others spanned the primary products of more than one industry.

Companies reporting on form NC-K4S were not required to supply information in terms of form NC-K4M codes but to furnish a single report covering all of the product shipments from their establishments, without regard to product diversity. Each NC-K4S report was coded to the SIC 4-digit industry assigned to the establishment in the 1967 Census of Manufactures; that is, the products of the establishment were assumed to be entirely primary to the SIC industry of the establishment's classification.



## CONTENT OF TABLES

The three tables, presented in this publication, are described as follows:

Table 1 shows all-company statistics on shipments from manufacturing establishments by class of customer and product group. The product group represents the primary products of one or more 4-digit industry, as shown in the table. Value and percentage distributions by class of customer are given and, for each class of customer, the relative standard error of the estimated value. Also shown is the adjustment ratio, used for adjusting class-of-customer detail as reported in the survey to the level of the 1967 Census of Manufactures data for the product group in question. This adjustment is discussed below in more detail.

Table 2 shows all-company statistics for sales by sales branches, sales offices, and administrative offices by class of customer and product group. Product groups included in this table are those included in table 1 but some groups shown in table 1 are excluded from table 2. (Appendix A contains a list of product groups excluded from tables 1 and 2.) Table 2 shows only percentage distribution figures for classes of customer, for reasons discussed below.

Table 3 shows statistics for selected large companies only. This table covers only those companies that were requested to report on form NC-K4M and were selected for the ASM reporting panel with certainty.

Figures are given solely in terms of percentages of distribution by class of customer and cover both manufacturers' direct shipments and sales by sales branches and offices. Percentage figures are shown for product groups summed to the 4-digit industry or industries included in the group, as in tables 1 and 2 and separately, in table 3, for the subgroupings of products represented by form NC-K4M codes. (Appendix B provides a list of the 5-digit product classes included in each of the subgroupings of products.)

## SAMPLING METHOD

As noted in "Scope of Survey," information for this survey on distribution of manufacturers' shipments and sales by class of customer was collected from a subsample of the 1967 ASM sample panel. The ASM sample panel, a probability sample, was selected from the 1963 Census of Manufactures list supplemented by Social Security Administration (SSA) lists of new manufacturers beginning operations after 1963. As in earlier ASM's, companies rather than establishments were defined as sampling units. The selected companies were required to report for all of their plants so that new establishments of existing companies also were represented in the sample.

The probabilities of selection assigned to the smaller companies were proportional to measures of size determined for each company. For companies included in the 1963 Census of Manufactures, the measures of size depended directly upon each company's 1963 product-class values and the historic variability of the year-to-year shipments of each product class. Roughly equivalent measures of size were assigned to the postcensus companies based on their industry codes and anticipated employment. (More specific information was not available for them in the SSA lists used for sampling.) This method of assigning measures of size was used in order to maximize the precision (i.e., minimize the variance) of estimates.

## ESTIMATING AND TABULATING PROCEDURES

**Table Totals.**—For table 1, the all-companies total of manufacturers' shipments is the 4-digit product shipments value total, or the sum of more than one 4-digit product total as applicable for the product group, published in table 6A in the 1967 Census of Manufactures industry volume (Volume II). These census figures represent the value of shipments of the specified products by the universe of manufacturing establishments during 1967.

For tables 2 and 3, percentage distributions were derived from data reported in the survey on distribution by class of customer. Figures for the value of sales by manufacturers' sales branches and sales offices are available from the 1967 Census of Business (wholesale trade) by groupings of products which can be summed to the product group levels shown in table 2. However, differences between figures developed in the census of business and the total for the survey on sales by manufacturers' sales branches, sales offices, and administrative offices could not be reconciled. In addition, there were unexplained differences between the value of shipments from manufacturing plants to sales branches, sales offices, and administrative offices, as shown in table 1, and the values reported as sales from these nonmanufacturing locations on the form NC-K4M. Accordingly, the value figures for sales branches and offices are not shown in tables 2 and 3.

**Distribution by Class of Customer.**—For table 1, the values shown by class of customer were derived by inflating each value reported for a given class of customer by the reciprocal of the company's probability of selection, summing the inflated values, and then multiplying each sum by the ratio of the 1967 Census of Manufactures total for the value of shipments of the product group to the equivalent product group total from the survey. Thus, an adjustment ratio of 1.20 indicates that the census value exceeded the total of inflated class-of-customer values by 20 percent; each class-of-customer inflated value was, accordingly, multiplied by 1.20 to bring the sum of now adjusted values for classes of customer to the census total for the product group.

Adjustment to the census total was introduced because there was typically underreporting in respect to manufacturers' shipments by class of customer. Operationally, the effect of use of the adjustment ratio is to assign the same relative pattern of distribution by class of customer to data for companies not reporting such detail as to data for companies reporting detail.

Product groups shown in table 1 are those with adjustment ratios generally between 0.90 and 1.50 and exhibiting a pattern of distribution by class of customer considered to be reasonable for that product group. It was felt that product groups with an adjustment ratio in excess of 1.50 did not contain enough reported data to furnish a reliable base on which to present a pattern of distribution and that groups with ratios below 0.90 were typically overreported in the sense that there was present inherent misclassification of some products, hence a possible distortion of the distribution pattern.

The sums of values and of percentages shown in the tables for classes of customer may not add to totals because of independent rounding.

If excluded from table 1, the product group was similarly excluded from table 2 on the ground that, in general, data on distribution of manufacturers' shipments tend to be more reliable than on distribution of sales by sales branches and offices; that is, if data for a product group cannot be included in table 1 due to unreliability, they are likely to be even less reliable for purposes of inclusion in table 2.



For tables 2 and 3, the percentage figures for distribution by classes of customer were derived solely from the survey data. In table 2, reported values were inflated by the reciprocal of the company's probability of selection, using the procedure employed for developing customer class values for table 1, as described above, and the totals of these inflated values were used as the base for computing the percentages shown. Inasmuch as table 3 includes only certainty cases (probability of selection of 1.000), the percentages are based on values reported in the survey, with no inflation.

**Standard Error of Estimate.**—The estimates developed in the sample are apt to differ somewhat from the results of a survey covering all companies in the sampled lists but otherwise conducted under essentially the same conditions as the actual sample survey. The sampling errors—the differences between the estimates obtained and the results theoretically obtainable from a comparable complete-coverage survey—are unknown. Guides to the potential sizes of sampling errors, however, are provided by the standard errors of the estimates.

The particular sample selected for the ASM is one of a large number of similar probability samples that, by chance, might have been selected under the same specifications. Each of the possible samples would yield somewhat different sets of results, and the standard errors are measures of the variation of all the possible sample estimates around the theoretical, comparable complete-coverage values.

Estimates of the standard errors have been computed from the sample data. They are presented in the form of relative standard errors, the standard errors divided by the estimated values to which they refer.

In conjunction with its associated estimate, the relative standard error may be used to define confidence intervals, ranges that would include the comparable complete-coverage value for specified percentages of all the possible samples. The complete-coverage value would be included in the range:

- a. From one standard error below to one standard error above the derived estimate for about two-thirds of all possible samples.
- b. From two standard errors below to two standard errors above the derived estimate for about 19 out of 20 of all possible samples.
- c. From three standard errors below to three standard errors above the derived estimate for nearly all samples.

An inference that the comparable complete survey result would be within the indicated ranges would be correct in approximately the relative frequencies shown. These proportions, therefore, may be interpreted as defining approximate probabilities that the estimates shown would differ from complete coverage results by as much as one, two, or three standard errors, respectively.

For example, if an estimated total is shown as 50,000 with an associated relative standard error of 2 percent, the chances are roughly two out of three that the complete coverage total would lie between 49,000 and 51,000; the chances are roughly 19 out of 20 that the complete coverage total would lie between 48,000 and 52,000; and it is almost certain that the complete coverage total would lie between 47,000 and 53,000.

In addition to sampling errors, the estimates are subject to various operational errors: errors of collection, response, coding

transcription, etc. These operational errors would also occur if a complete canvass were to be conducted under the same conditions as the survey. Explicit measures of their effects are generally not available. However, it is believed that most of the important operational errors were detected and corrected in the course of the Bureau's review of the data for reasonableness and consistency. The small operational errors usually remain. To some extent they are compensating in the aggregated totals shown.

As derived, the estimated standard errors include part of the effect of the operational errors. The total error, which depends upon the joint effect of the sampling and operational error, is usually of the order of size indicated by standard error, or only moderately higher. For particular estimates, however, the total error may considerably exceed the standard errors shown.

In table 1, large standard error units, 30 percent or more, are notated by parentheses around the figure in the value column. These figures, for which the potential sampling error is very large, should be used with caution, or should be combined with a value figure or value figures for other classes of customer with lesser error rates. Where a value figure has been suppressed (marked (D)), to avoid disclosing data for individual companies, the standard error has been marked (X) as not applicable.

While standard errors are associated with the figures in table 2, such error percentages are not shown inasmuch as the value figures have not been shown. Table-3 percentages have no associated standard errors, since these percentages apply only to companies selected with certainty.

## DEFINITIONS OF CLASSES OF CUSTOMER

**Sales Branches, Sales Offices, and Administrative Offices.**—Sales branches and sales offices are separately operated establishments owned by manufacturing companies, utilized primarily for selling at wholesale the products manufactured by other establishments of the same company, although they deal to some extent in products manufactured by other companies. During the 1967 Census of Business, these establishments reported on forms CB-51A through CB-51L. Shipments by manufacturing establishments to or via such outlets include shipments either made directly to such branches and offices or to outside customers on order from such branches and offices.

Administrative offices (reporting in the 1967 censuses on form NC-X6, Central Administrative Office or Auxiliary Establishment) are separate establishments owned and operated by manufacturing companies, maintained for the purpose of providing central or regional administration or other company support. Sales are frequently made by these administrative offices.

**Merchant Wholesale Establishments of the Same Company.**—These are separately operated merchant wholesale establishments owned by or affiliated with manufacturing companies. During the 1967 Census of Business, these establishments reported on forms CB-50A through CB-50R. Aside from company affiliation, they operate as merchant wholesalers.

**Other Wholesalers.**—This category comprises independent wholesalers purchasing primarily for resale to other businesses; that is, to retailers, to industrial, commercial, institutional, or professional customers, and to other wholesalers. Wholesalers typically do not sell directly to household consumers and farmers. Included as wholesalers are industrial distributors, drop shippers



or desk jobbers, voluntary group wholesalers, and retail cooperative warehouses. Exporters are similarly included in this customer class. For the purpose of this report, shipments by meat and poultry manufacturers to meat jobbers and retailers were to be reported as shipments to wholesalers. Textile mill products, other than knitting mill products, shipped to piece goods converters were to be reported as shipments to wholesalers.

During the 1967 Census of Business, independent wholesalers reported on the same report forms as did the company-owned merchant wholesalers.

**Retailers.**—This category comprises establishments reselling merchandise at retail; that is, for personal, household, or farm consumption. This customer class includes chain stores, mail order houses, department stores, independent retailers, including independent route salesmen such as bakery and dairy truck distributors selling directly to households. Retail stores operated by a manufacturing company were reported separately from independent retailers. Both company-owned and independent retailers reported in the 1967 Census of Business.

**Manufacturers.**—For other manufacturing plants of the same company, this item represents interplant transfers (for further processing or manufacture) from one manufacturing plant of the same company to another. For manufacturers outside the company, it represents shipments or sales to other company manufacturing establishments. Manufacture, in addition to activities commonly recognized as such, includes such activities as meatpacking, bakeries and bottling plants, jobbers and converters of knit goods, sheet metal fabricators fabricating products away from construction sites, feed mixers, logging camps, sawmills, machine shops, and lapidary work. During the 1967 Census of Manufactures, manufacturers reported on forms, MC-19A through MC-39L.

**Commercial and Industrial Users, Construction, State and Local Governments, and Institutions.**—Aside from State and local governments, this category includes private firms, and businesses and institutions not considered manufacturers, wholesalers, or retailers. Thus, included are construction companies; mining establishments; transportation; utilities; and hotels, restaurants, and other service-type businesses. Hospitals and schools are similarly included. Shipments to State and local governments include shipments to agencies of State and local governments.

For most product groups in the tables, this customer class is treated as single outlet. For a small number of product groups, however, figures for shipments and sales to State and local governments or to building and construction contractors were to be reported separately.

**Individuals, Households, and Farmers.**—This category represents direct shipments and sales to individual users, households, and farmers, including sales to own company employees.

**Federal Government.**—This category includes shipments and sales to branches and agencies of the Federal Government, including military post exchanges, ship's stores, and similar units. Corporations owned by the Federal Government are similarly included as are shipments and sales under the Mutual Security Program and the Military Defense Assistance Program. Only direct shipments and sales to the Federal Government are covered in this customer class; that is, indirect sales by subcontractors were treated as the class of customer of the prime contractor, usually as a manufacturer.

**Exports.**—Exports includes shipments and sales directly to foreign customers and to the company's foreign subsidiaries and affiliates. Shipments and sales to domestic exporters were treated as "to wholesalers," not as exports.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Meat products and byproducts (primary products of SIC 2011, 2013)			Poultry dressing plant products (primary products of SIC 2015)			Creamery butter; natural and processed cheese (primary products of SIC 2021, 2022)			Canned and cured seafoods; canned specialties, fruits, and vegetables (primary products of SIC 2031, 2032, 2033)		
Shipments by all companies, total.....	17,248.7	100	(X)	2,809.6	100	(X)	2,370.3	100	(X)	4,834.1	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	1,913.6	11	-	380.2	14	-	703.3	30	1	1,321.1	27	1
Merchant wholesale establishments.....	9.8	(Z)	-	11.9	(Z)	5	(4.1)	(Z)	57	3.3	(Z)	-
Retail stores or outlets.....	177.7	1	4	1.6	(Z)	-	8.4	(Z)	(Z)	96.8	2	13
Other manufacturing plants.....	453.2	3	1	72.0	3	1	18.6	1	11	38.6	1	-
Other establishments.....	109.1	1	-	0.8	(Z)	-	7.6	(Z)	3	23.0	(Z)	(Z)
To all other customers:												
Wholesalers.....	13,098.9	76	0.6	2,095.0	75	2	1,085.9	46	4	2,970.5	62	2
Retailers.....							272.9	12	19			
Manufacturers.....	893.2	5	6	114.7	4	8	166.1	7	7	117.1	2	8
Commercial and industrial users, construction, State and local governments, and institutions.....	192.5	1	3	37.2	1	4	24.4	1	4	59.9	1	3
Individuals, households, and farmers.....	35.1	(Z)	24	9.8	(Z)	2	16.2	1	9	6.5	(Z)	12
Federal Government.....	326.8	2	2	51.1	2	5	58.6	2	4	107.8	2	3
Export.....	49.4	(Z)	(Z)	16.7	1	1	0.4	(Z)	15	60.0	1	3
Other.....	38.3	(Z)	8	8.3	(Z)	-	(4.8)	(Z)	58	39.0	1	-
Adjustment ratio.....	0.91	(X)	(X)	1.24	(X)	(X)	1.13	(X)	(X)	1.43	(X)	(X)
	Fresh or frozen packaged fish (primary products of SIC 2036)			Frozen fruits and vegetables (primary products of SIC 2037)			Flour and other grain mill products and blended and prepared flour (primary products of SIC 2041, 2045)			Prepared feeds (primary products of SIC 2042)		
Shipments by all companies, total.....	529.7	100	(X)	2,035.5	100	(X)	2,818.8	100	(X)	4,529.7	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	53.9	10	2	275.4	14	1	1,152.6	41	-	535.2	12	(Z)
Merchant wholesale establishments.....	(D)	(D)	-	5.6	(Z)	-	(Z)	(Z)	100	25.1	1	16
Retail stores or outlets.....	(D)	(D)	-	30.5	2	-	6.0	(Z)	-	228.2	5	2
Other manufacturing plants.....	(D)	(D)	-	336.8	17	1	142.4	5	-	186.7	4	(Z)
Other establishments.....	(D)	(D)	(X)	7.9	(Z)	(Z)	8.7	(Z)	-	30.6	1	3
To all other customers:												
Wholesalers.....	409.5	77	7	1,186.0	59	5	418.8	15	3	577.8	13	8
Retailers.....							220.6	8	11			
Manufacturers.....	16.7	3	26	113.4	6	10	607.5	22	1	152.3	3	13
Commercial and industrial users, construction, State and local governments, and institutions.....	(10.3)	2	51	41.6	2	5	123.7	4	6	45.5	1	14
Individuals, households, and farmers.....	(D)	(D)	(X)	2.8	(Z)	2	6.7	(Z)	9	964.3	21	4
Federal Government.....	17.0	3	15	32.4	2	3	94.4	3	3	6.0	(Z)	24
Export.....	(3.2)	1	64	3.5	(Z)	-	47.2	2	1	15.7	(Z)	12
Other.....	(D)	(D)	(X)	3.4	(Z)	-	-	-	-	44.8	1	12
Adjustment ratio.....	1.31	(X)	(X)	1.46	(X)	(X)	1.18	(X)	(X)	1.12	(X)	(X)

See footnotes at end of table.



TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	
	Milled rice (primary products of SIC 2044)			Wet corn milling products (primary products of SIC 2046)			Bread, cake, and related products (primary products of SIC 2051)			Refined cane sugar and byproducts (primary products of SIC 2062)			
Shipments by all companies, total.....	548.0	100	(X)	646.6	100	(X)	4,320.6	100	(X)	1,336.2	100	(X)	
To other establishments of same company:													
Sales branches, sales offices, and administrative offices....	(D)	(D)	-	308.2	48	-	817.5	19	-	842.8	63	-	
Merchant wholesale establishments.....	-	-	-	(D)	(D)	-	9.2	(Z)	-	-	-	-	
Retail stores or outlets.....	-	-	-	(D)	(D)	-	477.4	11	6	-	-	-	
Other manufacturing plants.....	-	-	-	4.7	1	-	255.5	6	(Z)	(D)	(D)	-	
Other establishments.....	-	-	-	-	-	-	16.3	(Z)	-	-	-	-	
To all other customers:													
Wholesalers.....	191.8	35	2	132.9	20	-	2,531.4	60	4	119.2	9	(Z)	
Retailers.....										85.5	6	-	-
Manufacturers.....	35.9	7	-	195.8	30	6				233.8	17	(Z)	-
Commercial and industrial users, construction, State and local governments, and institutions.....	11.7	2	-	(D)	(D)	-				37.2	3	-	
Individuals, households, and farmers.....	0.4	(Z)	1	-	-	-	117.0	3	6	(D)	(D)	-	
Federal Government.....	226.0	42	1	(D)	(D)	-	56.3	1	7	4.5	(Z)	-	
Export.....				4.6	1	-	5.8	(Z)	-	(D)	(D)	-	
Other.....	(D)	(D)	-	-	-	-	29.5	1	29	(D)	(D)	-	
Adjustment ratio.....	1.06	(X)	(X)	1.05	(X)	(X)	0.99	(X)	(X)	1.00	(X)	(X)	
	Beet sugar (primary products of SIC 2063)			Confectionery and related products (primary products of SIC 207)			Malt liquors (primary products of SIC 2082)			Malt (primary products of SIC 2083)			
Shipments by all companies, total.....	550.8	100	(X)	2,629.1	100	(X)	2,900.3	100	(X)	200.0	100	(X)	
To other establishments of same company:													
Sales branches, sales offices, and administrative offices....	63.3	11	-	918.9	35	-	516.1	18	-	(D)	(D)	-	
Merchant wholesale establishments.....	-	-	-	(89.0)	3	49	21.4	1	-	-	-	-	
Retail stores or outlets.....	-	-	-	72.8	3	6	(D)	(D)	-	-	-	-	
Other manufacturing plants.....	7.0	1	-	64.3	2	1	7.9	(Z)	-	46.1	23	-	
Other establishments.....	-	-	-	3.6	(Z)	-	(D)	(D)	-	-	-	-	
To all other customers:													
Wholesalers.....	164.2	30	-	719.1	27	3	2,059.5	71	(Z)	(D)	(D)	(X)	
Retailers.....				519.2	20	7	259.4	9	2	-	-	-	
Manufacturers.....	258.3	47	-	174.3	7	8	4.4	(Z)	(Z)	125.4	63	5	
Commercial and industrial users, construction, State and local governments, and institutions.....	48.2	9	-	9.2	(Z)	3	1.0	(Z)	-	(D)	(D)	-	
Individuals, households, and farmers.....	8.4	2	-	24.7	1	25	(3.3)	(Z)	52	-	-	-	
Federal Government.....	0.7	(Z)	-	21.4	1	7	25.0	1	-	-	-	-	
Export.....	-	-	-	15.9	1	(Z)	6.8	(Z)	-	4.4	2	-	
Other.....	0.1	(Z)	-	(7.5)	(Z)	36	(D)	(D)	-	-	-	-	
Adjustment ratio.....	1.17	(X)	(X)	1.21	(X)	(X)	1.08	(X)	(X)	1.04	(X)	(X)	

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Wines, brandy, and brandy spirits (primary products of SIC 2084)			Soft drinks and carbonated waters (primary products of SIC 2086)			Cottonseed oil mill products (primary products of SIC 2091)			Soybean oil mill products (primary products of SIC 2092)		
Shipments by all companies, total.....	414.9	100	(X)	2,996.8	100	(X)	365.7	100	(X)	1,740.8	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	78.2	19	-	136.2	5	2	0.3	(Z)	-	130.6	7	-
Merchant wholesale establishments.....	3.7	1	-	1.1	(Z)	19	-	-	-	(D)	(D)	-
Retail stores or outlets.....	1.2	(Z)	-	45.5	2	15	-	-	-	(D)	(D)	-
Other manufacturing plants.....	-	-	-	12.6	(Z)	-	22.6	6	(Z)	143.9	8	-
Other establishments.....	-	-	-	(1.8)	(Z)	68	0.1	(Z)	-	(D)	(D)	-
To all other customers:												
Wholesalers.....	260.5	63	2	534.8	18	18	51.5	14	14	178.4	10	1
Retailers.....	23.1	6	14	1,905.8	64	3	23.0	6	13	38.4	2	15
Manufacturers.....	(25.0)	6	31	185.1	6	11	227.3	62	4	992.8	57	(Z)
Commercial and industrial users, construction, State and local governments, and institutions.....	17.7	4	-	(91.0)	3	44	6.7	2	26	(2.7)	(Z)	58
Individuals, households, and farmers.....	0.2	(Z)	3	13.3	(Z)	19	21.4	6	7	165.7	10	(Z)
Federal Government.....	(1.5)	(Z)	78	(36.8)	1	34	-	-	-	-	-	-
Export.....	1.8	(Z)	4	17.2	1	(Z)	2.7	1	14	80.5	5	-
Other.....	(1.7)	(Z)	88	(6.5)	(Z)	32	(11.1)	3	39	-	-	-
Adjustment ratio.....	1.47	(X)	(X)	0.98	(X)	(X)	1.31	(X)	(X)	1.00	(X)	(X)
	Animal and marine fats and oils (primary products of SIC 2094)			Roasted coffee (primary products of SIC 2095)			Shortening and cooking oils (primary products of SIC 2096)			Macaroni and spaghetti (primary products of SIC 2098)		
Shipments by all companies, total.....	709.4	100	(X)	1,793.9	100	(X)	1,690.4	100	(X)	249.3	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	33.2	5	-	1,151.2	64	-	880.6	52	(Z)	25.9	10	-
Merchant wholesale establishments.....	0.5	(Z)	-	(D)	(D)	(X)	-	-	-	-	-	-
Retail stores or outlets.....	1.9	(Z)	-	26.2	1	21	6.5	(Z)	-	21.6	9	-
Other manufacturing plants.....	13.3	2	-	296.0	16	-	123.9	7	-	2.4	1	-
Other establishments.....	-	-	-	(D)	(D)	-	20.3	1	-	(Z)	(Z)	52
To all other customers:												
Wholesalers.....	(175.5)	25	30	(D)	(D)	(X)	216.0	13	4	193.7	78	7
Retailers.....	(29.4)	4	50	122.2	7	9	52.6	3	5			
Manufacturers.....	313.9	44	11	(D)	(D)	(X)	310.1	18	(Z)			
Commercial and industrial users, construction, State and local governments, and institutions.....	17.3	2	-	63.4	4	25	7.7	(Z)	28			
Individuals, households, and farmers.....	(2.4)	(Z)	79	-	-	-	1.7	(Z)	(Z)	-	-	-
Federal Government.....	13.2	2	1	24.1	1	28	12.8	1	(Z)	4.1	2	2
Export.....	106.4	15	24	3.6	(Z)	5	52.4	3	(Z)	0.1	(Z)	7
Other.....	0.5	(Z)	27	(D)	(D)	(X)	(0.1)	(Z)	58	(Z)	(Z)	-
Adjustment ratio.....	1.42	(X)	(X)	1.08	(X)	(X)	1.36	(X)	(X)	1.42	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Food preparations, n.e.c. (primary products of SIC 2099)			Cigarettes (primary products of SIC 2111)			Cigars (primary products of SIC 2121)			Chewing and smoking tobacco (primary products of SIC 2131)		
Shipments by all companies, total.....	2,501.0	100	(X)	2,942.1	100	(X)	312.1	100	(X)	193.8	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	976.1	39	(Z)	830.8	28	-	79.6	22	-	86.9	45	-
Merchant wholesale establishments.....	10.0	(Z)	-	-	-	-	-	-	-	(D)	(D)	-
Retail stores or outlets.....	126.2	5	6	(Z)	(Z)	-	(D)	(D)	-	(D)	(D)	-
Other manufacturing plants....	144.6	6	-	0.1	(Z)	-	(D)	(D)	-	(D)	(D)	-
Other establishments.....	22.1	1	-	-	-	-	-	-	-	-	-	-
To all other customers:												
Wholesalers.....	463.4	18	7	1,589.0	54	-	251.1	69	4	65.9	34	11
Retailers.....	436.4	17	7	289.8	10	-	16.5	5	9	7.0	4	27
Manufacturers.....	243.4	10	3	1.6	(Z)	-	3.5	1	4	(D)	(D)	(X)
Commercial and industrial users, construction, State and local governments, and institutions.....				0.3	(Z)	-	-	-	-	(D)	(D)	-
Individuals, households, and farmers.....	33.7	1	19	-	-	-	(D)	(D)	-	(D)	(D)	-
Federal Government.....	27.3	1	14	146.5	5	-	(D)	(D)	-	2.4	1	17
Export.....	(16.0)	1	33	81.8	3	-	3.6	1	(Z)	3.2	2	4
Other.....	3.6	(Z)	2	2.9	(Z)	-	-	-	-	(D)	(D)	-
Adjustment ratio....	1.24	(X)	(X)	1.47	(X)	(X)	1.08	(X)	(X)	1.01	(X)	(X)
	Stemmed and redried tobacco (primary products of SIC 2141)			Woven wool fabrics (primary products of SIC 2231)			Narrow fabrics (primary products of SIC 2241)			Hosiery (primary products of SIC 2251, 2252)		
Shipments by all companies, total.....	1,111.9	100	(X)	896.6	100	(X)	411.0	100	(X)	1,227.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	29.8	3	4	169.7	19	-	29.8	7	-	157.2	13	-
Merchant wholesale establishments.....	-	-	-	-	-	-	-	-	-	0.3	(Z)	-
Retail stores or outlets.....	-	-	-	0.1	(Z)	-	-	-	-	0.4	(Z)	-
Other manufacturing plants....	<sup>2</sup> 811.4	73	(Z)	80.2	9	-	30.4	7	-	74.9	6	-
Other establishments.....	-	-	-	-	-	-	21.1	5	-	0.6	(Z)	-
To all other customers:												
Wholesalers.....	(19.5)	2	79	160.9	18	(Z)	92.5	23	17	254.9	21	6
Retailers.....	2.6	(Z)	-	33.5	4	(Z)	27.2	7	16	616.5	50	3
Manufacturers.....	( <sup>2</sup> )	(X)	(X)	395.8	44	6	182.4	44	7	77.6	6	23
Commercial and industrial users, construction, State and local governments, and institutions.....	-	-	-	(D)	(D)	-	14.2	3	-	(3.0)	(Z)	56
Individuals, households, and farmers.....	-	-	-	(0.3)	(Z)	73	(Z)	(Z)	-	0.7	(Z)	-
Federal Government.....	0.9	(Z)	-	43.0	5	7	11.8	3	-	(23.5)	2	77
Export.....	142.6	13	-	0.1	(Z)	-	1.4	(Z)	-	0.2	(Z)	15
Other.....	105.3	9	-	(D)	(D)	-	-	-	-	12.7	1	-
Adjustment ratio....	1.12	(X)	(X)	1.01	(X)	(X)	1.22	(X)	(X)	1.16	(X)	(X)

See footnotes at end of table.



TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Textile finishing, n.e.c. (primary products of SIC 2269)			Carpets and rugs (primary products of SIC 227)			Yarn, except wool (primary products of SIC 2281)			Textured, thrown, and rewound yarn; thread; and miscellaneous textile goods (primary products of SIC 2282, 2284, 229, except 2295)		
Shipments by all companies, total.....	211.7	100	-	1,651.3	100	(X)	1,574.8	100	(X)	2,165.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	13.2	6	-	387.4	23	-	146.3	9	-	421.5	19	-
Merchant wholesale establishments.....	(D)	(D)	-	-	-	-	-	-	-	48.1	2	-
Retail stores or outlets.....	-	-	-	0.4	(Z)	-	-	-	-	1.5	(Z)	-
Other manufacturing plants....	10.6	5	-	41.3	3	-	376.9	24	-	535.5	25	-
Other establishments.....	-	-	-	22.3	1	-	-	-	-	-	-	-
To all other customers:												
Wholesalers.....	20.2	10	19	464.1	28	2	79.9	5	1	189.0	9	10
Retailers.....	-	-	-	603.7	37	(Z)	45.3	3	-	134.9	6	23
Manufacturers.....	155.2	73	1	104.2	6	1	910.0	58	1	765.3	35	4
Commercial and industrial users, construction, State and local governments, and institutions.....	(D)	(D)	(X)	6.0	(Z)	5	1.3	(Z)	-	31.8	1	24
Individuals, households, and farmers.....	(D)	(D)	(X)	(4.9)	(Z)	51	(Z)	(Z)	-	0.7	(Z)	27
Federal Government.....	(D)	(D)	-	5.3	(Z)	-	0.3	(Z)	-	9.1	(Z)	7
Export.....	(D)	(D)	-	4.0	(Z)	-	4.1	(Z)	-	11.3	1	8
Other.....	-	-	-	5.9	(Z)	-	10.1	1	-	7.3	(Z)	-
Adjustment ratio....	1.04	(X)	(X)	1.15	(X)	(X)	1.31	(X)	(X)	1.16	(X)	(X)
	Wool yarn (primary products of SIC 2283)			Sawmill and planning mill products (primary products of SIC 242)			Millwork (primary products of SIC 2431)			Prefabricated wood structures (primary products of SIC 2433)		
Shipments by all companies, total.....	335.5	100	(X)	3,773.8	100	(X)	1,337.1	100	(X)	447.8	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	38.8	12	-	511.9	14	(Z)	55.4	4	-	25.4	6	9
Merchant wholesale establishments.....	-	-	-	10.6	(Z)	-	2.4	(Z)	-	(D)	(D)	(X)
Retail stores or outlets.....	-	-	-	21.6	1	25	3.4	(Z)	-	0.5	(Z)	-
Other manufacturing plants....	56.8	17	-	193.5	5	4	5.7	(Z)	-	(D)	(D)	-
Other establishments.....	9.3	3	-	5.0	(Z)	-	-	-	-	-	-	-
To all other customers:												
Wholesalers.....	0.2	(Z)	-	1,586.1	42	3	610.2	46	8	74.7	17	10
Retailers.....	12.8	4	-	467.8	12	4	248.3	19	10	92.0	21	14
Manufacturers.....	217.3	65	7	651.5	17	7	80.4	6	14	(6.3)	1	34
Commercial and industrial users, construction, State and local governments, and institutions.....	(Z)	(Z)	-	202.6	5	12	238.2	18	13	152.8	34	16
Individuals, households, and farmers.....	-	-	-	56.9	2	12	76.4	6	22	72.9	16	18
Federal Government.....	-	-	-	23.2	1	23	(1.5)	(Z)	40	(D)	(D)	(X)
Export.....	1.4	(Z)	-	35.2	1	16	0.5	(Z)	4	-	-	-
Other.....	-	-	-	(8.0)	(Z)	32	(15.6)	1	40	(D)	(D)	(X)
Adjustment ratio....	1.39	(X)	(X)	1.28	(X)	(X)	1.26	(X)	(X)	0.92	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Wooden containers (primary products of SIC 244)			Miscellaneous wood products (primary products of SIC 249)			Wood household furniture and mattresses and bedsprings (primary products of SIC 2511, 2512, 2515)			Household furniture, except wood (primary products of SIC 2514, 2519)		
Shipments by all companies, total.....	491.9	100	(X)	1,509.0	100	(X)	4,225.2	100	(X)	666.8	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices... Merchant wholesale establishments.....	32.9	7	2	174.7	12	1	372.3	9	2	10.6	2	-
Retail stores or outlets.....	(D)	(D)	(X)	1.5	(Z)	-	1.6	(Z)	-	-	-	-
Other manufacturing plants....	45.0	9	-	2.9	(Z)	-	115.7	3	-	2.1	(Z)	-
Other establishments.....	(D)	(D)	(X)	53.3	4	-	59.8	1	-	1.7	(Z)	-
				(9.6)	1	39	-	-	-	6.7	1	-
To all other customers:												
Wholesalers.....	82.7	17	14	257.0	17	8	395.2	9	7	167.0	25	11
Retailers.....	(29.0)	6	56	322.3	21	7	2,693.0	64	3	366.3	55	4
Manufacturers.....	137.8	28	12	314.0	21	9	350.5	9	8	61.7	9	12
Commercial and industrial users, construction, State and local governments, and institutions.....	77.2	16	20	94.4	20	8	113.4	3	13	12.8	2	5
Individuals, households, and farmers.....	(27.9)	6	45	(12.7)	1	51	62.0	1	25	(10.8)	2	75
Federal Government.....	24.0	5	27	19.8	1	16	42.2	1	5	13.8	2	(Z)
Export.....	(D)	(D)	(X)	22.4	1	6	4.7	(Z)	12	4.9	1	5
Other.....	(4.8)	1	68	27.9	2	9	(4.6)	(Z)	47	8.0	1	-
Adjustment ratio....	1.01	(X)	(X)	1.17	(X)	(X)	1.35	(X)	(X)	1.43	(X)	(X)
	Office furniture (primary products of SIC 252)			Partitions and fixtures (primary products of SIC 254)			Pulp (primary products of SIC 2611)			Papermill products, except building paper (primary products of SIC 2621)		
Shipments by all companies, total.....	744.2	100	(X)	996.7	100	(X)	904.8	100	(X)	4,739.5	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices... Merchant wholesale establishments.....	75.1	10	-	85.3	9	-	270.4	30	-	664.0	14	-
Retail stores or outlets.....	-	-	-	(Z)	(Z)	-	-	-	-	120.3	3	-
Other manufacturing plants....	95.3	13	-	8.5	1	-	-	-	-	6.4	(Z)	-
Other establishments.....	0.3	(Z)	-	8.3	1	-	203.6	23	-	381.8	8	-
				-	-	-	-	-	-	9.2	(Z)	-
To all other customers:												
Wholesalers.....	150.0	20	10	200.0	20	9	42.6	5	1	1,522.7	32	(Z)
Retailers.....	296.6	40	9	230.1	23	8	9.0	1	-	187.0	4	1
Manufacturers.....	10.3	1	16	92.7	9	19	261.5	29	2			
Commercial and industrial users, construction, State and local governments, and institutions.....	69.0	9	3	306.9	31	10	39.1	4	-	1,772.4	38	(Z)
Individuals, households, and farmers.....	3.5	(Z)	5	(21.3)	2	31	-	-	-	8.5	(Z)	-
Federal Government.....	38.3	5	3	(37.5)	4	42	-	-	-	32.8	1	1
Export.....	(2.8)	(Z)	62	3.6	(Z)	14	78.1	9	(Z)	50.4	1	(Z)
Other.....	(Z)	(Z)	-	(2.7)	(Z)	44	-	-	-	(Z)	(Z)	-
Adjustment ratio....	1.18	(X)	(X)	1.46	(X)	(X)	1.20	(X)	(X)	1.13	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Paperboard mill products (primary products of SIC 2631)			Envelopes (primary products of SIC 2642)			Bags, except textile bags (primary products of SIC 2643)			Die-cut paper and board (primary products of SIC 2645)		
Shipments by all companies, total.....	2,673.1	100	(X)	443.4	100	(X)	1,292.7	100	(X)	547.6	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	298.4	11	-	9.1	2	-	218.2	17	-	131.4	24	-
Merchant wholesale establishments.....	3.6	(Z)	-	3.4	1	-	(27.8)	2	30	(Z)	(Z)	-
Retail stores or outlets.....	3.7	(Z)	-	0.1	(Z)	-	3.2	(Z)	-	4.6	1	-
Other manufacturing plants....	762.8	29	-	7.9	2	-	52.5	4	-	8.1	1	-
Other establishments.....	1.9	(Z)	-	0.3	(Z)	-	12.8	1	-	0.3	(Z)	-
To all other customers:												
Wholesalers.....	252.0	9	1	139.8	32	16	340.7	26	10	94.7	17	29
Retailers.....	16.1	1	(Z)	53.6	12	29	133.9	10	6	67.3	12	16
Manufacturers.....	142.0	43	1	69.5	16	19	319.3	25	8	138.9	25	12
Commercial and industrial users, construction, State and local governments, and institutions.....	111.0	4	-	111.8	25	4	155.5	12	2	72.9	13	6
Individuals, households, and farmers.....	(Z)	(Z)	-	8.8	2	5	3.4	(Z)	29	-	-	-
Federal Government.....	5.6	(Z)	-	11.1	3	(Z)	(16.0)	1	50	19.7	4	14
Export.....	87.1	3	-	(0.6)	(Z)	81	2.8	(Z)	3	(9.5)	2	60
Other.....	0.3	(Z)	-	28.1	6	(Z)	3.3	(Z)	-	(Z)	(Z)	(Z)
Adjustment ratio....	1.13	(X)	(X)	1.15	(X)	(X)	1.19	(X)	(X)	1.42	(X)	(X)
	Sanitary paper products (primary products of SIC 2647)			Converted paper products, n.e.c. (primary products of SIC 2649)			Folding paperboard boxes (primary products of SIC 2651)			Setup paperboard boxes (primary products of SIC 2652)		
Shipments by all companies, total.....	1,234.4	100	(X)	703.5	100	(X)	1,116.2	100	(X)	291.8	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	229.6	19	-	112.1	16	-	46.8	4	-	9.0	3	7
Merchant wholesale establishments.....	100.6	8	-	7.7	1	-	-	-	-	-	-	-
Retail stores or outlets.....	53.3	4	-	(Z)	(Z)	-	0.9	(Z)	-	-	-	-
Other manufacturing plants....	13.6	1	-	8.1	1	1	24.4	2	-	8.9	3	-
Other establishments.....	-	-	-	-	-	-	-	-	-	0.6	(Z)	-
To all other customers:												
Wholesalers.....	581.2	47	3	215.3	31	9	89.6	8	18	(20.7)	7	35
Retailers.....	181.0	15	7	164.7	23	11	100.4	9	17	42.3	14	28
Manufacturers.....	24.2	2	-	125.7	18	8	765.6	69	3	198.2	68	28
Commercial and industrial users, construction, State and local governments, and institutions.....	20.1	2	-	42.4	6	17	83.1	7	16	(6.4)	2	77
Individuals, households, and farmers.....	-	-	-	(3.2)	(Z)	36	(0.3)	(Z)	76	-	-	-
Federal Government.....	24.4	2	1	(13.3)	2	30	2.6	(Z)	6	0.1	(Z)	14
Export.....	4.5	(Z)	-	7.0	1	(Z)	0.8	(Z)	17	(1.3)	(Z)	93
Other.....	(Z)	(Z)	-	1.1	(Z)	(Z)	(0.3)	(Z)	31	5.3	2	(Z)
Adjustment ratio....	1.30	(X)	(X)	1.16	(X)	(X)	1.15	(X)	(X)	1.14	(X)	(X)

See footnotes at end of table.



TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value	Percent	Standard	Value	Percent	Standard	Value	Percent	Standard	Value	Percent	Standard
	(million dollars)	of total	error of estimate (percent)	(million dollars)	of total	error of estimate (percent)	(million dollars)	of total	error of estimate (percent)	(million dollars)	of total	error of estimate (percent)
	Corrugated and solid fiber boxes (primary products of SIC 2653)			Sanitary food containers (primary products of SIC 2654)			Fiber cans, drums, and related material (primary products of SIC 2655)			Building paper and board (primary products of SIC 2661)		
Shipments by all companies, total.....	2,893.2	100	(X)	1,105.8	100	(X)	425.4	100	(X)	317.9	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	212.1	7	-	43.3	4	-	29.7	7	-	165.0	52	(Z)
Merchant wholesale establishments.....	(D)	(D)	-	-	-	-	-	-	-	0.6	(Z)	-
Retail stores or outlets.....	(D)	(D)	-	0.4	(Z)	-	-	-	-	-	-	-
Other manufacturing plants....	62.8	2	-	34.6	3	-	39.3	9	-	24.3	8	-
Other establishments.....	-	-	-	135.9	12	-	-	-	-	-	-	-
To all other customers:												
Wholesalers.....	236.9	8	3	277.9	25	1	(9.7)	2	39	67.3	21	-
Retailers.....	(130.0)	4	45	104.3	9	11	(7.2)	2	54	10.0	3	4
Manufacturers.....	1,838.1	64	3	436.0	39	5	307.4	72	3	27.5	9	-
Commercial and industrial users, construction, State and local governments, and institutions.....	375.4	13	7	48.3	4	-	26.5	6	18	24.5	8	-
Individuals, households, and farmers.....	(1.3)	(Z)	33	-	-	-	(Z)	(Z)	-	-	-	-
Federal Government.....	7.4	(Z)	17	16.5	1	-	(4.3)	1	40	-	-	-
Export.....	0.5	(Z)	-	10.3	1	-	(0.2)	(Z)	33	-	-	-
Other.....	(26.0)	1	30	(Z)	(Z)	-	0.4	(Z)	2	-	-	-
Adjustment ratio....	1.08	(X)	(X)	1.23	(X)	(X)	1.23	(X)	(X)	1.37	(X)	(X)
	Industrial inorganic chemicals (primary products of SIC 2812, 2819)			Inorganic pigments (primary products of SIC 2816)			Synthetic rubber (primary products of SIC 2822)			Synthetic fibers (primary products of SIC 2823, 2824)		
Shipments by all companies, total.....	4,342.1	100	(X)	560.8	100	(X)	1,004.9	100	(X)	2,655.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	1,882.2	43	1	198.8	35	-	571.8	57	-	1,922.4	72	-
Merchant wholesale establishments.....	8.3	(Z)	-	-	-	-	(D)	(D)	-	-	-	-
Retail stores or outlets.....	3.5	(Z)	-	-	-	-	-	-	-	-	-	-
Other manufacturing plants....	604.4	14	(Z)	51.9	9	-	236.0	23	-	55.8	2	-
Other establishments.....	24.4	1	-	-	-	-	-	-	-	-	-	-
To all other customers:												
Wholesalers.....	163.8	4	5	0.1	(Z)	-	22.6	2	-	4.4	(Z)	-
Retailers.....	119.9	3	2	1.7	(Z)	-	(D)	(D)	-	-	-	-
Manufacturers.....	1,186.8	27	2	298.6	53	-	114.3	11	1	667.3	25	-
Commercial and industrial users, construction, State and local governments, and institutions.....	151.4	3	3	0.4	(Z)	-	4.7	(Z)	-	Z	(Z)	-
Individuals, households, and farmers.....	71.8	2	(Z)	0.3	(Z)	-	-	-	-	-	-	-
Federal Government.....	21.2	(Z)	1	6.7	1	-	2.0	(Z)	-	0.1	Z	-
Export.....	90.0	2	2	3.7	1	-	49.8	5	-	8.1	(Z)	-
Other.....	(5.1)	(Z)	73	-	-	-	(D)	(D)	-	2.8	(Z)	-
Adjustment ratio....	1.15	(X)	(X)	1.22	(X)	(X)	0.95	(X)	X	1.11	(X)	X

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Biological and pharm- aceutical products (primary products of SIC 2831, 2834)			Medicinals and botanicals (primary products of SIC 2833)			Soap and other detergents (primary products of SIC 2841)			Polishes and sanitation goods (primary products of SIC 2842)		
Shipments by all companies, total.....	4,360.3	100	(X)	593.8	100	(X)	2,200.8	100	(X)	1,077.4	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	1,782.7	41	(Z)	111.3	19	-	1,648.9	75	-	485.1	45	-
Merchant wholesale establishments.....	12.7	(Z)	-	(D)	(D)	-	(D)	(D)	-	(D)	(D)	-
Retail stores or outlets.....	5.5	(Z)	-	(D)	(D)	-	9.7	(Z)	-	33.6	3	-
Other manufacturing plants....	54.0	1	-	59.8	10	-	4.3	(Z)	-	2.9	(Z)	-
Other establishments.....	21.8	(Z)	-	-	-	-	(D)	(D)	-	(D)	(D)	-
To all other customers:												
Wholesalers.....	1,330.4	31	2	153.4	26	3	207.0	9	10	234.3	22	5
Retailers.....	512.0	12	2	26.0	4	2	151.0	7	5	109.1	10	10
Manufacturers.....	113.9	3	6	139.9	24	12	77.4	4	11	76.4	7	12
Commercial and industrial users, construction, State and local governments, and institutions.....	248.5	6	1	6.4	1	11	86.4	4	15	88.4	8	14
Individuals, households, and farmers.....	19.5	(Z)	19	(7.9)	1	39	(0.4)	(Z)	70	(5.0)	(Z)	54
Federal Government.....	89.2	2	2	0.4	(Z)	15	14.9	1	28	14.0	1	12
Export.....	83.0	2	1	86.4	15	5	3.9	(Z)	10	6.6	1	4
Other.....	86.9	2	1	(D)	(D)	-	2.3	(Z)	9	12.1	1	-
Adjustment ratio....	1.24	(X)	(X)	1.06	(X)	(X)	1.08	(X)	(X)	1.10	(X)	(X)
	Surface active agents (primary products of SIC 2843)			Toilet preparations (primary products of SIC 2844)			Paints and allied products (primary products of SIC 2851)			Fertilizers (primary products of SIC 2871, 2872)		
Shipments by all companies, total.....	403.2	100	(X)	2,794.2	100	(X)	2,703.8	100	(X)	1,571.0	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	120.6	30	-	862.5	31	1	842.9	31	3	565.2	36	-
Merchant wholesale establishments.....	0.5	(Z)	-	55.3	2	-	2.4	(Z)	17	12.7	1	-
Retail stores or outlets.....	3.5	1	-	22.9	1	-	126.0	5	5	54.9	3	-
Other manufacturing plants....	31.3	8	-	24.0	1	-	81.7	3	(Z)	64.4	4	-
Other establishments.....	-	-	-	-	-	-	(1.0)	(Z)	53	-	-	-
To all other customers:												
Wholesalers.....	24.6	6	23	733.7	26	3	322.4	12	12	114.0	7	11
Retailers.....	18.4	5	-	920.5	33	2	301.0	11	11	309.8	20	6
Manufacturers.....	143.5	36	12	71.8	3	11	649.2	24	8	119.3	8	1
Commercial and industrial users, construction, State and local governments, and institutions.....	(40.5)	10	41	35.3	1	1	243.2	9	12	(3.5)	(Z)	39
Individuals, households, and farmers.....	(Z)	(Z)	-	7.9	(Z)	3	75.9	3	8	214.6	14	8
Federal Government.....	0.8	(Z)	4	29.7	1	9	(32.9)	1	43	(2.6)	(Z)	37
Export.....	18.4	5	27	18.2	1	5	14.8	1	29	86.6	6	(Z)
Other.....	0.4	(Z)	-	(1.3)	(Z)	39	(7.3)	(Z)	47	19.2	1	6
Adjustment ratio....	1.33	(X)	(X)	1.23	(X)	(X)	1.30	(X)	(X)	1.01	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Adhesives and gelatin (primary products of SIC 2891)			Carbon black (primary products of SIC 2895)			Chemical preparations, n.e.c. (primary products of SIC 2899)			Petroleum refinery products (primary products of SIC 2911)		
Shipments by all companies, total.....	490.3	100	(X)	168.0	100	(X)	1,431.6	100	(X)	19,248.7	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	88.8	18	(Z)	38.1	23	-	278.6	19	-	13,215.0	69	(Z)
Merchant wholesale establishments.....	-	-	-	-	-	-	2.4	(Z)	-			
Retail stores or outlets.....	(Z)	(Z)	-	-	-	-	14.2	1	-			
Other manufacturing plants....	51.5	11	13	(D)	(D)	-	38.5	3	-			
Other establishments.....	1.7	(Z)	-	-	-	-	1.4	(Z)	-	788.3	4	(Z)
To all other customers:												
Wholesalers.....	(88.2)	18	35	(D)	(D)	-	149.1	10	8	2,283.0	12	1
Retailers.....	(24.3)	5	34	-	-	-	26.6	2	11	390.1	2	2
Manufacturers.....	205.7	42	13	100.9	60	-	548.1	38	3	711.8	4	(Z)
Commercial and industrial users, construction, State and local governments, and institutions.....	23.4	5	29	(D)	(D)	-	121.9	9	8	470.0	2	(Z)
Individuals, households, and farmers.....	-	-	-	-	-	-	6.7	(Z)	16	22.1	(Z)	10
Federal Government.....	(0.8)	(Z)	52	-	-	-	187.3	13	2	285.4	1	(Z)
Export.....	5.7	1	12	12.4	7	-	34.1	2	11	128.9	1	-
Other.....	0.2	(Z)	-	-	-	-	25.8	2	2	137.5	1	(Z)
Adjustment ratio....	1.23	(X)	(X)	1.00	(X)	(X)	1.29	(X)	(X)	1.11	(X)	(X)
	Paving mixtures and blocks; petroleum and coal products, n.e.c. (primary products of SIC 2951, 2999)			Asphalt felts and coatings (primary products of SIC 2952)			Tires and inner tubes (primary products of SIC 3011)			Rubber footwear (primary products of SIC 3021)		
Shipments by all companies, total.....	609.2	100	(X)	519.4	100	(X)	3,133.5	100	(X)	374.6	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	130.3	21	-	182.1	35	-	1,127.5	36	-	99.6	27	-
Merchant wholesale establishments.....	-	-	-	(D)	(D)	-	12.0	(Z)	-	6.3	2	-
Retail stores or outlets.....	-	-	-	-	-	-	189.0	6	-	-	-	-
Other manufacturing plants....	9.2	2	-	6.1	1	-	57.9	2	-	7.5	2	-
Other establishments.....	(6.5)	1	37	(3.2)	1	45	25.1	1	-	-	-	-
To all other customers:												
Wholesalers.....	21.0	3	13	176.0	34	7	286.4	9	2	106.7	28	5
Retailers.....	24.5	4	20	14.8	3	24	565.6	18	3	94.9	25	-
Manufacturers.....	70.8	12	3	44.6	9	4	756.3	24	1	(48.9)	13	97
Commercial and industrial users, construction, State and local governments, and institutions.....	327.6	54	10	75.2	14	8	13.3	(Z)	-	0.2	(Z)	-
Individuals, households, and farmers.....	(7.5)	1	45	4.4	1	-	2.6	(Z)	25	-	-	-
Federal Government.....	7.6	1	19	(2.1)	(Z)	57	50.0	2	-	10.9	3	-
Export.....	1.9	(Z)	2	1.4	(Z)	-	40.8	1	11	0.3	(Z)	-
Other.....	(1.0)	(Z)	52	(D)	(D)	(X)	14.4	(Z)	25	(Z)	(Z)	-
Adjustment ratio....	1.19	(X)	(X)	1.10	(X)	(X)	1.14	(X)	(X)	1.47	(X)	(X)

See footnotes at end of table.



TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Fabricated rubber products n.e.c. (primary products of SIC 3069)			Miscellaneous plastics products (primary products of SIC 3079)			Tanned and finished leather (primary products of SIC 3111)			Shoes, except rubber (primary products of SIC 3141)		
Shipments by all companies, total.....	2,927.6	100	(X)	5,789.0	100	(X)	846.2	100	(X)	2,666.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	512.1	17	-	925.7	16	(Z)	44.9	5	-	466.3	17	-
Merchant wholesale establishments.....	10.1	(Z)	-	22.6	(Z)	-	0.7	(Z)	-	307.7	12	-
Retail stores or outlets.....	2.1	(Z)	4	23.5	(Z)	-	-	-	-	75.2	3	-
Other manufacturing plants....	173.1	6	(Z)	314.1	5	1	69.3	8	-	3.3	(Z)	-
Other establishments.....	9.7	(Z)	-	10.7	(Z)	-	0.2	(Z)	-	41.3	2	-
To all other customers:												
Wholesalers.....	460.9	16	4	927.3	16	4	63.2	7	17	316.5	12	3
Retailers.....	77.8	3	13	372.5	6	6	6.7	1	1	1,249.1	47	2
Manufacturers.....	1,283.9	44	2	2,582.4	45	3	641.4	76	5	43.7	2	26
Commercial and industrial users, construction, State and local governments, and institutions.....	175.9	6	8	453.9	8	7	7.2	1	24	1.6	1	-
Individuals, households, and farmers.....	(2.5)	(Z)	66	8.0	(Z)	27	(Z)	(Z)	32	(20.3)	1	39
Federal Government.....	182.7	6	1	70.7	1	10	2.0	(Z)	(Z)	139.5	5	-
Export.....	33.3	1	(Z)	34.9	1	5	(2.1)	(Z)	53	0.8	(Z)	-
Other.....	8.3	(Z)	-	22.9	(Z)	5	(10.8)	1	49	(Z)	(Z)	-
Adjustment ratio....	1.20	(X)	(X)	1.46	(X)	(X)	1.39	(X)	(X)	1.31	(X)	(X)
	House slippers (primary products of SIC 3142)			Gloves, personal leather goods, and leather goods, n.e.c. (primary products of SIC 3151, 3172, 3199)			Flat glass (primary products of SIC 3211)			Glass containers (primary products of SIC 3221)		
Shipments by all companies, total.....	162.3	100	(X)	342.1	100	(X)	541.9	100	(X)	1,331.0	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	2.8	2	-	24.9	7	-	181.2	33	-	442.2	33	-
Merchant wholesale establishments.....	-	-	-	(5.0)	1	86	(D)	(D)	(X)	-	-	-
Retail stores or outlets.....	-	-	-	0.1	(Z)	-	-	-	-	-	-	-
Other manufacturing plants....	-	-	-	8.5	2	-	151.1	28	-	6.9	1	-
Other establishments.....	-	-	-	-	-	-	(D)	(D)	-	-	-	-
To all other customers:												
Wholesalers.....	23.6	15	9	48.1	14	20	19.0	3	5	88.7	7	-
Retailers.....	133.9	83	12	163.2	48	16	(3.1)	1	45	7.9	1	-
Manufacturers.....	2.2	1	27	56.9	17	11	112.0	21	4	773.6	58	-
Commercial and industrial users, construction, State and local governments, and institutions.....	(Z)	(Z)	-	(2.8)	1	53	30.6	6	9	8.6	1	-
Individuals, households, and farmers.....	(Z)	(Z)	-	(2.3)	1	78	-	-	-	-	-	-
Federal Government.....	0.1	(Z)	-	(26.7)	8	43	(D)	(D)	(X)	-	-	-
Export.....	(Z)	(Z)	67	4.5	1	-	(D)	(D)	-	5.5	(Z)	-
Other.....	-	-	-	-	-	-	-	-	-	-	-	-
Adjustment ratio....	1.35	(X)	(X)	1.50	(X)	(X)	0.95	(X)	(X)	1.40	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Pressed and blown glass (primary products of SIC 3229)			Producers of purchased glass, except laminated (primary products of SIC 3231)			Structural clay products, except refractories (primary products of SIC 3251, 3253, 3259)			Refractories, clay and nonclay (primary products of SIC 3255, 3297)		
Shipments by all companies, total.....	880.4	100	(X)	836.5	100	(X)	615.8	100	(X)	537.9	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	230.0	26	-	222.3	27	-	23.3	4	-	219.1	41	-
Merchant wholesale establishments.....	-	-	-	(2.6)	(Z)	66	-	-	-	(Z)	(Z)	-
Retail stores or outlets.....	(D)	(D)	-	0.3	(Z)	20	(0.8)	(Z)	80	-	-	-
Other manufacturing plants....	84.8	10	-	120.4	14	-	(3.4)	1	39	4.5	1	-
Other establishments.....	(D)	(D)	-	23.7	3	-	(3.7)	1	87	0.6	(Z)	-
To all other customers:												
Wholesalers.....	94.7	11	2	101.7	12	8	220.5	36	10	(16.6)	3	47
Retailers.....	47.7	5	1	102.7	12	29	94.6	15	12	1.0	(Z)	22
Manufacturers.....	330.4	38	2	169.0	20	6	6.4	1	13	224.5	42	5
Commercial and industrial users, construction, State and local governments, and institutions.....	73.5	8	10	72.5	9	16	216.3	35	3	51.2	10	20
Individuals, households, and farmers.....	4.4	1	(Z)	0.8	(Z)	22	24.8	4	16	0.1	(Z)	-
Federal Government.....	6.4	1	28	(3.6)	(Z)	34	3.4	1	-	1.7	(Z)	2
Export.....	4.2	1	(Z)	11.2	1	11	2.1	(Z)	6	18.6	3	1
Other.....	(D)	(D)	-	(2.6)	(Z)	82	16.2	3	23	-	-	-
Adjustment ratio....	0.97	(X)	(X)	1.20	(X)	(X)	1.36	(X)	(X)	1.13	(X)	(X)
	Vitreous plumbing fixtures (primary products of SIC 3261)			Vitreous china and earthenware food utensils; pottery products, n.e.c. (primary products of SIC 3262, 3263, 3269)			Gypsum products (primary products of SIC 3275)			Abrasive products (primary products of SIC 3291)		
Shipments by all companies, total.....	148.9	100	(X)	212.3	100	(X)	362.4	100	(X)	734.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	69.0	46	-	1.0	(Z)	-	285.6	79	2	135.7	18	-
Merchant wholesale establishments.....	-	-	-	-	-	-	(D)	(D)	(X)	-	-	-
Retail stores or outlets.....	0.1	(Z)	-	-	-	-	(D)	(D)	(X)	-	-	-
Other manufacturing plants....	0.5	(Z)	-	0.3	(Z)	-	(D)	(D)	(X)	12.4	2	-
Other establishments.....	-	-	-	-	-	-	(D)	(D)	-	1.8	(Z)	-
To all other customers:												
Wholesalers.....	68.0	46	17	111.5	53	5	35.8	10	2	194.6	27	18
Retailers.....	3.5	2	-	63.7	30	7	15.6	4	3	76.5	10	12
Manufacturers.....	7.7	5	13	4.4	2	-	(D)	(D)	-	219.4	30	16
Commercial and industrial users, construction, State and local governments, and institutions.....	(Z)	(Z)	-	16.3	8	4	(8.7)	2	66	59.6	8	27
Individuals, households, and farmers.....	0.1	(Z)	-	4.2	2	-	(0.1)	(Z)	53	0.2	(Z)	8
Federal Government.....	(Z)	(Z)	-	1.5	1	-	-	-	-	(3.0)	(Z)	35
Export.....	0.5	(Z)	-	1.2	1	-	-	-	-	31.3	4	5
Other.....	(Z)	(Z)	-	(9.1)	4	97	-	-	-	-	-	-
Adjustment ratio....	1.22	(X)	(X)	1.19	(X)	(X)	0.99	(X)	(X)	1.40	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Gaskets and insulations (primary products of SIC 3293)			Ready-mixed concrete, lime, cut stone, ground minerals, and nonmetallic mineral products, n.e.c. (primary products of SIC 3273, 3274, 3281, 3295, 3299)			Blast furnace and basic steel products; nonferrous rolling mill products; wire products (primary products of SIC 331, 335, 3391, 3481)			Iron and steel castings (primary products of SIC 332)		
Shipments by all companies, total.....	340.5	100	(X)	3,063.6	100	(X)	33,805.3	100	(X)	4,367.3	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	45.5	13	-	89.2	3	8	9,475.9	28	-	297.3	7	-
Merchant wholesale establishments.....	3.8	1	-	-	-	-	526.9	2	-	-	-	-
Retail stores or outlets.....	-	-	-	11.0	(Z)	-	32.1	(Z)	-	1.5	(Z)	-
Other manufacturing plants....	0.1	(Z)	-	27.5	1	(Z)	4,799.9	14	(Z)	1,118.5	26	(Z)
Other establishments.....	-	-	-	(3.4)	(Z)	48	31.9	(Z)	-	0.7	(Z)	-
To all other customers:												
Wholesalers.....	39.0	11	21	415.4	14	7	1,534.6	5	2	253.9	6	5
Retailers.....	(12.0)	4	38	263.7	9	24	239.4	1	4	53.5	1	17
Manufacturers.....	194.5	57	11	202.2	7	9	15,577.2	46	(Z)	2,137.9	49	2
Commercial and industrial users, construction, State and local governments, and institutions.....	(26.0)	8	43	1,780.4	59	6	995.5	3	1	466.6	11	4
Individuals, households, and farmers.....	-	-	-	182.4	6	15	38.7	(Z)	23	3.5	(Z)	3
Federal Government.....	(15.5)	5	72	(40.1)	1	35	381.9	1	(Z)	7.2	(Z)	8
Export.....	3.2	1	5	(20.1)	1	33	202.1	1	(Z)	18.2	(Z)	4
Other.....	0.4	(Z)	-	28.6	1	18	49.7	(Z)	2	14.1	(Z)	2
Adjustment ratio....	1.29	(X)	(X)	1.44	(X)	(X)	0.92	(X)	(X)	1.17	(X)	(X)
	Nonferrous smelter and refinery products (primary products of SIC 333, 3341)			Nonferrous castings (primary products of SIC 336)			Nonferrous forgings, metal powders, and primary metal products, n.e.c. (primary products of SIC 3392, 3399)			Hand and edge tools; handsaws and saw blades (primary products of SIC 3423, 3425)		
Shipments by all companies, total.....	4,764.0	100	(X)	1,869.0	100	(X)	939.5	100	(X)	913.1	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	544.6	11	-	45.3	2	-	72.3	8	-	129.3	14	2
Merchant wholesale establishments.....	-	-	-	6.9	(Z)	-	-	-	-	0.3	(Z)	-
Retail stores or outlets.....	-	-	-	3.1	(Z)	-	-	-	-	-	-	-
Other manufacturing plants....	1,396.5	29	(Z)	203.8	11	-	63.7	7	-	17.8	2	-
Other establishments.....	120.2	3	-	0.1	(Z)	-	0.7	(Z)	-	1.9	(Z)	-
To all other customers:												
Wholesalers.....	177.1	4	7	84.8	5	19	122.2	13	10	415.5	46	6
Retailers.....	17.6	(Z)	16	(55.3)	3	32	(6.3)	1	42	61.8	7	4
Manufacturers.....	1,828.0	38	2	1,297.3	69	6	570.4	61	6	132.0	14	22
Commercial and industrial users, construction, State and local governments, and institutions.....	481.0	11	1	81.9	4	25	33.5	3	24	49.1	6	29
Individuals, households, and farmers.....	(Z)	(Z)	61	(0.8)	(Z)	56	(Z)	(Z)	-	(0.1)	(Z)	37
Federal Government.....	11.0	(Z)	1	32.5	2	3	60.0	6	1	59.8	7	16
Export.....	109.0	2	4	11.8	1	2	7.8	1	-	40.7	4	5
Other.....	66.2	1	11	42.4	2	2	1.3	(Z)	-	1.4	(Z)	-
Adjustment ratio....	1.12	(X)	(X)	1.18	(X)	(X)	1.14	(X)	(X)	1.21	(X)	(X)

