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Annual Line of Business Report 1977

Report of the
Bureau of Economics

Annual Line of Business Report

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to the Federal Trade Commission

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The Manager of the Line of Business Program has certified that he has reviewed and approved the disclosure avoidance procedures used by the staff of the Line of Business Program to insure that the data included in this report do not identify individual company line of business data.

This report has been prepared by staff of the FTC's Bureau of Economics. It has not been adopted by the Federal Trade Commission, or any individual Commissioner, in whole or in part.

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CHAPTER 1
INTRODUCTION

This is the last in a series of five Annual Line of Business Reports (ALBRs) to be published by the Commission for the years 1973-1977. The reports for the years 1974 through 1977 contain industry aggregates and financial ratios for line of business (LB) data submitted by the full sample of reporting companies for those years. Data for the full sample years 1974 through 1977 are comparably based for research and analytical purposes. The 1973 report data are based only upon a sample of companies required to report data for that year and are not analytically comparable with data for subsequent years.

In 1974, the Commission began to collect 1973 line of business data for large diversified manufacturers. The form for the 1973 reporting year was then revised for the 1974 reporting year, and remained essentially unchanged through 1977. In granting approval to conduct the 1977 survey, the General Accounting Office (GAO), which had forms approval authority over the FTC at that time, recommended in 1979 that a plan be developed to evaluate the costs and benefits of the LB data collection effort. The Commission adopted this recommendation, a plan was drafted, and staff undertook a study in May 1981. The Commission then decided to suspend collection of LB data for 1978 and subsequent report years, pending completion of such review. This review was completed on April 12, 1984, at which time the Commission concluded that the costs of the program outweighed its

benefits and decided not to resume data collection. It voted, however, to continue research with the data already collected.¹ Such research has been and remains ongoing and a list of papers, publications, and research in process is presented at the end of this report in Appendix I. The research with the disaggregative line of business data by staff and consultant researchers has focused on industrial organization as well as strategic management and planning questions.

Research with the line of business data has used lines of business, companies, industries, or some combination as observa-

¹ The review process included input from staff of the Line of Business Program, the director of the Bureau of Economics, other segments of the Commission, reporting companies and other members of the business community, other government agencies, members of the antitrust legal profession, and academicians. The benefit--cost evaluation is documented in the following reports: (1) FTC, Bureau of Economics, Evaluation of the Benefits of the Federal Trade Commission's Line of Business Program, February 1984; and (2) six documents that represented the initial material placed before the Commission for review in September 1982. This set includes: (1) William F. Long, David F. Lean, David J. Ravenscraft, and Curtis L. Wagner III, Executive Summary of the staff report on the Benefits and Costs of the Federal Trade Commission's Line of Business Program, September 1982; (b) William F. Long, David F. Lean, David J. Ravenscraft, Curtis L. Wagner III, Benefits and Costs of the Federal Trade Commission's Line of Business Program, Volume II: Public Comments on the Benefits and Costs of the LB Program Received in Response to Federal Register Notice Requests of February 26, 1982, and April 12, 1982; (d) Benefits and Costs of the Federal Trade Commission's Line of Business Program, Volume III: Comments of Consultant Reviewers to Preliminary Drafts of Volume I: Staff Analysis; (e) Line of Business Data Collection: Recommendations of William F. Long, Manager, Line of Business Program, January 20, 1983; and (f) Benefits and Costs of the FTC's Line of Business Program: Recommendations of Robert D. Tollison Richard S. Higgins, and William F. Shughart II, January 20, 1983.

tions. The figures below show the size of these categories over the period 1974-1977. In reading the line items, a line of business observation is a single company reporting its activities to a given FTC industry category. An industry category observation is the summation of data for all companies reporting activities in the same industry category.

Line of Business Data Sample: 1974-1977

Item	Number of Observations			
	1974	1975	1976	1977
Industry Categories				
Manufacturing	259	260	259	259
Non-manufacturing	14	14	14	14
Companies	437	471	466	456
Lines of Business	3992	4198	4243	4337

The Program's resources include other data files both public and nonpublic that can be linked with line of business data for research purposes. These files include, for example, data on mergers and acquisitions, industry concentration, firm market shares, company-level financial data from Standard and Poor's Compustat file, and Census input-output data.

Research is conducted under the statutory provisions and confidentiality rules that govern the operations of the Line of Business Program. These provisions and rules require that only employees of the Program may have access to the individual company information. To this end, outside scholars wishing to conduct research with the disaggregative data must be appointed as special employees of the Program. The data must not be used for law enforcement purposes and no individual company information may be disclosed. Persons interested in conducting research with the line of business data must submit a research proposal for approval by an internal committee and the Director of the Bureau of Economics. Public release of research output requires compliance with disclosure avoidance criteria and the approval of the Commission. Further information about research access may be obtained from the Program.

I. DESCRIPTION OF THE 1977 SURVEY FORM

As noted, the LB Program began with the 1973 reporting year. Aggregate data for that year were published in March 1979, in the Annual Line of Business Report 1973 (ALBR 73).¹ Historical background for the program up to that point is covered in the ALBR 73 publication and in references cited therein.

¹ Federal Trade Commission (Washington, 1979)

Using the substantial amount of information and experience gained from the 1973 survey, the staff developed a revised form for use in the 1974 survey.¹ This form was submitted to the General Accounting Office (GAO) for its approval as required by the Federal Reports Act as amended (44 U.S.C. 3512). In August 1975, GAO responded to the Federal Trade Commission (FTC), advising it that the data to be collected for 1974 were not already available in the Government and that the data collection plan imposed the minimum burden consistent with the FTC's needs.

The 1974 LB form was then mailed to 450 manufacturing firms. A series of administrative and judicial challenges to the LB Program followed issuance of the 1974 Orders. These culminated in early 1976 with more than 150 companies filing suits to enjoin implementation of the survey. The Court ruled in the FTC's favor,² and all 437 companies filed LB forms for 1974 by December 1978.

Once the forms had been filed, they were subjected to a thorough desk audit by the LB Program's staff accountants. The data were aggregated by industry category. They were checked to

¹ Authority for the survey derives from Section 6 of the Federal Trade Commission Act, 15 U.S.C. 46.

² Line of Business Litigation is reported at In Re FTC Corporate Patterns Report Litigation, 432 F. Supp. 291 (D.D.C. 1977), aff'd sub nom., Appeal of FTC Line of Business Report Litigation. 193 U.S. App. D.C. 300, 595 F.2d 85, cert. denied, 439 U.S. 958 (1978).

ensure that no individual company data would be disclosed by release of the aggregates, with the result that some data were combined or suppressed. The aggregates were published in September 1981, in the Annual Line of Business Report 1974.

The 1974 LB Form was also used for collecting data for subsequent years, including 1977. The reporting methods were essentially the same.¹ Several minor layout changes were made, but there were no changes of substance. Two items were dropped from schedule III (percent of sales that included and excluded freight charges). A copy of the 1977 form and related materials are attached as appendices B-E. The June 12, 1979 Order to File 1977 LB data was directed and sent to the 464 firms listed in Appendix H. The forms were audited by LB staff accountants, aggregated by industry category, and screened for potential

¹ See ALBR 74, pp. 44-47.

disclosure of individual company data. The aggregates are given in the Master Table of this report at the end of Chapter 3.¹

II. PUBLICATION OF DATA SUPPRESSED IN EARLIER YEARS

An important supplement contained in this report is a table of data suppressed from publication in earlier years. Aggregate financial and statistical data for certain industries were temporarily suppressed in the 1974, 1975, and 1976 ALBRs pending final disposition of complaints brought by two companies. The complaints were settled in 1984, enabling the Commission to publish previously redacted data, subject to the application of confidentiality provisions that guard against disclosure of individual company data. Accordingly, data for the following

¹ The Commission actually issued 464 Orders to File the 1977 LB Forms. However, one affiliated group was surveyed as two separate firms, and a second affiliated group was surveyed as three separate firms. In addition, one company was excused from filing because it no longer met the selection criteria, three companies were excused from filing due to bankruptcy or dissolution, and data for one company that was acquired by another LB company was included with the parent report. For these reasons the actual number of companies that filed 1977 LB Forms was 456.

industry categories for those earlier years are presented in Appendix A:

<u>FTC Code</u>	<u>Industry Category</u>
22.07	Knitting mills, nec, including circular and wrap knit fabric mills
22.08	Textile finishing, except wool and knit goods
22.09	Floor covering mills
22.10	Yarn and thread mills
22.51	In 1974 and 1975, combines FTC codes 22.01 (weaving mills--cotton, synthetics, and silk) and 22.02 (weaving and finishing mills wool). In 1976 combine 22.01, 22.02 and 22.08 (textile finishing, except wool and knit goods)
22.52	Combines FTC codes 22.11 (tire cord and fabric) and 22.12 (Mis. textile goods, exc. tire cord and fabric).

III. CORRECTIONS OF PREVIOUSLY PUBLISHED DATA

In preparing this 1977 ALBR, cross-checking procedures revealed errors in the specialization, coverage, and participation ratios published in prior years. Revised data are presented in this report in Table 3-13 that lists specialization, coverage, and participation ratios for each LB category and for all four years, 1974, 1975, 1976, and 1977. The corrected ratios are appropriately marked and footnoted. The consolidation of these data in this table format is unique to this report and

should be of considerable help to data users wishing to know characteristics of the LB sample during the above reporting years.

The remainder of this report is divided into four major parts. Chapter 2 presents simple analyses of common financial ratios based on the aggregated 1977 LB data. Chapter 3 provides a more technical analysis of the LB data: specialization, coverage, and participation ratios are presented and some of the problems associated with line of business accounting are highlighted. The actual 1977 data aggregated by industry category are found in the Master Table at the end of Chapter 3. Appendix A contains data for certain industries suppressed in previous reports. Appendices B-G contain documents relating to the collection of 1977 LB data. Finally, Appendix H presents a list of the 464 companies surveyed, and Appendix I provides a list of Line of Business Program reports, research papers and research in process.

CHAPTER 2

COMPARISONS OF 1977 INDUSTRY PERFORMANCE

Financial ratios drawn from the data aggregates in the Master Table of Chapter 3 offer comparisons of industry performance in 1977, and in this chapter several tables are presented in which industry financial ratios and performance rankings are presented. The analysis in this chapter will be a limited one, looking only at those ratios commonly used as measures of industry performance. Sophisticated analyses of industry performance and financial variables using advanced statistical and econometric techniques are the subject of the numerous more specific research studies detailed in Appendix I.¹

I. PROFITABILITY

Profitability is the most commonly used measure of industry performance. Tables 2.1 and 2.2 provide data on the 10 most profitable and the 10 least profitable industry categories² in

¹ Research is conducted under the statutory provisions and confidentiality rules that govern the operations of the line of business research effort. Research papers are reviewed to assure that no individual company line of business data are disclosed and the papers are cleared for public release by the Commission. The papers may be requested from the Program. See Appendix I.

² Firms were required to assign each of their lines of business to one of 275 industry categories, 261 in manufacturing and 14 in nonmanufacturing industries. Because of the necessity of protecting the confidentiality of individual firm data, it has been possible to publish data for only 251 categories or combinations of categories, 239 in manufacturing and 12 in nonmanufacturing.

1977 based on two measures of profitability operating income as a percentage of assets and operating income as a percentage of sales. These measures differ somewhat from more common measures of profitability in that they are based on operating income rather than on net profit. The primary difference between operating income and net profit is that the former measure does not deduct interest expense or income taxes.¹ While omission of these expenses means that ratios based on operating income are larger than ratios using net income, the two sets of ratios appear to be highly correlated.² Thus, industries appearing highly profitable on the basis of a ratio based on operating income are likely to be highly profitable when net profit is used.

Based on operating income as a percentage of total assets, Table 2-1 shows that the four most profitable industry categories in 1977 were cereal breakfast foods, cutlery, leather goods not

¹ Other relatively minor items not included in operating income are revenues and expenses associated with nonoperating activities, extraordinary items, and minority interest in other firms.

² These conclusions are based on an analysis of data in the Internal Revenue Service's Source Book for the Statistics of Income--1974 Corporation Income Tax Returns (Washington, 1978). Profit measures based on operating income and on net profit were calculated for each of the 72 IRS minor industries in manufacturing. The simple mean value for operating income as a percentage of assets for these 72 categories was 9.79 percent. For net profit as a percentage of assets, the simple mean was 5.08 percent. Both simple correlation and the Spearman rank correlation between the two measures were 0.96. The simple average value of operating income as a percentage of sales was 6.67 percent; for net profit as a percentage of sales, it was 3.48 percent. The simple and the Spearman rank correlations for these two measures are both equal to 0.95.

TABLE 2-1

Operating Income as a Percentage of Total Assets

Industry Categories with the Highest Values

	Industry Category Number	Description	Percent
1.	20.09	Cereal breakfast foods	39.4
2.	34.03	Cutlery	34.0
3.	31.04	Leather goods, Nec., ¹ including leather gloves, mittens, handbags, and personal leather goods	32.2
4.	29.02	Paving and roofing materials	31.5
5.	21.03	Chewing and smoking tobacco	31.2
6.	32.17	Mineral wool	29.8
7.	20.27	Flavoring extracts and syrops, Nec. ¹	29.7
8.	37.51	Trucks; buses	29.5
9.	27.08	Blankbooks and bookbinding	27.2
10.	20.15	Cookies and crackers	27.2

Industry Categories with the Lowest Values

	Industry Category Number	Description	Percent
1.	37.09	Ship and boat building and repairing	1.5
2.	33.07	Primary and nonferrous metals, Nec. ¹	1.4
3.	23.05	Children's outerwear	0.8
4.	33.01	Blast furnace and basic steel products	0.8
5.	22.03	Narrow fabric mills	0.2
6.	36.07	Electric industrial aparatus, Nec. ¹	-0.1
7.	33.05	Primary zinc	-0.5
8.	33.03	Primary copper	-0.7
9.	20.17	Beet sugar	-1.9
10.	20.02	Poultry dressing, poultry and egg processing	-21.2

¹ "Nec" means "not elsewhere classified."

TABLE 2-2

Operating Income as a Percentage of Sales

Industry Categories with the Highest Values

	Industry Category Number	Description	Percent
1.	21.03	Chewing and smoking tobacco	28.1
2.	21.01	Cigarettes	25.2
3.	34.03	Cutlery	20.9
4.	29.02	Paving and roofing materials	20.0
5.	32.17	Mineral wool	19.6
6.	20.27	Flavoring extracts and syrops, Nec. ¹	19.3
7.	35.31	Electronic computing equipment	19.3
8.	20.09	Cereal breakfast foods	18.5
9.	27.04	Misc. publishing	17.8
10.	32.15	Abrasive products	17.4

Industry Categories with the Lowest Values

	Industry Category Number	Description	Percent
1.	25.04	Public building and related furniture	1.5
2.	33.07	Primary nonferrous metals, Nec. ¹	1.4
3.	33.01	Blast furnace and basic steel products	0.6
4.	23.05	Children's outerwear	0.4
5.	22.03	Narrow fabric mills	0.1
6.	36.07	Electrical industrial apparatus, Nec. ¹	-0.1
7.	33.05	Primary zinc	-0.9
8.	20.17	Beet sugar	-1.6
9.	33.03	Primary copper	-1.7
10.	20.02	Poultry dressing, poultry and egg processing	-6.2

¹ "Nec" means "not elsewhere classified."

elsewhere classified, and paving and roofing materials. The profitability of each of these industries was at least twice the 13.5 percent all-manufacturing average for LB firms.

II. ADVERTISING

Another commonly used measure of industry performance is the ratio of promotion expenses to sales. Usually this has taken the form of the ratio of media advertising expenses to sales, since data on other kinds of selling expenses have typically been unavailable. However, considerable sums are are spent on selling expenses other than media advertising. This is particularly true of goods sold to firms for use in making other products (producer goods) as opposed to goods sold directly to the final consumer (consumer goods). In most producer goods industries, media advertising expenses are minimal. The bulk of selling expenses is made up of such promotion as salesmen's visits to potential customers. In order to measure the extent of all selling activity, the Line of Business program collects data not only on expenditures for media advertising but also on expenditures for other selling activities.

Comparison of the average value for media advertising as a percentage of sales and for total selling expenses as a percentage of sales shows the relative importance of selling expenses other than media advertising. For all-manufacturing industry

categories, the weighted average media-advertising-to-sales ratio is 1.2 percent; for total selling expenses to sales, the weighted average is 6.6 percent.¹ This suggests that analyses using only media advertising expenses data necessarily ignore what is in fact the vast majority of selling activity.

Tables 2-3 and 2-4 compare media advertising intensity (the ratio of media advertising expenses to sales) with the intensity of total selling expenditures on an industry-category-by-industry-category basis. Table 2-3 shows media advertising expenses as a percentage of sales for the 10 industry categories with the highest values. Table 2-4 shows total selling expenses as a percentage of sales for the 10 industry categories with the highest values and for the 10 with the lowest values. All 10 of the industries with the highest media-advertising-to-sales

¹ In both cases, industry category sales are used as weights.

ratios are consumer goods industries.¹ When total selling expenses are examined, five producer goods (or "mixed") industries rank among the top 10.²

Comparison of Tables 2-3 and 2-4 indicates the importance of selling expenses other than media advertising expenses for consumer goods as well as for producer goods. Proprietary drugs has the highest value for media advertising as a percentage of sales, but it is photocopying equipment that has highest value for total selling expenses as a percentage of sales. Proprietary drugs' total selling expenses amounted to 35.6 percent of sales, while media advertising expenses only came to 20.2 percent of sales. Similar amounts of selling expenses other than media advertising are found in the other consumer goods industries among the 10 most intensively promoted industries. An examination of selling expense data in Table 2-7 shows only 8 cases in which non-media-advertising selling expenses were less than 1 percent of sales. All of these industry categories

¹ The presence of the industry category "cutlery" on the most-intensively-advertised list may seem surprising. However, the cutlery category includes razors and razor blades.

² Based upon the U.S. Department of Commerce's 1972 Input-Output Tables (Washington, 1979), these producer or "mixed" goods industries are: (38.07) photocopying equipment; (28.08) drugs, proprietary; (20.27) flavoring extracts and syrups, nec.; (35.51) typewriters; office machines, nec.; and (35.32) calculating and accounting machines, exc. electronic computing equipment. All five of these industries had less than 60 percent of their sales go to final consumers.

TABLE 2-3

Media Advertising Expenses as a Percentage of Sales
for the 10 Industry Categories With the Highest Values

	Industry Category Number	Description	Percent
1.	28.08	Drugs, proprietary	20.2
2.	28.09	Perfumes, cosmetics, and other toilet preparations	14.6
3.	20.27	Flavoring extracts and syrups, Nec. ¹	13.8
4.	34.03	Cutlery	12.9
5.	20.09	Cereal breakfast foods	11.4
6.	20.10	Dog, cat, and other pet foods	11.0
7.	20.25	Distilled liquor	11.0
8.	27.02	Periodicals	10.3
9.	21.01	Cigarettes	8.8
10.	28.10	Soap and other cleaning preparations	8.0

¹ "Nec" means "not elsewhere classified."

TABLE 2-4

Total Selling Expenses as a Percentage of Sales

Industry Categories with the Highest Values

	Industry Category Number	Description	Percent
1.	38.07	Photocopying equipment	53.4
2.	28.08	Drugs, proprietary	35.6
3.	20.14	Bread, cake, and related products	31.8
4.	28.09	Perfumes, cosmetics, and other toilet preparations	30.5
5.	20.27	Flavoring extracts and syrops, Nec. ¹	27.9
6.	20.26	Bottled and canned soft drinks	25.7
7.	35.51	Typewriters; office machines, Nec. ¹	25.4
8.	38.06	Ophthalmic goods	24.4
9.	22.04	Hosiery	24.3
10.	35.32	Calculating and accounting machines, exc. electronic computing equipment	24.0

Industry Categories with the Lowest Values

	Industry Category Number	Description	Percent
1.	26.01	Pulp mills	1.1
2.	34.15	Automotive stampings	1.0
3.	33.08	Secondary nonferrous metals	0.9
4.	37.12	Guided missiles, space vehicles, and parts	0.6
5.	37.09	Ship and boat building and repairing	0.6
6.	33.05	Primary zinc	0.4
7.	37.04	Combat vehicles, tanks	0.4
8.	33.04	Primary lead	0.3
9.	33.03	Primary copper	0.2
10.	24.01	Logging camps and logging contractors	0.1

¹ "Nec" means "not elsewhere classified."

1 percent of sales. All of these industry categories are primarily producer goods.¹

All 10 of the least intensively promoted industry categories listed in Table 2-4 are producer goods. Five of the 10 are in the primary-metals and fabricated-metal-products industries. However, unlike media advertising expenses, for which 3 industry categories had no expenditures (to the nearest tenth of a percent),² there are no zero entries for total selling expenses.³

III. RESEARCH AND DEVELOPMENT

The extent of technological innovation is another characteristic of industry performance that attracts frequent attention. One frequently used measure of innovative activity is the dollar amount being spent on research and development (R. & D.).

¹ The only case in which significant amounts of consumer goods are included in one of these 10 industry categories is ship and boat building and repairing (I.C. 37.09). However, boat building and repairing amounts to less than one quarter of total industry category sales.

² There are 14 categories in which this analysis could not be done because of a lack of data.

³ The three industry categories with no media advertising expenses are: (33.03) primary copper; (32.05) hydraulic cement; and (34.02) metal barrels, drums, and pails.

Table 2-5 shows firm-financed R. & D. as a percentage of sales for the 10 industry categories with the highest values.¹

In analyzing these data, it is important to realize that significant amounts of R. & D. are funded by the Federal Government and by other sources outside the firm. Averaging over all manufacturing activities of firms that filed LB reports, research and development financed from a firm's own funds amounted to 1.7 percent of sales. The all-manufacturing average R. & D. expenditures from all sources comes to 2.7 percent of sales.

The effects of research not financed by the firm can be very significant, particularly in industry categories involving military items. For example, Table 2-7 shows that industry category 37.12 (guided missiles, space vehicles,

¹ For 15 industry categories, firm-funded R. & D. amounted to 0.1 percent of sales or less. These industries are: (20.02) poultry dressing, poultry and egg processing; (27.04) miscellaneous publishing; (20.26) bottled and canned soft drinks; (20.03) fluid milk; (20.16) cane sugar; (37.09) ship and boat building and repairing; (20.01) meat packing, sausages, and other prepared meat products; (23.02) men's and boys' furnishings; (26.08) stationary, tablets, and related products; (22.04) hosiery; (32.05) hydraulic cement; (22.05) knit outerwear mills; (32.06) knit underwear mills; (32.10) concrete products; and (27.02) periodicals.

TABLE 2-5

Firm-financed Research and Development as a
Percentage of Sales for the 10 Industry Categories
with the Highest Values

	Industry Category Number	Description	Percent
1.	28.07	Drugs, ethical	10.2
2.	35.31	Electronic computing equipment	8.9
3.	37.08	Aircraft engines and engine parts	8.4
4.	35.32	Calculating and accounting machines, exc. electronic computing equipment	7.3
5.	38.08	Photographic equipment and supplies, exc. photocopying equipment	6.3
6.	36.23	Semiconductors and related devices	6.1
7.	38.07	Photocopying equipment	5.7
8.	38.03	Optical instruments and lenses	5.5
9.	38.01	Engineering and scientific instruments	5.0
10.	36.52	Telephone, telegraph, radio, TV equipment	4.9

and parts) had firm-financed research and development equal to 2.4 percent of sales. However, the Master Table shows that firm-financed R. & D. of \$150.8 million was only a small part of the total. The Federal Government paid for \$2.7 billion of research, and \$37.0 million was paid for by other sources. Total R. & D. in this industry category amounted to 46.2 percent of sales.

Federally funded research and development was also important in other industries. In combat vehicles and tanks (I.C. 37.04), federal funds paid for R. & D. equal to 13.1 percent of sales. In aircraft engines and parts (I.C. 37.08), federally funded research amounted to 8.8 percent of sales. Firm-financed R. & D. for these categories amounted to 0.8 percent and 8.4 percent of sales, respectively. Unfortunately, the necessity of suppressing data in order to maintain the confidentiality of individual firm data makes it impossible to reveal how frequently total research differs significantly from firm-financed R. & D. The problem of suppressed data also precludes the possibility of accurately identifying those industry categories with the highest and lowest research intensities.¹

¹ Such numbers are published for only 143 of the 239 industry categories for which most data are available.

Other than the Line of Business data, the principal source of information on R. & D. expenditures is the National Science Foundation. In an annual publication, Research and Development in Industry, NSF reports R. & D. expenditures at the 2-digit Standard Industrial Classification (SIC) level of detail, with some additional sub-divisions added.¹ The NSF assigns an entire firm to a single industry. Thus, the LB data on research and development provide more detail and avoid most of the contamination that results from assigning an entire firm to a single industry.²

V. RATIO OF TOTAL ASSETS TO SALES

Asset-to-sales ratios are one of the commonly used measures of capital intensity. Table 2-6 reports total assets as a percentage of sales for the 10 industry categories with the highest and lowest values. Thus, primary copper and primary zinc are the two most capital-intensive industry categories. At the other end of the spectrum, 7 of the 10 least capital-intensive industries are food products industries.

¹ See ALBR 74, footnote 2, page 2, for a discussion of the SIC system.

² Case-by-case comparisons are frequently not possible, since the NSF chooses to publish total R. & D. rather than company R. & D. when confidentiality requires the suppression of one of the figures, while the opposite approach has been taken in this report.

TABLE 2-6

Total Assets as a Percentage of Sales

Industry Categories with the Highest Values

	Industry Category Number	Description	Percent
1.	33.03	Primary copper	235.9
2.	33.05	Primary zinc	192.1
3.	20.25	Distilled liquor	142.3
4.	26.01	Pulp mills	131.7
5.	34.08	Heating equipment, exc. electric and warm air furnaces	118.8
6.	37.09	Ship and boat building and repairing	116.4
7.	32.05	Cement, hydraulic	111.3
8.	33.07	Primary nonferrous metals, Nec. ¹	104.3
9.	20.24	Wines, brandy, and brandy spirits	101.2
10.	35.32	Calculating and accounting machines, exc. electronic computing equipment	100.3

Industry Categories with the Lowest Values

	Industry Category Number	Description	Percent
1.	20.02	Dairy products, exc. fluid milk	35.4
2.	20.12	Flour, rice, and other grain milling products	35.2
3.	33.08	Secondary nonferrous metals	35.2
4.	37.13	Travel trailers and campers	33.3
5.	20.02	Poultry dressing, poultry and egg processing	29.3
6.	20.11	Prepared feeds and feed ingredients for animals and fowls, Nec. ¹	29.1
7.	20.21	Fats and oils	29.0
8.	37.51	Trucks; buses	24.9
9.	20.03	Fluid milk	22.7
10.	20.01	Meat packing, sausages and other prepared meat products	19.4

¹ "Nec: means "not elsewhere classified."

The industry data for 1977 that are presented in the Master Table of this report offer new opportunities for analyses much more complex than has been attempted in this chapter. To aid in this work, analysis of certain technical characteristics of the LB sample is helpful. This analysis and the Master Table of industry data are the subjects of the next chapter.

TABLE 2-7. SELECTED OPERATING RATIOS.
INDUSTRY CATEGORIES 20.01 THROUGH 22.03.