See footnotes at end of table.



TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer  
and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Hardware, n.e.c. (primary products of SIC 3429)			Metal plumbing fixtures and fittings (primary products of SIC 3431, 3432)			Heating equipment, except electric (primary products of SIC 3433)			Fabricated structural steel (primary products of SIC 3441)		
Shipments by all companies, total.....	2,188.2	100	(X)	617.7	100	(X)	954.4	100	(X)	2,561.5	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	137.5	6	4	149.7	24	-	165.3	17	-	282.7	11	-
Merchant wholesale establishments.....	(Z)	(Z)	-	0.2	(Z)	-	14.3	2	-	16.6	1	-
Retail stores or outlets.....	0.3	(Z)	-	-	-	-	0.2	(Z)	-	-	-	-
Other manufacturing plants....	709.2	32	-	4.1	1	-	18.8	2	-	33.4	1	6
Other establishments.....	8.8	(Z)	-	(Z)	(Z)	-	-	-	-	11.6	(Z)	21
To all other customers:												
Wholesalers.....	397.8	18	5	343.6	56	5	334.2	35	7	120.1	5	13
Retailers.....	117.4	5	7	50.6	8	1	117.8	12	7	62.9	2	13
Manufacturers.....	618.7	28	5	40.3	7	14	86.4	9	13	270.5	11	6
Commercial and industrial users, construction, State and local governments, and institutions.....	109.2	5	7	<sup>3</sup> 19.2	<sup>3</sup> 3	<sup>3</sup> 10	<sup>4</sup> 171.2	<sup>4</sup> 18	<sup>4</sup> 4	<sup>5</sup> 1,629.9	<sup>5</sup> 64	<sup>5</sup> 5
Individuals, households, and farmers.....	(2.2)	(Z)	64	0.1	(Z)	29	(6.7)	1	57	(17.5)	1	32
Federal Government.....	40.9	2	9	2.6	(Z)	(Z)	(8.4)	1	32	57.1	2	7
Export.....	41.7	2	2	7.6	1	1	19.2	2	4	19.2	1	24
Other.....	10.0	(Z)	17	0.2	(Z)	-	9.8	1	-	30.9	1	18
Adjustment ratio....	1.18	(X)	(X)	1.28	(X)	(X)	1.38	(X)	(X)	1.10	(X)	(X)
	Fabricated platework (boiler shop products) (primary products of SIC 3443)			Sheet metalwork (primary products of SIC 3444)			Miscellaneous metalwork (primary products of SIC 3449)			Screw machine products (primary products of SIC 3451)		
Shipments by all companies, total.....	2,589.4	100	(X)	1,687.0	100	(X)	1,116.5	100	(X)	1,036.1	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	567.4	22	(Z)	245.1	15	-	266.5	24	-	6.1	1	(Z)
Merchant wholesale establishments.....	7.7	(Z)	-	13.9	1	-	1.6	(Z)	-	-	-	-
Retail stores or outlets.....	3.4	(Z)	-	-	-	-	0.3	(Z)	-	-	-	-
Other manufacturing plants....	93.2	4	-	15.2	1	-	7.3	1	-	(18.0)	2	42
Other establishments.....	0.1	(Z)	-	19.4	1	-	3.1	(Z)	-	-	-	-
To all other customers:												
Wholesalers.....	157.1	6	14	252.2	15	12	186.1	17	7	81.4	8	14
Retailers.....	43.4	2	12	100.6	6	13	88.1	8	4	(10.0)	1	52
Manufacturers.....	579.1	22	4	315.0	19	10	53.0	5	2	830.5	80	9
Commercial and industrial users, construction, State and local governments, and institutions.....	899.5	35	3	<sup>6</sup> 446.9	<sup>6</sup> 38	<sup>6</sup> 5	485.3	44	6	25.5	2	27
Individuals, households, and farmers.....	11.5	(Z)	17	22.6	1	27	(7.6)	1	67	-	-	-
Federal Government.....	157.8	6	2	32.5	2	2	9.4	1	1	(59.7)	6	68
Export.....	52.6	2	1	21.9	1	17	5.9	1	(Z)	1.8	(Z)	28
Other.....	15.7	1	11	8.6	1	26	(4.2)	(Z)	50	(0.6)	(Z)	58
Adjustment ratio....	1.33	(X)	(X)	1.17	(X)	(X)	1.27	(X)	(X)	1.03	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Bolts, nuts, rivets, and washers (primary products of SIC 3452)			Electroplating, polishing, coating, and other metal services (primary products of SIC 347)			Metal barrels, drums, and pails (primary products of SIC 3491)			Safes and vaults, collapsible tubes, pipe and fittings, and miscellaneous fabricated metal products primary products of SIC 3492, 3496, 3498, 3499		
Shipments by all companies, total.....	1,613.1	100	(X)	1,160.4	100	(X)	378.2	100	(X)	1,789.6	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	113.7	7	-	18.6	2	1	92.6	24	-	346.1	19	1
Merchant wholesale establishments.....	4.6	(Z)	-	-	-	-	-	-	-	14.6	1	-
Retail stores or outlets.....	-	-	-	(0.1)	(Z)	87	-	-	-	0.3	(Z)	-
Other manufacturing plants....	86.6	5	10	24.3	2	-	9.6	3	-	51.0	3	1
Other establishments.....	(D)	(D)	-	-	-	-	0.1	(Z)	-	5.6	(Z)	-
To all other customers:												
Wholesalers.....	223.6	14	7	128.3	11	19	7.5	2	11	332.1	19	13
Retailers.....	26.1	2	7	(80.4)	7	39	0.6	(Z)	-	113.8	6	6
Manufacturers.....	915.2	57	2	766.7	66	12	137.8	36	25	534.7	30	5
Commercial and industrial users, construction, State and local governments, and institutions.....	165.7	10	9	83.5	7	19	129.8	34	9	244.0	14	6
Individuals, households, and farmers.....	(D)	(D)	(X)	(4.5)	(Z)	82	0.3	(Z)	-	(9.6)	1	42
Federal Government.....	57.2	4	11	26.9	2	13	0.5	(Z)	4	83.5	5	20
Export.....	17.2	1	7	2.8	(Z)	-	0.8	(Z)	13	19.6	1	3
Other.....	3.1	(Z)	(Z)	(22.3)	2	39	-	-	-	30.9	2	1
Adjustment ratio....	1.27	(X)	(X)	1.31	(X)	(X)	1.31	(X)	(X)	1.21	(X)	(X)
	Valves and pipe fittings (primary products of SIC 3494)			Metal foil and leaf (primary products of SIC 3497)			Steam engines and turbines (primary products of SIC 3511)			Internal combustion engines, n.e.c. (primary products of SIC 3519)		
Shipments by all companies, total.....	2,103.0	100	(X)	385.6	100	(X)	1,059.2	100	(X)	2,187.6	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	243.4	12	3	116.6	30	-	545.9	52	-	328.4	15	-
Merchant wholesale establishments.....	1.7	-	-	(Z)	(Z)	-	-	-	-	(Z)	(Z)	-
Retail stores or outlets.....	-	-	-	-	-	-	-	-	-	-	-	-
Other manufacturing plants....	58.1	3	-	34.0	9	-	92.4	9	-	670.6	31	-
Other establishments.....	12.7	1	-	-	-	-	-	-	-	-	-	-
To all other customers:												
Wholesalers.....	592.5	28	2	53.2	14	23	2.4	(D)	-	166.0	8	(Z)
Retailers.....	73.1	3	12	9.7	3	-	-	-	-	68.7	3	6
Manufacturers.....	596.8	28	3	138.4	36	5	174.9	17	(Z)	498.7	23	(Z)
Commercial and industrial users, construction, State and local governments, and institutions.....	326.7	16	6	19.1	5	-	58.2	5	-	147.8	7	(Z)
Individuals, households, and farmers.....	(0.4)	(Z)	40	0.2	(Z)	-	-	-	-	2.0	(Z)	-
Federal Government.....	(75.0)	4	31	3.1	1	-	104.5	10	-	241.1	11	(Z)
Export.....	82.7	4	2	7.6	2	13	74.9	7	-	69.6	3	(Z)
Other.....	33.2	2	9	5.0	1	-	2.4	(Z)	-	-	-	-
Adjustment ratio....	1.19	(X)	(X)	1.27	(X)	(X)	1.19	(X)	(X)	1.23	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Farm machinery (primary products of SIC 3522)			Construction machinery (primary products of SIC 3531)			Mining machinery and equipment (primary products of SIC 3532)			Oilfield machinery (primary products of SIC 3533)		
Shipments by all companies, total.....	4,077.3	100	(X)	3,766.6	100	(X)	521.5	100	(X)	660.8	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	2,309.4	57	(Z)	1,761.7	47	-	90.5	17	-	162.8	25	5
Merchant wholesale establishments.....	(D)	(D)	(X)	24.7	1	-	(D)	(D)	-	6.8	1	-
Retail stores or outlets.....	(D)	(D)	-	0.6	(Z)	-	(D)	(D)	-	1.1	(Z)	-
Other manufacturing plants....	118.3	3	-	152.5	4	-	12.8	2	-	8.0	1	-
Other establishments.....	(D)	(D)	-	2.2	(Z)	-	(D)	(D)	-	22.1	3	-
To all other customers:												
Wholesalers.....	637.0	16	4	418.5	11	3	(35.4)	7	44	86.6	13	13
Retailers.....	396.4	10	4	387.7	10	2	19.8	4	(Z)	71.7	11	6
Manufacturers.....	232.7	6	7	197.6	5	6	49.1	9	(Z)	28.0	4	15
Commercial and industrial users, construction, State and local governments, and institutions.....	70.3	2	4	423.7	11	1	235.0	45	5	162.8	25	10
Individuals, households, and farmers.....	57.2	1	14	(12.2)	(Z)	68	-	-	-	(Z)	(Z)	38
Federal Government.....	(19.0)	(Z)	33	188.1	5	(Z)	3.0	1	3	4.3	1	22
Export.....	246.3	6	2	185.1	5	2	38.3	7	4	82.7	13	7
Other.....	3.7	(Z)	22	17.0	(Z)	-	34.8	7	6	21.6	3	28
Adjustment ratio....	1.09	(X)	(X)	1.16	(X)	(X)	1.05	(X)	(X)	1.26	(X)	(X)
	Elevators, conveyors, hoists and cranes, and industrial trucks and tractors (primary products of SIC 3534, 3535, 3536, 3537)			Machine tools, metal- cutting types (primary products of SIC 3541)			Machine tools, metal- forming types (primary products of SIC 3542)			Special dies, tools, jigs, and fixtures primary products of SIC 3544)		
Shipments by all companies, total.....	2,117.3	100	(X)	1,907.7	100	(X)	676.5	100	(X)	2,520.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices...	415.2	20	-	229.4	12	-	27.8	4	-	39.5	2	-
Merchant wholesale establishments.....	0.3	(Z)	-	-	-	-	0.6	(Z)	-	-	-	-
Retail stores or outlets.....	28.6	1	-	(Z)	(Z)	-	-	-	-	-	-	-
Other manufacturing plants....	7.6	(Z)	-	9.5	1	-	31.0	5	1	544.6	22	1
Other establishments.....	3.8	(Z)	-	-	-	-	-	-	-	1.8	1	-
To all other customers:												
Wholesalers.....	281.1	13	20	206.7	11	8	76.5	11	15	62.3	3	18
Retailers.....	221.8	10	22	40.3	2	11	(19.7)	3	41	43.7	2	32
Manufacturers.....	437.2	21	5	1,147.8	60	3	442.4	65	4	1,667.6	66	5
Commercial and industrial users, construction, State and local governments, and institutions.....	517.6	24	6	93.9	5	10	47.3	7	19	116.8	5	19
Individuals, households, and farmers.....	(20.2)	1	60	6.8	(Z)	7	-	-	-	(0.3)	(Z)	64
Federal Government.....	103.1	5	10	42.7	2	6	5.5	1	17	20.8	1	19
Export.....	39.4	2	1	100.2	4	2	27.6	4	14	(14.7)	1	39
Other.....	43.0	2	16	26.9	1	-	1.8	(Z)	-	9.1	(Z)	32
Adjustment ratio....	1.42	(X)	(X)	1.35	(X)	(X)	1.20	(X)	(X)	1.34	(X)	(X)

See footnotes at end of table.



TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Metalworking machinery, n.e.c. (primary products of SIC 3548)			Textile machinery (primary products of SIC 3552)			Printing trades machinery (primary products of SIC 3555)			Special industry machinery, n.e.c. (primary products of SIC 3559)		
Shipments by all companies, total.....	1,028.0	100	(X)	652.6	100	(X)	656.0	100	(X)	1,670.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	145.3	14	-	91.1	14	-	140.4	21	-	107.3	6	-
Merchant wholesale establishments.....	24.0	2	-	-	-	-	-	-	-	6.7	(Z)	-
Retail stores or outlets.....	4.5	(Z)	-	-	-	-	-	-	-	-	-	-
Other manufacturing plants....	29.2	3	-	14.3	2	-	19.7	3	-	57.6	3	(Z)
Other establishments.....	-	-	-	-	-	-	(D)	(D)	-	50.4	3	-
To all other customers:												
Wholesalers.....	153.9	15	8	(5.1)	1	44	23.0	4	21	113.4	7	10
Retailers.....	73.9	7	9	8.5	1	21	(5.2)	1	36	34.8	2	5
Manufacturers.....	409.1	40	3	421.2	65	18	173.9	27	6	837.5	50	3
Commercial and industrial users, construction, State and local governments, and institutions.....	93.0	9	5	(78.6)	12	31	244.7	38	2	362.8	22	6
Individuals, households, and farmers.....	(0.6)	(Z)	81	(D)	(D)	(X)	-	-	-	1.9	(Z)	1
Federal Government.....	14.7	1	9	(D)	(D)	(X)	(D)	(D)	(X)	15.7	1	15
Export.....	78.0	8	2	30.0	5	5	36.5	6	5	81.3	5	3
Other.....	(5.3)	1	43	-	-	-	(8.9)	1	31	(3.9)	(Z)	68
Adjustment ratio.....	1.14	(X)	(X)	1.05	(X)	(X)	0.96	(X)	(X)	1.18	(X)	(X)
	Pumps and compressors (primary products of SIC 3561)			Ball and roller bearings (primary products of SIC 3562)			Blowers and fans; power transmission, industrial furnaces, and other general industrial machinery (primary products of SIC 3564, 3566, 3567, 3569)			Typewriters (primary products of SIC 3572)		
Shipments by all companies, total.....	1,947.5	100	(X)	1,292.2	100	(X)	3,098.0	100	(X)	508.1	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	331.2	17	1	238.4	18	-	442.7	14	-	427.6	84	-
Merchant wholesale establishments.....	1.9	(Z)	-	(D)	(D)	-	2.3	(Z)	-	(Z)	(Z)	-
Retail stores or outlets.....	8.8	(Z)	-	(D)	(D)	-	0.6	(Z)	-	5.0	1	-
Other manufacturing plants....	45.1	2	-	351.1	27	-	110.5	4	-	(Z)	(Z)	-
Other establishments.....	1.9	(Z)	-	(D)	(D)	-	1.1	(Z)	-	0.2	(Z)	-
To all other customers:												
Wholesalers.....	329.3	17	4	56.5	4	3	319.7	10	8	58.1	11	-
Retailers.....	51.9	3	4	3.8	(Z)	5	201.1	6	11	-	-	-
Manufacturers.....	371.7	19	7	444.0	34	1	1,194.1	39	3	0.5	(Z)	-
Commercial and industrial users, construction, State and local governments, and institutions.....	520.9	27	17	59.5	5	(Z)	576.1	19	6	0.1	(Z)	-
Individuals, households, and farmers.....	12.5	1	22	-	-	-	2.5	(Z)	6	0.3	(Z)	-
Federal Government.....	89.9	5	1	31.7	2	(Z)	133.5	4	1	1.7	(Z)	-
Export.....	135.5	7	6	26.1	2	(Z)	102.4	3	3	12.4	2	-
Other.....	43.5	2	-	(D)	(D)	(X)	14.7	(Z)	28	-	-	-
Adjustment ratio.....	1.35	(X)	(X)	0.95	(X)	(X)	1.17	(X)	(X)	1.18	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Scales and balances (primary products of SIC 3576)			Office machines, n.e.c. (primary products of SIC 3579)			Service industry machines, except refrigeration machinery (primary products of SIC 3581, 3582, 3586, 3589)			Refrigeration machinery (primary products of SIC 3585)		
Shipments by all companies, total.....	131.4	100	(X)	417.7	100	(X)	1,139.9	100	(X)	3,469.0	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	27.8	21	-	203.8	49	-	76.8	7	-	838.4	24	-
Merchant wholesale establishments.....	-	-	-	-	-	-	6.0	1	20	165.6	5	-
Retail stores or outlets.....	-	-	-	-	-	-	(Z)	(Z)	-	-	-	-
Other manufacturing plants.....	-	-	-	2.0	(Z)	-	11.1	1	-	494.7	14	-
Other establishments.....	-	-	-	-	-	-	1.8	(Z)	-	94.6	3	8
To all other customers:												
Wholesalers.....	(21.2)	16	38	52.5	13	4	424.2	37	8	540.4	16	3
Retailers.....	3.2	2	(Z)	27.1	6	17	69.8	6	11	287.2	8	3
Manufacturers.....	(10.6)	8	46	22.2	5	-	80.7	7	27	595.5	17	2
Commercial and industrial users, construction, State and local governments, and institutions.....	54.6	42	28	30.1	7	12	374.7	33	13	7253.0	77	74
Individuals, households, and farmers.....	(Z)	(Z)	42	(D)	(D)	(X)	4.6	(Z)	1	24.9	1	1
Federal Government.....	(5.2)	4	67	(57.1)	14	74	29.8	3	8	47.9	1	2
Export.....	4.4	3	26	10.4	2	8	50.4	4	3	90.0	3	2
Other.....	4.3	3	(Z)	(D)	(D)	(X)	6.6	1	(X)	28.5	1	-
Adjustment ratio.....	1.28	(X)	(X)	1.02	(X)	(X)	1.22	(X)	(X)	1.24	(X)	(X)
	Electric measuring instruments (primary products of SIC 3611)			Transformers (primary products of SIC 3612)			Switchgear and switchboard apparatus and industrial controls (primary products of SIC 3613, 3622)			Motors and generators (primary products of SIC 3621)		
Shipments by all companies, total.....	1,116.2	100	(X)	1,133.5	100	(X)	2,670.0	100	(X)	2,319.1	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	406.2	35	(Z)	553.2	49	-	920.0	34	-	736.0	32	-
Merchant wholesale establishments.....	4.2	(Z)	-	(D)	(D)	-	60.8	2	-	8.0	(Z)	-
Retail stores or outlets.....	(Z)	(Z)	-	(D)	(D)	-	10.3	(Z)	-	4.6	(Z)	-
Other manufacturing plants.....	40.9	4	-	31.7	3	-	122.5	5	(Z)	313.7	14	-
Other establishments.....	37.2	3	-	(D)	(D)	-	18.4	1	-	0.6	(Z)	-
To all other customers:												
Wholesalers.....	52.5	5	9	31.5	3	(Z)	437.0	16	4	137.1	6	7
Retailers.....	11.0	1	8	(16.6)	1	36	18.2	1	7	16.4	1	-
Manufacturers.....	269.5	23	8	148.3	13	5	492.4	18	6	645.2	28	8
Commercial and industrial users, construction, State and local governments, and institutions.....	131.7	11	6	281.1	25	4	378.0	14	3	174.8	8	1
Individuals, households, and farmers.....	(5.3)	(Z)	69	-	-	-	(7.0)	(Z)	30	6.9	(Z)	1
Federal Government.....	90.6	8	5	(16.7)	1	35	73.5	3	6	195.2	8	2
Export.....	114.9	10	6	21.6	2	-	122.1	5	1	65.1	3	1
Other.....	5.8	(Z)	-	(D)	(D)	-	8.3	(Z)	3	23.8	1	-
Adjustment ratio.....	1.24	(X)	(X)	1.03	(X)	(X)	1.15	(X)	(X)	1.33	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Welding apparatus (primary products of SIC 3623)			Carbon and graphite products and miscellaneous electrical industrial apparatus (primary products of SIC 3624, 3629)			Electrical household appliances (primary products of SIC 363)			Electric lamps (primary products of SIC 3641)		
Shipments by all companies, total.....	432.9	100	(X)	694.4	100	(X)	4,505.9	100	(X)	756.4	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	90.2	21	-	69.4	10	-	1,198.9	27	-	438.6	58	-
Merchant wholesale establishments.....	-	-	-	2.7	(Z)	-	810.7	18	-	(D)	(D)	-
Retail stores or outlets.....	(D)	(D)	-	-	-	-	94.1	2	(Z)	(D)	(D)	-
Other manufacturing plants.....	18.0	4	-	63.1	9	-	102.1	2	-	23.3	3	-
Other establishments.....	(D)	(D)	-	-	-	-	(D)	(D)	-	(D)	(D)	-
To all other customers:												
Wholesalers.....	115.6	27	11	43.8	6	7	909.7	20	3	127.5	17	4
Retailers.....	(17.1)	4	48	31.8	5	17	891.3	20	1	82.8	11	10
Manufacturers.....	91.9	21	10	339.7	49	3	151.4	3	2	31.4	4	14
Commercial and industrial users, construction, State and local governments, and institutions.....	(50.9)	12	37	109.9	16	5	<sup>8</sup> 130.7	<sup>8</sup> 3	<sup>8</sup> 8	4.5	1	-
Individuals, households, and farmers.....	0.1	(Z)	4	(0.2)	(Z)	71	(D)	(D)	(X)	(D)	(D)	-
Federal Government.....	10.0	2	25	5.8	1	28	99.3	2	3	6.2	1	-
Export.....	27.3	6	13	27.0	4	2	108.0	2	2	16.9	2	-
Other.....	(D)	(D)	-	(Z)	(Z)	-	9.3	(Z)	(Z)	-	-	-
Adjustment ratio.....	0.96	(X)	(X)	1.21	(X)	(X)	1.07	(X)	(X)	1.04	(X)	(X)
	Lighting fixtures (primary products of SIC 3642)			Wiring devices (primary products of SIC 3643, 3644)			Radio and TV receiving sets (primary products of SIC 3651)			Phonograph records (primary products of SIC 3652)		
Shipments by all companies, total.....	1,511.8	100	(X)	1,333.3	100	(X)	3,568.2	100	(X)	271.0	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	130.5	9	-	163.2	12	-	1,159.1	32	-	61.9	23	-
Merchant wholesale establishments.....	12.4	1	-	4.3	(Z)	-	839.3	24	-	(D)	(D)	-
Retail stores or outlets.....	-	-	-	-	-	-	2.8	(Z)	-	-	-	-
Other manufacturing plants.....	146.0	10	-	47.2	4	7	261.5	7	-	(D)	(D)	-
Other establishments.....	0.4	(Z)	-	0.5	(Z)	-	(D)	(D)	-	(D)	(D)	-
To all other customers:												
Wholesalers.....	623.0	41	6	581.7	43	7	293.8	8	2	73.4	27	7
Retailers.....	262.2	17	10	25.2	2	5	705.3	20	1	15.4	6	19
Manufacturers.....	106.3	7	6	286.1	21	6	150.5	4	8	33.3	12	-
Commercial and industrial users, construction, State and local governments, and institutions.....	159.5	10	15	121.5	9	2	19.5	1	1	(5.4)	2	70
Individuals, households, and farmers.....	(6.5)	(Z)	38	(Z)	(Z)	-	9.5	(Z)	8	49.1	18	-
Federal Government.....	36.2	2	20	76.4	6	1	20.8	1	(Z)	(D)	(D)	-
Export.....	14.9	1	12	31.7	2	(Z)	53.4	2	(Z)	(D)	(D)	-
Other.....	(8.4)	1	39	2.1	(Z)	-	(D)	(Z)	-	(D)	(D)	-
Adjustment ratio.....	1.23	(X)	(X)	1.24	(X)	(X)	1.08	(X)	(X)	1.02	(X)	(X)

See footnotes at end of table.



TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Telephone and telegraph apparatus (primary products of SIC 3661)			Radio and TV communication equipment (primary products of SIC 3662)			Electron tubes and semiconductors (primary products of SIC 3671, 3672, 3673, 3674)			Electronic components, n.e.c. (primary products of SIC 3679)		
Shipments by all companies, total.....	2,248.2	100	(X)	7,455.1	100	(X)	2,542.3	100	(X)	4,420.1	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	1,684.2	75	-	929.6	(12)	-	994.6	39	-	185.6	4	-
Merchant wholesale establishments.....	-	-	-	26.6	(Z)	-	13.3	1	-	(Z)	(Z)	-
Retail stores or outlets.....	-	-	-	0.1	(Z)	-	(D)	(D)	-	0.2	(Z)	-
Other manufacturing plants.....	290.4	13	-	187.0	3	-	450.9	18	-	1,392.8	32	(Z)
Other establishments.....	(D)	(D)	-	8.5	(Z)	-	12.5	(Z)	-	1.1	(Z)	-
To all other customers:												
Wholesalers.....	14.7	1	7	152.1	2	12	94.6	4	3	209.2	5	4
Retailers.....	(D)	(D)	(X)	74.6	1	7	12.3	(Z)	9	63.5	1	15
Manufacturers.....	17.7	1	(Z)	1,073.5	14	2	563.9	22	3	1,945.3	44	4
Commercial and industrial users, construction, State and local governments, and institutions.....	118.6	5	3	467.8	6	-	76.0	3	9	236.2	5	7
Individuals, households, and farmers.....	-	-	-	60.9	1	(Z)	(D)	(D)	-	5.0	(Z)	(Z)
Federal Government.....	81.1	4	-	4,146.9	56	(Z)	168.2	7	3	231.7	5	8
Export.....	14.3	1	(Z)	217.6	3	2	90.1	4	3	76.1	2	6
Other.....	(D)	(D)	-	105.2	1	15	53.5	2	-	55.6	1	(Z)
Adjustment ratio.....	1.00	(X)	(X)	1.19	(X)	(X)	1.06	(X)	(X)	1.16	(X)	(X)
	Primary batteries, dry and wet (primary products of SIC 3692)			Engine electrical equipment (primary products of SIC 3694)			Motor vehicles (primary products of SIC 3711)			Truck and bus bodies (primary products of SIC 3713)		
Shipments by all companies, total.....	327.9	100	(X)	1,220.2	100	(X)	25,921.7	100	(X)	595.4	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	100.1	31	-	50	(Z)	-	<sup>9</sup> 4,928.8	19	-	22.0	4	-
Merchant wholesale establishments.....	-	-	-	-	-	-	-	-	-	5.1	1	-
Retail stores or outlets.....	-	-	-	-	-	-	(D)	(D)	-	(Z)	(Z)	-
Other manufacturing plants.....	4.3	1	-	595.9	49	-	21.7	(Z)	-	0.8	(Z)	-
Other establishments.....	-	-	-	-	-	-	32.5	(Z)	-	0.1	(Z)	-
To all other customers:												
Wholesalers.....	114.2	35	-	260.0	21	6	271.8	1	2	149.2	25	11
Retailers.....	21.5	7	-	(6.0)	(Z)	52	19,146.8	74	(Z)	106.0	18	10
Manufacturers.....	53.0	16	-	273.2	22	5	119.4	(Z)	4	117.3	20	16
Commercial and industrial users, construction, State and local governments, and institutions.....	1.5	(Z)	-	11.8	1	1	166.4	(Z)	2	<sup>10</sup> 113.1	<sup>10</sup> 19	<sup>10</sup> 9
Individuals, households, and farmers.....	1.7	1	-	(Z)	(Z)	64	(1.4)	(Z)	51	(16.9)	3	33
Federal Government.....	30.6	9	-	(48.2)	4	42	530.6	2	(Z)	48.6	8	10
Export.....	1.2	(Z)	-	19.2	2	(Z)	522.8	2	(Z)	10.1	2	10
Other.....	0.1	(Z)	-	(0.2)	(Z)	54	(D)	(D)	-	(5.3)	1	40
Adjustment ratio.....	1.36	(X)	(X)	1.25	(X)	(X)	1.07	(X)	(X)	1.17	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Aircraft and complete guided missiles (primary products of SIC 1925, 3721)			Aircraft engines and miscellaneous aircraft equipment (primary products of SIC 3722, 3729)			Ship building and repairing (primary products of SIC 3731)			Railroad equipment (primary products of SIC 374)		
Shipments by all companies, total.....	13,539.4	100	(X)	10,323.9	100	(X)	2,358.0	100	(X)	1,943.6	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	46.2	(Z)	3	556.5	5	1	-	-	-	441.8	23	-
Merchant wholesale establishments.....	29.5	(Z)	-	5.7	(Z)	-	-	-	-	-	-	-
Retail stores or outlets.....	-	-	-	5.4	(Z)	-	-	-	-	-	-	-
Other manufacturing plants.....	461.8	3	-	1,825.3	18	(Z)	11.1	(Z)	-	57.0	3	-
Other establishments.....	8.8	(Z)	-	0.5	(Z)	-	7.6	(Z)	-	116.3	6	-
To all other customers:												
Wholesalers.....	250.6	2	2	41.3	(Z)	6	17.8	1	7	28.3	1	15
Retailers.....	(7.5)	(Z)	38	37.1	(Z)	6	5.3	(Z)	-	(D)	(D)	-
Manufacturers.....	614.2	5	(Z)	2,331.6	23	1	37.4	2	1	(155.7)	8	30
Commercial and industrial users, construction, State and local governments, and institutions.....	2,933.0	22	(Z)	585.9	6	(Z)	734.9	31	2	1,046.1	54	(Z)
Individuals, households, and farmers.....	133.1	1	(Z)	31.0	(Z)	(Z)	76.2	3	5	-	-	-
Federal Government.....	8,485.8	63	(Z)	4,421.3	43	(Z)	1,391.4	59	1	(D)	(D)	(X)
Export.....	587.2	4	(Z)	249.9	2	(Z)	16.0	1	-	62.0	3	(Z)
Other.....	38.1	(Z)	-	253.0	2	(Z)	64.5	3	18	6.1	(Z)	9
Adjustment ratio.....	1.11	(X)	(X)	0.90	(X)	(X)	1.17	(X)	(X)	1.00	(X)	(X)
	Engineering and scientific instruments (primary products of SIC 3811)			Mechanical measuring and control devices (primary products of SIC 382)			Optical instruments and lenses (primary products of SIC 3831)			Ophthalmic goods (primary products of SIC 3851)		
Shipments by all companies, total.....	1,076.3	100	(X)	1,893.0	100	(X)	451.9	100	(X)	377.5	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	46.6	4	1	164.3	9	-	39.6	9	-	95.3	25	-
Merchant wholesale establishments.....	4.9	(Z)	-	10.6	1	-	0.5	(Z)	-	-	-	-
Retail stores or outlets.....	(D)	(D)	-	0.5	(Z)	-	-	-	-	-	-	-
Other manufacturing plants.....	28.0	3	(Z)	101.9	5	-	7.7	2	-	22.5	6	-
Other establishments.....	-	-	-	36.1	2	-	0.1	(Z)	-	-	-	-
To all other customers:												
Wholesalers.....	64.4	6	9	182.7	10	5	45.1	10	6	125.8	33	9
Retailers.....	25.5	2	20	28.5	2	15	32.9	7	5	41.4	11	24
Manufacturers.....	286.7	27	2	624.0	33	2	80.2	18	3	47.1	12	13
Commercial and industrial users, construction, State and local governments, and institutions.....	231.4	22	29	475.9	25	3	93.4	21	3	18.1	5	3
Individuals, households, and farmers.....	(D)	(D)	(X)	0.6	(Z)	1	(5.0)	1	81	(0.5)	(Z)	47
Federal Government.....	346.1	32	19	107.2	6	3	114.3	25	2	14.7	4	(Z)
Export.....	34.4	3	6	156.2	8	3	32.1	7	(Z)	12.3	3	2
Other.....	(6.2)	1	46	(3.0)	(Z)	35	-	-	-	0.1	(Z)	-
Adjustment ratio.....	1.09	(X)	(X)	1.17	(X)	(X)	1.19	(X)	(X)	1.18	(X)	(X)

See footnotes at end of table.

TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
	Photographic equipment and supplies (primary products of SIC 3861)			Watches and clocks (primary products of SIC 3871)			Jewelry, silverware, and plated ware (primary products of SIC 391)			Musical instruments and parts (primary products of SIC 3931)		
Shipments by all companies, total.....	3,138.0	100	(X)	663.5	100	(X)	1,151.3	100	(X)	401.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	1,640.7	52	-	192.1	29	-	59.6	5	8	99.1	25	-
Merchant wholesale establishments.....	1.8	(Z)	-	0.4	(Z)	-	-	-	-	-	-	-
Retail stores or outlets.....	0.2	(Z)	-	3.9	1	-	0.5	(Z)	-	4.6	1	-
Other manufacturing plants.....	76.9	2	-	17.8	3	-	0.7	(Z)	-	32.1	8	-
Other establishments.....	0.1	(Z)	-	0.1	(Z)	-	(Z)	(Z)	-	-	-	-
To all other customers:												
Wholesalers.....	437.4	14	5	85.9	13	3	257.3	22	9	(20.1)	5	41
Retailers.....	194.4	6	3	219.1	33	5	461.9	40	10	193.1	48	7
Manufacturers.....	168.1	5	10	65.0	10	2	187.2	16	25	(29.3)	7	38
Commercial and industrial users, construction, State and local governments, and institutions.....	79.4	2	10	25.0	4	3	39.8	3	18	(1.8)	(Z)	41
Individuals, households, and farmers.....	(0.3)	(Z)	90	4.4	1	(Z)	92.1	8	7	(7.2)	2	90
Federal Government.....	227.0	7	4	30.7	5	(Z)	21.0	2	29	0.3	(Z)	5
Export.....	304.7	10	1	18.0	3	1	34.1	3	2	(5.4)	1	40
Other.....	(0.8)	(Z)	78	0.9	(Z)	-	0.1	(Z)	-	7.4	2	-
Adjustment ratio.....	1.47	(X)	(X)	1.23	(X)	(X)	1.20	(X)	(X)	1.13	(X)	(X)
	Toys, dolls, and children's vehicles, except bicycles (primary products of SIC 3941, 3942, 3943)			Sporting and athletic goods, n.e.c. (primary products of SIC 3949)			Pens, pencils, office and art supplies (primary products of SIC 395)			Costume jewelry (primary products of SIC 3961)		
Shipments by all companies, total.....	1,265.7	100	(X)	836.4	100	(X)	696.3	100	(X)	338.2	100	(X)
To other establishments of same company:												
Sales branches, sales offices, and administrative offices....	32.4	3	-	191.0	23	-	104.2	15	-	61.2	18	-
Merchant wholesale establishments.....	4.7	(Z)	-	5.1	1	-	(D)	(D)	-	-	-	-
Retail stores or outlets.....	0.8	(Z)	-	4.7	1	-	(D)	(D)	-	4.3	1	-
Other manufacturing plants.....	4.3	(Z)	2	6.9	1	(Z)	7.6	1	-	0.3	(Z)	-
Other establishments.....	-	-	-	-	-	-	-	-	-	9.9	3	-
To all other customers:												
Wholesalers.....	613.7	48	3	216.8	26	12	228.3	33	10	116.5	34	21
Retailers.....	497.7	39	3	305.3	37	19	120.4	17	11	76.9	23	23
Manufacturers.....	(52.9)	4	30	59.2	7	13	114.2	16	18	49.7	15	16
Commercial and industrial users, construction, State and local governments, and institutions.....	(22.9)	2	46	(13.8)	2	33	68.3	10	19	8.6	3	-
Individuals, households, and farmers.....	(1.1)	(Z)	45	7.9	1	12	(2.8)	(Z)	60	8.5	3	-
Federal Government.....	(15.6)	1	32	6.3	1	19	17.5	3	17	2.4	1	-
Export.....	14.0	1	29	18.6	2	20	26.8	4	4	0.4	(Z)	-
Other.....	8.0	1	14	(0.6)	(Z)	95	(D)	(D)	-	(Z)	(Z)	-
Adjustment ratio.....	1.15	(X)	(X)	1.34	(X)	(X)	1.05	(X)	(X)	1.39	(X)	(X)

See footnotes at end of table.



TABLE 1. All Companies—Manufacturers' Shipments, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Class of customer	Artificial flowers, buttons, and needles, pins, and fasteners (primary products of SIC 3962, 3963, 3964)			Brooms and brushes, morticians' goods, and miscellaneous manufactured goods (primary products of SIC 399)		
	Value (million dollars)	Percent of total	Standard error of estimate (percent)	Value (million dollars)	Percent of total	Standard error of estimate (percent)
Shipments by all companies, total.....	551.5	100	(X)	2,498.0	100	(X)
To other establishments of same company:						
Sales branches, sales offices, and administrative offices.....	124.9	23	-	378.5	15	-
Merchant wholesale establishments.....	22.3	4	-	(11.6)	(Z)	36
Retail stores or outlets.....	-	-	-	8.9	(Z)	3
Other manufacturing plants.....	35.4	6	-	74.0	3	-
Other establishments.....	-	-	-	8.1	(Z)	-
To all other customers:						
Wholesalers.....	117.6	21	26	603.0	24	7
Retailers.....	53.4	10	14	349.0	14	8
Manufacturers.....	162.3	29	17	375.1	15	12
Commercial and industrial users, construction, State and local governments, and institutions.....	(20.7)	4	53	540.9	22	10
Individuals, households, and farmers.....	0.1	(Z)	-	12.8	1	14
Federal Government.....	9.2	2	17	80.5	3	28
Export.....	3.8	1	4	13.3	1	5
Other.....	2.3	(Z)	4	(40.0)	2	35
Adjustment ratio.....	1.19	(X)	(X)	1.29	(X)	(X)

Note: Figures in parentheses have a potential sampling error of 30 percent or more. These figures should be used with caution or should be combined with a value figure of customer with lesser error rate.

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. (X) Not applicable. (Z) Less than 0.5 percent or less than \$50,000. n.e.c. Not elsewhere classified.

<sup>1</sup>Of \$17.7 million shown, \$17.2 million was shipped to State and local governments, accounting for virtually all of percentage figure shown.

<sup>2</sup>Figures for shipments to other manufacturers combined with manufacturing plants of same company.

<sup>3</sup>Of \$19.2 million shown, \$9.4 million was shipped to construction contractors, constituting half of the percentage figure shown. Standard error of estimate percentage for the \$9.8 million not shipped to construction contractors is 20 and, for the \$9.4 million shipped to construction contractors, it is zero.

<sup>4</sup>Of \$171.2 million shown, \$70.5 million was shipped to construction contractors, constituting 7 percentage points of the percent figure shown. Standard error of estimate percentage for the \$100.7 million not shipped to construction contractors is 4, as it is for the \$70.5 million shipped to construction contractors.

<sup>5</sup>Of \$1,629.9 million shown, \$653.6 million was shipped to construction contractors, constituting 26 percentage points of the percent figure shown. Standard error of estimate percentage for the \$976.3 million not shipped to construction contractors is 5, as it is for the \$653.6 million shipped to construction contractors.

<sup>6</sup>Of \$646.9 million shown, \$147.3 million was shipped to construction contractors, constituting 9 percentage points of the percent figure shown. Standard error of estimate percentage for the \$499.6 million not shipped to construction contractors is 5 and, for the \$147.3 million shipped to construction contractors, it is 10.

<sup>7</sup>Of \$253.0 million shown, \$80.3 million was shipped to construction contractors, constituting 2 percentage points of the percent figure shown. Standard error of estimate percentage for the \$172.7 million not shipped to construction contractors is 5, as it is for the \$80.3 million shipped to construction contractors.

<sup>8</sup>Of \$130.7 million shown, \$3.6 million was shipped to construction contractors, constituting less than 0.5 percentage points of the percent figure shown. Standard error of estimate percentage for the \$127.1 million not shipped to construction contractors is 8 and, for the \$3.6 million shipped to construction contractors, it is 10.

<sup>9</sup>The figure for sales of motor vehicles by manufacturers' sales branches and offices, as tabulated in the 1967 Census of Business (wholesale trade), is well in excess of the figure of almost \$5 billion shown in the table above for manufacturers' shipments to or via their own sales branches and offices. The difference in these figures arose from the different methods of reporting in this survey on distribution of manufacturers' shipments by class of customer and in the census of business.

<sup>10</sup>Of \$113.1 million shown, \$14.0 million was shipped to State and local governments, constituting 2 percentage points of the percent figure shown. Standard error of estimate percentage for the \$99.1 million not shipped to State and local governments is 10 and, for the \$140.0 million shipped to State and local governments, it is 23.

TABLE 2. All Companies--Percent of Sales by Manufacturers' Sales Branches and Sales and Administrative Offices, by Class of Customer and Product Group: 1967

(See appendix A for product groups not shown)

Product group	Primary products of SIC-	Total sales	Sales to other establishments of same company		Sales to all other customers							
			Retail stores and outlets	Other establishments	Wholesalers	Retailers	Manufacturers	Commercial and industrial users, construction, State and local governments, and institutions	Individuals, households, and farmers	Federal Government	Export	Other
Meat products and byproducts.....	2011,2013	100	(D)	(Z)	<sup>1</sup> 83	( <sup>1</sup> )	(Z)	14	(D)	2	(Z)	(D)
Poultry dressing plant products....	2015	100	-	2	<sup>1</sup> 80	( <sup>1</sup> )	5	9	(D)	3	(D)	-
Creamery butter; natural and processed chesse.....	2021,2022	100	(Z)	(Z)	<sup>1</sup> 85	( <sup>1</sup> )	3	4	1	6	-	-
Canned and cured seafoods; canned specialties, fruits, and vegetables	2031,2032	100	(D)	(D)	<sup>1</sup> 90	( <sup>1</sup> )	2	3	(Z)	2	2	1
Frozen fruits and vegetables.....	2033		(D)	-	<sup>1</sup> 94	( <sup>1</sup> )	1	3	(D)	(D)	2	-
Flour and other grain mill products and blended and prepared flour....	2041,2045	100	(D)	(D)	( <sup>2</sup> )	<sup>2</sup> 92	( <sup>2</sup> )	3	(D)	1	2	(D)
Prepared feeds.....	2042	100	-	(D)	<sup>1</sup> 71	( <sup>1</sup> )	6	2	19	(Z)	1	(D)
Wet corn milling products.....	2046	100	-	-	12	(D)	83	(D)	(D)	(Z)	3	-
Refined cane sugar and byproducts..	2062	100	-	(D)	(D)	15	58	(D)	-	(D)	(D)	(D)
Confectionery and related products.	207	100	4	(D)	36	46	4	4	1	2	1	(D)
Malt liquors.....	2082	100	(D)	(D)	45	48	(D)	(D)	(D)	(D)	(D)	(D)
Wines, brandy, and brandy spirits..	2084	100	-	(D)	76	(D)	-	<sup>2</sup> 21	-	1	(Z)	-
Soft drinks and carbonated waters..	2086	100	(D)	(D)	<sup>1</sup> 77	( <sup>1</sup> )	(D)	(Z)	1	3	(D)	-
Soybean oil mill products.....	2092	100	-	(D)	(D)	-	52	-	-	-	46	-
Animal and marine fats and oils....	2094	100	-	-	11	-	63	-	-	-	26	-
Roasted coffee.....	2095	100	(D)	-	<sup>1</sup> 90	( <sup>1</sup> )	-	7	(D)	1	1	-
Shortening and cooking oils.....	2096	100	(D)	(D)	<sup>1</sup> 68	( <sup>1</sup> )	23	3	(Z)	2	1	-
Macaroni and spaghetti.....	2098	100	-	(D)	<sup>1</sup> 90	( <sup>1</sup> )	(D)	-	-	(D)	-	-
Food preparations, n. e. c.....	2099	100	3	(D)	45	39	<sup>4</sup> 11	( <sup>4</sup> )	(Z)	1	(Z)	(D)
Cigarettes.....	2111	100	-	(D)	86	(D)	-	(D)	(D)	5	8	-
Cigars.....	2121	100	-	-	<sup>1</sup> 98	( <sup>1</sup> )	(D)	(D)	(D)	(D)	(D)	-
Chewing and smoking tobacco.....	2131	100	-	-	63	(D)	-	(D)	-	1	1	-
Stemmed and redried tobacco.....	2141	100	-	-	(D)	(D)	(D)	(D)	-	-	63	-
Narrow fabrics.....	2241	100	-	-	31	<sup>5</sup> 66	( <sup>5</sup> )	(D)	-	(D)	(D)	-
Hosiery.....	2251,2252	100	(D)	(D)	12	76	(D)	-	(D)	(D)	(D)	-
Textile finishing, n. e. c.....	2269	100	-	-	(D)	(D)	75	-	-	(D)	(D)	-
Carpets and rugs.....	227	100	-	(D)	12	73	-	(D)	(D)	1	(D)	-
Yarn, except wool.....	2281	100	-	-	24	(D)	65	(D)	-	-	2	-
Textured, thrown and rewound yarn; thread; and miscellaneous textile goods.....	2282,2284, 229 except 2295	100	(D)	(D)	17	8	<sup>4</sup> 73	( <sup>4</sup> )	(D)	1	(Z)	(D)
Sawmill and planing mill products..	242	100	(D)	(D)	44	36	10	4	(D)	(Z)	5	-
Millwork.....	2431	100	-	-	53	32	(D)	8	(D)	-	(D)	-
Prefabricated wood structures.....	2433	100	(D)	-	52	21	(D)	17	(D)	(D)	-	-
Wooden containers.....	244	100	(D)	-	(D)	(D)	12	84	-	-	-	-
Wood household furniture and mattresses and bedsprings.....	2511,2512, 2515	100	(D)	-	13	81	(D)	(D)	(D)	-	-	-
Office furniture.....	252	100	-	-	23	3	(D)	52	-	1	(D)	(D)
Partitions and fixtures.....	254	100	-	-	(D)	13	(D)	66	(D)	(D)	(D)	(D)
Pulp.....	2611	100	-	-	(D)	(D)	65	16	-	(D)	15	-
Paper mill products, except building paper.....	2621	100	-	(D)	23	1	<sup>4</sup> 72	( <sup>4</sup> )	-	(Z)	2	-
Paperboard mill products.....	2631	100	-	(D)	20	-	73	(D)	-	-	(D)	-
Bags, except textile bags.....	2643	100	(D)	-	12	5	12	70	(D)	(D)	(D)	-
Dic-cut paper and board.....	2645	100	-	(D)	3	(D)	5	77	-	(D)	(D)	-
Sanitary paper products.....	2647	100	-	-	17	37	-	44	-	(D)	(D)	-
Converted paper products, n. e. c....	2649	100	-	-	19	(D)	11	55	(D)	1	4	-
Folding paperboard boxes.....	2651	100	-	-	(D)	(D)	91	(D)	-	-	-	-
Setup paperboard boxes.....	2652	100	-	-	<sup>1</sup> 55	( <sup>1</sup> )	47	-	-	-	-	-
Corrugated and solid fiber boxes...	2653	100	-	-	<sup>1</sup> 31	( <sup>1</sup> )	53	14	-	(D)	(D)	-
Industrial inorganic chemicals....	2812,2819	100	1	1	15	10	55	9	(D)	(Z)	7	(D)
Inorganic pigments.....	2816	100	(D)	(D)	(D)	(D)	86	8	-	(D)	5	-
Synthetic rubber.....	2822	100	-	-	(D)	-	82	2	-	(D)	16	-
Synthetic fibers.....	2823,2824	100	-	-	(D)	(D)	93	(D)	-	(D)	5	-
Biological and pharmaceutical products.....	2831,2834	100	(D)	(D)	35	36	(Z)	21	(Z)	2	2	1
Medicinals and botanicals.....	2833	100	-	(D)	11	(D)	50	8	(D)	(Z)	30	(D)
Soap and other detergents.....	2841	100	2	(D)	41	42	3	6	(D)	4	1	(D)
Polishes and sanitation goods.....	2842	100	(D)	(D)	58	27	(Z)	3	(D)	2	1	3
Surface active agents.....	2843	100	(D)	-	23	2	53	15	-	(D)	5	(D)
Paints and allied products.....	2851	100	8	(D)	13	11	15	36	15	(D)	1	(D)
Fertilizers.....	2871,2872	100	7	(D)	12	36	16	1	19	(Z)	9	(D)

See footnotes at end of table.



TABLE 2. All Companies—Percent of Sales by Manufacturers' Sales Branches and Sales and Administrative Offices, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Product group	Primary products of SIC-	Total sales	Sales to other establishments of same company		Sales to all other customers							
			Retail stores and outlets	Other establishments	Wholesalers	Retailers	Manufacturers	Commercial and industrial users, construction, State and local governments, and institutions	Individuals, households, and farmers	Federal Government	Export	Other
Adhesives and gelatin.....	2891	100	-	(D)	15	4	21	55	(D)	(D)	5	-
Chemical preparations, n.e.c.....	2899	100	(D)	(D)	11	22	42	19	(Z)	1	3	(D)
Petroleum refinery products.....	2911	100	4	6	22	35	7	14	7	3	1	(Z)
Paving mixtures and blocks; petroleum and coal products, n.e.c.....	2951,2599	100	(D)	(D)	8	(D)	2	75	(D)	-	5	-
Asphalt felts and coatings.....	2952	100	-	-	49	(D)	438	(4)	(D)	(Z)	(D)	-
Tires and inner tubes.....	3011	100	20	(D)	32	26	10	7	(Z)	2	(D)	(D)
Rubber footwear.....	3021	100	19	-	34	44	(D)	(D)	(D)	1	(D)	-
Fabricated rubber products, n.e.c..	3069	100	630	(D)	26	(6)	21	13	(D)	(Z)	6	(D)
Miscellaneous plastics products....	3079	100	2	(D)	20	6	56	14	(D)	(Z)	2	(D)
Gloves, personal leather goods, and leather goods, n.e.c.....	3151,3172, 3199	100	-	-	198	(1)	-	-	(D)	(D)	-	-
Flat glass.....	3211	100	(D)	-	37	(D)	(D)	39	(D)	(D)	(D)	-
Glass containers.....	3221	100	-	-	(D)	(D)	91	6	-	(D)	(Z)	-
Pressed and blown glass.....	3229	100	(D)	(D)	15	11	37	29	(D)	(Z)	5	(D)
Products of purchased glass, except laminated.....	3231	100	(D)	-	16	10	2	68	(D)	(D)	(D)	-
Structural clay products, except refractories.....	3251,3253, 3259	100	-	-	13	-	-	87	(D)	(D)	(D)	(D)
Refractories, clay and nonclay....	3255,3297	100	-	(D)	(D)	(D)	85	12	-	(D)	(D)	-
Gypsum products.....	3275	100	-	-	10	(D)	(D)	62	(D)	(D)	(D)	-
Abrasive products.....	3291	100	-	-	56	20	21	3	-	(D)	(D)	-
Ready-mixed concrete, lime, cut stone, ground minerals, and nonmetallic mineral products, n.e.c.	3273,3274, 3281,3295, 3299	100	-	-	9	8	18	55	8	(D)	(D)	-
Blast furnace and basic steel products; nonferrous rolling mill products; wire products.....	331,335 3391,3481	100	-	(Z)	17	3	41	35	(Z)	1	2	2
Nonferrous smelter and refinery products.....	333,3341	100	(D)	17	1	-	53	(D)	-	(D)	8	-
Nonferrous castings.....	336	100	-	(D)	7	(D)	71	(D)	-	(D)	(D)	-
Nonferrous forgings, metal powders and primary metal products, n.e.c.	3392,3399	100	-	3	37	-	30	25	(Z)	5	1	-
Hand and edge tools; handsaws and saw blades.....	3423,3425	100	-	(Z)	26	34	9	24	(Z)	2	4	-
Hardware, n.e.c.....	3429	100	-	5	22	2	10	58	1	(Z)	1	2
Metal plumbing fixtures and fittings	3431,3432	100	(D)	(D)	64	2	2	725	(D)	(D)	(D)	(D)
Heating equipment, except electric.	3433	100	(D)	1	59	13	4	819	(D)	1	(D)	-
Fabricated structural steel.....	3441	100	-	-	(D)	(D)	-	997	(D)	(D)	(D)	-
Fabricated platework (boiler shop products).....	3443	100	(D)	-	4	-	4	71	-	9	(D)	(D)
Sheet metalwork.....	3444	100	(D)	(D)	14	2	10	1066	(D)	1	4	-
Miscellaneous metalwork.....	3449	100	-	-	3	5	7	84	(D)	(Z)	(D)	-
Screw machine products.....	3451	100	-	-	(D)	(D)	68	(D)	-	(D)	-	-
Bolts, nuts, rivets, and washers...	3452	100	-	(D)	34	11	36	18	-	(D)	1	-
Safes and vaults, collapsible tubes, pipe and fittings, and miscellaneous fabricated metal products.....	3492,3496, 3498,3499	100	(D)	(D)	14	1	55	27	1	1	1	-
Valves and pipe fittings.....	3494	100	-	(D)	60	-	6	29	(D)	1	3	(D)
Steam engines and turbines.....	3511	100	2	1	(Z)	-	10	84	-	1	2	-
Internal combustion engines, n.e.c.	3519	100	(D)	(D)	28	42	(D)	9	-	(D)	14	-
Farm machinery.....	3522	100	3	(D)	18	66	(D)	2	1	(D)	4	-
Construction machinery.....	3531	100	1	6	49	8	(Z)	8	(D)	5	23	(D)
Mining machinery and equipment....	3532	100	-	-	7	-	9	80	-	-	4	-
Oilfield machinery.....	3533	100	(D)	(D)	26	7	4	34	-	1	18	(D)
Elevators, conveyors, hoists and cranes, and industrial trucks and tractors.....	3534,3535, 3536,3537	100	(D)	(D)	7	13	9	66	(D)	2	1	(D)
Machine tools, metal-cutting types.	3541	100	-	-	(D)	-	85	(D)	-	2	(D)	-
Machine tools, metal-forming types.	3542	100	-	(D)	(D)	-	74	(D)	-	(D)	-	-
Special dies, tools, jigs, and fixtures.....	3544	100	-	(D)	4	(D)	67	26	-	1	(D)	-
Metalworking machinery, n.e.c.....	3548	100	(D)	(D)	38	(D)	42	9	1	2	3	-
Textile machinery.....	3552	100	-	(D)	113	(1)	83	-	(D)	-	(D)	-
Printing trades machinery.....	3555	100	-	(D)	(D)	(D)	(D)	74	-	3	(D)	-
Special industry machinery, n.e.c..	3559	100	(D)	(D)	1	(D)	70	16	(D)	(D)	5	(D)
Pumps and compressors.....	3561	100	(D)	(D)	33	3	15	36	(Z)	2	6	-

See footnotes at end of table.