INDUSTRY CATEGORY	1. OPERATING INCOME		2. OPERATING INCOME	
	TO ASSETS		TO SALES	
MAJOR INDUSTRY 20 + FOOD AND KINDRED PRODUCTS				
	(X)	RANK	(X)	RANK
20.01 MEAT PACKING, SAUSAGES AND OTHER PRE	9.1	192	1.8	225
20.02 POULTRY DRESSING, POULTRY AND EGG PR	-21.2	238	-6.2	238
20.03 FLUID MILK	8.1	199	1.8	223
20.04 DAIRY PRODUCTS EXC. FLUID MILK	19.3	69	6.8	169
20.05 CANNED SPECIALTIES	26.8	11	13.9	33
20.06 FROZEN FRUITS, FRUIT JUICES, AND VEG	16.4	89	9.4	105
20.07 FROZEN SPECIALTIES	11.0	157	4.8	199
20.08 OTHER PRESERVED FRUITS AND VEGETABLE	11.3	160	6.8	167
20.09 CEREAL BREAKFAST FOODS	39.4	1	18.5	8
20.10 DOG, CAT, AND OTHER PET FOOD	16.5	87	7.7	144
20.11 PREPARED FEEDS & FEED INGREDIENTS FO	18.0	62	5.2	198
20.12 FLOUR, RICE & OTHER GRAIN MILLING PR	17.0	78	6.0	180
20.13 WET CORN MILLING	3.9	223	2.9	215
20.14 BREAD, CAKE, AND RELATED PRODUCTS	13.0	128	4.6	204
20.15 COOKIES AND CRACKERS	27.2	10	11.1	66
20.16 CANE SUGAR	3.5	225	2.0	222
20.17 BEET SUGAR	-1.9	237	-1.6	236
20.18 CONFECTIONERY PRODUCTS	19.2	50	9.3	109
20.19 CHOCOLATE AND COCOA PRODUCTS	22.6	26	11.1	68
20.21 FATS AND OILS	14.1	109	4.1	208
20.24 WINES, BRANDY, AND BRANDY SPIRITS	9.2	191	9.4	107
20.25 DISTILLED LIQUOR	7.2	205	10.2	87
20.26 BOTTLED AND CANNED SOFT DRINKS	10.4	175	7.1	163
20.27 FLAVORING EXTRACTS AND SYRUPS, NEC.	29.7	7	19.3	6
20.28 ROASTED COFFEE	4.7	217	1.7	228
20.29 MISC. FOODS AND KINDRED PRODUCTS, EX	14.7	100	8.2	135
20.51 MALT, MALT BEVERAGES	12.8	132	10.3	84
MAJOR INDUSTRY 21 + TOBACCO MANUFACTURES				
21.01 CIGARETTES	26.5	12	25.2	2
21.02 CIGARS	2.7	226	2.7	217
21.03 CHEWING AND SMOKING TOBACCO	31.2	5	28.2	1
MAJOR INDUSTRY 22 + TEXTILE MILL PRODUCTS				
22.03 NARROW FABRIC MILLS	0.2	233	0.1	233

	3. MEDIA ADVERTISING EXPENSE TO SALES		4. TOTAL SELLING EXPENSE TO SALES		5. COMPANY FINANCED R&D TO SALES		6. TOTAL R&D TO SALES		7. TOTAL ASSETS TO SALES	
	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK
20.01	0.6	141	3.8	188	0.1	212	0.1	130	19.4	239
20.02	1.0	91	2.1	212	0.1	206	0.1	135	29.3	234
20.03	1.0	96	10.7	67	0.1	209	0.1	137	22.7	238
20.04	1.7	62	9.8	80	0.3	184	0.3	117	35.4	230
20.05	4.1	27	10.5	69	0.6	137	0.6	81	52.0	192
20.06	2.7	43	17.5	25	0.5	157	0.5	90	57.1	165
20.07	3.8	30	15.9	32	0.5	158	0.5	92	43.9	213
20.08	4.1	26	15.5	35	0.5	151	0.5	86	59.9	146
20.09	11.4	5	20.4	19	1.0	109	1.0	52	47.0	210
20.10	11.0	6	22.8	14	1.0	110	1.0	51	46.7	211
20.11	0.6	125	4.2	180	0.8	122	0.8	59	29.1	235
20.12	3.7	31	11.7	56	0.7	132	0.7	66	35.2	231
20.13	0.4	170	4.4	177	0.6	136	0.6	77	73.8	69
20.14	2.5	45	31.8	3	0.2	204	0.2	123	35.8	228
20.15	2.1	51	21.1	15	0.3	186	0.3	106	40.9	217
20.16	0.7	123	7.0	128	0.1	210	0.1	140	57.9	157
20.17	0.1	209	9.7	82	0.5	161	0.5	83	87.3	27
20.18	2.7	42	15.9	33	0.4	169	0.4	96	48.5	205
20.19	2.4	47	13.3	47	0.3	191	0.3	114	49.1	204
20.21	0.8	110	3.2	195	0.3	175	0.3	115	29.0	236
20.24	6.6	13	14.8	41	0.2	197	0.2	119	101.2	9
20.25	11.0	7	23.8	11	0.3	179	0.3	116	142.3	3
20.26	2.9	40	25.7	6	0.1	208	0.1	136	67.9	97
20.27	13.8	3	27.9	5	0.7	134	0.7	70	65.2	115
20.28	2.4	49	15.4	36	0.6	146	0.6	76	36.0	227
20.29	4.6	18	19.2	23	0.7	127	0.7	71	55.3	174
20.51	4.6	17	7.9	113	0.5	159	0.5	82	81.0	45
21.01	8.8	9	16.8	27	0.7	128	0.7	61	95.2	22
21.02	4.3	21	15.2	37	0.6	144	0.6	75	98.9	14
21.03	3.7	32	10.9	65	0.3	185	0.3	103	90.3	25
22.03	0.4	159	9.3	89	0.5	155	0.5	88	62.8	133

**TABLE 2-7. SELECTED OPERATING RATIOS.
INDUSTRY CATEGORIES 22.04 THROUGH 26.03.**

INDUSTRY CATEGORY	1. OPERATING INCOME		2. OPERATING INCOME		
	TO ASSETS		TO SALES		
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)					
	(X)	RANK	(X)	RANK	
22.04	HOSIERY	10.1	184	6.0	179
22.05	KNIT OUTERWEAR MILLS	20.2	62	12.8	44
22.06	KNIT UNDERWEAR MILLS	14.2	108	9.3	108
22.07	KNITTING MILLS, NEC., INCLUDING CIRC.	6.9	208	4.7	201
22.09	FLOOR COVERING MILLS	11.4	156	6.4	175
22.10	YARN AND THREAD MILLS	10.9	169	7.1	164
22.51	WEAVING AND FINISHING MILLS	11.1	165	6.8	168
22.52	MISC. TEXTILE GOODS	12.7	136	7.5	146
MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS					
23.01	MEN'S AND BOYS' SUITS AND COATS	14.2	107	7.8	142
23.02	MEN'S AND BOYS' FURNISHINGS	19.5	47	11.2	65
23.03	WOMEN'S AND MISSES' OUTERWEAR	14.5	104	7.7	143
23.04	WOMEN'S AND CHILDREN'S UNDERGARMENTS	12.0	150	7.5	148
23.05	CHILDREN'S OUTERWEAR	0.8	231	0.4	232
23.06	MISC. APPAREL & ACCESSORIES - HATS,	17.0	80	10.7	77
23.07	MISC. FABRICATED TEXTILE PRODUCTS	10.1	180	5.7	189
MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS					
24.01	LOGGING CAMPS AND LOGGING CONTRACTOR	N/A		N/A	
24.02	SAWMILLS AND PLANING MILLS	12.8	129	8.8	118
24.03	MILLWORK, PLYWOOD AND STRUCTURAL MEM.	18.9	52	11.1	67
24.04	WOOD BUILDINGS AND MOBILE HOMES	12.4	142	4.8	200
24.05	MISC. WOOD PRODUCTS, INCLUDING WOOD	9.6	189	7.4	153
MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES					
25.03	OFFICE FURNITURE	19.1	51	11.5	58
25.04	PUBLIC BUILDING AND RELATED FURNITUR	2.4	227	1.5	229
25.05	PARTITIONS AND FIXTURES	10.1	183	5.9	181
25.06	MISC. FURNITURE AND FIXTURES	18.7	54	10.8	74
25.51	HOUSEHOLD FURNITURE	10.1	179	6.1	178
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS					
26.01	PULP MILLS	8.4	195	11.0	69
26.02	PAPER MILLS, EXCEPT BUILDING PAPER	11.2	161	10.9	71
26.03	PAPERBOARD MILLS	12.8	135	12.5	47

	3. MEDIA ADVERTISING EXPENSE TO SALES		4. TOTAL SELLING EXPENSE TO SALES		5. COMPANY FINANCED R&D TO SALES		6. TOTAL R&D TO SALES		7. TOTAL ASSETS TO SALES	
	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK
22.04	N/A		24.3	9	0.1	215	0.1	132	59.2	151
22.05	0.3	182	5.8	146	0.1	217	0.1	133	63.3	128
22.06	1.6	69	7.9	115	0.1	218	0.1	134	65.7	109
22.07	0.3	181	4.1	184	0.3	189	0.3	109	67.4	101
22.09	1.3	75	7.1	127	0.7	129	0.7	63	56.2	170
22.10	0.7	118	4.8	167	0.7	130	0.7	64	65.6	112
22.51	0.5	153	3.2	197	0.4	165	0.4	102	61.4	139
22.52	0.5	146	6.0	143	1.3	89	N/A		59.5	150
23.01	1.2	81	7.4	121	N/A		N/A		54.8	177
23.02	1.5	72	7.9	110	0.1	213	0.1	141	57.5	162
23.03	1.0	88	9.3	88	0.2	199	0.2	124	53.2	185
23.04	7.0	12	15.7	34	0.6	140	0.6	80	63.0	131
23.05	0.6	138	9.4	85	N/A		N/A		48.2	207
23.06	2.5	46	11.2	60	N/A		N/A		63.0	132
23.07	0.7	112	4.5	175	0.7	133	0.7	65	55.9	173
24.01	N/A		0.1	237	N/A		N/A		65.6	111
24.02	0.2	190	1.7	220	0.3	188	0.3	104	68.5	92
24.03	0.2	205	2.8	203	0.2	200	0.2	127	58.6	154
24.04	0.6	135	4.5	176	0.2	201	0.2	128	38.7	225
24.05	0.9	102	4.6	169	0.5	154	0.5	85	76.6	60
25.03	0.7	122	9.1	92	N/A		N/A		60.1	144
25.04	1.2	80	7.7	117	0.2	193	0.2	121	59.6	148
25.05	0.6	130	9.0	94	0.2	195	0.2	122	58.3	155
25.06	1.1	87	11.0	64	0.4	167	0.4	100	57.5	161
25.51	1.6	70	8.9	95	0.3	192	0.3	110	60.8	142
26.01	N/A		1.1	228	0.6	145	0.6	72	131.7	4
26.02	0.2	200	2.8	205	0.4	171	N/A		96.8	20
26.03	0.1	210	1.4	224	0.3	182	N/A		97.2	17

**TABLE 2-7. SELECTED OPERATING RATIOS.
INDUSTRY CATEGORIES 26.04 THROUGH 28.16.**

INDUSTRY CATEGORY	1. OPERATING INCOME		2. OPERATING INCOME	
	TO ASSETS		TO SALES	
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS (CONT.)				
	(X)	RANK	(X)	RANK
26.04 PAPER COATING AND GLAZING	18.0	64	11.5	52
26.05 ENVELOPES	12.8	130	5.5	184
26.06 BAGS, EXC. TEXTILE BAGS	11.6	154	4.7	202
26.07 SANITARY PAPER PRODUCTS	13.8	114	11.5	57
26.08 STATIONERY, TABLETS, AND RELATED PRO.	15.0	95	7.2	160
26.09 CONVERTED PAPER & PAPERBOARD PRODUCT	11.4	158	8.4	128
26.10 PAPERBOARD CONTAINERS AND BOXES	5.0	216	3.0	214
26.11 BUILDING PAPER AND BOARD MILLS	11.2	163	8.0	140
MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING				
27.01 NEWSPAPERS	22.7	23	14.1	32
27.02 PERIODICALS	15.9	91	9.2	110
27.03 BOOKS	12.0	149	10.5	81
27.04 MISC. PUBLISHING	21.0	35	17.8	9
27.05 COMMERCIAL PRINTING	13.0	126	8.9	116
27.06 MANIFOLD BUSINESS FORMS	20.6	39	12.7	45
27.08 BLANKBOOKS AND BOOKBINDING	27.2	9	16.9	12
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS				
28.01 INDUSTRIAL GASES	17.3	74	16.5	15
28.02 INORGANIC PIGMENTS	7.8	202	6.6	171
28.03 INDUSTRIAL INORGANIC CHEMICALS, EXC.	17.2	75	14.4	28
28.04 PLASTICS MATERIALS AND RESINS	11.6	152	9.2	112
28.05 SYNTHETIC RUBBER	8.3	196	5.3	196
28.06 ORGANIC FIBERS	7.9	201	5.7	188
28.07 DRUGS, ETHICAL	18.7	55	16.1	19
28.08 DRUGS, PROPRIETARY	20.5	60	14.7	24
28.09 PERFUMES, COSMETICS, AND OTHER TOILE	20.9	36	11.9	54
28.10 SOAP AND OTHER CLEANING PREPARATIONS	24.2	20	12.5	46
28.11 PAINTS AND ALLIED PRODUCTS	13.7	118	7.6	145
28.12 GUM AND WOOD CHEMICALS	9.0	193	7.4	154
28.13 INDUSTRIAL ORGANIC CHEMICALS, EXC. G	16.6	84	12.9	42
28.14 FERTILIZERS	8.3	198	8.3	132
28.15 PESTICIDES AND AGRICULTURAL CHEMICAL	17.2	76	15.9	20
28.16 EXPLOSIVES	4.2	222	2.2	220

	3. MEDIA ADVERTISING EXPENSE TO SALES		4. TOTAL SELLING EXPENSE TO SALES		5. COMPANY FINANCED R&D TO SALES		6. TOTAL R&D TO SALES		7. TOTAL ASSETS TO SALES	
	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK
26.04	0.5	148	8.4	101	1.5	76	1.5	36	66.3	105
26.05	0.2	206	7.9	112	0.2	194	0.2	129	46.4	212
26.06	0.7	121	9.2	90	0.7	125	0.7	58	40.8	218
26.07	3.9	29	13.7	46	2.0	55	2.0	28	83.6	34
26.08	0.6	127	7.0	129	0.1	214	0.1	139	48.3	206
26.09	0.6	129	11.9	55	2.7	29	2.7	17	73.5	70
26.10	0.4	164	4.5	173	0.5	162	N/A		60.0	145
26.11	N/A		5.5	153	0.8	121	0.8	60	71.2	77
27.01	0.9	99	8.0	108	N/A		N/A		62.4	136
27.02	10.3	8	20.9	16	0.0	220	0.0	143	57.9	159
27.03	5.7	15	19.7	21	0.5	152	0.5	84	87.5	26
27.04	4.2	23	15.2	38	0.1	207	0.1	131	84.5	32
27.05	0.2	193	4.6	171	0.3	173	0.3	108	68.8	87
27.06	0.1	218	14.1	42	0.9	118	0.9	55	61.8	138
27.08	2.9	39	11.1	62	0.4	172	0.4	97	62.1	137
28.01	0.3	184	3.9	186	1.2	93	N/A		95.3	21
28.02	0.3	187	3.5	193	2.5	37	2.5	21	84.4	33
28.03	0.3	188	2.8	204	2.1	51	2.2	25	83.6	35
28.04	0.3	175	4.6	168	2.5	39	N/A		79.6	50
28.05	0.3	180	4.4	178	2.5	35	2.5	20	64.4	120
28.06	1.0	93	4.0	185	4.1	17	4.1	11	72.3	72
28.07	4.0	28	19.4	22	10.2	1	N/A		86.3	29
28.08	20.2	1	35.6	2	2.9	25	2.9	14	72.0	73
28.09	14.6	2	30.5	4	2.5	36	N/A		56.8	168
28.10	8.0	10	18.5	24	1.9	60	N/A		51.7	195
28.11	1.9	59	16.3	29	3.0	24	3.0	13	55.3	175
28.12	N/A		2.7	206	N/A		N/A		82.8	38
28.13	0.3	179	3.0	200	2.0	56	N/A		77.6	57
28.14	0.6	124	6.1	140	0.3	183	0.3	105	99.3	13
28.15	3.4	36	10.4	70	4.5	13	N/A		92.2	23
28.16	0.2	195	3.2	198	1.4	87	N/A		52.2	191

**TABLE 2-7. SELECTED OPERATING RATIOS.
INDUSTRY CATEGORIES 28.17 THROUGH 32.18.**

INDUSTRY CATEGORY	1. OPERATING INCOME		2. OPERATING INCOME	
	TO ASSETS		TO SALES	
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)				
	(%)	RANK	(%)	RANK
28.17 MISC. CHEMICAL PRODUCTS, EXC. EXPLOS.	17.6	59	11.2	64
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS				
29.01 PETROLEUM REFINING	11.2	164	5.8	185
29.02 PAVING AND ROOFING MATERIALS	31.5	4	20.0	4
29.03 MISC. PETROLEUM AND COAL PRODUCTS	14.6	101	6.2	177
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS				
30.01 TIRES AND INNER TUBES	11.0	158	7.5	150
30.04 RUBBER AND PLASTICS HOSE AND BELTING	12.2	145	8.7	122
30.05 FABRICATED RUBBER PRODUCTS, NEC.	20.8	37	10.6	80
30.06 MISC. PLASTICS PRODUCTS	12.8	134	8.4	131
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS				
31.01 LEATHER TANNING AND FINISHING	18.3	58	7.2	161
31.02 FOOTWEAR, EXCEPT RUBBER, & BOOT & SH	11.0	166	5.4	194
31.04 LEATHER GOODS, NEC., - LEATHER GLOVE	32.2	3	16.1	18
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS				
32.01 FLAT GLASS	18.7	56	13.2	38
32.02 GLASS CONTAINERS	8.3	197	5.4	195
32.03 PRESSED AND BLOWN GLASS, NEC.	12.7	137	10.4	83
32.04 PRODUCTS OF PURCHASED GLASS	10.3	176	5.2	197
32.05 CEMENT, HYDRAULIC	10.2	177	11.3	63
32.06 STRUCTURAL CLAY PRODUCTS	9.8	188	8.0	138
32.07 VITREOUS PLUMBING FIXTURES	25.2	16	13.6	34
32.08 PORCELAIN ELECTRICAL SUPPLIES	10.6	171	8.7	121
32.10 CONCRETE PRODUCTS, INCLUDING BLOCK & A	10.4	174	7.4	151
32.11 READY-MIXED CONCRETE	4.4	220	1.8	227
32.12 LIME	13.4	122	13.2	39
32.13 GYPSUM PRODUCTS	20.3	41	14.3	30
32.15 ABRASIVE PRODUCTS	25.0	17	17.4	10
32.16 ASBESTOS PRODUCTS	10.2	178	6.6	172
32.17 MINERAL WOOL	29.8	6	19.6	5
32.18 NONMETALLIC MINERAL PROD., NEC., - G	19.7	64	15.1	23

	3. MEDIA ADVERTISING EXPENSE TO SALES		4. TOTAL SELLING EXPENSE TO SALES		5. COMPANY FINANCED R&D TO SALES		6. TOTAL R&D TO SALES		7. TOTAL ASSETS TO SALES	
	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK
28.17	1.0	89	8.4	100	2.5	34	2.5	22	63.4	126
29.01	0.2	201	5.6	149	0.3	187	N/A		51.7	194
29.02	0.4	161	4.8	164	0.2	198	0.2	118	63.5	125
29.03	N/A		4.8	165	N/A		N/A		42.5	216
30.01	2.0	54	7.5	120	2.0	54	N/A		67.7	100
30.04	1.2	84	12.2	52	1.7	67	N/A		71.3	75
30.05	0.6	131	4.2	182	0.9	113	N/A		51.2	197
30.06	1.0	95	7.9	114	1.7	66	1.7	31	65.3	114
31.01	0.1	211	2.6	208	N/A		N/A		39.5	221
31.02	1.7	63	10.0	75	0.2	205	0.2	120	49.6	203
31.04	2.2	50	9.8	77	N/A		N/A		49.8	202
32.01	0.4	173	5.2	158	1.0	107	1.0	69	70.4	83
32.02	N/A		3.6	192	N/A		N/A		64.6	119
32.03	1.6	68	7.4	125	4.2	16	4.2	10	81.7	43
32.04	0.3	186	6.0	142	0.3	178	0.3	113	50.7	199
32.05	0.0	224	2.9	202	0.1	216	0.1	138	111.3	7
32.06	0.5	157	6.3	133	2.1	50	2.1	26	82.0	42
32.07	1.2	79	5.8	147	0.5	160	0.5	91	54.1	180
32.08	0.3	189	6.2	135	2.0	58	N/A		82.3	39
32.10	0.3	174	4.6	170	0.0	219	0.0	142	71.2	76
32.11	0.1	221	2.3	209	N/A		N/A		40.1	219
32.12	0.1	208	2.1	214	1.1	101	1.1	48	97.8	15
32.13	0.4	166	3.1	199	0.5	150	0.5	94	70.3	84
32.15	0.6	126	12.1	53	1.2	95	1.2	42	69.7	86
32.16	1.5	71	8.3	104	1.5	82	1.5	38	64.0	123
32.17	1.0	94	5.7	148	1.2	94	1.2	64	65.8	108
32.18	0.5	144	9.9	76	1.6	70	N/A		76.5	61

**TABLE 2-7. SELECTED OPERATING RATIOS.
INDUSTRY CATEGORIES 33.01 THROUGH 34.20.**

INDUSTRY CATEGORY	1. OPERATING INCOME		2. OPERATING INCOME	
	TO ASSETS		TO SALES	
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES				
	(%)	RANK	(%)	RANK
33.01 BLAST FURNACE AND BASIC STEEL PRODUC	0.8	232	0.6	231
33.02 IRON AND STEEL FOUNDRIES	17.6	70	10.1	94
33.03 PRIMARY COPPER	-0.7	236	-1.7	237
33.04 PRIMARY LEAD	25.9	13	16.6	13
33.05 PRIMARY ZINC	-0.5	235	-0.9	235
33.06 PRIMARY ALUMINUM	7.5	204	6.9	166
33.07 PRIMARY NONFERROUS METALS, NEC.	1.4	250	1.4	230
33.08 SECONDARY NONFERROUS METALS	6.9	207	2.4	218
33.09 ALUMINUM SHEET, PLATE, & FOIL, EXTRU	12.6	139	8.7	123
33.10 NONFERROUS ROLLING AND DRAWING (INCL	10.5	172	5.5	191
33.11 NONFERROUS WIRE DRAWING AND INSULATI	9.4	190	5.5	193
33.12 NONFERROUS FOUNDRIES	21.5	33	9.2	111
33.13 MISC. PRIMARY METAL PRODUCTS	19.6	66	13.4	36
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS				
34.01 METAL CANS	17.5	72	7.5	149
34.02 METAL BARRELS, DRUMS, AND PAILS	12.8	133	6.4	176
34.03 CUTLERY	34.0	2	20.9	3
34.04 HAND AND EDGE TOOLS, EXC. MACHINE TO	18.1	61	12.4	48
34.05 HARDWARE, NEC.	19.7	65	13.5	35
34.06 ENAMELED IRON AND METAL SANITARY WAR	13.8	112	6.6	170
34.07 PLUMBING FIXTURE FITTINGS AND TRIM (22.1	28	15.6	21
34.08 HEATING EQUIPMENT, EXC. ELECTRIC AND	9.9	137	11.8	55
34.09 FABRICATED STRUCTURAL METAL	10.1	185	3.7	211
34.10 METAL DOORS, SASH, FRAMES, MOLDING,	13.7	116	7.3	158
34.11 FABRICATED PLATE WORK (BOILER SHOPS)	4.4	219	3.5	212
34.12 FLOUR, RICE & OTHER GRAIN MILLING PR	8.7	194	4.5	205
34.13 SCREW MACHINE PRODUCTS, BOLTS, ETC.	16.5	38	10.1	93
34.14 METAL FORGINGS, FERROUS AND NONFERRO	17.9	67	9.6	103
34.15 AUTOMOTIVE STAMPINGS	24.8	18	9.9	99
34.16 CROWNS AND CLOSURES	23.0	22	12.1	50
34.17 METAL STAMPINGS, NEC.	18.8	53	11.8	56
34.18 METAL COATING, ENGRAVING, AND ALLIED	21.2	34	12.1	51
34.19 ORDNANCE AND ACCESSORIES, EXC. VEHIC	12.3	163	8.0	137
34.20 VALVES AND PIPE FITTINGS, EXCEPT PLU	12.0	168	8.8	119

	3. MEDIA ADVERTISING EXPENSE TO SALES	4. TOTAL SELLING EXPENSE TO SALES	5. COMPANY FINANCED R&D TO SALES	6. TOTAL R&D TO SALES	7. TOTAL ASSETS TO SALES
	(X) RANK	(X) RANK	(X) RANK	(X) RANK	(X) RANK
33.01	0.1 207	1.5 223	0.4 164	0.4 101	75.9 63
33.02	0.2 196	2.1 213	0.2 196	N/A	57.5 163
33.03	0.0 223	0.2 236	0.6 141	0.6 78	235.9 1
33.04	N/A	0.3 235	0.6 143	0.6 79	64.2 122
33.05	N/A	0.4 233	0.7 126	0.7 62	192.1 2
33.06	0.2 197	2.0 216	1.0 111	N/A	92.1 24
33.07	0.2 198	1.7 222	1.2 97	N/A	104.3 8
33.08	0.2 199	0.9 230	0.2 203	0.2 126	35.2 232
33.09	0.1 212	2.2 210	0.3 181	0.3 112	68.8 89
33.10	0.1 214	2.1 211	0.4 163	0.4 99	52.3 188
33.11	0.1 217	3.7 191	0.6 148	N/A	59.1 153
33.12	0.4 163	2.7 207	0.5 149	0.5 89	42.9 215
33.13	0.3 185	4.1 183	0.8 119	0.8 57	68.2 96
34.01	0.1 222	1.3 226	0.9 117	0.9 56	43.3 214
34.02	0.0 225	2.1 215	N/A	N/A	50.2 201
34.03	12.9 4	23.2 12	N/A	N/A	61.3 141
34.04	1.8 61	8.5 98	0.4 170	0.4 95	68.2 95
34.05	1.0 97	7.4 123	0.6 138	0.6 73	68.4 93
34.06	1.1 86	5.1 160	0.5 153	0.5 93	48.1 208
34.07	1.6 64	9.7 81	0.6 139	0.6 74	70.6 82
34.08	0.7 113	11.4 58	1.4 85	1.4 40	118.8 5
34.09	0.1 213	1.3 227	N/A	N/A	36.4 226
34.10	0.3 176	6.2 134	0.2 202	0.2 125	53.3 184
34.11	0.1 215	3.2 196	3.1 23	N/A	79.8 48
34.12	0.7 115	7.4 122	0.3 174	0.3 107	52.0 193
34.13	0.5 150	6.1 141	0.6 142	N/A	61.4 140
34.14	0.1 220	1.3 225	0.3 176	N/A	53.6 182
34.15	N/A	1.0 229	0.4 168	N/A	39.9 220
34.16	N/A	3.4 194	1.1 102	1.1 45	52.9 186
34.17	2.1 52	10.6 68	0.3 180	N/A	63.0 130
34.18	0.7 119	5.2 159	0.7 135	0.7 67	57.1 167
34.19	0.9 98	4.5 172	1.8 61	N/A	65.5 113
34.20	0.8 106	10.2 73	1.0 108	N/A	73.3 71

**TABLE 2-7. SELECTED OPERATING RATIOS.
INDUSTRY CATEGORIES 34.21 THROUGH 35.35.**

INDUSTRY CATEGORY	1. OPERATING INCOME		2. OPERATING INCOME	
	TO ASSETS		TO SALES	
MAJOR INDUSTRY 34 + FABRICATED METAL PRODUCTS (CONT.)				
	(%)	RANK	(%)	RANK
34.21 MISC. FABRICATED METAL PRODUCTS, EXC	15.7	92	9.0	115
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL				
35.01 TURBINES AND TURBINE GENERATOR SETS	5.3	215	4.2	207
35.02 INTERNAL COMBUSTION ENGINES, NEC.	15.0	94	10.3	85
35.03 FARM MACHINERY AND EQUIPMENT	18.0	53	10.0	98
35.04 LAWN AND GARDEN EQUIPMENT	10.8	170	7.3	157
35.05 CONSTRUCTION MACHINERY AND EQUIPMENT	14.7	99	10.5	82
35.06 MINING MACHINERY & EQUIPMENT, EXC. O	13.6	121	10.6	79
35.07 OIL FIELD MACHINERY AND EQUIPMENT	11.8	151	11.4	62
35.08 ELEVATORS AND MOVING STAIRWAYS	2.2	228	1.8	224
35.09 CONVEYORS AND CONVEYING EQUIPMENT	18.2	59	11.0	70
35.10 HOISTS, INDUSTRIAL CRANES, AND HONOR	17.3	73	10.2	90
35.11 INDUSTRIAL TRUCKS, TRACTORS, TRAILER	6.9	206	4.0	210
35.12 MACHINE TOOLS, METAL CUTTING TYPES	13.4	124	10.7	78
35.13 MACHINE TOOL ACCESSORIES AND MEASURI	17.0	79	10.9	72
35.14 POWER DRIVEN HAND TOOLS	17.2	77	13.1	40
35.15 METALWORKING MACHINERY, NEC. - METAL	13.2	125	9.9	100
35.16 FOOD PRODUCTS MACHINERY	13.0	127	10.2	88
35.18 WOODWORKING MACHINERY	11.2	162	9.4	104
35.19 PAPER INDUSTRIES MACHINERY	22.0	30	16.6	14
35.20 PRINTING TRADES MACHINERY	6.7	211	5.5	192
35.21 SPECIAL INDUSTRIAL MACHINERY, NEC.	16.2	90	10.3	86
35.22 PUMPS AND PUMPING EQUIPMENT	16.8	81	11.4	60
35.23 BALL AND ROLLER BEARINGS	12.6	138	8.3	134
35.24 AIR AND GAS COMPRESSORS	13.7	119	10.8	73
35.25 BLOWERS AND EXHAUST AND VENTILATION	12.8	151	8.5	127
35.26 SPEED CHANGERS, INDUSTRIAL HIGH SPEE	20.6	38	17.1	11
35.27 INDUSTRIAL PROCESS FURNACES AND OVEN	15.0	96	10.7	76
35.28 MECHANICAL POWER TRANSMISSION EQUIPM	22.1	29	11.9	53
35.29 GENERAL INDUSTRIAL MACHINERY & EQUIP	18.0	66	12.2	49
35.31 ELECTRONIC COMPUTING EQUIPMENT	19.8	43	19.3	7
35.32 CALCULATING & ACCOUNTING MACHINES, E	5.9	213	5.9	182
35.33 SCALES AND BALANCES, EXC. LABORATORY	15.1	93	12.9	43
35.35 AIR COND. & HEATING EQUIP. & COMMERC	11.6	155	7.3	159