TABLE 2. All Companies—Percent of Sales by Manufacturers' Sales Branches and Sales and Administrative Offices, by Class of Customer and Product Group: 1967—Continued

(See appendix A for product groups not shown)

Product group	Primary products of SIC <sup>a</sup>	Total sales	Sales to other establishments of same company		Sales to all other customers							
			Retail stores and outlets	Other establishments	Wholesalers	Retailers	Manufacturers	Commercial and industrial users, construction, State and local governments, and institutions	Individuals, households, and farmers	Federal Government	Export	Other
Ball and roller bearings.....	3562	100	-	-	42	(D)	43	(D)	-	1	10	(D)
Blowers and fans; power transmission, industrial furnaces, and other general industrial machinery	3564,3566, 3567,3569	100	-	(Z)	21	2	42	31	(D)	1	2	(D)
Typewriters.....	3572	100	(D)	(D)	<sup>1</sup> 15	( <sup>1</sup> )	(D)	76	(D)	6	(D)	(D)
Scales and balances.....	3576	100	-	-	<sup>1</sup> 11	( <sup>1</sup> )	(D)	48	(D)	(D)	(D)	(D)
Office machines, n.e.c.....	3579	100	-	(D)	5	6	11	56	(D)	4	4	14
Service industry machines, except refrigeration machinery.....	3581,3582, 3586,3589	100	-	(D)	2	8	6	70	(D)	(Z)	(D)	-
Refrigeration machinery.....	3585	100	(D)	7	23	18	9	<sup>11</sup> 37	(D)	3	3	(D)
Electric measuring instruments.....	3611	100	(D)	(D)	4	11	38	22	-	15	1	(D)
Transformers.....	3612	100	-	(D)	9	(D)	12	71	-	2	(D)	-
Switchgear and switchboard apparatus and industrial controls.....	3613,3622	100	-	(D)	20	(D)	36	31	(D)	3	1	(D)
Motors and generators.....	3621	100	(D)	2	8	(Z)	55	23	(D)	3	2	-
Welding apparatus.....	3623	100	-	(D)	32	1	38	24	4	1	(D)	-
Carbon and graphite products and miscellaneous electrical industry apparatus.....	3624,3629	100	-	(D)	(D)	1	16	76	-	4	-	-
Electric lamps.....	3641	100	-	(D)	54	11	(D)	17	1	(D)	(D)	(D)
Lighting fixtures.....	3642	100	<sup>12</sup> 23	( <sup>12</sup> )	22	14	(Z)	34	(D)	(D)	(D)	-
Wiring devices.....	3643,3644	100	-	(D)	27	6	38	21	(D)	1	1	(D)
Radio and TV receiving sets.....	3651	100	(D)	28	61	5	(D)	3	(D)	(D)	(D)	-
Telephone and telegraph apparatus..	3661	100	-	(D)	(D)	-	(D)	95	-	2	1	-
Radio and TV communication equipment	3662	100	(D)	(D)	1	(Z)	13	35	6	42	2	(D)
Electron tubes and semi-conductors.....	3671,3672, 3673,3674	100	<sup>12</sup> 24	( <sup>12</sup> )	15	1	48	5	(D)	5	1	(D)
Electronic components, n.e.c.....	3679	100	(D)	3	16	3	38	30	(D)	5	1	(D)
Primary batteries, dry and wet.....	3692	100	-	(D)	<sup>14</sup> 2	( <sup>1</sup> )	(D)	52	(D)	(D)	(D)	-
Motor vehicles.....	3711	100	(D)	-	(D)	78	(D)	15	4	1	2	-
Truck and bus bodies.....	3713	100	-	-	<sup>16</sup> 6	( <sup>1</sup> )	(D)	<sup>13</sup> 21	(D)	(D)	(D)	-
Aircraft engines and miscellaneous aircraft equipment.....	3722,3729	100	(D)	(D)	1	(D)	12	7	-	62	16	(D)
Railroad equipment.....	374	100	-	(D)	(D)	-	(D)	82	-	-	(D)	-
Engineering and scientific instruments.....	3811	100	-	(D)	<sup>13</sup> 3	( <sup>1</sup> )	3	39	(D)	24	(D)	(D)
Mechanical measuring and control devices.....	382	100	-	5	4	(D)	25	51	(D)	11	1	(D)
Optical instruments and lenses.....	3831	100	-	(D)	<sup>13</sup> 3	( <sup>1</sup> )	7	24	-	21	(D)	-
Ophthalmic goods.....	3851	100	-	-	37	53	(D)	(D)	-	(D)	-	(D)
Photographic equipment and supplies	3861	100	-	(D)	27	25	3	34	(Z)	7	(D)	-
Watches and clocks.....	3871	100	-	(D)	57	<sup>5</sup> 32	( <sup>5</sup> )	11	-	(Z)	(D)	-
Jewelry, silverware and plated ware	391	100	-	-	(D)	64	-	-	(D)	-	-	-
Toys, dolls and children's vehicles, except bicycles.....	3941,3942, 3943	100	(D)	-	6	38	-	(D)	7	(D)	(D)	-
Sporting and athletic good, n.e.c..	3949	100	(D)	(Z)	4	60	(Z)	2	12	2	3	(D)
Pens, pencils, office and art supplies.....	395	100	-	(D)	24	15	6	37	-	3	(D)	(D)
Artificial flowers, buttons, and needles, pins, and fasteners.....	3962,3963, 3694	100	-	-	30	(D)	65	(D)	-	(D)	-	-
Brooms and brushes, morticians' goods, and miscellaneous manufactured goods.....	399	100	9	3	41	18	3	7	18	(Z)	2	-

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. (Z) Less than 0.5 percent. n.e.c. Not elsewhere classified.

<sup>1</sup>Percentage for retailers combined with that for wholesalers.

<sup>2</sup>Percentages for wholesalers and for manufacturers combined with percentage for retailers.

<sup>3</sup>Sales to State and local governments constitute 20 percentage points of the 21 shown.

<sup>4</sup>Percentage for commercial and industrial users, construction, State and local governments, and institutions combined with that for manufacturers.

<sup>5</sup>Percentage for manufacturers combined with that for retailers.

<sup>6</sup>Percentages for retail stores and outlets of same company combined with other retailers.

<sup>7</sup>14 percent represents sales to construction contractors.

<sup>8</sup>1 percent represents sales to construction contractors.

<sup>9</sup>95 percent represents sales to construction contractors.

<sup>10</sup>5 percent represents sales to construction contractors.

<sup>11</sup>12 percent represents sales to construction contractors.

<sup>12</sup>Percentages for same company "other establishments" combined with same company retail stores and outlets.

<sup>13</sup>Less than 10 percent represents sales to State and local governments.

TABLE 3. Selected Large Companies--Percent of Shipments and Sales for Selected Product Groups and Subgroups, by Class of Customer: 1967

(See Appendix B for product classes contained in subgroups)

Class of customer	Meat products and byproducts (primary products of SIC 2011, 2013)			Flour and other grain mill products and blended and prepared flour (primary products of SIC 2041, 2045)			Prepared feeds (primary products of SIC 2042)			Shortening and cooking oils (primary products of SIC 2096)			
	Total	Canned meats, except dog and cat food (2018, 20138)	Other meat products and byproducts (2011-, and 2013-, except 2018, 20138)	Total	Wheat flour, except blended or prepared (20411)	Flour mixes and refrigerated doughs (20415, 20455)	Other grain mill products (2041-, except 20411)	Total	Dog and cat food (20423)	Other prepared feeds (2042-, except 20423)	Total	Margarine (20962)	Shortening, salad, and cooking oils (2096-, except 20962)
Shipments and sales by selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:													
Sales branches, sales offices, and administrative offices.....	22 (Z)	28 (Z)	22 (Z)	47 (Z)	39 (Z)	85 (D)	26 (D)	16 (Z)	34 (Z)	12 (Z)	57 (Z)	76 (D)	51 (D)
Merchant wholesale establishments.....	2	-	2	6 (Z)	6 (D)	-	-	7 (D)	1 (Z)	8 (Z)	8 (Z)	(D)	(D)
Retail stores or outlets.....	5	6	5	6 (Z)	1	-	-	6 (D)	16 (D)	3 (D)	8 (Z)	3 (Z)	10 (D)
Other manufacturing plants.....	1	10	(Z)	(Z)	1	-	-	1 (D)	(D)	(D)	1 (D)	(D)	(D)
Other establishments.....													
To all other customers:													
Wholesalers.....	58	47	58	12	16	2	9	9	13	9	9	18	6
Retailers.....	7	1	8	6	7	2	7	45	33	48	1	3	1 (D)
Manufacturers.....				20	19	5	41	2	2	2	19	(D)	(D)
Commercial and industrial users, construction, State and local governments, and institutions.....	1 (Z)	1	1	4 (Z)	7 (Z)	(Z)	1 (Z)	1	(D)	(D)	(Z)	(Z)	(Z)
Individuals, households, and farmers.....	2	7	1	3	3	1	5	13	(Z)	16	(Z)	(Z)	(Z)
Federal Government.....	1	(Z)	1	2	2	(Z)	2	(Z)	(Z)	(Z)	(Z)	(Z)	1
Export.....	(Z)	-	(Z)	-	-	-	-	(Z)	(Z)	(Z)	3	(Z)	4
Other.....													-
Shipments and sales by sales branches, sales offices, and administrative offices of selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:													
Retail stores and outlets.....	(D)	(Z)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Other establishments.....													
To all other customers:													
Wholesalers.....	83	79	89	26	40	20	20	41	69	19	68	96	53
Retailers.....	(Z)	(Z)	(Z)	48	10	77	6	30	25	33	(D)	(D)	(D)
Manufacturers.....				18	35	1	53	6	-	11	23	(Z)	35
Commercial and industrial users, construction, State and local governments, and institutions.....	14 (D)	8 (Z)	14 (D)	3 (D)	(D)	(D)	(D)	2 (D)	(D)	(D)	3 (Z)	1 (Z)	4 (Z)
Individuals, households, and farmers.....	2 (Z)	3 (Z)	2 (Z)	(D)	3 (D)	(D)	(D)	19 (Z)	1 (Z)	34 (Z)	2 (Z)	2 (Z)	1 (Z)
Federal Government.....	(Z)	(Z)	(Z)	2 (Z)	5 (D)	(Z)	6 (D)	1 (Z)	1 (Z)	1 (Z)	1 (Z)	(Z)	1 (Z)
Export.....	(D)	-	(D)	(D)	(D)	-	(D)	(D)	(D)	(D)	-	(D)	-
Other.....													

See footnotes at end of table.



TABLE 3. Selected Large Companies--Percent of Shipments and Sales for Selected Product Groups and Subgroups, by Class of Customer: 1967--Continued

(See Appendix B for product classes contained in subgroups)

Class of customer	Hosiery (primary products of SIC 2251, 2252)		Petroleum refinery products (primary products of SIC 2911)				Structural clay products, except refractories (primary products of SIC 3251, 3253, 3259)			Blast furnace and basic steel products; nonferrous rolling mill products; wire products (primary products of SIC 331, 335, 3391, 3481)			
	Total	Finished full-fashioned and seamless hosiery (22511, 22513, 22522, 22523)	Hosiery shipped in the greige (22514, 22515, 22524)	Total	Gasoline and jet fuel (29111, 29112)	Kerosene and fuel oil (29113, 29115)	Asphalt (29119)	Other petroleum refinery products (29116-29118, 29110)	Total	Vitrified clay sewer pipe and fittings (32591)	Other structural clay products (3251-, 3253-, 32592)	Total	Semifinished steel shapes and forms, including ingots (3312)
Shipments and sales by selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:													
Sales branches, sales offices, and administrative offices.....	23 (Z)	26 (Z)	3 (Z)	70	75	74	47	31	6	(D)	29	14	30
Merchant wholesale establishments.....													2
Retail stores or outlets.....	11 (Z)	1 (Z)	60 (Z)	3	1	1	10	14	-	-	(Z)	(D)	-
Other manufacturing plants.....				4	6	3	5	12	(Z)	(D)	15	54	9
Other establishments.....							1	1	(Z)	(Z)	(Z)	(D)	(Z)
To all other customers:													
Wholesalers.....	10 (Z)	10 (Z)	36 (Z)	11	11	9	8	15	33	13	4	1	1
Retailers.....	55 (Z)	60 (Z)	1 (Z)	2	1	3	2	2	12	11	4	(Z)	(Z)
Manufacturers.....				3	2	2	4	11	1	1	45	30	55
Commercial and industrial users, construction, State and local governments, and institutions.....													
Individuals, households, and farmers.....				2	11	14	322	4	43	67	3	(Z)	1
Federal Government.....				1	2	(Z)	(Z)	(Z)	3	6	(Z)	-	-
Export.....				(Z)	(Z)	(Z)	1	1	1	-	1	(D)	1
Other.....	1 (Z)	1 (Z)	- (Z)	1	(Z)	(Z)	(Z)	3	(Z)	-	1	(Z)	(Z)
Shipments and sales by sales branches, sales offices, and administrative offices of selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:													
Retail stores and outlets.....	(D)	(D)	(D)	4	3	(D)	(D)	10	-	-	-	-	-
Other establishments.....	(D)	-	(D)	6	4	9	3	8	-	-	(Z)	-	-
To all other customers:													
Wholesalers.....	12 (D)	(D)	(D)	22	17	32	13	24	13	(D)	17	2	11
Retailers.....	76 (D)	77 (D)	-	35	52	12	3	11	-	-	3	-	3
Manufacturers.....				7	2	8	19	29	-	-	41	53	45
Commercial and industrial users, construction, State and local governments, and institutions.....													
Individuals, households, and farmers.....				15	210	121	460	11	86	92	34	32	37
Federal Government.....	(D)	(D)	-	7	7	12	(Z)	2	(D)	(D)	(Z)	-	-
Export.....	(D)	(D)	-	3	5	2	(Z)	(Z)	(D)	(D)	1	4	1
Other.....	-	-	-	1	(Z)	1	(Z)	4	(D)	(D)	2	9	2
Other.....	-	-	-	(Z)	(Z)	(D)	(D)	2	(D)	(D)	2	(Z)	1

See footnotes at end of table.



TABLE 3. Selected Large Companies--Percent of Shipments and Sales for Selected Product Groups and Subgroups, by Class of Customer: 1967--Continued

(See Appendix B for product classes contained in subgroups)

Class of customer	Blast furnace and basic steel products; nonferrous rolling mill products; wire products--Continued (primary products of SIC 331, 335, 3391, 3481)										Nonferrous forgings, metal powders and primary metal products, n.e.c. (primary products of SIC 3392, 3399)		
	Coke oven, blast furnace products, including ferroalloys (33121, 3313-)	Steel nails and spikes (33152)	Steel pipe and tube (33126, 33176)	Nonferrous rolling mill products, except wire (33512, 33522-8, 33556-)	Noninsulated wire rope and cable, except copper (33151, 34811)	Wire (33125, 33155, 33511, 33521, 33571-3)	Insulated wire and cable (33574-33579)	Wire springs (34812, 34813)	Other wirework (33156-9, 34814-9)	Iron and steel forgings (33129, 3391-)	Total	Nonferrous forgings and metal powders (3392-, 33991)	Other primary metal products (all 3399-, except 33991)
Shipments and sales by selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:													
Sales branches, sales offices, and administrative offices.....	39	57	49	23	46	26	46	18	8	11	8	16	
Merchant wholesale establishments....	-	-	3	(Z)	(Z)	(Z)	3	-	-	-	-	-	
Retail stores or outlets.....	-	(Z)	(Z)	(Z)	(Z)	(D)	(Z)	(Z)	-	-	-	-	
Other manufacturing plants.....	19	(Z)	9	17	14	19	19	3	29	10	10	8	
Other establishments.....	-	(Z)	-	(Z)	-	(D)	-	-	(Z)	(Z)	(Z)	(Z)	
To all other customers:													
Wholesalers.....	-	23	12	11	12	5	10	24	1	15	2	38	
Retailers.....	(Z)	12	1	2	1	2	(Z)	9	1	(Z)	-	1	
Manufacturers.....	32	3	17	40	8	34	19	31	52	51	64	28	
Commercial and industrial users, construction, State and local governments, and institutions.....	9	2	56	3	13	9	58	13	5	2	1	5	
Individuals, households, and farmers.	(D)	-	(D)	(Z)	-	(Z)	(Z)	1	-	(Z)	-	(Z)	
Federal Government.....	(D)	1	2	2	5	2	2	1	4	9	13	2	
Export.....	1	2	(Z)	1	1	(Z)	1	1	(Z)	1	1	1	
Other.....	(D)	-	(D)	(Z)	-	(Z)	2	(Z)	(Z)	(Z)	(Z)	(Z)	
Shipments and sales by sales branches, sales offices, and administrative offices of selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100	
To other establishments of same company:													
Retail stores and outlets.....	-	-	-	-	-	-	-	(D)	-	-	-	(D)	
Other establishments.....	-	-	-	1	-	(Z)	(Z)	(D)	-	3	-	(D)	
To all other customers:													
Wholesalers.....	(Z)	66	49	20	29	10	23	46	25	37	(D)	74	
Retailers.....	(D)	4	(Z)	-	26	(Z)	1	1	(D)	-	-	-	
Manufacturers.....	92	21	13	67	11	37	3	24	57	30	87	20	
Commercial and industrial users, construction, State and local governments, and institutions.....	(D)	8	627	7	25	48	765	22	7	25	(D)	(Z)	
Individuals, households, and farmers.	(D)	-	(Z)	-	(D)	-	(Z)	(D)	-	(Z)	(D)	(Z)	
Federal Government.....	(D)	1	3	4	2	2	3	4	(D)	5	(D)	(Z)	
Export.....	(D)	(Z)	2	1	4	3	(Z)	1	2	(Z)	1	-	
Other.....	-	-	5	-	(D)	-	5	(D)	-	-	-	-	

See footnotes at end of table.

TABLE 3. Selected Large Companies-Percent of Shipments and Sales for Selected Product Groups and Subgroups, by Class of Customer: 1967-Continued

(See Appendix B for product classes contained in subgroups)

Class of customer	Hardware, n.e.c. (primary products of SIC 3429)			Farm machinery (primary products of SIC 3522)			Construction machinery (primary products of SIC 3531)			Radio and TV communication equipment (primary products of SIC 3662)			
	Total	Transportation equipment hardware (34291)	Builders' hardware (34294)	Hardware, n.e.c. (all 3429, except 34291, 34394)	Total	Wheel tractors and attachments (35221)	Other farm machinery and equipment (all 3522, except 35221)	Total	Contractors' off-highway wheel tractors and tractor shovel loaders (35311, 35317)	Tracklaying type tractors (35312)	Other construction machinery (all 3531, except 35311, 35312, 35317)	Total	Communication equipment except navigation, search, and detection, and satellite (36621-36623, 36626, 36629)
Shipments and sales by selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:													
Sales branches, sales offices, and administrative offices.....	8	1	26	9	68	76	63	51	83	91	35	14	10
Merchant wholesale establishments.....	(Z)	1	(Z)	(Z)	(D)	(D)	(D)	1	(Z)	(Z)	1	(Z)	(Z)
Retail stores or outlets.....	42	67	2	3	3	3	4	4	(D)	(D)	6	3	2
Other manufacturing plants.....	1	-	(D)	(D)	(D)	(D)	-	(Z)	-	(D)	(Z)	(Z)	(Z)
Other establishments.....													
To all other customers:													
Wholesalers.....	13	1	38	25	9	7	10	9	(D)	(D)	12	1	(Z)
Retailers.....	4	1	6	10	6	(Z)	9	10	3	(Z)	13	1	(Z)
Manufacturers.....	24	25	9	33	4	2	6	5	2	(Z)	6	13	(Z)
Commercial and industrial users, construction, State and local governments, and institutions.....	5	(Z)	13	12	2	93	1	10	1	92	113	5	2
Individuals, households, and farmers.....	(Z)	-	(Z)	(D)	(Z)	(D)	1	(Z)	(Z)	(Z)	(Z)	1	1
Federal Government.....	1	1	1	2	(Z)	(Z)	(Z)	5	(D)	(D)	7	58	65
Export.....	2	2	2	2	7	9	5	5	3	1	6	3	3
Other.....	(Z)	(Z)	(D)	(D)	(D)	-	(D)	(Z)	-	-	1	1	1
Shipments and sales by sales branches, sales offices, and administrative offices of selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:													
Retail stores and outlets.....	-	-	-	-	3	2	4	1	(D)	(D)	1	(D)	(D)
Other establishments.....	5	-	(D)	-	(D)	(D)	(D)	7	(D)	(D)	(D)	(D)	(D)
To all other customers:													
Wholesalers.....	21	23	40	6	18	(D)	15	49	54	42	49	1	(Z)
Retailers.....	2	(D)	3	1	66	63	68	8	7	9	8	(Z)	(Z)
Manufacturers.....	10	24	3	14	(D)	(Z)	(D)	(Z)	-	(Z)	(Z)	13	1
Commercial and industrial users, construction, State and local governments, and institutions.....	59	29	1040	77	2	111	2	7	5	110	18	35	3
Individuals, households, and farmers.....	1	-	2	(Z)	1	(Z)	2	(D)	-	-	(D)	6	9
Federal Government.....	(Z)	(Z)	(D)	(D)	(D)	(D)	(D)	5	(D)	(D)	(D)	42	6
Export.....	(Z)	(Z)	1	(D)	4	4	4	22	23	23	22	2	(D)
Other.....	2	(D)	-	(D)	-	-	-	(D)	-	-	(D)	(D)	(D)

See footnotes at end of table.



TABLE 3. Selected Large Companies—Percent of Shipments and Sales for Selected Product Groups and Subgroups, by Class of Customer: 1967—Continued

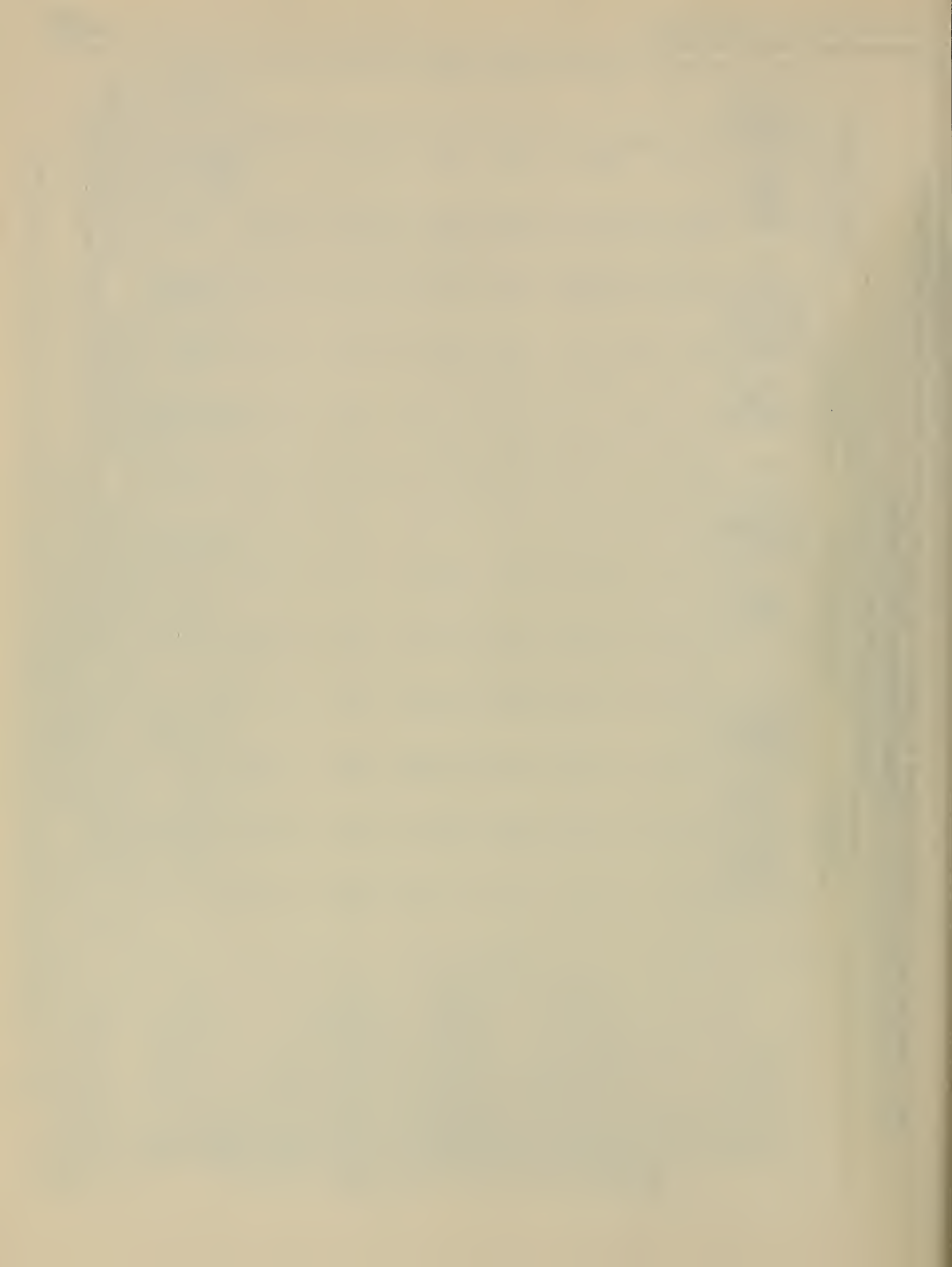
(See Appendix B for product classes contained in subgroups)

Class of customer	Motor vehicles (primary products of SIC 3711)			Aircraft and complete guided missiles (primary products of SIC 3725, 3721)			Aircraft engines and miscellaneous aircraft equipment (primary products of SIC 3722, 3729)			Engineering and scientific instruments (primary products of SIC 3811)		
	Passenger cars and passenger car bodies (37111,37115)	Trucks, truck chassis and truck tractors (37112)	Motor coaches, fire department and combat vehicles (37113, 37114)	Total	Complete aircraft and missiles (1925-37211, 37212, 37213)	Aeronautical services, including research and development (37214, 37216)	Total	Aircraft, missile and space vehicle engines (37221, 37222, 37225)	Engine parts and miscellaneous aircraft equipment (all 3722-, except 37221, 2, 5, and all 3729-)	Total	Aircraft flight instruments and automatic pilots (38111)	Other laboratory and scientific instruments (all 3811-, except 38111)
Shipments and sales by selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:												
Sales branches, sales offices, and administrative offices.....	18	29	1	(Z)	(Z)	(Z)	4	(D)	(D)	(Z)	17	(0)
Merchant wholesale establishments.....	(D)	(D)	(D)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(D)	(0)	(0)
Retail stores or outlets.....	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(D)	(0)	(0)
Other manufacturing plants.....	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(D)	(0)	(0)
Other establishments.....	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(D)	(0)	(0)
To all other customers:												
Wholesalers.....	1	6	(D)	2	2	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	5
Retailers.....	74	59	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(0)
Manufacturers.....	(Z)	(D)	(D)	5	4	10	24	26	23	44	15	15
Commercial and industrial users, construction, State and local governments, and institutions.....	1	(D)	4 <sup>23</sup>	22	23	9	7	5	8	3	37	(D)
Individuals, households, and farmers.....	(Z)	(Z)	(Z)	1	(Z)	9	(Z)	(Z)	(Z)	(0)	(D)	(D)
Federal Government.....	2	2	74	63	63	58	51	56	50	44	15	15
Export.....	2	(D)	(D)	4	5	1	3	8	2	3	7	7
Other.....	(D)	(D)	(D)	(Z)	(Z)	1	3	(Z)	4	(Z)	(Z)	(Z)
Shipments and sales by sales branches, sales offices, and administrative offices of selected large companies, total.....	100	100	100	100	100	100	100	100	100	100	100	100
To other establishments of same company:												
Retail stores and outlets.....	(D)	1	(S)	(S)	(S)	(S)	(D)	(D)	(D)	(D)	(0)	(0)
Other establishments.....	(D)	(D)	(D)	(S)	(S)	(S)	(D)	(D)	(D)	(0)	(0)	(0)
To all other customers:												
Wholesalers.....	(D)	(D)	(D)	(S)	(S)	(S)	(Z)	(Z)	(D)	(D)	33	33
Retailers.....	78	40	(12)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	2
Manufacturers.....	(D)	(D)	(D)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	2
Commercial and industrial users, construction, State and local governments, and institutions.....	15	3 <sup>47</sup>	(S)	(S)	(S)	(S)	7	(S)	3	(S)	(S)	39
Individuals, households, and farmers.....	4	5	12 <sup>100</sup>	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(0)
Federal Government.....	1	2	(12)	(S)	(S)	(S)	62	71	56	25	55	24
Export.....	2	6	(12)	(S)	(S)	(S)	16	15	17	(D)	17	(D)
Other.....	(D)	(D)	(D)	(S)	(S)	(S)	(D)	(D)	(D)	(D)	(D)	(D)

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. (S) Does not meet publication standards. (Z) Less than 0.5 percent.

n.e.c. Not elsewhere classified.  
<sup>1</sup>Less than 0.5 percent represents shipments or sales to State and local governments. <sup>2</sup>1 percent represents sales to State and local governments. <sup>3</sup>2 percent represents shipments or sales to State and local governments. <sup>4</sup>6 percent represents shipments or sales to State and local governments. <sup>5</sup>Less than 0.5 percent represents shipments to construction contractors. <sup>6</sup>12 percent represents sales to construction contractors. <sup>7</sup>1 percent represents sales to construction contractors. <sup>8</sup>10 percent represents shipments to construction contractors. <sup>9</sup>No shipments to State and local governments. <sup>10</sup>31 percent represents sales to construction contractors. <sup>11</sup>Mainly sales to State and local governments. <sup>12</sup>Figures for sales to manufacturers, Federal Government, and export combined to avoid disclosing figures for individual companies.