	3. MEDIA ADVERTISING EXPENSE TO SALES		4. TOTAL SELLING EXPENSE TO SALES		5. COMPANY FINANCED R&D TO SALES		6. TOTAL R&D TO SALES		7. TOTAL ASSETS TO SALES	
	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK
34.21	0.8	107	5.9	144	0.6	147	N/A		57.4	164
35.01	0.2	192	5.5	152	4.5	11	5.4	8	80.0	47
35.02	0.7	111	6.1	139	3.3	21	N/A		68.3	94
35.03	0.6	137	4.9	163	2.4	43	N/A		55.9	171
35.04	2.6	44	7.9	109	1.6	73	1.6	33	67.4	102
35.05	0.4	168	5.6	151	3.1	22	3.1	12	71.1	79
35.06	0.4	169	6.4	132	2.6	32	N/A		78.5	55
35.07	0.5	142	10.0	74	1.6	74	1.6	32	97.0	19
35.08	N/A		N/A		N/A		N/A		79.4	52
35.09	0.8	103	9.1	93	2.4	42	N/A		60.4	143
35.10	0.8	104	9.1	91	1.5	78	1.5	35	59.2	152
35.11	0.5	147	8.3	105	2.8	27	N/A		57.8	160
35.12	0.7	116	11.9	54	2.4	41	N/A		79.6	51
35.13	0.5	149	8.4	102	0.8	123	N/A		64.3	121
35.14	2.0	55	11.1	63	1.9	59	N/A		75.9	64
35.15	0.5	151	7.9	111	1.3	92	N/A		75.0	66
35.16	0.5	152	13.9	44	1.8	64	N/A		78.5	56
35.18	1.8	60	8.3	103	1.4	83	1.4	39	83.5	36
35.19	0.4	171	6.2	136	0.9	116	0.9	53	75.5	65
35.20	0.5	154	9.6	83	2.6	33	N/A		82.2	40
35.21	0.5	155	7.6	118	2.5	38	N/A		63.7	124
35.22	0.5	156	7.8	116	2.3	49	2.5	23	67.8	99
35.23	0.3	178	3.7	190	1.4	84	N/A		65.9	107
35.24	0.4	162	7.2	126	2.6	31	2.6	18	78.8	53
35.25	0.6	128	9.6	84	1.3	90	N/A		65.9	106
35.26	0.7	120	7.4	124	1.1	103	1.1	47	83.0	37
35.27	0.5	143	8.6	97	1.3	91	N/A		71.0	80
35.28	0.4	167	5.4	156	1.7	68	N/A		53.7	181
35.29	1.1	85	9.8	79	1.5	81	N/A		67.9	98
35.31	0.5	145	16.3	30	8.9	2	N/A		97.6	16
35.32	2.0	56	24.0	10	7.3	4	N/A		100.3	10
35.33	0.6	132	13.3	48	2.6	30	2.6	19	85.9	30
35.35	1.3	73	6.5	131	1.5	79	N/A		63.3	127

TABLE 2-7. SELECTED OPERATING RATIOS.
INDUSTRY CATEGORIES 35.36 THROUGH 37.06.

INDUSTRY CATEGORY	1. OPERATING INCOME		2. OPERATING INCOME	
	TO ASSETS		TO SALES	
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)				
	(%)	RANK	(%)	RANK
35.36 SERVICE INDUSTRY MACHINES, NEC., - A	16.7	82	9.4	106
35.37 MISC. MACHINERY, EXCEPT ELECTRICAL	18.6	57	13.2	37
35.51 TYPEWRITERS; OFFICE MACHINES, NEC.	14.4	105	14.4	29
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT				
36.01 TRANSFORMERS	12.6	141	7.2	162
36.02 SWITCHGEAR AND SWITCHBOARD APPARATUS	18.1	60	10.0	95
36.03 MOTORS AND GENERATORS	18.0	65	10.1	92
36.04 INDUSTRIAL CONTROLS	13.8	115	8.1	136
36.05 WELDING APPARATUS, ELECTIC	12.1	147	6.5	174
36.06 CARBON AND GRAPHITE PRODUCTS	17.6	71	14.3	31
36.07 ELECTRICAL INDUSTRIAL APPARATUS, NEC.	10.1	234	10.1	234
36.08 HOUSEHOLD COOKING EQUIPMENT	13.8	113	7.5	147
36.09 HOUSEHOLD REFRIGERATORS AND FREEZERS	12.6	140	5.9	183
36.10 HOUSEHOLD LAUNDRY EQUIPMENT	22.6	25	8.8	117
36.11 HOUSEHOLD VACUUM CLEANERS	25.3	15	13.0	41
36.12 HOUSEHOLD APPLIANCES, NEC., - ELEC.	13.6	120	7.4	152
36.13 ELECTRIC LAMPS	23.1	21	15.4	22
36.14 RESIDENTIAL, COMMERCIAL, INDUST. & I	14.0	111	7.3	156
36.17 RADIO AND TV RECEIVING SETS	7.6	203	4.0	209
36.18 PHONOGRAPH RECORDS	6.2	212	4.6	203
36.21 ELECTRON TUBES, RECEIVING AND TRANSM.	11.6	153	9.0	114
36.23 SEMICONDUCTORS AND RELATED DEVICES	4.3	221	2.9	216
36.24 ELECTRONIC CAPACITORS, RESISTORS, CO.	13.4	123	8.4	129
36.25 STORAGE BATTERIES	10.1	186	7.0	165
36.26 PRIMARY BATTERIES, DRY AND WET	22.0	31	14.5	27
36.27 ENGINE ELECTRICAL EQUIPMENT	24.5	19	14.6	25
36.28 X-RAY APPARATUS & TUBES, ELECTRICAL	8.1	200	5.7	186
36.51 MISC. LIGHTING EQUIPMENT	14.4	106	9.6	102
36.52 TELEPHONE, TELEGRAPH, RADIO, TV EQUI	14.7	98	10.1	91
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT				
37.01 PASSENGER CARS	22.6	24	8.0	139
37.06 COMBAT VEHICLES, TANKS	22.0	32	8.6	126
37.05 MOTOR VEHICLE PARTS	22.5	27	11.4	61
37.06 TRUCK TRAILERS	4.5	218	3.4	213

	3. MEDIA ADVERTISING EXPENSE TO SALES		4. TOTAL SELLING EXPENSE TO SALES		5. COMPANY FINANCED R&D TO SALES		6. TOTAL R&D TO SALES		7. TOTAL ASSETS TO SALES	
	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK	(%)	RANK
35.36	1.2	83	12.8	50	2.3	48	N/A		56.4	169
35.37	0.4	160	3.0	201	0.9	115	N/A		71.1	78
35.51	1.0	90	25.4	7	4.2	15	4.2	9	99.8	12
36.01	0.3	177	4.3	179	1.4	86	N/A		57.1	166
36.02	0.6	139	8.1	107	1.8	63	N/A		55.0	176
36.03	0.2	191	5.0	161	1.2	96	N/A		55.9	172
36.04	0.6	140	9.4	86	2.3	47	N/A		58.3	156
36.05	0.8	109	6.8	130	1.2	98	1.2	43	53.5	183
36.06	0.2	194	3.9	187	2.1	53	N/A		81.4	44
36.07	0.4	165	5.8	145	N/A		N/A		74.5	68
36.08	3.5	34	8.8	96	1.8	62	N/A		54.6	178
36.09	1.0	92	4.8	166	0.9	112	N/A		47.2	209
36.10	1.2	76	5.6	150	1.0	105	N/A		38.8	224
36.11	3.4	35	22.9	13	0.9	114	0.9	54	51.5	196
36.12	5.3	16	11.2	61	1.6	71	N/A		54.3	179
36.13	1.6	67	11.5	57	N/A		N/A		66.5	104
36.14	1.2	82	12.5	51	0.5	156	0.5	87	52.3	190
36.17	3.5	33	8.2	106	1.6	72	N/A		52.8	187
36.18	7.7	11	20.1	20	0.3	177	0.3	111	74.9	67
36.21	0.6	133	6.2	137	4.5	12	10.6	5	77.4	58
36.23	0.6	134	6.2	138	6.1	6	7.9	7	68.6	91
36.24	0.8	105	7.5	119	1.5	80	1.8	30	62.7	134
36.25	0.6	136	5.0	162	1.1	99	N/A		69.8	85
36.26	3.2	37	10.4	71	2.8	26	2.8	15	65.7	110
36.27	N/A		N/A		2.0	57	N/A		59.7	147
36.28	1.2	77	13.2	49	3.7	19	N/A		70.7	81
36.51	0.8	108	10.2	72	1.3	88	1.3	41	67.2	103
36.52	0.3	183	5.5	154	4.9	10	12.1	4	68.7	90
37.01	0.7	117	1.8	219	2.3	45	N/A		35.5	229
37.04	N/A		0.4	234	0.8	124	13.9	3	39.1	223
37.05	0.9	100	4.2	181	1.0	106	1.0	50	50.8	198
37.06	0.9	101	5.5	155	0.3	190	N/A		76.2	62

TABLE 2-7. SELECTED OPERATING RATIOS.
INDUSTRY CATEGORIES 37.07 THROUGH 39.51.

INDUSTRY CATEGORY	1. OPERATING INCOME		2. OPERATING INCOME	
	TO ASSETS		TO SALES	
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)				
	(%)	RANK	(%)	RANK
37.07 AIRCRAFT AND AIRCRAFT EQUIPMENT, NEC	6.9	210	5.5	190
37.08 AIRCRAFT ENGINES AND ENGINE PARTS	14.1	110	8.4	130
37.09 SHIP AND BOAT BUILDING AND REPAIRING	1.5	229	1.8	226
37.10 RAILROAD EQUIPMENT	19.4	48	10.2	89
37.12 GUIDED MISSILES, SPACE VEHICLES, AND	16.5	86	6.5	173
37.13 TRAVEL TRAILERS AND CAMPERS	6.9	209	2.3	219
37.51 TRUCKS, BUSES	29.5	8	7.3	155
37.52 MISC. TRANSPORTATION EQUIPMENT	11.3	159	5.7	187
MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS				
38.01 ENGINEERING AND SCIENTIFIC INSTRUMEN	14.8	97	9.2	113
38.02 MEASURING AND CONTROLLING DEVICES	17.7	58	11.5	59
38.03 OPTICAL INSTRUMENTS AND LENSES	12.1	146	7.8	141
38.04 DENTAL EQUIPMENT AND SUPPLIES	5.3	214	4.2	206
38.05 SURGICAL & MEDICAL INSTRUMENTS, APPL	10.5	173	8.3	133
38.06 OPHTHALMIC GOODS	14.6	102	10.0	96
38.07 PHOTOCOPYING EQUIPMENT	14.6	103	14.6	26
38.08 PHOTOGRAPHIC EQUIP. & SUPPLIES, EXC.	16.6	83	16.2	16
38.09 WATCHES, CLOCKS, AND WATCHCASES	3.7	224	2.1	221
MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES				
39.01 JEWELRY, SILVERWARE, AND PLATED WARE	11.4	157	8.8	120
39.02 MUSICAL INSTRUMENTS	10.1	181	8.6	125
39.03 SPORTING AND ATHLETIC GOODS, NEC.	10.1	182	8.7	124
39.04 DOLLS, GAMES, TOYS, AND CHILDREN'S V	13.7	117	9.8	101
39.05 PENS, PENCILS, OFFICE AND ART SUPPL	25.7	14	16.2	17
39.06 COSTUME JEWELRY AND NOTIONS	12.2	144	10.0	97
39.51 MISC. MANUFACTURING	16.6	85	10.8	75

	3. MEDIA ADVERTISING EXPENSE TO SALES		4. TOTAL SELLING EXPENSE TO SALES		5. COMPANY FINANCED R&D TO SALES		6. TOTAL R&D TO SALES		7. TOTAL ASSETS TO SALES	
	(X)	RANK	(X)	RANK	(X)	RANK	(X)	RANK	(X)	RANK
37.07	0.2	202	1.9	217	3.3	20	10.6	6	80.2	46
37.08	0.1	216	4.5	174	8.4	3	17.3	2	59.6	149
37.09	0.2	203	0.6	232	0.1	211	N/A		116.4	6
37.10	0.2	204	1.7	221	1.7	69	N/A		52.3	189
37.12	0.1	219	0.6	231	2.4	60	66.2	1	39.1	222
37.13	1.2	78	3.7	189	N/A		N/A		33.3	233
37.51	0.4	172	1.8	218	1.5	77	1.5	37	24.9	237
37.52	2.0	58	5.3	157	1.8	65	1.8	29	50.6	200
38.01	0.4	158	8.4	99	5.0	9	N/A		62.5	135
38.02	1.3	74	11.3	59	4.3	14	N/A		65.2	116
38.03	1.6	65	16.3	28	5.5	8	N/A		64.9	117
38.04	1.6	66	16.1	31	2.8	28	2.8	16	79.6	49
38.05	2.0	53	17.5	26	3.8	18	N/A		78.5	54
38.06	4.1	25	24.4	8	2.3	46	2.3	24	68.8	88
38.07	0.7	114	53.4	1	5.7	7	N/A		99.9	11
38.08	2.9	38	10.9	66	6.3	5	N/A		97.2	18
38.09	4.2	24	9.8	78	1.1	100	1.1	66	57.9	158
39.01	4.4	19	20.9	17	0.4	166	0.4	98	76.8	59
39.02	2.4	48	9.3	87	0.8	120	0.8	58	84.8	31
39.03	4.3	22	14.9	39	0.7	131	0.7	69	86.6	28
39.04	6.3	14	14.0	43	2.1	52	2.1	27	71.6	74
39.05	2.8	41	20.9	18	2.4	44	N/A		63.2	129
39.06	2.0	57	14.9	40	1.6	75	1.6	34	82.1	41
39.51	4.4	20	13.8	45	1.1	104	N/A		64.9	118

CHAPTER 3

INDUSTRY FINANCIAL AND STATISTICAL DATA FOR 1977

At the end of this chapter, the aggregated data for 239 manufacturing industry categories or combinations of manufacturing industry categories and for 12 nonmanufacturing categories are presented in the Master Table. As far as confidentiality requirements permit, the Master Table contains, for each industry category, aggregates of each of the data items collected in schedule III of the 1977 LB form. Also, for each industry category, the number of companies reporting a line of business in the category, the Standard Industrial Classification (SIC) codes encompassed by the industry category, a participation ratio, a primary product specialization ratio, and a coverage ratio are reported.