# Appendix A

## PRODUCT GROUPS NOT SHOWN

The list of product groups and their primary SIC industry codes shown below are products which, while tabulated in the survey, are not shown in tables 1 and/or 2 of this report. Where, for a product group, the distribution of manufacturers' shipments by class of customer could not be shown in table 1, that product group was similarly excluded from table 2 in respect to distribution of sales by sales branches and offices. In addition, a number of product groups, while shown in table 1, could not be shown in table 2.

The following situations necessitated the exclusion of product groups from tables 1 and/or 2:

1. Adjustment ratios, used for adjusting customer-class data reported in the survey to 1967 Census of Manufactures product-group totals, were typically too high (indicating serious under-reporting) and in fewer instances too low (indicating, probably, misclassification of products by respondents).
2. Some figures were statistically unreliable, indicating a pattern of distribution by class of customer not reasonably to be expected for the products in question.
3. Some data had to be suppressed in order to avoid disclosing figures for individual companies.

The definitions and coverage of the SIC industries related to the product groups listed below are contained in the Standard Industrial Classification (SIC) Manual, 1967 edition, issued by the Bureau of the Budget.

Product group description	Primary products of SIC
<b>A. Product Groups Excluded from Both Tables 1 and 2</b>	
Ordnance and accessories (except complete guided missiles) . . . . .	19 (except 1925)
Condensed and evaporated milk . . . . .	2023
Ice cream and frozen desserts . . . . .	2024
Fluid milk and related products . . . . .	2026
Dehydrated and pickled fruits and vegetables; sauces and salad dressings . . . . .	2034, 2035
Cereal preparations . . . . .	2043
Cookies and crackers . . . . .	2052
Raw cane sugar and byproducts . . . . .	2061
Distilled, rectified, and blended liquors, except brandy . . . . .	2085
Flavoring extracts and sirups, n.e.c. . . . .	2087
Vegetable oil mill products, n.e.c. . . . .	2093
Manufactured ice . . . . .	2097
Broadwoven fabrics, except wool; fabricated textile products, except apparel. . . . .	2211,2221, 2261,2262,239
Outerwear, underwear, gloves, and other knitting mill products, except hosiery and fabrics . . . . .	2253,2254,2259
Knit fabrics . . . . .	2256
Coated fabrics, not rubberized . . . . .	2295
Logging products . . . . .	2411
Veneer and plywood . . . . .	2432
Public building and miscellaneous furniture . . . . .	2531, 2599
Venetian blinds and shades . . . . .	2591
Coated and glazed paper . . . . .	2641
Wallpaper . . . . .	2644
Pressed and molded pulp goods . . . . .	2646
Industrial gases . . . . .	2813
Industrial organic chemicals . . . . .	2815, 2818
Plastics materials and resins . . . . .	2821
Gum and wood chemicals . . . . .	2861
Agricultural chemicals, n.e.c. . . . .	2879
Explosives . . . . .	2892
Printing ink . . . . .	2893
Lubricating oils and greases . . . . .	2992
Reclaimed rubber . . . . .	3031
Industrial leather belting and packing . . . . .	3121
Footwear cut stock . . . . .	3131
Luggage . . . . .	3161
Women's handbags and purses . . . . .	3171
Cement, hydraulic . . . . .	3241
Porcelain electrical supplies . . . . .	3264
Concrete products, except ready-mixed concrete . . . . .	3271, 3272
Asbestos products . . . . .	3292
Mineral wool . . . . .	3296
Metal cans . . . . .	3411
Cutlery . . . . .	3421
Metal doors, sash, and trim . . . . .	3442
Architectural metalwork . . . . .	3446
Metal stampings . . . . .	3461
Steel springs . . . . .	3493
Machine tool accessories . . . . .	3545
Food products machinery . . . . .	3551
Woodworking machinery . . . . .	3553

Product group description	Primary products of SIC
<b>A. Product Groups Excluded from Both Tables 1 and 2—Con.</b>	
Paper industries machinery . . . . .	3554
Industrial patterns; carburetors and other machine shop products . . . . .	3565, 3599
Electronic computing equipment . . . . .	3573
Calculating and accounting machines . . . . .	3574
Storage batteries . . . . .	3691
X-ray apparatus and tubes . . . . .	3693
Electrical equipment, n.e.c. . . . .	3699
Motor vehicle parts and accessories . . . . .	3714
Truck trailers . . . . .	3715
Boat building and repairing . . . . .	3732
Motorcycles, bicycles, and parts and miscellaneous transportation equipment . . . . .	3751, 379
Medical instruments and supplies . . . . .	384
Watchcases . . . . .	3872
<b>B. Additional Product Groups Excluded from Table 2</b>	
Fresh or frozen packaged fish . . . . .	2036
Milled rice . . . . .	2044
Bread, cake, and related products . . . . .	2051
Beet sugar . . . . .	2063
Malt . . . . .	2083
Cottonseed oil mill products . . . . .	2091
Woven wool fabrics . . . . .	2231
Wool yarn . . . . .	2283
Miscellaneous wood products . . . . .	249
Household furniture, except wood . . . . .	2514, 2519
Envelopes . . . . .	2642
Sanitary food containers . . . . .	2654
Fiber cans, drums, and related material . . . . .	2655
Building paper and board . . . . .	2661
Toilet preparations . . . . .	2844
Carbon black . . . . .	2895
Tanned and finished leather . . . . .	3111
Shoes, except rubber . . . . .	3141
House slippers . . . . .	3142
Vitreous plumbing fixtures . . . . .	3261
Vitreous china and earthenware food utensils; pottery, n.e.c. . . . .	3262,3263,3269
Gaskets and insulations . . . . .	3293
Iron and steel castings . . . . .	332
Electroplating, polishing, coating, and other metal services . . . . .	347
Metal barrels, drums, and pails . . . . .	3491
Metal foil and leaf . . . . .	3497
Electrical household appliances . . . . .	363
Phonograph records . . . . .	3652
Engine electrical equipment . . . . .	3694
Aircraft and complete guided missiles . . . . .	1925, 3721
Ship building and repairing . . . . .	3731
Musical instruments and parts . . . . .	3931
Costume jewelry . . . . .	3961



# Appendix B

## PRODUCT CLASSES INCLUDED IN TABLE-3 SUBGROUPS

For selected large companies (companies selected for the sample panel with certainty and reporting on form NC-K4M), table 3 presents percentage figures for distribution of manufacturers' shipments and sales by class of customer, and by product group and subgroup. The product group is the group tabulated and shown in tables 1 and 2, representing all primary products of an SIC 4-digit industry or of more than one 4-digit industry. The subgroup product coverage is as contained in the Product Group Reference List (see appendix C) and denoted by a "form NC-K4M code" in that reference list. Product groups included in table 3 are those for which the subgroup did not contain all of the primary products of an industry; that is to sum to the level of all primary products of the industry, more than one subgroup had to be included.

Subgroup reporting was in terms of 5-digit product classes. (See the section "Scope of Survey" in the introduction to this publication for a description of product classes.) For each subgroup shown in table 3, the list below shows product-class composition, including product classes marked with an asterisk (\*). The latter are designated n.s.k. (not specified by kind) product classes, signifying that, although the products contained are classifiable as primary products of the industry shown by the first four digits of the code, they are not classifiable at the fifth digit to an existing product class. N.S.K. codes always end in "O."

Product group		Subgroup					
Primary products of SIC—	Description	Subgroup description	Product classes contained				
			Code	Description			
2011, 2013	Meat products and byproducts	Canned meats, except dog and cat food	20118	Canned meats (except dog and cat food) containing 20 percent or more meat, made in meatpacking plants			
			20138	Canned meats (except dog and cat food) containing 20 percent or more meat, not made in meatpacking plants			
		Other meat products and byproducts	20111	Beef, not canned or made into sausage			
			20112	Veal, not canned or made into sausage			
			20113	Lamb and mutton, not canned or made into sausage			
			20114	Pork, fresh or frozen			
			20115	Lard			
			20116	Pork, processed (not canned), made in meatpacking plants			
			20117	Sausage and similar products (not canned), made in meatpacking plants			
			20119	Hides, skins, and pelts			
			20110	Miscellaneous byproducts of meatpacking plants and meatpacking products, n.s.k.			
			20136	Pork, processed or cured (not canned or made into sausage), not made in meatpacking plants			
			20137	Sausage and similar products (not canned), not made in meatpacking plants			
			20139	Natural sausage casings			
			20130*	Processed meat, n.s.k.			
			2041, 2045	Flour and other grain mill products and blended and prepared flour	Wheat flour, except blended or prepared	20411	Wheat flour, except flour mixes
					Flour mixes and refrigerated doughs	20415	Flour mixes and refrigerated doughs, made in flour mills
20455	Flour mixes and refrigerated doughs, not made in flour mills						
Other grain mill products	20450*	Blended and prepared flour, n.s.k.					
	20412	Wheat mill products other than flour					
	20413	Corn mill products					
	20416	Other grain mill products					
20410*	Flour and other grain mill products, n.s.k.						
2042	Prepared feeds	Dog and cat food	20423	Dog and cat food			
		Other prepared feeds	20421	Poultry feeds, including supplements			
			20422	Livestock feeds, including supplements			
			20424	Other prepared animal feeds (including feeding materials and adjuncts), except dog and cat food			
			20420*	Prepared feeds, n.s.k.			
2096	Shortening and cooking oils	Margarine	20962	Margarine			
		Shortening, salad and cooking oils	20961	Shortening and cooking oils			
			20960*	Shortening and cooking oils, n.s.k.			
2251, 2252	Hosiery	Finished full-fashioned and seamless hosiery	22511	Women's finished full-fashioned stockings			
			22513	Women's finished seamless hosiery, full-length and knee-length			
			22510*	Women's hosiery, except socks, n.s.k.			
			22522	Men's finished seamless hosiery			
			22523	All other seamless hosiery			
			22520*	Hosiery, n.e.c., n.s.k.			
		Hosiery shipped in the greige	22514	Women's full-fashioned hosiery shipped in the greige			
			22515	Women's seamless full-length and knee-length hosiery shipped in the greige			
			22524	Seamless hosiery (except women's full-length and knee-length) shipped in the greige			

Product group		Subgroup		
Primary products of SIC—	Description	Subgroup description	Product classes contained	
			Code	Description
2911	Petroleum refinery products	Gasoline and jet fuel	29111	Gasoline
			29112	Jet fuel
		Kerosene and fuel oil	29113	Kerosene
			29114	Distillate fuel oil
			29115	Residual fuel oil
		Asphalt	29119	Asphalt
		Other petroleum refinery products	29116	Liquefied refinery gases (feed stock and other uses)
			29117	Lubricating oils and greases, made in refineries
			29118	Unfinished oils and lubricating oil base stock
			29110	Other finished petroleum products, including waxes, and petroleum refinery products, n.s.k.
3251, 3253, 3259	Structural clay products, except refractories	Vitrified clay sewer pipe and fittings	32591	Vitrified clay sewer pipe and fittings
			32590*	Structural clay products, n.e.c., n.s.k.
		Other structural clay products	32511	Brick, except ceramic glazed and refractory
			32512	Glazed brick and structural hollow tile
			32510*	Brick and structural clay tile, n.s.k.
			32530	Clay floor and wall tile, including quarry tile
32592	Other structural clay products, except vitrified clay sewer pipe and fittings			
331, 335, 3391, 3481	Blast furnace and basic steel products; nonferrous rolling mill products; wire products	Semifinished steel shapes and forms, including ingots	33122	Steel ingot and semifinished shapes
			Finished steel mill shapes (except wire, pipe, tube)	33123
		33124		Hot rolled bars and bar shapes, plates, structural shapes, and piling
		33127	33127	Cold rolled steel sheet and strip (produced in steel mills)
			33128	Cold finished steel bars and bar shapes (produced in steel mills)
		33120	33120	Other steel mill products, except wire products
			33167	Cold finished sheet and strip (not made in steel mills)
		33168	33168	Cold finished steel bars and bar shapes (not made in steel mills)
			33168*	Cold rolled steel shapes, n.s.k.
		Coke oven, blast furnace products, including ferroalloys	33121	Coke oven and blast furnace products, including ferroalloys
			33131	Ferromanganese
			33132	Ferrochrome
			33133	Ferrosilicon
			33134	Other ferroalloys produced in electric furnaces
		33130*	Electrometallurgical products, n.s.k.	
		Steel nails and spikes	33152	Steel nails and spikes
			33150*	Steel wire and related products, n.s.k.
		Steel pipe and tube	33126	Steel pipe and tube (produced in steel mills)
			33176	Steel pipe and tube (not made in steel mills)
		Nonferrous rolling mill products, except wire	33512	Rolled, drawn, and extruded copper and copper-base alloy mill products
33510*	Rolled and drawn copper, n.s.k.			
33522	Aluminum plate and sheet (including foil stock)			
33523	Plain aluminum foil			
33524	Rolled aluminum rod, bar (including continuous cast), and structural shapes			
33525	Extruded aluminum rod, bar, and other extruded shapes			
33526	Aluminum tube and other rolled, drawn, or extruded mill products			



Product group		Subgroup		
Primary products of SIC—	Description	Subgroup description	Product classes contained	
			Code	Description
331, 335, 3391, 3481	Blast furnace and basic steel products; nonferrous rolling mill products; wire products—Continued	Nonferrous rolling mill products, except wire—Continued	33527	Aluminum ingot, produced in aluminum rolling mills
			33528	Aluminum extrusion billet, produced in aluminum rolling mills
		Noninsulated wire rope and cable, except copper	33520*	Rolled and drawn aluminum, n.s.k.
			33560	Rolled, drawn, and extruded nonferrous metal mill products (except copper and aluminum)
		Wire	33151	Noninsulated ferrous wire rope and strand, made in wire-drawing plants
			34811	Noninsulated ferrous wire rope, cable, etc., not produced by wire drawers
		Insulated wire and cable	33125	Steel wire (produced in steel mills)
			33155	Steel wire (not produced in steel mills)
			33511	Copper and copper-base alloy wire (bare and tinned) for purposes other than electrical transmission
			33521	Aluminum and aluminum-base alloy wire (including ACSR) made in aluminum rolling mills
			33571	Aluminum and aluminum-base alloy wire (including ACSR) produced in nonferrous wire drawing plants
			33572	Copper and copper-base alloy wire (including strand and cable), bare and tinned, for electrical transmission
			33573	Other bare nonferrous metal wire, made in nonferrous wire drawing plants
			33570*	Nonferrous wire drawing and insulating products, n.s.k.
			33574	Communication wire and cable
			33575	Nonferrous wire cloth and other woven wire products, made in nonferrous wire drawing plants
			33576	Appliance wire and cord, and flexible cord sets, produced in establishments which insulate wire and cable
			33577	Magnet wire
		33578	Power wire and cable	
		33579	Other insulated wire and cable, n.e.c.	
		Wire springs	34812	Precision mechanical springs
			34813	Other wire springs
		Other wirework	33156	Fencing and fence gates, made in wire drawing plants
			33157	Ferrous wire cloth and other woven wire products, made in wire drawing plants
			33159	Other fabricated ferrous wire products, except springs, made in wire drawing plants
			34814	Ferrous wire cloth and other ferrous woven wire products, not made by wire drawers
			34815	Nonferrous wire cloth and other woven wire products, not made by wire drawers
			34816	Fencing and fence gates, not produced by wire drawers
			34819	Other fabricated wire products, not produced by wire drawers
		34810*	Miscellaneous fabricated wire products, n.s.k.	
		Iron and steel forgings	33129	Press and hammer steel forgings (produced in steel mills)
			33911	Drop, upset and press steel forgings (closed die)
			33919	Open-die or smith forgings (open frame, hammer, or press) produced from purchased materials
33910*	Iron and steel forgings, n.s.k.			
33920	Nonferrous forgings			
Nonferrous forgings, metal powders and primary metal products, n.e.c.	33991	Metal powders and paste		
	33992	Other primary metal products, including nonferrous nails, brads, spikes, and staples		
	33996	Heat treating of metal for the trade		
	33990*	Primary metal products, n.e.c., n.s.k.		

Product group		Subgroup		
Primary products of SIC—	Description	Subgroup description	Product classes contained	
			Code	Description
3429	Hardware, n.e.c.	Transportation equipment hardware Builders' hardware Hardware, n.e.c.	34291	Transportation equipment hardware
			34294	Builders' hardware
			34292	Furniture hardware
			34293	Vacuum and insulated bottles, jugs, and chests
			34295	Other hardware
			34290*	Hardware, n.e.c., n.s.k.
3522	Farm machinery	Wheel tractors and attachments  Other farm machinery and equipment	35221	Wheel tractors and attachments (except contractors' off-highway type, garden tractors, and motor tillers)
			35222	Farm dairy machines, sprayers and dusters, farm elevators, farm blowers, garden tractors, and motor tillers
			35223	Planting, seeding, and fertilizing machinery
			35224	Plows, listers, harrows, rollers, pulverizers, stalk cutters, and similar equipment
			35225	Harvesting machinery
			35226	Haying machinery
			35227	Lawnmowers and snow blowers
			35228	All other farm machinery and equipment
			35229	Parts for farm machinery and equipment, for sale separately
			35220*	Farm machinery, n.s.k.
			3531	Construction machinery
35317	Tractor-shovel loaders, excluding parts and attachments			
Tracklaying type tractors	35312	Tracklaying type tractors, except parts and attachments		
	Other construction machinery	35313		
35314		Power cranes (including locomotive and full-circle revolving with booms), drag-lines, shovels, and parts		
35316		Mixers, pavers, and related equipment, excluding parts		
35318		Scrapers, graders, rollers, and off-highway trucks, trailers, and wagons (excluding parts)		
35319		Other construction machinery and equipment, including parts		
35310*		Construction machinery, n.s.k.		
3662	Radio and TV communication equipment	Communication equipment, except navigation, search and detection, and satellite        Other communication equipment		
			36622	Radio and television broadcast equipment, and closed circuit systems
			36623	Intercommunication equipment (except telephone and telegraph) and electric alarm and signal systems and devices
			36626	Electronic military, industrial, and commercial equipment, n.e.c.
			36629	Microwave and mobile telephone (communication) equipment
			36620*	Radio and TV communication equipment, n.s.k.
			36624	Electronic navigational aids (except missile-borne and space vehicle-borne equipment)
			36625	Electronic search and detection apparatus, including radar, infrared and sonar
			36627	Space satellite-borne communications equipment (complete package)
			36628	Missile-borne navigation and guidance systems and equipment

Product group		Subgroup		
Primary products of SIC—	Description	Subgroup description	Product classes contained	
			Code	Description
3711	Motor vehicles	Passenger cars and passenger car bodies	37111	Passenger cars, knocked down or assembled, and chassis for sale separately
			37115	Passenger car bodies
			37110*	Motor vehicles, n.s.k.
		Trucks, truck chassis, and truck tractors	37112	Truck tractors, truck chassis and trucks (chassis of own manufacture)
		Motor coaches, fire department and combat vehicles	37113	Buses (except trolley buses) and fire department vehicles (chassis of own manufacture)
			37114	Combat vehicles, wheel or tracked tactical vehicles or carriers (excluding tanks)
1925, 3721	Aircraft and complete guided missiles	Complete aircraft and missiles	19251	Missile systems, excluding propulsion
			19252	Space vehicle systems, excluding propulsion
			19253	Research and development on complete missiles
			19254	Research and development on complete space vehicles
			19255	All other services on complete missiles and space vehicles
			19250*	Complete guided missiles, n.s.k.
			37211	Complete aircraft, military type
			37212	Complete aircraft, personal and utility type
			37213	Complete aircraft, commercial transport type
			37210*	Aircraft, n.s.k.
		Aeronautical services, including research and development	37214	Modifications, conversions, and overhaul of previously accepted aircraft
			37216	Other aeronautical services on aircraft
3722, 3729	Aircraft engines and miscellaneous aircraft equipment	Aircraft, missile and space vehicle engines	37221	Aircraft engines for U.S. military customers
			37222	Aircraft engines for other than U.S. military customers
			37225	Complete missile or space vehicle engines and/or propulsion units
			37220*	Aircraft engines and engine parts, n.s.k.
		Engine parts and miscellaneous aircraft equipment	37223	Aeronautical services on aircraft engines
			37224	Aircraft engine parts and accessories
			37226	Research and development on complete missile or space vehicle engines and/or propulsion units
			37227	All other services on complete missile or space vehicle engines and/or propulsion units
			37228	Missile and space vehicle engine and/or propulsion unit parts and accessories
			37291	Aircraft parts and accessories, n.e.c.
			37292	Missile and space vehicle parts and subassemblies, n.e.c.
			37293	Research and development on aircraft parts
			37294	Research and development on missile and space vehicle parts and components, n.e.c.
			37295	Aircraft propellers and parts
37290*	Aircraft equipment, n.e.c., n.s.k.			
3811	Engineering and scientific instruments	Aircraft flight instruments and automatic pilots	38111	Aeronautical, nautical, and navigational instruments, and automatic pilots
		Other laboratory and scientific instruments	38112	Laboratory and scientific instruments
			38113	Surveying and drafting instruments and laboratory furniture
		38110*	Engineering and scientific instruments, n.s.k.	



## Appendix C

### **REPORT FORMS AND PRODUCT GROUP REFERENCE LIST**

Reproduced in this appendix are the report forms and the product reference list used in the 1967 survey of manufacturers' shipments and sales by class of customer. See the introduction to this report for a description of the companies receiving each of the report forms and the Product Group Reference List.

FORM NC-K45 (9995) U.S. DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS

1967 CENSUS OF MANUFACTURES

DISTRIBUTION OF SALES BY CLASS OF CUSTOMER

RETURN TO JEFFERSONVILLE CENSUS OPERATIONS OFFICE  
Jeffersonville, Indiana 47130

CENSUS USE ONLY	Weight		P/G

PLEASE READ INSTRUCTIONS ON REVERSE SIDE BEFORE COMPLETING REPORT

**DISTRIBUTION OF THE VALUE OF SHIPMENTS FROM MANUFACTURING ESTABLISHMENTS BY CLASS OF CUSTOMER:** This report provides a summary of the distribution of the shipments of this company by class of customer. The total value of products distributed should approximately equal the total value reported on the 1967 Form MA-100 submitted by your company and should be at the same prices (f. o. b. factory or plant) as reported on that form. **Estimates are acceptable.**

In correspondence pertaining to this report please refer to this file number

NC-K45 (9995)

**KEEP THIS COPY FOR YOUR FILES**  
**PLEASE COMPLETE AND RETURN THE FORM WHICH SHOWS YOUR NAME AND ADDRESS**

(Please correct any errors in name and address)

Line Number	Class of customer: categories (A)	Value of products shipped (Thousands of dollars) (B)	Key
1	Shipments to wholesalers	\$	1-7*
2	Shipments to retailers		2-2
3	Shipments to other manufacturers		2-3
4a	Shipments to commercial and industrial users, construction, State and local governments, private and public institutions (See note below)		2-4
4b			2-5
5	Shipments to individuals, households, and farmers		2-6
6	Shipments to the Federal Government		2-7
7	Exports, including shipments to foreign subsidiaries. Exclude shipments to domestic exporters which are reported as wholesalers, line 1		2-8
8	Other (Describe)		2-9*

9	Total (Sum of lines 1 through 8 should equal sum of values reported in items 9a through 9j and 9m (resales) of your 1967 Form MA-100)		3-2
10	Enter the percent of line 9 above representing goods manufactured by other companies bought and sold by this company without further fabrication	%	3-3
11	Receipts for work done for others on their materials (same as item 9k of your 1967 Form MA-100)		3-4
12	Miscellaneous receipts (sum of receipts in item 9l of your 1967 Form MA-100)		3-5
13	<b>Total (lines 9 + 10 + 11; same as item 9n of your 1967 Form MA-100)</b>		3-6*

**NOTE** - Line 4b is to be used only if your primary product for 1967 is included on lists A and B shown under Special Instructions.

Remarks

Name of person to contact regarding this report	Address (Number and street, city, State)	ZIP code	Area code	Number	Telephone Extension
<b>CERTIFICATION</b> - This report is substantially accurate and covers the period from _____ to _____					
Name of company		Address (Number and street, city, State)			
Signature of authorized person		Title		Date	
				ZIP code	



## GENERAL INSTRUCTIONS

As part of the 1967 Census of Manufactures, the Bureau of the Census is conducting this survey of the Distribution of Manufacturers' Sales by Class of Customer. This survey will provide a current analysis of the institutions through which the Nation's goods move from the manufacturer to the customer. The results are needed for the improvement of the national income and product statistics. The latest broad-scale survey of the distribution of sales covered 1958.

One Form (NC-K4S) should be completed by each company operating only one place of business during 1967. If you operate more than one separate place of business, please let us know and we will send you the correct form.

This report covering all of the domestic activities of the company will measure the flow of products from this company to its customers. Please report in column (B) the value of all of your products (whether made in your company or purchased and resold without further fabrication) shipped to each of the class of customer categories listed in column (A). Report shipments on consignment as though the merchandise had been sold at the time of the shipment. If such consignment shipments are to agents, consider the agent as a wholesaler.

**Estimates are acceptable** - We appreciate that there is no uniform system of sales analysis for all manufacturing companies and that reporting on this form will require some companies to resort to the use of estimates to a greater extent than is usually necessary for Census report forms. If you do not have records showing your sales by class of customer or if your sales analysis by customer class differs for some of the classes shown on this form, approximate figures will be acceptable. It is hoped that you can provide estimates that do not miss the actual figure by 2 or 3 percent of the total value of sales for the product group.

**Form NC-K4S** - should equal - **1967 Form MA-100**

Line 9 . . . . . Item 9a-9j and 9m (resales)  
 Line 10 . . . . . Item 9k  
 Line 11 . . . . . Item 9l  
 Line 12 . . . . . Item 9n

**1. Wholesalers** - Include all wholesale companies purchasing primarily for resale to other businesses or to institutions and not directly to household consumers or farmers. Include industrial distributors, drop shippers, desk jobbers, voluntary group wholesalers, retail cooperative warehouses and buying groups, as well as wholesale merchants, exporters and export intermediaries and similar types of operations.

**2. Retailers** - Include sales to businesses which sell merchandise for personal, household, or farm consumption. Include all chain stores, mail order houses, department stores, independent retailers including those who operate their own home service delivery routes such as independent bakery or dairy truck distributors.

**3. Manufacturers** - Report sales to companies known to be engaged in manufacturing. Include as manufacturers food processors such as bakeries; bottling plants; sheet metal operations; feed mixers; logging camps; sawmills; printing; publishing; apparel jobbers; producers of ready-mixed concrete; machine shops.

**4. Commercial and industrial users, construction, State and local governments, private and public institutions** - Include all private firms and businesses not considered manufacturers, retailers, or wholesalers. Thus, include in this item companies engaged in construction, mining, transportation; as well as utilities, restaurants, hotels, and other businesses providing services; include hospitals and schools, as well as **State and local governments.** (Report sales to the Federal Government separately.)

**5. Individuals, household users and farmers** - Include all direct sales from the manufacturing plants to households, farmers, and individual users, including sales to your company's own employees at retail, even if at a discount. Operating plants of the company which deliver products to customers should include route sales to households in this item (sales to stores, institutions, restaurants, State and local governments should be reported in the appropriate category).

**6. Federal Government** - Include all sales to branches of the Federal Government and to corporations owned by the Federal Government; include sales to military post exchanges, ship's stores and similar units.

If you report on Census Form MA-175, "Report on Shipments to or Receipts for Work Done for Federal Government Agencies and Their Contractors and Suppliers," report as sales to government only those shipments made directly as prime contractor. Indirect sales under subcontractor should be reported as shipments in the class of customer to which the prime contractor is classified, usually other manufacturing companies.

**7. Export** - Report sales for direct export, including shipments to your company's foreign subsidiaries and affiliates. Do **not** include shipments to domestic exporters which should be reported as sales to wholesalers.

**SPECIAL INSTRUCTIONS**

Line Number	If your primary product for 1967 is -	Report amount of all 1967 shipments to -	Exclude such shipments from -
	<b>List-A</b>		
1	Wines and brandy		
2	Bottled liquors		
3	Gasolene and jet fuel		
4	Kerosene and fuel oil (distillate and residual)		
5	Asphalt, asphalt felts and coatings		
6	Wheel tractors, parts and attachments, except contractors, off-highway and garden types		
7	Track laying tractors, parts and attachments		
8	Construction and mining machinery		
9	Truck and bus bodies		
10	Truck trailers and chassis		
11	Trucks, truck chassis and truck tractors		
12	Motor coaches, fire department and combat vehicles		
	<b>List-B</b>		
1	Steel pipe and tubing		
2	Builders' hardware		
3	Metal plumbing fixtures and fittings		
4	Heating and cooking equipment		
5	Fabricated structural iron and steel		
6	Sheet metal products		
7	Lighting fixtures, excluding incandescent vehicular lighting equipment, complete		
8	Household refrigerators and home and farm freezers		
9	Other refrigeration and air-conditioning equipment		
10	Insulated wire and cable		
	<b>List-C</b>		
1	Fresh meat and lard		
2	Cured meat and sausage		
3	Canned meats, except dog and cat food		
4	Poultry and small game		

**REPORT SHIPMENTS TO -**

Leather jobbers as shipments to wholesalers on line 1.

Textile converters as shipments to wholesalers on line 1.

Apparel jobbers as shipments to other manufacturers on line 3.

Military aircraft under the Mutual Security Program and the Military Defense Assistance Program as shipments to the Federal Government on line 6.

Producers of ready-mixed concrete as shipments to other manufacturers on line 3.



FORM NC-K4M  
(9994)

U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS

1967 CENSUS OF MANUFACTURES

DISTRIBUTION OF SALES  
BY CLASS OF CUSTOMER

RETURN TO

JEFFERSONVILLE CENSUS OPERATIONS OFFICE  
Jeffersonville, Indiana 47130

CENSUS USE ONLY	Weight			P/G

GENERAL INSTRUCTIONS

(See also specific instructions with Product Group Reference List)

As part of the 1967 Census of Manufactures, the Census Bureau is conducting this survey of the Distribution of Manufacturers' Sales by Class of Customer. The last such survey was conducted as part of the 1958 Census of Manufactures. This survey will provide a current analysis of the marketing channels through which the goods move from the manufacturer to the user or consumer. The results are needed for the improvement of the national income and product statistics.

**Estimates are acceptable** - We appreciate that there is no uniform system of sales analysis and that completeness of records varies considerably among companies. Therefore, some companies will have to use estimates to a far greater extent than they do on other Census surveys. If actual records are not available except at considerable expense, or if your class of customer or product groupings differ significantly from those requested, approximations will be acceptable.

**What to report** - You are requested to provide a summary company level report on the shipments of groups of products from your company's manufacturing plants and sales branches and offices. This report should include data for all domestic subsidiaries, divisions, and establishments as reported on Form NC-K1, "Company Summary Form." You are requested in section 1 to allocate the shipments from your manufacturing plants, including movements within the company, according to type of customer; and in section 2 to further trace the shipments which move from or on order from company operated sales branches, sales offices, and administrative offices.

**Product groups** - (See accompanying Reference Manual PGL-(NC-K4M).) Report groups of the products for which you report shipments from manufacturing establishments in item 9, Form MA-100. However, the products have been grouped into a smaller number of categories for this report. The Reference Manual lists the product categories for which class of customer information is to be reported and describes the products, as reported on Form MA-100, which are to be summarized into the groups.

**NOTICE** - Response to this inquiry is required by law (Title 13 U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

In correspondence pertaining to this report refer to this Census File Number



NC-K4M (9994)

KEEP THIS COPY FOR YOUR FILES

PLEASE COMPLETE AND RETURN THE FORM WHICH  
SHOWS YOUR NAME AND ADDRESS

(Please correct if mailing address has changed)

- 2. Merchant wholesale establishments** - Report shipments to or orders from any establishment operated by this company for which you report in the 1967 Census of Business on Form CB-50A-50R.
- 3. Retail stores or outlets** - Report sales through separately operated retail stores for which a report is also required in the Census of Business.
- 4. Other manufacturing plants** - Report all transfers or shipments from one manufacturing plant of this company to another whether for further processing, for use as a material or supply, or for resales by the other plants.
- 5. Other establishments** - Report all transfers or shipments to other plants of this company, such as mining, transportation, service, etc.

Section 1B - SHIPMENTS TO OTHER COMPANIES, INDIVIDUALS,  
GOVERNMENTS, AND EXPORT

- 6. Wholesalers** - Include all wholesale companies purchasing primarily for resale to other businesses or to institutions and not directly to household consumers or farmers.
- 7. Retailers** - (Do not include shipments to your company's own retail outlets.) Include sales to businesses which sell merchandise for personal, household, or farm consumption. Include all chain stores, mail order houses, department stores, independent retailers, including independent route salesmen such as bakery or dairy truck distributors who sell directly to households.
- 8. Manufacturers** - Report sales to companies known to be engaged in manufacturing. Include as manufacturers food processors such as meat packers, bakeries, and bottling plants; sheet metal operations; feed mixers; logging camps; saw-mills; printing; publishing; apparel jobbers; machine shops.



At the head of each column, enter the product code and description from the manual. In distributing your sales by class of customer, include products bought and resold in the same condition (resales) in their appropriate product group. Exclude, however, miscellaneous receipts and receipts for contract and commission work. In both sections 1 and 2, please estimate the percent of each product group which is resales, lines 15 and 28.

**Allocation of sales and shipments** - Special instructions on reporting sales for a few particular products are included in the instructions. Unless there are such special instructions, use the following standards in completing this report.

**Section 1** - Allocate the shipments from your manufacturing plants to the classes of customers described. In section 1A, list those customers which represent within company shipments, i.e., to other plants of the company for further processing or to the company's own wholesale or retail outlets. For purposes of section 1A, your sales branches and sales offices, if any, are considered as customers. If you report sales on line 1 (shipments to or on order from sales branches, sales offices or administrative offices), you must also report in section 2. **Products should be valued f.a.b. plant as reported on Form MA-100.**

**Section 2** - **Products sold from sales branches, sales offices, and administrative offices should be valued at sales price to the customer.**

### DESCRIPTION OF CLASS OF CUSTOMER

(Corresponds to report form line number)

#### Section 1A - SHIPMENTS, SALES OR TRANSFERS TO OTHER ESTABLISHMENTS OF THIS COMPANY

**1. Sales branches, sales offices, administrative offices** - Include shipments to or on orders received through those establishments of your company which report on Form CB-51A-51L, Census of Business, "Manufacturers' Sales Branches and Offices." These are establishments operated by the company primarily to sell the products manufactured by the company, although they may also sell products made by other companies. (These are distinguished from merchant wholesale establishments of the company, SEE line 2.) Also, for purposes of this inquiry consider as a sales office any administrative office which handles sales of the company. These establishments report on Form NC-X6, "Central Administrative Offices and Auxiliaries."

Include as shipments to sales branches, sales offices and administrative offices not only the value of products actually shipped from the plant to these establishments, but also products shipped from the plant to customers on order from the sales branch or office. If any sales are reported on line 1, section 1, sales from sales branches and sales offices, you must also complete section 2.

Name of person to contact regarding this report

Address (Number and street, city, State)

ZIP code

Telephone

Area code Number

Extension

**CERTIFICATION** - This report is substantially accurate and covers the period from \_\_\_\_\_ to \_\_\_\_\_

Name of company

Address (Number and street, city, State)

ZIP code

Signature of authorized person

Title

Date

**9. Commercial and industrial users, construction, State and local governments, private and public institutions** - Include all private firms and businesses not considered manufacturers, retailers, or wholesalers. Thus, include companies engaged in construction, mining, transportation; as well as utilities, restaurants, hotels, and other businesses providing services; include hospitals and schools, as well as State and local governments. (Report sales to the Federal Government separately.) **Lines 9b (and 22b) are used only for product groups for which special instructions appear in the Product Group Reference List.**

**10. Individuals, household users, and farmers** - Include all direct sales from the manufacturing plants to households, farmers, and individual users (including sales to your company's own employees at retail, even if at a discount). Companies which deliver products to customers should include route sales to households in this item (sales to stores, institutions, and restaurants). State and local governments should be reported in the appropriate category.

**11. Federal Government** - Include all sales to branches of the Federal government and to corporations owned by the Federal Government; include sales to military post exchanges, ship's stores and similar units.

If you operate manufacturing plants reporting on Census Form MA-175, "Report on Shipments to or Receipts for Work Done for Federal Government Agencies and Their Contractors and Suppliers," report as sales to government only those shipments made directly to the government. Indirect sales under subcontractor should be reported as shipments in the class of customer to which the prime contractor is classified, usually other manufacturing companies.

**12. Export** - Report sales for direct export, including shipments to your company's foreign subsidiaries and affiliates. Do NOT include shipments to domestic exporters which should be reported as sales to wholesalers.

**13. Other** - Report sales for all customers not listed in lines 6-12 (and 19-25).

**14. Total shipments from manufacturing establishments** - The sum of lines 1-13 should approximate the sum of product class shipments comprising the group reported in item 9, Form MA-100, of establishment reports with allowance for resales.

**16. Total for product group** reported in item 9 of Form MA-100 should equal the sum of product class shipments comprising the product group reported in item 9, Form MA-100.

**Section 2 - SALES BY SALES BRANCHES, SALES OFFICES, AND ADMINISTRATIVE OFFICES** - Lines 17-26 - Class of customer definitions are the same as for section 1B.



FORM NC-K4M - DISTRIBUTION OF SALES BY CLASS OF CUSTOMER

Line number	Class of Customer Categories		Key	Code and		
	Section 1 - Report shipments from manufacturing establishments at same prices as reported on the individual 1967 Census of Manufactures establishments reports, i.e., f.o.b. factory value.		1-1	Code _____	Code _____	Code _____
	Section 2 - Report sales from sales branches, sales offices, and administrative offices at final sales prices to customer.		2-1	_____	_____	_____
			3-1	_____	_____	_____
			4-1	_____	_____	_____
<b>Section 1 - SHIPMENTS FROM MANUFACTURING ESTABLISHMENTS</b>						
1	<b>A. To other establishments of this company</b>	To or on orders from separate sales branches, sales offices, and administrative offices (establishments for which Census Forms CB-51A - 51L and NC-X6 are filed) (If you have entries on this line, complete section 2)	1-2	\$	\$	\$
2		Merchant wholesale establishments (for which Census Forms CB-50A - 50R are filed)	1-3			
3		Retail stores or outlets	1-4			
4		Other manufacturing plants	1-5			
5		Other establishments (Describe)	1-6			
6	<b>B. To other companies, individuals, governments, and export</b>	Wholesalers	1-7*			
7		Retailers	2-2			
8		Manufacturers	2-3			
9a		Commercial and industrial users, construction, State and local governments, private and public institutions (See note below)	2-4			
9b			2-5			
10		Individuals, households, and farmers	2-6			
11		Federal Government	2-7			
12		Export, including shipments to foreign subsidiaries. Exclude shipments to domestic exporters	2-8			
13	Other (Describe)	2-9*				
14	<b>TOTAL</b> - (Sum of lines 1-13 should approximate the sum of product class shipments comprising the group reported in item 9, Form MA-100, of establishment reports with allowance for resales)		3-2			
15	Approximate percent (omit decimals) of total shipments, included in line 14, that are products bought and resold without additional processing by your company		3-3XX		%	%
16	Total for product group reported on Forms MA-100		3-6			
<b>Section 2 - SALES BY SALES BRANCHES, SALES OFFICES, AND ADMINISTRATIVE OFFICES (Complete if entry was made on line 1)</b>						
17	<b>A. To other establishments of this company</b>	Retail stores and outlets	3-7			
18		Other establishments (Describe)	3-8			
19	<b>B. To other companies, individuals, governments, and export</b>	Wholesalers	3-9			
20		Retailers	3-10*			
21		Manufacturers	4-2			
22a		Commercial and industrial users, construction, State and local governments, private and public institutions (See note below)	4-3			
22b			4-4			
23		Individuals, households, and farmers	4-5			
24		Federal Government	4-6			
25		Export, including shipments to foreign subsidiaries. Exclude shipments to domestic exporters	4-7			
26	Other (Describe)	4-8				
27	<b>TOTAL</b> - (Sum of lines 17-26 should approximate the total of the sales reported on Forms CB-51A - 51L and NC-X6)		4-9			
28	Approximate percent (omit decimals) of total shipments, included in line 27, that are products bought and resold without additional processing by your company		4-10*		%	%

NOTE- Use line 9b and 22b ONLY for product groups for which special instructions appear in Product Group Reference List.

Product group description (See Product Group Reference List) - Report in thousands of dollars

Product group description (See Product Group Reference List) - Report in thousands of dollars								Key
Code _____	Code _____	Code _____	Code _____	Code _____	Code _____	Code _____	Code _____	1-1
								2-1
								3-1
								4-1
	\$	\$	\$	\$	\$	\$	\$	1-2
								1-3
								1-4
								1-5
								1-6
								1-7*
								2-2
								2-3
								2-4
								2-5
								2-6
								2-7
								2-8
								2-9*
								3-2
	%	%	%	%	%	%	%	3-3XX
								3-6
								3-7
								3-8
								3-9
								3-10*
								4-2
								4-3
								4-4
								4-5
								4-6
								4-7
								4-8
								4-9
	%	%	%	%	%	%	%	4-10*



1967 CENSUS OF MANUFACTURES

DISTRIBUTION OF SALES BY CLASS OF CUSTOMER

The purpose of this survey is to provide measures of the distribution of shipments to specified classes of customers with reasonable accuracy at the national level. If your records are not kept or not tabulated in this form, please provide your best approximations. Other instructions for compiling this report appear on the report form. NC-K4M includes special instructions on estimating.

PRODUCT GROUP REFERENCE LIST

This booklet lists the Product Groups for which you are to report shipments (or sales) to specified classes of customers. Each Product Group is defined to include one or more Product Classes for which you show value of shipments in item 9 of your form MA-100, "Annual Survey of Manufactures," which is being used as pages 1 and 2 of the 1967 Census of Manufactures Forms.

Column 1 of the Product Group List shows the title of the Group; column 2, the Group Code, for reporting on Form NC-K4M, and column 3 shows the Annual Survey Codes for the Product Classes included in each of the Product Groups. Some product classes have been revised effective with the 1967 Census. The Form MA-100 Product Class Codes referred to in column 3 are the new codes. The title of the Group (Column 1) and the Group Code (Column 2) should be entered in the designated space on Form NC-K4M.

How to Choose the Appropriate PRODUCT GROUP in This List

Examination of the title of each of the lines of activity described below should assist you in selecting the proper page reference and product group listing describing the products applicable to your establishment. Each of the lists has been arranged to include most of the products manufactured by establishments engaged in the major lines of activity described below:

<u>Major line of manufacturing activity</u>	<u>Page</u>
Ordnance . . . . .	3
Food and Kindred Products . . . . .	3
Tobacco Manufactures . . . . .	4
Textile Mill Products . . . . .	4
Apparel and Related Products . . . . .	5
Lumber and Wood Products . . . . .	5
Furniture and Fixtures . . . . .	5
Pulp, Paper, Board, and Products . . . . .	5
Printing and Publishing . . . . .	6
Chemicals and Products . . . . .	6
Petroleum and Coal Products . . . . .	6
Rubber and Miscellaneous Plastics Products . . . . .	7
Leather and Leather Goods . . . . .	7
Stone, Clay, and Glass Products . . . . .	7
Primary Metals Industries . . . . .	7
Fabricated Metal Products . . . . .	8
Machinery, Except Electrical . . . . .	9
Electrical Machinery . . . . .	10
Transportation Equipment . . . . .	11
Instruments and Related Products . . . . .	12
Miscellaneous Manufactures . . . . .	12

PRODUCT GROUP REFERENCE LIST—Continued

NOTE: For the product groups below special instructions are required for reporting sales to certain customers. Please read the detailed instructions on the page cited before reporting sales for these products.

Product group		See instruction booklet page	Class of custom requiring special reporting
Code	Description		
4-2011	Fresh meat and lard, hides, skins, and pelts, cured meats, sausage and sausage casings, natural, and other meat packing and meat processing products . . . . .	3	Meat jobbers, wholesalers and retailers
5-2011	Canned meats, except dog and cat food . . . . .	3	
4-2015	Poultry and small game . . . . .	3	
4-2084	Wines and brandy . . . . .	3	State and local governments
5-2085	Bottled liquors . . . . .	4	
4-2911	Gasoline and jet fuel . . . . .	6	
5-2911	Kerosene and fuel oil (distillate and residual) . . . . .	6	
6-2911	Asphalt . . . . .	6	
4-2952	Asphalt felts and coatings . . . . .	7	
4-3522	Wheel tractors and attachments (except garden tractors, motor tillers and contractors' off-highway tractors) . . . . .	9	
4-3531	Tracklaying type tractors, except parts and attachments . . . . .	9	
6-3531	Construction machinery and equipment (except tractors) . . . . .	10	
4-3713	Truck and bus bodies . . . . .	11	
4-3715	Truck trailers and chassis . . . . .	11	
5-3711	Trucks, truck chassis and truck tractors . . . . .	11	
6-3711	Motor coaches, fire department and combat vehicles . . . . .	12	
4-2211 through 4-2391	Textile mill products . . . . .	4 and 5	(a) Piece goods converters (b) Apparel jobbers
4-2251 through 4-2311	Apparel and related products . . . . .	5	Apparel jobbers or converters
4-3317	Steel pipe and tubing . . . . .	8	Building or construction contractors
5-3357	Insulated wire and cable . . . . .	8	
5-3429	Builders' hardware . . . . .	8	
4-3431	Metal plumbing fixtures and fittings . . . . .	8	
4-3433	Heating and cooking equipment (except electrical) . . . . .	8	
4-3441	Fabricated structural iron and steel . . . . .	9	
4-3444	Sheet metal products . . . . .	9	
4-3585	Refrigerators and refrigeration machinery (except household and complete air-conditioning units) . . . . .	10	
4-3631	Electrical household appliances, etc. . . . .	11	
4-3721	Complete aircraft and missiles . . . . .	12	Mutual Security Program and the Military Defense Assistance Program



PRODUCT GROUP REFERENCE LIST—Continued

Product group		Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>ORDNANCE</u>		
ALL ORDNANCE . . . . .	4-1911	19110-19990
<u>FOOD AND KINDRED PRODUCTS</u>		
FRESH MEAT AND LARD, HIDES, SKINS, AND PELTS, CURED MEATS, SAUSAGE AND SAUSAGE CASINGS, NATURAL, AND OTHER MEAT PACKING AND PROCESSING PRODUCTS. . . . . Shipments of this Product Group directly from your manufacturing establishments to meat jobbers, wholesalers, and retailers should be combined and reported as shipments to wholesalers on line 6. Sales of your separately maintained sales offices, sales branches or administrative offices to meat jobbers, wholesalers, and retailers should be combined and reported as sales to wholesalers on line 19.	4-2011	20111-20115, 20116-20117, 20119, 20110, 20136-20137, 20139
CANNED MEATS, EXCEPT DOG AND CAT FOOD. . . . . Shipments of this Product Group directly from your manufacturing establishments to meat jobbers, wholesalers, and retailers should be combined and reported as shipments to wholesalers on line 6. Sales of your separately maintained sales offices, sales branches or administrative offices to meat jobbers, wholesalers, and retailers should be combined and reported as sales to wholesalers on line 19.	5-2011	20118, 20138
POULTRY AND SMALL GAME. . . . . Shipments of this Product Group directly from your manufacturing establishments to meat jobbers, wholesalers, and retailers should be combined and reported as shipments to wholesalers on line 6. Sales of your separately maintained sales offices, sales branches or administrative offices to meat jobbers, wholesalers, and retailers should be combined and reported as sales to wholesalers on line 19.	4-2015	20151-20156
BUTTER AND CHEESE . . . . .	4-2021	20210, 20221-20222
CONCENTRATED DRY OR CANNED MILK . . . . .	4-2023	20231-20234
ICE CREAM AND ICES. . . . .	4-2024	20240
FLUID MILK AND CREAM . . . . .	4-2026	20261-20264
CANNED FISH AND OTHER SEAFOODS, EXCEPT DOG AND CAT FOOD CURED FISH AND OTHER SEAFOODS, CANNED SPECIALTIES AND CANNED FRUITS AND VEGETABLES. . . . .	4-2031	20310, 20321-20324, 20331-20336, 20338
DRIED AND DEHYDRATED FRUITS AND VEGETABLES, AND SOUP MIX AND PICKLES AND SAUCES, INCLUDING MAYONNAISE AND SALAD DRESSING . . . . .	4-2034	20341-20342, 20352-20354
FRESH AND FROZEN PACKAGED FISH AND OTHER SEAFOOD . . . . .	4-2036	20361-20362
FROZEN FRUITS AND VEGETABLES. . . . .	4-2037	20371-20373
WHEAT FLOUR, EXCEPT BLENDED OR PREPARED . . . . .	4-2041	20411
OTHER GRAIN MILL PRODUCTS, EXCEPT FLOUR MIXES . . . . .	5-2041	20412, 20413, 20416
PREPARED ANIMAL FEEDS, EXCLUDING DOG AND CAT FOOD . . . . .	4-2042	20421, 20422, 20424
DOG AND CAT FOOD. . . . .	5-2042	20423
CEREAL BREAKFAST FOODS. . . . .	4-2043	20430
RICE MILL PRODUCTS . . . . .	4-2044	20440
PREPARED FLOUR AND FLOUR MIXES. . . . .	4-2045	20415, 20455
CORN WET-MILLING PRODUCTS . . . . .	4-2046	20460
BREAD AND RELATED PRODUCTS . . . . .	4-2051	20511-20515, 20517
BISCUIT, CRACKERS, AND PRETZELS. . . . .	4-2052	20521-20522
RAW CANE SUGAR . . . . .	4-2061	20610
REFINED CANE SUGAR . . . . .	4-2062	20620
REFINED BEET SUGAR . . . . .	4-2063	20630
CONFECTIONERY, CHEWING GUM, AND CHOCOLATE PRODUCTS. . . . .	4-2071	20711-20716, 20721-20722, 20728, 20730
BEER AND ALE . . . . .	4-2082	20820
MALT. . . . .	4-2083	20830
WINES AND BRANDY. . . . .	4-2084	20840
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported on line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported on line 22b and excluded from line 22a. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		



PRODUCT GROUP REFERENCE LIST—Continued

Product group		Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>FOOD AND KINDRED PRODUCTS--Continued</u>		
DISTILLED LIQUORS (EXCEPT BRANDY) AND DISTILLERS' GRAINS . . . . .	4-2085	20851
BOTTLED LIQUORS. . . . . Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported on line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported on line 22b and excluded from line 22a. Please enter "State and local governments" in the designated line in the "Class of Customer" column.	5-2085	20853
BOTTLED AND CANNED SOFT DRINKS AND CARBONATED WATERS. . . . .	4-2086	20860
FLAVORINGS . . . . .	4-2087	20871-20874
COTTONSEED OIL MILL PRODUCTS . . . . .	4-2091	20911-20914
SOYBEAN OIL MILL PRODUCTS . . . . .	4-2092	20921-20922
OTHER VEGETABLE OIL MILL PRODUCTS . . . . .	4-2093	20931-20933
GREASE AND INEDIBLE TALLOW, MEAT MEAL AND TANKAGE, FISH OIL AND FISH MEAL . . . . .	4-2094	20941-20943
ROASTED COFFEE . . . . .	4-2095	20951-20952
SHORTENING, SALAD AND COOKING OILS. . . . .	4-2096	20961
MARGARINE. . . . .	5-2096	20962
MANUFACTURED ICE . . . . .	4-2097	20970
MACARONI AND NOODLES. . . . .	4-2098	20980
OTHER FOOD PREPARATIONS, INCLUDING MINCEMEAT (DESCRIBE) . . . . .	4-2099	20991-20994, 20996, 20998-20999
<u>TOBACCO MANUFACTURES</u>		
CIGARETTES . . . . .	4-2111	21110
CIGARS . . . . .	4-2121	21210
CHEWING AND SMOKING TOBACCO AND SNUFF. . . . .	4-2131	21310
STEMMED AND REDRIED TOBACCO . . . . .	4-2141	21411, 21412
<u>TEXTILE MILL PRODUCTS</u>		
In Section 1, report shipments from your manufacturing establishments on orders from piece goods converters as shipments to wholesalers on line 6. Report shipments to apparel jobbers as shipments to other manufacturers on line 8.		
In Section 2, report sales of your separately maintained sales offices, sales branches or administrative offices to piece goods converters as sales to wholesalers on line 19. Report sales to apparel jobbers as sales to other manufacturers on line 21.		
COTTON BROAD-WOVEN GRAY GOODS . . . . .	4-2211	22111-22116
FINISHED COTTON BROAD-WOVEN FABRICS (EXCLUDING COMMISSION FINISHING). . .	5-2211	22117, 22617
MAN-MADE FIBER BROAD-WOVEN GRAY GOODS. . . . .	4-2221	22211-22217
FINISHED MAN-MADE FIBER BROAD-WOVEN FABRICS (EXCLUDING COMMISSION FINISHING). . . . .	5-2221	22218, 22628
WOOL FABRICS, WOOL BLANKETS, AND FINISHED WOOL YARN NOT SPUN AT THIS ESTABLISHMENT (EXCLUDING COMMISSION FINISHING) . . . . .	4-2231	22311, 22312, 22313, 22314, 22319
NARROW FABRICS . . . . .	4-2241	22411, 22414, 22415
FINISHED YARN, RAW STOCK, AND NARROW FABRICS, EXCEPT WOOL (NOT SPUN, THROWN, WOVEN OR BRAIDED IN THIS ESTABLISHMENT) . . . . .	4-2269	22690
CARPETS AND RUGS. . . . .	4-2271	22710, 22720, 22790
SPUN COTTON AND MAN-MADE FIBER YARNS (YARNS SPUN AND FINISHED AT THIS ESTABLISHMENT). . . . .	4-2281	22811, 22812, 22813, 22814
WOOL YARNS, INCLUDING CARPET AND RUG YARNS (YARNS SPUN AND FINISHED AT THIS ESTABLISHMENT). . . . .	4-2283	22831, 22832
COATED FABRICS, EXCEPT RUBBERIZED. . . . .	4-2295	22951, 22952, 22953
THREAD, FELT, WASTE, TIRE CORD, SCOURING AND OTHER MISCELLANEOUS TEXTILE PRODUCTS NOT ELSEWHERE CLASSIFIED. . . . .	4-2282	22822, 22823, 22824, 22841, 22842, 22843, 22910, 22920, 22930, 22940, 22960, 22970, 22981, 22982, 22983, 22991, 22992

PRODUCT GROUP REFERENCE LIST—Continued

Product group		Form MA-100 “Annual Survey of Manufactures” product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>TEXTILE MILL PRODUCTS--Continued</u>		
CURTAINS AND DRAPERIES, CANVAS PRODUCTS, HOUSE FURNISHINGS, AND OTHER FABRICATED TEXTILE PRODUCTS. . . . .	4-2391	23910 - 23990, 22118, 22119, 22219, 22110
<u>APPAREL AND RELATED PRODUCTS</u>		
KNITTING MILLS—In Section 1, report shipments from your manufacturing establishments to apparel jobbers or converters as shipments to other manufacturers on line 8. In Section 2, report sales of your separately maintained sales offices, sales branches or administrative offices to apparel jobbers or converters as sales to other manufacturers on line 21.		
FINISHED FULL-FASHIONED AND SEAMLESS HOSIERY. . . . .	4-2251	22511, 22513, 22522, 22523
FULL-FASHIONED AND SEAMLESS HOSIERY SHIPPED IN THE GREIGE. . . . .	5-2251	22514, 22515, 22524
KNIT FABRICS. . . . .	4-2256	22561, 22562
OTHER PRODUCTS MADE IN KNITTING MILLS (DESCRIBE). . . . .	4-2253	22531, 22532, 22533, 22541, 22542, 22543, 22590
APPAREL AND RELATED PRODUCTS (CUT AND SEWED FROM PURCHASED FABRICS). . . . .	4-2311	23111-23890
Report total on line 14 and if applicable on line 25. Do not report by class of customer.		
<u>LUMBER AND WOOD PRODUCTS</u>		
LOGS, BOLTS AND PULPWOOD. . . . .	4-2411	24110
PRODUCTS OF SAWMILLS AND PLANING MILLS. . . . .	4-2421	24211-24218, 24261, 24262, 24290
MILLWORK. . . . .	4-2431	24311-24318
VENEER AND PLYWOOD. . . . .	4-2432	24321-24326
PREFABRICATED WOOD PRODUCTS. . . . .	4-2433	24331, 24332
WOODEN CONTAINERS. . . . .	4-2441	24411, 24412, 24420, 24430, 24450
MISCELLANEOUS WOOD PRODUCTS. . . . .	4-2491	24911, 24991-24996
<u>FURNITURE AND FIXTURES</u>		
WOOD HOUSEHOLD FURNITURE AND BEDDING PRODUCTS. . . . .	4-2511	25111-25117, 25121, 25126, 25151-25156
METAL AND PLASTIC HOUSEHOLD FURNITURE. . . . .	4-2514	25141-25144, 25190
OFFICE FURNITURE. . . . .	4-2521	25210, 25221-25224
PUBLIC BUILDING FURNITURE. . . . .	4-2531	25311, 25312, 25990
PARTITIONS, SHELVING, LOCKERS, AND OFFICE AND STORE FIXTURES. . . . .	4-2541	25410, 25420
VENETIAN BLINDS AND SHADES. . . . .	4-2591	25911, 25912
<u>PULP, PAPER, BOARD, AND PRODUCTS</u>		
PULP MILL PRODUCTS. . . . .	4-2611	26111-26112
PAPER MILL PRODUCTS, EXCEPT BUILDING PAPER MILL PRODUCTS. . . . .	4-2621	26211-26219, 26210
PAPERBOARD MILL PRODUCTS (CONTAINER BOARD; SPECIAL FOOD BOARD; FOLDING BOXBOARD STOCK; SET-UP BOXBOARD; SPECIAL PAPERBOARD, INCLUDING CARDBOARD, OTHER BENDING AND OTHER NONBENDING BOARD; AND WET MACHINE BOARD). . . . .	4-2631	26311-26318
BUILDING PAPER AND BUILDING BOARD MILL PRODUCTS. . . . .	4-2661	26611, 26612
PAPER COATING AND GLAZING. . . . .	4-2641	26411-26416
ENVELOPES (ALL TYPES AND MATERIALS, EXCLUDING STATIONERY ENVELOPES). . . . .	4-2642	26420
BAGS, EXCEPT TEXTILE BAGS. . . . .	4-2643	26431-26433
FOLDING PAPERBOARD BOXES. . . . .	4-2651	26510
FIBER CANS, TUBES, DRUMS, AND SIMILAR PRODUCTS. . . . .	4-2655	26551, 26552
DIE-CUT PAPER AND PAPERBOARD AND CARDBOARD. . . . .	4-2645	26451, 26452
WALLPAPER. . . . .	4-2644	26440
PULP GOODS, PRESSED AND MOLDED. . . . .	4-2646	26461, 26462
SANITARY FOOD CONTAINERS, BOARDS AND TRAYS. . . . .	4-2654	26541-26543