Several aspects of the reported aggregated data warrant some discussion.

I. CONFIDENTIALITY AND DISCLOSURE AVOIDANCE

Under the Federal Trade Commission Improvements Act of 1980 and the FTC's LB confidentiality rules for 1977 LB reports,¹ no data may be published that would result in the

¹ See Federal Trade Commission Improvements Act of 1980, Public Law 96-252, as codified, 15 U.S.C. 46 (penultimate paragraph) (1982), and Appendix G of this report.

disclosure of individual company data. The LB Program staff has imposed several requirements to implement this policy.¹

The primary limitation is the four-firm rule, which may in some cases exceed the protection afforded by the Bureau of Census and some other agencies;² no aggregates are published for groups of fewer than four firms. In selecting the survey sample, the staff attempted to ensure that at least four firms would report in each manufacturing industry category.³ Since completely accurate information as to which companies produce which products was not available, the staff was not successful in all cases. Consequently, there are 18 manufacturing industry categories in which between one and three companies had lines of business.

In order to utilize the information for 9 of the 18 categories, certain closely related categories--at least one of which had three or fewer lines of business--were combined.

¹ For a general discussion of disclosure avoidance procedures used by several governmental agencies, see Report on Statistical Disclosure and Disclosure-Avoidance Techniques, Statistical Policy Working Paper 2, Office of Federal Statistical Policy and Standards, U.S. Department of Commerce (U.S. Government Printing Office, Washington, D.C., 1978).

² In its concentration ratio publication, the Bureau of the Census does, however, impose the four-firm rule.

³ No attempt was made to get at least four firms to report in each nonmanufacturing category, since the aim of the program is to report on manufacturing activities.

In some cases, one of the industry categories in the combination contained four or more lines of business. The combinations are signified by a "5" in the third position of the industry category code given in the Master Table (i.e., 20.51 is a combination of 20.22, and 20.23). Eight such combinations were made, involving a total of 17 manufacturing categories. Two additional combinations were made to avoid disclosure, even though all categories had four or more entries. For nine manufacturing categories and two non-manufacturing categories, the staff concluded that no such combinations were appropriate; therefore, the financial data for those categories are not included in this report. Furthermore, for two manufacturing categories, no firms reported.

The application of the four-firm rule and other requirements for preventing disclosure caused the withholding of selected data items for several industry categories. Where aggregate data are withheld to avoid possible disclosure of individual firm data, the symbol (D) is inserted in the table.

II. SECONDARY PRODUCT CONTAMINATION

Under the segmentation procedure used in the 1977 LB form, whole organizational units of a firm were assigned to a single line of business. Some products made in the unit might properly be assigned to an industry category other than

the one to which the unit is assigned. These are called "secondary products." Products which are reported in their proper category are "primary products."¹ In schedule II of the 1977 LB form, companies were asked to report data on 1977 sales, broken down by five-digit Census of Manufactures product class codes. With these data, two indexes of data contamination--the primary product specialization ratio and the coverage ratio--could be computed for each industry category.

A. Specialization Ratios

The specialization ratio is defined as the ratio of primary product sales to the sum of primary and secondary product sales. Using the schedule II data, the total sales for each line of business were broken down into primary product sales, secondary product sales, and a residual containing contract work sales, goods purchased for resale, and miscellaneous receipts. These data were then used to calculate the specialization ratio for each industry category. The ratios for 1977 are found in the Master Table and also in Table 3-13, which displays ratios for report years, 1974-1977.

¹ For example, if a unit of a company sold \$10 million of breakfast cereal and \$1 million of pet food, the unit would be part of a line of business classified in industry category (I.C.) 20.09--cereal breakfast foods. Breakfast cereal would be the primary product; pet food, which belongs in I.C. 20.10, would be a secondary product.

The simple average specialization ratio for the 239 manufacturing industry categories with data reported in the Master Table is 97 percent. The weighted average, using the sum of primary and secondary products for weights, is also 97 percent. In other words, 97 percent of the sales reported in an industry category consist of activities which belong to it, whereas 3 percent of the sales should more properly be reported in other industry categories. Table 3-1 presents a frequency distribution of the specialization ratios given in the Master Table.

B. Coverage Ratios

The coverage ratio is defined as the ratio of sales of primary products reported in the industry category to the sales of all products primary to the industry category, including those reported in other industry categories.¹ This ratio measures the extent to which an industry category's sales data include all sales of products in the industry category. For all manufacturing industry categories, the simple average coverage ratio is 92 percent and the weighted average coverage ratio is 97 percent (using all sales of

¹ For example, sales of pet food reported to I.C. 20.10 (the industry category to which pet food belongs; i.e., its primary category) are divided by the sum of these sales and pet food sales reported as secondary products in other industry categories (for example, breakfast cereal foods).

TABLE 3-1

Specialization Ratio: Distribution of
Manufacturing Industry Categories

<u>Specialization Ratio</u> (percentage)	<u>Number of Industry Categories</u>
100	25
98-99	30
96-97	74
94-95	29
92-93	13
90-91	5
88-89	2
86-87	0
84-85	1
Less than 84	<u>0</u>
Total	239

products primary to the industry category for weights).¹ Table 3-2 presents a frequency distribution of the 1977 coverage ratios given in the Master Table. The coverage ratios for each industry category for all report years, 1974-1977, are presented later in this chapter in Table 3-13.

The specialization and coverage ratios reflect secondary product contamination only for sales. There will be some contamination for the other variables as well. Whether there is a significant relation between the degree of sales contamination and the degrees of contamination for other variables has not been established. Data users should consider these factors and be cautious. Special care is necessary when the specialization ratio or the coverage ratio is relatively low.

III. EFFECTS OF SEGMENTAL ACCOUNTING PROCEDURES

One of the more difficult problems in line of business reporting is the pricing of intracompany transfers. Since not all transfers are valued at market prices, and since such prices may be difficult to determine when no well-established market exists, firms were permitted to value transfers at the

¹ Note that the specialization and coverage ratios used in this report are defined only in terms of the firms that filed LB forms. Different ratios might have existed if the universe of all firms in the manufacturing sector had reported.

TABLE 3-2

Coverage Ratio: Distribution of
Manufacturing Industry Categories

<u>Coverage Ratio</u> (percentage)	<u>Number of Industry Categories</u>
100	11
98-99	50
96-97	46
94-95	28
92-93	20
90-91	18
88-89	13
86-87	11
84-85	7
80-83	16
74-79	10
less than 74	<u>9</u>
Total	239

prices recorded in their books. Firms were asked to report both the magnitude of the transfers (items 3-5, schedule III(A), LB form (Appendix B)) and the pricing procedures used (items 52-55, schedule III(C), LB form (Appendix B)). To minimize distortions, specific instructions on vertical integration were given for selected industry category pairs. In the absence of specific directions, combined reporting was permitted for vertically related operations if the majority of the intermediate products were used or supplied only internally, and therefore, market prices might be difficult to ascertain.

Transfer amounts for industry categories are reported in columns 3, 4, and 5 of the Master Table. For the manufacturing lines of business for which separate data on transfers to other lines of business could be reported in the Master Table, a distribution of such transfers (column 3) as a percentage of total sales and transfers (column 6) is given in Table 3-3. The simple and weighted averages of those ratios are 5.3 and 5.9 percent, respectively. (Total sales and transfers are used for weights.)¹

Another way to look at transfers is to perform a tabulation on a firm-by-firm basis. Among the 456 firms filing LB reports, 364 reported at least one manufacturing line of business with transfers to other lines of business of the LB

¹ These averages are for 139 of the 239 industry categories.

TABLE 3-3

Transfers to Other LB's of the LB
Reporting Section as a Percentage of
Total Sales and Transfers:
Distribution of Manufacturing Industry Categories

<u>Transfers as a Percentage of Total Sales and Transfers</u>	<u>Number of Industry Categories</u>
0	0
0.1 - 9.9	114
10.0 - 19.9	21
20.0 - 29.9	2
30.0 - 39.9	1
40.0 - 49.9	1
50.0 - 59.9	0
60.0 - 69.9	0
70.0 - 79.9	0
80.0 - 89.9	0
90.0 - 100.0	<u>0</u>
Total	139
Data Not Available	100

Reporting Section. For these 364 firms, the simple average of transfers to other lines of business is 5.4 percent of total sales and transfers. The weighted average, using total sales and transfers for weights, is 8.8 percent.

Data are also available on transfers to the Foreign Section. Table 3-4 presents a distribution of transfers to the Foreign Section as a percentage of total sales and transfers for those industry categories where data are provided in the Master Table. The simple average of those ratios is 2.1 percent, and the weighted average is 2.2 percent.¹ When the firm-by-firm approach is used with the Foreign Section transfer data, the simple average for the 310 firms that reported transfers to the Foreign Section is 3.0 percent, and the weighted average is 3.5 percent.

In addition to reporting the magnitude of transfers, firms also reported information on the procedures they used in valuing transfers for each line of business. Table 3-5 presents distributions of the percentage of an industry category's total transfers valued using market prices, cost plus markup, and cost. The simple and weighted averages of the ratios are:²

¹ These averages are for 130 of the 239 industry categories.

² The simple averages are for all 202, 202, and 210 industry categories respectively. The weighted averages are for 160, 160 and 168 industry categories, respectively, since data on total transfers could not be published for 42 categories.

TABLE 3-4

Transfers to the Foreign Section
as a Percentage of Total Sales and
Transfers: Distribution of Manufacturing
Industry Categories

<u>Transfers as a Percentage of Total Sales and Transfers</u>	<u>Number of Industry Categories</u>
0	25
0.1 - 9.9	101
10.0 - 19.9	4
20.0 - 29.9	0
30.0 - 39.9	0
40.0 - 49.9	0
50.0 - 59.9	0
60.0 - 69.9	0
70.0 - 79.9	0
80.0 - 89.9	0
90.0 - 100.0	<u>0</u>
Total	130
Data Not Available	109

TABLE 3-5

The Percentage of Transfers Valued
According to Three Methods:
Distribution of Manufacturing Industry Categories

<u>Percentage</u>	<u>Market Price</u>	<u>Cost Plus Markup</u>	<u>Cost</u>
0	28	13	47
0 - 20	50	63	105
20 - 40	30	37	24
40 - 60	33	36	18
60 - 80	22	15	9
80 - 100	<u>39</u>	<u>38</u>	<u>7</u>
Total	202	202	210
Data Not Available	37	37	29

	<u>Simple Average</u> (Percent)	<u>Weighted Average</u> (Percent)
arket Price	40.0	38.9
ost plus Markup	40.1	26.4
ost	17.4	12.4

The weighted averages can also be viewed as the percentage of all transfers from manufacturing lines of business that are valued using each of these methods.¹ Thus, 38.9 percent of transfers from manufacturing lines of business were valued at market price.

The data on transfer methods may be used to calculate the number of methods used by each firm and the percentages of transfers for the firm valued according to the various methods. Table 3-6 presents a summary of the methods used by the 456 firms; 48 companies, for example, used both market price and cost-plus-markup methods for valuing transfers.

An alternative to counting the number of methods used is to determine the percentage of a firm's transfers to which it applied the three methods. Table 3-7 contains a set of distributions for the 406 firms that reported transfers. Simple and weighted averages are also given.

¹ This occurs because total transfers are both the denominator of the percentages being averaged and the weights used in the weighted average computations.

TABLE 3-6

Number of Firms Valuing Transfers
at Market Price, Cost Plus Markup, and Cost

		<u>Number of Firms</u>
Firms with no transfers		50
Firms using only one of the three methods		
Value all transfers at market price	77	
Value all transfers at cost plus markup	89	
Value all transfers at cost	<u>40</u>	
Subtotal		206
Firms using only two of the three methods		
Use market price and cost-plus-markup methods	48	
Use market price and cost methods	17	
Use cost-plus-markup and cost methods	<u>27</u>	
Subtotal		92
Firms using market price, cost-plus-markup, and cost methods		67
Firms using other methods		
Use market price and other methods	5	
Use market price, cost plus markup, and other methods	7	
Use market price, cost, and other methods	2	
Use market price, cost plus markup, cost, and other methods	17	
Use only other methods	5	
Use cost plus markup, cost, and other methods	4	
Use cost plus markup and other methods	<u>1</u>	
Subtotal		41
Total		456

TABLE 3-7

The Percentage of Firm Transfers Valued
According to Three Methods:
Distribution of LB Sample Firms

<u>Percentage of Total Transfers</u>	<u>Market Price</u>	<u>Cost Plus Markup</u>	<u>Cost</u>	<u>Other</u>
0	166	147	231	365
0.1 - 9.9	25	41	62	21
10.0 - 19.9	20	10	23	4
20.0 - 29.9	13	14	13	4
30.0 - 39.9	17	13	11	0
40.9 - 49.9	10	12	6	0
50.0 - 59.9	8	13	10	7
60.0 - 69.9	13	19	a	a
70.0 - 79.9	15	12	4	a
80.0 - 89.9	15	13	6	0
90.0 - 99.9	27	23	a	a
100	<u>77</u>	<u>89</u>	<u>40</u>	<u>5</u>
Total	406	406	406	406
Simple Average	38.7	41.1	17.1	3.0
Weighted Average	49.7	24.7	10.5	15.2

^a Indicates the number for that cell has been combined with the cell or cells above to avoid disclosure of data for individual companies.

Another LB accounting problem is the allocation of costs or assets common to multiple activities. The 1977 survey required the reporting of both "traceable" and "nontraceable" costs and assets. Nontraceable amounts had to be allocated across lines of business. Firms were not directed to use any particular procedure in making these allocations. However, they were asked to provide a brief description of the procedures used.

The fraction of cost and asset items which were not closely enough related to individual lines of business to be considered traceable under the LB definitions is of substantial interest. To determine this relation for several items for each line of business of each firm, the values reported as nontraceable in Schedule III of the LB form are divided by the sum of that amount and the corresponding amount reported as traceable in the same schedule. Tables 3-8 and 3-9 present distributions of the ratios for manufacturing industry categories as reported in the Master Table. They also present simple and weighted averages of the nontraceable-to-total ratios for all the items.¹

¹ It should be noted that some firms reported negative nontraceable amounts for some asset and expense items. Information on this occurrence is found in Tables 3-10 and 3.11. On an industry-category basis, positive nontraceable amounts always exceeded negative amounts, with the result that all of the fractions are positive. The reported values may, however, understate the extent of problems of allocating nontraceable items, since they may be averages of positive and negative values.

TABLE 3-8

The Ratio of Nontraceable to the Sum of
Traceable and Nontraceable, Selected
Expense Items:
Distribution of Manufacturing Industry Categories

<u>Percentage Nontraceable</u>	<u>Media Advertising Expenses</u>	<u>Other Selling Expenses</u>	<u>General & Admin. Expenses</u>	<u>Total Selling, General & Admin. Expenses</u>
Less than 0	0	1	0	0
0	20	24	0	0
0.1 - 9.9	72	65	19	93
10.0 - 19.9	32	18	33	78
20.0 - 29.9	8	3	38	32
30.0 - 39.9	4	3	28	10
40.0 - 49.9	2	1	6	6
50.0 - 59.9	0	0	8	4
60.0 - 69.9	0	1	1	0
70.0 - 79.9	1	0	0	0
80.0 - 89.9	0	0	0	0
90.0 - 100	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Totals	139	116	133	223
Data Not Available	100	123	106	16
Simple Average	8.7	6.5	25.1	14.8
Weighted Average	3.1 ^a	5.8 ^b	24.7	13.5

^a This average is for 136 industry categories. Data on total media advertising expenses could not be published for the other three categories included in the frequency distribution and the simple mean.

^b This average is for 113 industry categories. Data on total other selling expenses could not be published for the other three categories included in the frequency distribution and the simple mean.

TABLE 3-9

The Ratio of Nontraceable to the Sum of
Traceable and Nontraceable, Selected Asset Items:
Distribution of Manufacturing Industry Categories

<u>Percentage Nontraceable</u>	<u>Gross Plant, Property, & Equipment</u>	<u>Accumulated Depreciation, Depletion, & Amortization</u>	<u>Net Plant, Property, & Equipment</u>	<u>Other Assets</u>	<u>Total Assets</u>
Less than 0	1	2	1	0	0
0	0	0	0	0	0
0.1 - 9.9	177	169	151	9	71
10.0 - 19.9	29	19	39	39	107
20.0 - 29.9	2	4	3	49	37
30.0 - 39.9	0	2	0	58	3
40.0 - 49.9	2	0	2	28	3
50.0 - 59.9	0	0	0	9	1
60.0 - 69.9	0	0	0	5	0
70.0 - 79.9	0	0	0	1	0
80.0 - 89.9	0	0	0	2	0
90.0 - 100	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Totals	211	196	196	200	222
Data Not Available	28	43	43	39	17
Simple Average	5.8	5.3	6.7	31.5	14.5
Weighted Average	4.2	4.3	5.0	34.9	14.8

As in the case of transfers, we may also consider the firm as a unit of observation. For each firm with more than one line of business, the nontraceable-to-total ratio can be computed for the various expense and asset items.¹ Tables 3-10 and 3-11 present distributions of these ratios. It should be noted that these tables are based on all of a firm's lines of business, whereas Tables 3-8 and 3-9 only used data for manufacturing categories.

IV. REPRESENTATIVENESS OF THE DATA: PARTICIPATION RATIOS

As noted in ALBR 74, there are several difficulties in measuring the extent to which the LB sample covers the universe of all domestic manufacturing activity.² The analysis done for 1974 led to the conclusion that firms included in the 1974 LB survey accounted for 44 to 52 percent of sales; for between 67 and 72 percent of the gross plant, property, equipment; and for 66 to 67 percent of net plant, property, and equipment for the manufacturing sector. Universe totals were taken from standard data sources for the universe of all manufacturing activities. Coverage of the 1977 universe should be slightly higher, since the company sample is slightly larger.

¹ There were 13 firms with only one line of business.

² ALBR 74, pp. 65-74.

TABLE 3-10

The Ratio of Nontraceable to Sum of Traceable
and Nontraceable, Selected Expense Items:
Distribution of LB Sample Firms
With More Than One Line of Business^a

<u>Percentage Nontraceable</u>	<u>Media Advertising Expenses</u>	<u>Other Selling Expenses</u>	<u>General & Admin. Expenses</u>	<u>Total Selling, General & Administrative Expenses</u>
less than 0	0	e	e	e
0	282	303	108	105
0.1 - 9.9	66	68	52	142
10.0 - 19.9	23	25	77	98
20.0 - 29.9	12	8	68	40
30.0 - 39.9	10	4	45	21
40.0 - 49.9	10	12	28	13
50.0 - 59.9	7	b	20	8
60.0 - 69.9	6	4	8	4
70.0 - 79.9	b	4	16	6
80.0 - 89.9	b	b	6	b
90.0 - 99.9	7	7	9	6
100	<u>b</u>	<u>b</u>	<u>6</u>	<u>b</u>
Totals	423 ^c	435 ^d	443	443
Simple Average	7.4	6.3	24.1	14.0
Weighted Average	4.6	6.5	22.3	13.3

^a Thirteen firms had only one line of business.

^b Indicates number for that cell has been combined with the cell or cells above to avoid disclosure.

^c Twenty firms had no media advertising expense.

^d Eight firms had no other selling expense.

^e The data for these cells were combined with the data in the corresponding "0" cell because the cells contained fewer than four companies.

TABLE 3-11

The Ratio of Nontraceable to Sum of Traceable
and Nontraceable, Selected Asset Items:

Distribution of LB Sample Firms
With More Than One Line of Business^a

<u>Percentage Nontraceable</u>	<u>Gross Plant, Property & Equipment</u>	<u>Accumulated Depreciation, Depletion, & Amortization</u>	<u>Net Plant, Property, and Equipment</u>	<u>Other Assets</u>	<u>Total Assets</u>
less than 0	c	c	c	c	c
0	121	123	121	99	92
0.1 - 9.9	260	274	245	61	158
10.0 - 19.9	39	28	52	57	108
20.0 - 29.9	13	5	9	69	52
30.0 - 39.9	b	4	10	51	17
40.0 - 49.9	4	b	b	46	8
50.0 - 59.9	0	4	0	18	b
60.0 - 69.9	b	b	b	14	8
70.0 - 79.9	b	b	0	8	b
80.0 - 89.9	6	5	6	7	b
90.0 - 99.9	b	b	b	9	b
100	<u>0</u>	<u>0</u>	<u>0</u>	<u>4</u>	<u>0</u>
Totals	443	443	443	443	443
Simple Average	5.7	5.2	6.2	25.0	11.7
Weighted Average	3.7	3.6	3.8	31.5	12.7

^a Thirteen firms had only one line of business.

^b Indicates number for that cell has been combined with a cell or cells above to avoid disclosure.

^c The data for these cells were combined with the data in the corresponding "0" cell because the cells contained fewer than four companies.

In addition to overall coverage of the total manufacturing sector, coverage of each separate manufacturing industry category is also important. However, it is difficult to measure the extent to which the data presented in this report cover the universe of total activity in each manufacturing category. Completely comparable industry category universe figures are not publicly available. The most useful data in this regard are value-of-shipments figures published by the Bureau of the Census for each four-digit SIC product group. We define the participation ratio as "aggregate LB industry category sales divided by the value of shipments for related four-digit product groups." Value of Shipments data for prior report years, 1974 to 1976, were drawn from the Annual Survey of Manufactures (ASM). The value-of-shipments figures for the 1977 ratios are taken from the 1977 Census of Manufactures (COM).¹ (For the relation between FTC industry categories and four-digit SIC categories, see Appendix E.)

Table 3-12 provides a frequency distribution of the COM-based participation ratios for those manufacturing industry

¹ Note that in several instances the participation ratio is greater than 100 percent, (e.g., 29.01 has a ratio of 133.6 percent). This occurs primarily because of differences in vertically integrated reporting between COM and ALBR data firms are allowed, under the LB reporting instructions, to include vertically related operations in some LB's whereas to the Bureau of the Census these activities would be reported separately.

TABLE 3-12

Participation Ratio: Distribution of
Manufacturing Industry Categories

<u>Participation Ratio</u> (percentage)	<u>Number of Industry Categories</u>
80 or more	38
60 - 79	43
55 - 59	11
50 - 54	9
45 - 49	14
40 - 44	14
35 - 39	19
30 - 34	19
25 - 29	21
20 - 24	16
15 - 19	11
10 - 14	14
5 - 9	<u>10</u>
Total	239

categories for which data can be published. The median participation ratio for these categories is 40 to 44 percent. The simple average is 49 percent, and the weighted average is 55 percent.¹ Only 101 categories have an estimated ratio of 50 percent or more.

IV. SPECIALIZATION, COVERAGE, AND UNADJUSTED AND ADJUSTED PARTICIPATION RATIOS: 1974-1977

Table 3-13 presents specialization, coverage and participation ratios (unadjusted and adjusted) for each industry category for all years, 1974 through 1977. Readers should note that specialization, coverage, and participation ratios for some industries represent corrections of data published in prior years. Corrected ratios have been appropriately marked and footnoted. Adjusted participation ratios for the first three report years, 1974-1976, were first presented in the 1976 ALBR. Table 3-13 presents these data again together with the 1977 ratios. Consolidation of these different ratios in one table format facilitates comparison of particular characteristics of the LB sample for all four years.

In the Master Table of each ALBR for 1974-1977, the unadjusted participation ratio presented is defined as:

$$(1) \quad \text{UNADJ}_i = \frac{\sum_{j=1}^n \text{LBS}_{ij}}{\text{CENVS}_i}$$

¹ Reported sales are used as weights.

LBS_{ij} is defined as sales of the LB's product for the jth firm in industry i, and includes service and installation charges (SI), secondary product sales (SP) (provided they are less than 15 percent of the total sales), goods purchased for resale (GPR), and sales to other firms or lines of business of vertically integrated lines (OSVI) (see instructions on vertical integration). CENVS_i is census value of shipments in the ith industry, where value of shipments is defined as net selling value, f.o.b. plant. Also, CENVS_i includes intraindustry interplant shipments (ILLPS), whereas LB sales does not.

Improved participation ratios can be obtained, however, by correcting for the above definitional differences between LB sales and Census value of shipments. The adjustment formulas are different for nonvertical and vertical integration situations.

With no vertical integration, the first adjustment (ADJ-A) is fairly straightforward:

$$(2) \quad \text{ADJ-A} = \frac{\sum_{j=1}^n \text{ALBS}_{ij}}{\text{ACENVS}_i} = \frac{\sum_{j=1}^n \text{LBS}_{ij} - \text{SP}_{ij} - \text{GPR}_{ij} - \text{SI}_{ij}}{\text{CENVS}_i - \text{IIPS}_i}$$

where j represents one of n LB's in industry i. IIPS_i equals

$$(\text{VS}_{ii}/\text{VS}_i) * \sum_{j=1}^n \text{LBS}_{ij}, \text{ where } \text{VS}_{ii} \text{ is the value of shipments}$$

within industry i, and VS_i is the total value of shipments from industry i, both obtained from the 1972 input-output

table. This definition assumes that all intraindustry interplant shipments occur within a firm.¹

A second adjusted participation ratio (ADJ-B) is also calculated. Its definition is similar to equation (1), except that secondary product sales are added to the total sales of their primary industry. Thus, adjusted participation ratio B will be larger on average than adjusted participation ratio A.

If some firms are vertically integrated, the adjustments are more complicated. An initial problem is market definition. For example, are major refrigerator components, such as compressors or condensers, considered to be part of the refrigerator, or the compressor and condenser markets respectively? Including compressors and condensers in the refrigerator market is consistent with the LB market definitions. But the Census definition separates the components from refrigerators regardless of vertical ties. To make these measures comparable, either the LB or the Census data need to be adjusted. And furthermore, the exact formulas for the adjusted participation ratios differ for forward and

¹ For the few cases where the input-output industry category is more aggregated than the LB industry category, VS_{ii} is assumed to be zero, since shipments between LB industries would probably dominate the VS_{ii} value.

backward integration and for integration from or into the industry.

For example, to obtain the adjusted participation ratio A (ADJ-A) in the presence of backward integration, outside sales or internal transfers of vertically integrated LB's are added to the denominator.

$$(3) \quad \text{ADJ-A} = \frac{\sum_{j=1}^n \text{ALBS}_{ij}}{\text{ACENVS}_i + \sum_{j=1}^n \text{OSVI}_{ikj}}$$

where OSVI_{ijk} equals sales to outsiders (firms other than j or firms j not in line i or k) of integrated industry k 's product. OSVI_{ijk} is reported by the LB firms. Addition to the denominator occurs if a firm j in industry i integrates a production process in an upstream industry k (backward vertical integration). Subtraction is necessary in a downstream case (forward integration).

By contrast, the adjusted participation ratio B (ADJ-B) is developed by adjusting the numerator:

$$(4) \quad \text{ADJ-B} = \frac{\sum_{j=1}^n (\text{ALBS}_{ij} - \text{OSVI}_{ikj})}{\text{ACENVS}_i}$$

Again, this formula reflects an "upstream" adjustment.

Additional formulas for cases involving vertical integration can be found in Ravenscraft (1982).¹

¹ David J. Ravenscraft, "Structure-Profit Relationships at the Line of Business and Industry Level." Federal Trade Commission Working Paper 47 (1982).

The actual adjustments are made only on the 1975 data.¹ The ratio of the 1975 adjusted and unadjusted participation ratio is then used as a scaling factor for the 1974, 1976, and 1977 adjustments.² Once the adjustments are made, most of the implausibly large participation ratios disappear. For example, a large part of the unadjusted participation ratio for passenger cars (37.01) is due to vertical integration of such industries as motor vehicle parts (37.05). The 1977 participation ratio for 37.01 is reduced from 157.3 to 81.0 or 86.9, using ADJ-A and ADJ-B respectively. Simultaneously, the 1977 participation ratio for 37.05 is increased from 21.2 to 75.4 or 84.2.