PRODUCT GROUP REFERENCE LIST—Continued

Product group		Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>PULP, PAPER BOARD, AND PRODUCTS--Continued</u>		
SANITARY PAPER PRODUCTS . . . . .	4-2647	26471, 26472
CONVERTED PAPER AND PAPERBOARD PRODUCTS, N.E.C. (DESCRIBE) . . . . .	4-2649	26491-26495
SET-UP PAPERBOARD BOXES . . . . .	4-2652	26520
CORRUGATED AND SOLID FIBER BOXES . . . . .	4-2653	26530
<u>PRINTING AND PUBLISHING</u>		
PRINTING AND PUBLISHING. . . . .	4-2711	27111-27940
Report total on line 14 and if applicable on line 25. Do not report by class of customer.		
<u>CHEMICALS AND PRODUCTS</u>		
INDUSTRIAL INORGANIC CHEMICALS . . . . .	4-2812	28121-28124, 28191-28199
INDUSTRIAL GASES. . . . .	4-2813	28132-28134
INDUSTRIAL ORGANIC CHEMICALS. . . . .	4-2815	28151-28155, 28181-28185
INORGANIC COLOR PIGMENTS . . . . .	4-2816	28161-28163
PLASTICS MATERIALS, SYNTHETIC RESINS. . . . .	4-2821	28211-28219
SYNTHETIC (CHEMICAL) RUBBERS. . . . .	4-2822	28220
SYNTHETIC FIBERS . . . . .	4-2823	28231, 28232, 28241, 28242
BIOLOGICAL AND PHARMACEUTICAL PRODUCTS . . . . .	4-2831	28311-28315, 28341-28349
MEDICINAL CHEMICALS, INCLUDING BOTANICALS . . . . .	4-2833	28331-28332
SOAPS, DETERGENTS, AND NATURAL GLYCERIN. . . . .	4-2841	28411-28416
SPECIALTY CLEANING, POLISHING AND SANITATION PRODUCTS . . . . .	4-2842	28421, 28423, 28424
SURFACE ACTIVE AND FINISHING AGENTS . . . . .	4-2843	28430
TOILET PREPARATIONS . . . . .	4-2844	28441-28445
PAINTS AND ALLIED PRODUCTS . . . . .	4-2851	28511-28519
CHEMICAL PREPARATIONS, N.E.C. . . . .	4-2899	28991-28993
WOOD CHEMICALS . . . . .	4-2861	28611, 28612
FERTILIZERS. . . . .	4-2871	28711, 28712, 28722
AGRICULTURAL PESTICIDES AND OTHER AGRICULTURAL CHEMICALS. . . . .	4-2879	28790
GLUE AND GELATIN . . . . .	4-2891	28911, 28912
EXPLOSIVES . . . . .	4-2892	28921
PRINTING INK . . . . .	4-2893	28930
CARBON BLACK . . . . .	4-2895	28950
<u>PETROLEUM AND COAL PRODUCTS</u>		
GASOLINE AND JET FUEL . . . . .	4-2911	29111, 29112
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b of Section 1 and excluded from line 9a of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b of Section 2 and excluded from line 22a of Section 2. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		
KEROSENE AND FUEL OIL (DISTILLATE AND RESIDUAL) . . . . .	5-2911	29113-29115
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b of Section 1 and excluded from line 9a of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b of Section 2 and excluded from line 22a of Section 2. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		
ASPHALT. . . . .	6-2911	29119
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b of Section 1 and excluded from line 9a of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b of Section 2 and excluded from line 22a of Section 2. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		



PRODUCT GROUP REFERENCE LIST—Continued

Product group	Form NC-K4M code (2)	Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)		
<u>PETROLEUM AND COAL PRODUCTS--Continued</u>		
OTHER PETROLEUM PRODUCTS . . . . .	7-2911	29110, 29116-29118
ASPHALT FELTS AND COATINGS . . . . .	4-2952	29521-29523
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b of Section 1 and excluded from line 9a of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b of Section 2 and excluded from line 22a of Section 2. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		
LUBRICANTS, OILS, AND GREASES NOT MADE IN REFINERIES . . . . .	4-2992	29920
FUEL BRIQUETS AND PACKAGED FUEL, AND OTHER PRODUCTS OF PETROLEUM AND COAL . . . . .	4-2951	29510, 29990
<u>RUBBER AND MISCELLANEOUS PLASTICS PRODUCTS</u>		
TIRES AND INNER TUBES . . . . .	4-3011	30111-30115
RUBBER FOOTWEAR . . . . .	4-3021	30210
RECLAIMED RUBBER . . . . .	4-3031	30310
ALL OTHER RUBBER PRODUCTS (DESCRIBE) . . . . .	4-3069	30691-30698
MISCELLANEOUS PLASTICS PRODUCTS . . . . .	4-3079	30791-30798
<u>LEATHER AND LEATHER GOODS</u>		
LEATHER TANNING AND FINISHING . . . . .	4-3111	31111-31115
INDUSTRIAL LEATHER BELTING AND PACKING . . . . .	4-3121	31210
FOOTWEAR CUT STOCK AND FINDINGS . . . . .	4-3131	31310
FOOTWEAR, EXCEPT RUBBER . . . . .	4-3141	31411-31417
HOUSE SLIPPERS . . . . .	4-3142	31420
SUITCASES, BRIEFCASES, BAGS, AND TRUNKS . . . . .	4-3161	31610
WOMEN'S HANDBAGS AND PURSES . . . . .	4-3171	31710
GLOVES, PERSONAL LEATHER GOODS AND OTHER LEATHER PRODUCTS (DESCRIBE) . . . . .	4-3151	31510, 31720, 31990
<u>STONE, CLAY, AND GLASS PRODUCTS</u>		
FLAT GLASS PRODUCTS . . . . .	4-3211	32111, 32112, 32113, 32114
GLASS CONTAINERS . . . . .	4-3221	32210
PRESSED AND BLOWN GLASSWARE, EXCEPT CONTAINERS . . . . .	4-3229	32291-32294
PRODUCTS OF PURCHASED GLASS . . . . .	4-3231	32313, 32315, 32316
HYDRAULIC CEMENT . . . . .	4-3241	32410
STRUCTURAL CLAY PRODUCTS, INCLUDING BRICK, HOLLOW TILE, FLOOR AND WALL TILE . . . . .	4-3251	32511, 32512, 32530, 32592
VITRIFIED CLAY SEWER PIPE AND FITTINGS . . . . .	4-3259	32591
REFRATORIES, CLAY AND NON-CLAY . . . . .	4-3255	32550, 32970
VITREOUS AND SEMI-VITREOUS PLUMBING FIXTURES AND ACCESSORIES . . . . .	4-3261	32610
VITREOUS AND EARTHENWARE (SEMI-VITREOUS) FOOD UTENSILS AND POTTERY PRODUCTS . . . . .	4-3262	32620, 32630, 32690
PORCELAIN ELECTRICAL SUPPLIES . . . . .	4-3264	32640
CONCRETE PRODUCTS (EXCEPT READY-MIXED CONCRETE) . . . . .	4-3271	32710, 32721-32723
GYPSUM PRODUCTS . . . . .	4-3275	32751, 32752
MINERAL WOOL (FROM ROCK, SLAG, AND GLASS) AND MINERAL FIBER PRODUCTS . . . . .	4-3296	32961, 32962
ABRASIVE PRODUCTS . . . . .	4-3291	32911-32914
ASPHALT FLOOR TILE AND VINYL ASBESTOS TILE . . . . .	4-3292	32925, 32926
OTHER ASBESTOS PRODUCTS . . . . .	5-3292	32922, 32924, 32927
GASKETS AND ASBESTOS INSULATION . . . . .	4-3293	32932, 32933
OTHER NON-METALLIC MINERAL PRODUCTS (DESCRIBE) . . . . .	4-3299	32730, 32740, 32811-32813, 32990, 32950
<u>PRIMARY METALS INDUSTRIES</u>		
SEMI-FINISHED STEEL SHAPES AND FORMS, INCLUDING INGOT (ALL GRADES) . . . . .	4-3312	33122
FINISHED MILL SHAPES AND FORMS (EXCEPT WIRE, PIPE, AND TUBING) ALL GRADES BOTH HOT AND COLD ROLLED . . . . .	5-3312	33123, 33124, 33127, 33128, 33120, 33167, 33168

PRODUCT GROUP REFERENCE LIST—Continued

Product group		Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>PRIMARY METALS INDUSTRIES--Continued</u>		
COKE OVEN AND BLAST FURNACE PRODUCTS, INCLUDING FERRO-ALLOYS AND OTHER ADDITIVES . . . . .	6-3312	93121, 33131-33134
IRON AND STEEL CASTINGS . . . . .	4-3321	33211-33233
NONFERROUS SMELTER AND REFINERY PRODUCTS (INGOT, PIG, SHOT, ETC.-ALLOYED AND UNALLOYED). . . . .	4-3331	33311-33418
NONFERROUS MILL PRODUCTS, EXCEPT WIRE . . . . .	4-3351	33512, 33522-33560
NONFERROUS CASTINGS . . . . .	4-3361	33610-33699
IRON AND STEEL FORGINGS . . . . .	4-3391	33911, 33919, 33129
WIRE . . . . .	4-3357	33125, 33155, 33511, 33521, 33571-33573
STEEL PIPE AND TUBING . . . . .	4-3317	33126, 33176
Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.		
INSULATED WIRE AND CABLE . . . . .	5-3357	33574-33579
Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.		
OTHER PRIMARY METALS PRODUCTS . . . . .	4-3399	33992, 33996
NONFERROUS FORGINGS AND METAL POWDERS . . . . .	4-3392	33920, 33991
<u>FABRICATED METAL PRODUCTS</u>		
METAL CANS AND TINWARE END PRODUCTS . . . . .	4-3411	34110
CUTLERY . . . . .	4-3421	34211, 34212
EDGE AND HAND TOOLS, FILES AND HAND SAWS, AND SAW BLADES. . . . .	4-3423	34231-34250
TRANSPORTATION EQUIPMENT HARDWARE . . . . .	4-3429	34291
BUILDERS' HARDWARE . . . . .	5-3429	34294
Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.		
ALL OTHER HARDWARE, N.E.C. . . . .	6-3429	34292, 34293, 34295
METAL PLUMBING FIXTURES AND FITTINGS . . . . .	4-3431	34310, 34320
Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.		
HEATING AND COOKING EQUIPMENT (EXCEPT ELECTRIC). . . . .	4-3433	34331-34336
Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.		



PRODUCT GROUP REFERENCE LIST—Continued

Product group		Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>FABRICATED METAL PRODUCTS--Continued</u>		
FABRICATED STRUCTURAL IRON AND STEEL . . . . . Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.	4-3441	34411-34413
ORNAMENTAL AND STRUCTURAL METAL WORK . . . . .	4-3446	34460
PREFABRICATED AND PORTABLE METAL BUILDINGS AND PARTS AND MISCELLANEOUS METAL BUILDING MATERIALS . . . . .	4-3449	34492, 34493
METAL DOORS, SASH, AND TRIM . . . . .	4-3442	34421-34425
BOILER SHOP PRODUCTS . . . . .	4-3443	34431-34439
SHEET METAL PRODUCTS . . . . . Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.	4-3444	34441-34443
VITREOUS-ENAMELED PRODUCTS . . . . .	4-3461	34611
STAMPED AND SPUN COOKING AND KITCHEN UTENSILS AND PAILS, ASH CANS, AND GARBAGE CANS . . . . .	5-3461	34614, 34615
JOB STAMPINGS AND OTHER METAL STAMPINGS . . . . .	6-3461	34612, 34613, 34616-34618
COATING AND ENGRAVING . . . . .	4-3471	34710-34790
NAILS AND SPIKES, STEEL . . . . .	4-3315	33152
WIRE SPRINGS . . . . .	4-3481	34812, 34813
NONINSULATED WIRE ROPE AND CABLE AND STRAND, EXCEPT COPPER . . . . .	5-3315	33151, 34811
WIREWORK, N.E.C. . . . .	5-3481	33156-33159, 34814-34819
METAL BARRELS, DRUMS, AND PAILS . . . . .	4-3491	34911-34913
STEEL SPRINGS, EXCEPT WIRE . . . . .	4-3493	34930
BOLTS, NUTS, WASHERS, AND DRIVETS . . . . .	4-3452	34521-34523
SCREW MACHINE PRODUCTS . . . . .	4-3451	34510
METAL FOIL AND LEAF . . . . .	4-3497	34970
OTHER FABRICATED METAL PRODUCTS (DESCRIBE) . . . . .	4-3492	34920, 34960, 34990, 34980
VALVES AND FITTINGS (EXCEPT PLUMBERS' BRASS GOODS) . . . . .	4-3494	34941-34946
<u>MACHINERY, EXCEPT ELECTRICAL</u>		
STEAM ENGINES AND TURBINES . . . . .	4-3511	35111, 35112
INTERNAL COMBUSTION ENGINES (EXCEPT AUTOMOTIVE AND AIRCRAFT GASOLINE ENGINES) . . . . .	4-3519	35191-35199
WHEEL TRACTORS AND ATTACHMENTS (EXCEPT GARDEN TRACTORS, MOTOR TILLERS AND CONTRACTORS' OFF-HIGHWAY TRACTORS) . . . . . Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b and excluded from line 22a. Please enter "State and local governments" in the designated line in the "Class of Customer" column.	4-3522	35221
TRACKLAYING TYPE TRACTORS, EXCEPT PARTS AND ATTACHMENTS . . . . . Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported on line 22b and excluded from line 22a. Please enter "State and local governments" in the designated line in the "Class of Customer" column.	4-3531	35312



PRODUCT GROUP REFERENCE LIST—Continued

Product group		Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>MACHINERY, EXCEPT ELECTRICAL—Continued</u>		
CONTRACTORS' OFF-HIGHWAY WHEEL TRACTORS AND TRACTOR-SHOVEL LOADERS (EXCEPT PARTS AND ATTACHMENTS) . . . . .	5-3531	35311, 35317
FARM MACHINERY AND EQUIPMENT (EXCEPT TRACTORS) . . . . .	5-3522	35222-35229
CONSTRUCTION MACHINERY AND EQUIPMENT (EXCEPT TRACTORS). . . . .	6-3531	35313-35316, 35318, 35319
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b and excluded from line 22a. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		
MINING MACHINERY AND EQUIPMENT (EXCEPT OIL FIELD MACHINERY AND EQUIPMENT). . . . .	4-3532	35321-35324
OIL FIELD MACHINERY AND EQUIPMENT . . . . .	4-3533	35331-35334
MACHINE TOOLS METAL CUTTING TYPES . . . . .	4-3541	35411-35419
MACHINE TOOLS METAL FORMING TYPES . . . . .	4-3542	35421-35424
SPECIAL DIES, TOOLS, DIE SETS, JIGS, AND FIXTURES . . . . .	4-3544	35441-35442
MACHINE TOOL ACCESSORIES AND MEASURING DEVICES. . . . .	4-3545	35451-35453
METAL WORKING MACHINERY, EXCEPT MACHINE TOOLS . . . . .	4-3548	35481-35485
FOOD-PRODUCTS MACHINERY. . . . .	4-3551	35511-35513
TEXTILE MACHINERY. . . . .	4-3552	35521, 35522
WOODWORKING MACHINERY. . . . .	4-3553	35531, 35532
PAPER-INDUSTRIES MACHINERY. . . . .	4-3554	35540
PRINTING-TRADES MACHINERY AND EQUIPMENT. . . . .	4-3555	35551, 35552
SPECIAL-INDUSTRY MACHINERY, N.E.C. . . . .	4-3559	35591-35595
PUMPS, AIR AND GAS COMPRESSORS AND PUMPING EQUIPMENT. . . . .	4-3561	35611-35616
ELEVATORS, CONVEYORS, HOISTS, INDUSTRIAL CRANES, INDUSTRIAL TRUCKS, TRACTORS, ETC. . . . .	4-3534	35340-35370
OTHER GENERAL INDUSTRIAL MACHINERY (INCLUDE BLOWERS AND FANS, GEARS, INDUSTRIAL FURNACES, HEAT EXCHANGERS, ETC.) . . . . .	4-3564	35641, 35642, 35661- 35690
TYPEWRITERS. . . . .	4-3572	35720
ELECTRONIC COMPUTING EQUIPMENT . . . . .	4-3573	35731, 35733
CALCULATING AND ACCOUNTING MACHINES, EXCEPT ELECTRONIC COMPUTING EQUIPMENT. . . . .	4-3574	35741, 35743
SCALES AND BALANCES . . . . .	4-3576	35760
OFFICE MACHINES, N.E.C. (INCLUDE DUPLICATING, TIME STAMP, DICTATING MACHINES, ETC.). . . . .	4-3579	35790
REFRIGERATORS AND REFRIGERATION MACHINERY (EXCEPT HOUSEHOLD AND COMPLETE AIR-CONDITIONING UNITS). . . . .	4-3585	35851-35857
Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.		
COMMERCIAL LAUNDRY, DRY CLEANING AND PRESSING MACHINERY, AUTOMATIC MERCHANDISING MACHINES, MEASURING AND DISPENSING PUMPS, AND OTHER SERVICE INDUSTRY MACHINES, N.E.C. . . . .	4-3581	35811-35820, 35860- 35893
BALL AND ROLLER BEARINGS, INCLUDING PARTS AND COMPONENTS . . . . .	4-3562	35621-35629
INDUSTRIAL PATTERNS AND MOLDS, CARBURETORS, PISTONS, AND OTHER MACHINE SHOP PRODUCTS . . . . .	4-3565	35650, 35991-35992
<u>ELECTRICAL MACHINERY</u>		
WIRING DEVICES AND SUPPLIES . . . . .	4-3643	36430, 36441-36443
ELECTRICAL MEASURING INSTRUMENTS, INCLUDING INTEGRATING AND TEST EQUIPMENT. . . . .	4-3611	36111-36113

Product group		Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>ELECTRICAL MACHINERY—Continued</u>		
CARBON AND GRAPHITE PRODUCTS AND ELECTRICAL INDUSTRIAL APPARATUS. . . . .	4-3624	36240, 36291-36293
MOTORS, GENERATORS, GENERATOR SETS AND OTHER ROTATING EQUIPMENT. . . . .	4-3621	36211-36216.
TRANSFORMERS, INCLUDING SPECIALTY POWER AND DISTRIBUTION . . . . .	4-3612	36121-36123
ELECTRICAL CONTROL APPARATUS, INCLUDING SWITCHGEAR AND SWITCHBOARD.	4-3613	36131-36317, 36220
ELECTRICAL WELDING APPARATUS . . . . .	4-3623	36231-36233
ELECTRICAL HOUSEHOLD APPLIANCES, ETC.. . . . .	4-3631	36311-36312, 36321-36322, 36331-36332, 36341-36344, 36350, 36360, 36391-36393
Shipments of this Product Group directly from your manufacturing establishments to building or construction contractors should be reported in line 9b and excluded from line 9a. Sales of your separately maintained sales offices, sales branches or administrative offices to building or construction contractors should be reported in line 22b and excluded from line 22a. Please enter "construction" in the designated line in the "Class of Customer" column.		
ENGINE ELECTRICAL EQUIPMENT. . . . .	4-3694	36941-36946
ELECTRIC LAMPS (BULBS ONLY) . . . . .	4-3641	36410
RADIO, PHONOGRAPH AND TELEVISION EQUIPMENT. . . . .	4-3651	36511-36513
ELECTRON TUBES AND SEMICONDUCTORS AND RELATED DEVICES . . . . .	4-3671	36710, 36720, 36730, 36741-36749
MISCELLANEOUS ELECTRONIC COMPONENTS. . . . .	4-3679	36792-36795
PHONOGRAPH RECORDS. . . . .	4-3652	36520
TELEPHONE AND TELEGRAPH EQUIPMENT . . . . .	4-3661	36611-36612
STORAGE BATTERIES . . . . .	4-3691	36911-36912
PRIMARY BATTERIES, DRY AND WET. . . . .	4-3692	36920
APPLIANCE WIRE CORD AND CORD SETS, AND ELECTRICAL PRODUCTS N.E.C. . . . .	4-3699	36992, 36996
THERAPEUTIC APPARATUS AND X-RAY TUBES . . . . .	4-3693	36930
COMMUNICATION EQUIPMENT, EXCEPT NAVIGATION AND GUIDANCE COMMUNICATION, SEARCH AND DETECTION APPARATUS AND SPACE SATELLITE COMMUNICATION EQUIPMENT. . . . .	4-3662	36621, 36622, 36623, 36626, 36629
NAVIGATION AND GUIDANCE COMMUNICATION, SEARCH AND DETECTION APPARATUS, AND SPACE SATELLITE COMMUNICATION. . . . .	5-3662	36624, 36625, 36627, 36628
LIGHTING FIXTURES. . . . .	4-3642	36421-36427
<u>TRANSPORTATION EQUIPMENT</u>		
TRUCK AND BUS BODIES. . . . .	4-3713	37130
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b of Section 1 and excluded from line 9a of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b of Section 2 and excluded from line 22a of Section 2. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		
TRUCK TRAILERS AND CHASSIS. . . . .	4-3715	37150
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b of Section 1 and excluded from line 9a of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b of Section 2 and excluded from line 22a of Section 2. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		
PASSENGER CARS AND PASSENGER CAR BODIES . . . . .	4-3711	37111, 37115
TRUCKS, TRUCK CHASSIS AND TRUCK TRACTORS . . . . .	5-3711	37112
Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b of Section 1 and excluded from line 9a of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b of Section 2 and excluded from line 22a of Section 2. Please enter "State and local governments" in the designated line in the "Class of Customer" column.		



PRODUCT GROUP REFERENCE LIST—Continued

Product group		Form MA-100 "Annual Survey of Manufactures" product classes included in the NC-K4M group (3)
Title (1)	Form NC-K4M code (2)	
<u>TRANSPORTATION EQUIPMENT--Continued</u>		
MOTOR COACHES, FIRE DEPARTMENT AND COMBAT VEHICLES. . . . . Shipments of this Product Group directly from your manufacturing establishments to State and local governments should be reported in line 9b of Section 1 and excluded from line 9a of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices to State and local governments should be reported in line 22b of Section 2 and excluded from line 22a of Section 2. Please enter "State and local governments" in the designated line in the "Class of Customer" column.	6-3711	37113, 37114
MOTOR VEHICLE PARTS AND ACCESSORIES. . . . .	4-3714	37141-37143
COMPLETE AIRCRAFT AND MISSILES. . . . . Shipments of this Product Group directly from your manufacturing establishments under the Mutual Security Program and the Military Defense Assistance Program should be reported as shipments to the Federal Government line 11 of Section 1. Sales of your separately maintained sales offices, sales branches or administrative offices under the Mutual Security Program and the Military Defense Assistance Program should be reported as sales to the Federal Government line 24 of Section 2.	4-3721	37211-37213, 19251-19255
AERONAUTICAL SERVICES, MODIFICATION, OVERHAULS, RESEARCH AND DEVELOPMENT. . . . .	5-3721	37214, 37216
COMPLETE ENGINES FOR AIRCRAFT, MISSILES AND SPACE VEHICLES. . . . .	4-3722	37221, 37222, 37225
COMPLETE PROPELLERS AND PARTS, ACCESSORIES, RESEARCH AND DEVELOPMENT ON AIRCRAFT ENGINES, AND MISSILES. . . . .	4-3723	37230, 37223, 37224, 37226-37228, 37291-37294
SHIP BUILDING AND REPAIRING. . . . .	4-3731	37311-37316
BOAT BUILDING AND REPAIRING. . . . .	4-3732	37321-37324
LOCOMOTIVE AND RAILROAD AND STREET CARS. . . . .	4-3741	37411-37413, 37421-37423
MOTORCYCLES, BICYCLES, AND OTHER TRANSPORTATION EQUIPMENT . . . . .	4-3751	37510, 37910, 37991-37992
<u>INSTRUMENTS AND RELATED PRODUCTS</u>		
AIRCRAFT FLIGHT INSTRUMENTS AND AUTOMATIC PILOTS. . . . .	4-3811	38111
OTHER LABORATORY AND SCIENTIFIC INSTRUMENTS . . . . .	5-3811	38112, 38113
MECHANICAL MEASURING INSTRUMENTS, INCLUDING INDUSTRIAL PROCESS AND AUTOMATIC TEMPERATURE CONTROLS. . . . .	4-3821	38211-38216, 38220
OPTICAL INSTRUMENTS AND LENSES. . . . .	4-3831	38311-38312
SURGICAL, MEDICAL, AND DENTAL INSTRUMENTS AND SUPPLIES . . . . .	4-3841	38410, 38421-38424, 38430
OPHTHALMIC GOODS . . . . .	4-3851	38511-38513
PHOTOGRAPHIC EQUIPMENT. . . . .	4-3861	38611-38618
WATCHES AND CLOCKS. . . . .	4-3871	38711-38715
WATCHCASES. . . . .	4-3872	38720
<u>MISCELLANEOUS MANUFACTURING</u>		
JEWELRY (PRECIOUS METAL), LAPIDARY WORK, SILVERWARE, AND PLATED WARE. . . . .	4-3911	39111-39112, 39120, 39130, 39141-39142
MUSICAL INSTRUMENTS AND PARTS . . . . .	4-3931	39311-39314
TOYS, DOLLS, AND CHILDREN'S VEHICLES . . . . .	4-3941	39410, 39420, 39430
SPORTING AND ATHLETIC GOODS . . . . .	4-3949	39491-39493
PENS, PENCILS, ARTISTS' MATERIALS, MARKING DEVICES AND CARBON PAPER. . . . .	4-3951	39510, 39521, 39522, 39530, 39550
COSTUME JEWELRY AND NOVELTIES, EXCEPT PRECIOUS METAL . . . . .	4-3961	39610
BUTTONS AND MISCELLANEOUS NOTIONS . . . . .	4-3962	39620, 39630, 39641, 39642
MISCELLANEOUS PRODUCTS, N.E.C., INCLUDING BROOMS AND BRUSHES, MORTICIANS' GOODS, SIGNS AND ADVERTISING DISPLAYS, AND MATCHES (DESCRIBE) . . . . .	4-3991	39911-39999





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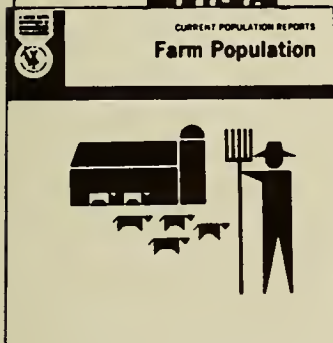
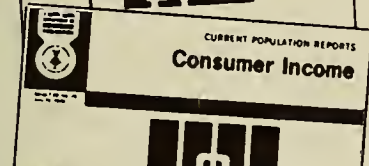
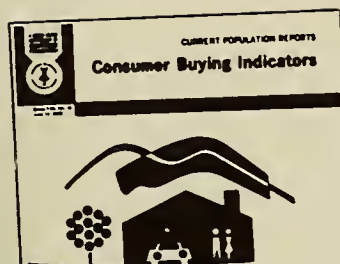
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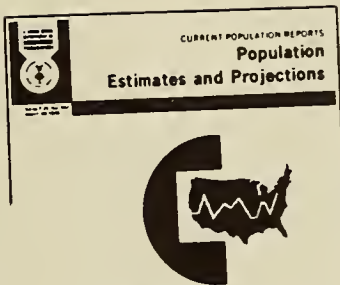


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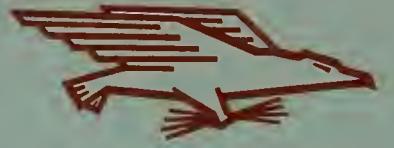




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