¹ To check the accuracy of the adjusted participation ratios, four-firm concentration ratios were computed from adjusted market-share values and compared to the 1972 Census CR4 or (to account for the cases in which the FTC LB data do not include the top four firms) the sum of the market shares for the largest four firms in the FTC sample obtained from the Economic Information System's market-share data. In only 13 industries did the LB CR4 differ by more than +/- .10 from the Census CR4 or EIS CR4. In most of these 13 industries, service and installation values were difficult to estimate, because they were included in the sales contract. In these cases, the ratio of Census CR4 (or EIS CR4) to LB CR4 was used as a correction factor for the adjusted participation ratios.

² The unadjusted participation ratios for 1974 differ from those reported in the Master Table of the 1974 Annual Line of Business Report. Value of shipments by product class was not used as was stated in the 1974 Report. Rather, value of shipments by establishment was used. The data presented here in Table 3.13 correct that problem by using value of shipments by product class to calculate the unadjusted participation ratio.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
20.01	1974	39.4	39.8	39.9	95.8	99.7
	1975	38.3	38.7	38.3	94.6	99.8
	1976	37.6	38.0	38.1	94.4	99.8
	1977	38.9	39.3	39.4	96.4	99.7
20.02	1974	14.7	14.6	17.8	97.5	74.5
	1975	26.3	26.2	31.8	97.4	82.2
	1976	23.3	23.2	28.2	98.0	82.4
	1977	22.7	22.6	27.5	98.9	89.2
20.03	1974	25.6	25.7	26.5	93.4	93.9
	1975	26.9	28.1	27.8	98.4	99.1
	1976	26.6	27.7	27.5	98.3	99.2
	1977	26.2	27.3	27.1	95.6	98.3
20.04	1974	39.1	44.6	47.2	99.0	93.0
	1975	40.1	45.7	48.4	99.1	95.9
	1976	38.6	44.0	46.6	99.3	95.3
	1977	36.6	41.7	44.2	97.2	95.8
20.05	1974	65.7	65.0	70.3	99.1	91.5
	1975	64.8	64.1	69.3	99.0	92.5
	1976	61.3	60.6	65.6	99.5	92.8
	1977	61.0	60.3	65.3	99.1	92.6
20.06	1974	30.6	29.9	31.7	97.5	91.9
	1975	30.6	29.9	31.7	97.7	94.2
	1976	30.3	29.6	31.4	97.7	95.3
	1977	33.1	32.3	34.3	98.4	96.5
20.07	1974	54.1	53.8	55.4	97.5	95.7
	1975	53.9	53.6	55.2	99.5	97.2
	1976	58.1	57.8	59.5	99.7	95.7
	1977	64.4	64.1	65.9	99.7	96.5
20.08	1974	43.7	43.0	44.1	96.2	97.4
	1975	43.9	43.2	44.3	95.9	97.5
	1976	43.5	42.8	43.9	95.6	97.2
	1977	42.8	42.1	43.2	95.2	96.5
20.09	1974	104.7	100.6	102.6	96.0	98.1
	1975	99.1	95.2	97.1	99.7	98.0
	1976	102.2	98.2	100.2	99.8*	98.5
	1977	105.3	101.2	103.2	98.6	99.0

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
20.10	1974	75.2	75.3	77.2	99.9	98.9
	1975	76.8	76.9	76.8	100.0	97.5
	1976	72.0	72.1	73.9	99.8	97.3
	1977	72.4	72.5	74.3	99.5	99.1
20.11	1974	32.6	38.6	40.9	97.1	95.2
	1975	36.4	43.1	45.6	95.9	96.5
	1976	36.0	42.6	45.1	95.5	96.6
	1977	32.2	38.1	40.4	95.8	96.7
20.12	1974	35.5	36.0	35.2	91.9	99.1
	1975	42.6	40.8	42.2	96.7	99.2
	1976	46.7	46.7	46.3	96.9	98.9*
	1977	45.6	43.7	45.2	96.4	98.8
20.13	1974	84.7	85.6	88.2	96.3	96.8
	1975	91.3	92.2	95.1	96.4	97.0
	1976	92.2	93.2	96.0	96.6	97.5
	1977	87.6	88.5	91.2	97.0	97.9
20.14	1974	28.7	28.5	28.7	98.7	98.9
	1975	26.7	26.5	26.7	99.2	99.1
	1976	27.0	26.8	27.0	99.1	99.3
	1977	28.9	28.7	28.9	99.1	99.6
20.15	1974	66.5	66.8	67.1	98.0	96.3
	1975	66.6	66.9	67.2	98.4	96.4
	1976	67.2	65.5	67.8	97.9	96.2
	1977	67.6	65.8	68.2	96.8	97.5
20.16	1974	45.9	45.9	45.9	100.0	100.0
	1975	42.2	42.2	42.2	100.0	100.0
	1976	40.4	40.4	40.4	100.0	100.0
	1977	46.0	46.0	46.0	100.0	100.0
20.17	1974	82.1	46.9	45.0	99.8	99.3
	1975	69.7	38.1	38.2	100.0	99.9
	1976	50.9	27.8	27.9	100.0	98.8
	1977	67.6	37.0	37.0	100.0	99.2
20.18	1974	43.1	47.3	49.3	99.7	96.3
	1975	44.0	48.3	50.3	99.2	95.9
	1976	43.0	47.2	49.2	98.9	96.6
	1977	43.3	47.5	49.5	99.5	96.5

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
20.19	1974	72.4	77.3	78.8	96.9	97.7
	1975	77.2	82.4	84.0	96.8	98.1
	1976	78.0	83.3	84.9	97.1	99.0
	1977	68.8	73.5	74.9	97.0	98.9
20.20	1974	72.9	75.9	77.1	96.6	99.6
	1975	79.2	83.6	83.8	96.6	99.7
	1976	(2)	(2)	(2)	(2)	(2)
	1977	(2)	(2)	(2)	(2)	(2)
20.21	1974	56.1	58.9	61.2	98.6	96.5
	1975	58.4	61.3	63.7	97.3	96.3
	1976	63.2	65.4	68.9	98.3	96.3
	1977	62.5	65.6	68.2	97.5	96.8
20.22	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
20.23	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)
20.24	1974	40.58	43.88	45.98	100.0	96.3
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	49.2	53.2	55.7	99.8	98.5
20.25	1974	62.9	39.4	39.4	100.0	100.0
	1975	63.9	40.0	40.0	100.0	100.0
	1976	64.9	40.6	40.6	100.0	99.3
	1977	66.2	41.4	41.4	100.0	100.0
20.26	1974	24.9	24.4	25.2	98.8	96.2
	1975	21.9	21.4	22.2	98.7	96.6
	1976	22.7	22.2	23.0	98.6	96.6
	1977	24.0	23.5	24.3	98.6	96.9
20.27	1974	67.2	68.1	71.4	94.6	95.0
	1975	67.9	68.8	72.1	96.8	95.7
	1976	67.7	68.6	71.9	96.5	95.5
	1977	63.5	64.4	67.4	98.2	96.0

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 5-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
20.28	1974	81.6	81.0	81.6	100.0	99.6
	1975	82.3	81.7	82.3	100.0	99.2
	1976	72.7	72.1	72.7	100.0	99.4
	1977	73.6	73.0	73.6	100.0	99.4
20.29	1974	49.0	45.2	51.0	98.2	93.2
	1975	47.4	46.7	49.4	97.5	90.5
	1976	44.0	41.5	45.8	97.5	90.8
	1977	43.3	40.8	45.1	97.5	92.7
20.51	1974	60.4	58.9*	61.1a	96.1	99.9
	1975	59.1	58.7*	61.2a	96.3	99.3
	1976	59.2	58.6*	60.8a	96.5	99.5
	1977	64.6	62.8	64.7	96.4	99.9
21.01	1974	103.8	101.4	101.4	98.0	100.0
	1975	103.5	98.2	98.2	98.2	100.0
	1976	100.7	98.4	98.4	98.5*	100.0
	1977	107.5	105.0	105.0	98.7	100.0
21.02	1974	93.6	57.2	71.0	95.5	89.8
	1975	92.0	56.2	69.8	95.8	86.6
	1976	94.3	57.6	71.6	96.1	90.0
	1977	102.0	62.3	77.4	98.6	90.3
21.03	1974	56.3	54.3	71.0	95.9	68.7
	1975	65.2	62.9	82.3	96.0	76.4
	1976	69.4	66.9	87.6	95.9	75.3
	1977	64.9	62.6	81.9	95.7	78.5
21.04	1974	(1)	(1)	(1)	(1)	(1)
	1975	(2)	(2)	(2)	(2)	(2)
	1976	(1)	(1)	(1)	(1)	(1)
	1977	(1)	(1)	(1)	(1)	(1)
22.01	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
22.02	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
22.03	1974	20.2	20.5	29.9	100.0	90.2
	1975	17.0	17.3	25.2	100.0	70.5
	1976	15.1	15.4	22.4	100.0	75.8
	1977	14.8	15.0	21.9	100.0	86.1
22.04	1974	38.1	44.0	46.3	98.6	96.6
	1975	38.2	46.1	46.4	98.6	95.2
	1976	43.0	49.7	52.2	98.9	94.6
	1977	35.6	41.1	43.2	99.3	97.2
22.05	1974	14.0	15.8	18.5	98.8	93.30
	1975	9.2	10.4	12.2	98.3*	88.40
	1976	11.1	12.5	14.7	97.6	85.8
	1977	11.6	13.1	15.3	97.9	94.1
22.06	1974	62.6	56.2	58.1	91.0	98.0
	1975	66.0	59.2	61.3	90.4	96.6
	1976	73.6	66.0	68.3	90.5	96.3
	1977	96.4	86.5	89.5	92.6	98.3
22.07	1974	19.2	21.2	22.0	99.8	96.0
	1975	18.8	20.8	21.6	99.5	97.4
	1976	15.9	17.6	18.2	99.4	97.4
	1977	13.4	14.8	15.4	100.0	97.6
22.08	1974	3.7	6.4	36.5	100.0	63.8
	1975	4.9	8.5	48.3	100.0	76.8
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)
22.09	1974	39.4	40.7	41.5	99.5	98.5
	1975	42.5	43.9	44.8	99.6	97.9
	1976	41.9	43.3	44.2	100.0	97.3
	1977	34.4	35.6	36.3	99.8	97.5
22.10	1974	12.6	13.5	18.2	100.0	94.6
	1975	17.1	18.3	24.8	99.1	96.8
	1976	13.1	14.0	19.0	99.1	95.7
	1977	12.6	13.5	18.2	97.5	94.4
22.11	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)

FOR FOOTNOTES, SEE END OF TABLE.

**TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.**

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
22.12	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
22.51	1974	48.2	45.2	45.5	97.2	97.5
	1975	53.2	49.9	50.2	96.9	98.0
	1976	41.4	47.2	133.5	95.8	97.5
	1977	38.4	44.3	129.2	97.2	97.2
22.52	1974	32.2	35.0	53.1	96.0	83.1
	1975	32.0	35.9	52.9	96.4	80.1
	1976	30.3	33.8	49.8	97.1	79.3
	1977	29.0	32.7	48.6	97.3	80.3
23.01	1974	28.7	28.6	28.9	99.5	95.8
	1975	25.8	25.7	25.9	99.6	99.1
	1976	28.7	28.1	28.4	99.5	98.6
	1977	27.4	27.3	27.6	99.6	97.3
23.02	1974	28.34	27.60	28.20	97.3	97.2
	1975	31.0	30.3	30.9	98.3	97.9
	1976	29.8	29.1	29.7	98.5	97.7
	1977	31.2	30.5	31.1	97.7	97.9
23.03	1974	16.6	16.0	16.5	96.6	95.7
	1975	17.5	16.8	17.4	96.9	96.8
	1976	18.0	17.3	17.9	96.8	96.9
	1977	15.9	15.3	15.8	98.7	97.6
23.04	1974	25.9	25.8	26.0	99.4	99.6
	1975	25.3	25.2	25.4	99.4	99.0
	1976	28.7	28.5	28.8	97.2	99.4
	1977	26.7	26.6	26.8	99.5	100.0
23.05	1974	6.9	6.9	8.9	100.0	79.1
	1975	5.8	5.8	7.5	100.0	77.7
	1976	6.5	6.5	8.4	100.0	83.3
	1977	5.1	5.1	6.6	100.0	77.7
23.06	1974	8.1	7.8	10.9	96.7	61.8
	1975	10.8	10.4	14.6	97.8	71.5
	1976	11.8	11.4	15.9	97.4	70.8
	1977	12.9	12.4	17.4	97.0	82.6

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
23.07	1974	13.1	16.2	34.6	99.3	86.7
	1975	12.5	15.5	33.0	99.4	84.1
	1976	11.9	14.8	31.5	98.8*	81.6*
	1977	12.2	15.1	32.3	99.2	92.1
24.01	1974	(4)	(4)	(4)	(4)	(4)
	1975	34.7	43.3	64.6	84.4	97.6
	1976	33.6	41.9	62.6	85.0	97.5
	1977	26.7	33.3	49.7	84.2	97.8
24.02	1974	(4)	(4)	(4)	(4)	(4)
	1975	30.4	29.5	32.3	95.5	87.5
	1976	31.3	30.3	33.3	97.2*	89.2
	1977	31.3	30.3	33.3	97.8	90.0
24.03	1974	32.9	33.1	34.4	95.9	94.7
	1975	32.7	32.9	34.2	94.1	94.5
	1976	34.0	34.2	35.5	94.1	96.6
	1977	33.7	33.9	35.2	94.4	97.3
24.04	1974	26.8	26.0	26.5	97.7	97.4
	1975	27.0	26.2	26.7	97.7	97.9
	1976	27.6	26.8	27.3	98.4	97.9
	1977	26.0	25.2	25.7	98.4	98.5
24.05	1974	25.9	25.3	30.1	97.8	87.2
	1975	25.0	24.5	29.1	96.0	84.3
	1976	24.8	24.3	28.9	97.1*	83.5*
	1977	25.3	24.8	29.4	97.1	88.4
24.51	1974	27.9*	29.4*	36.5	89.6	89.6
	1975	N/A	N/A	N/A	N/A	N/A
	1976	N/A	N/A	N/A	N/A	N/A
	1977	N/A	N/A	N/A	N/A	N/A
25.01	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)
25.02	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
25.03	1974	34.7	34.0	39.4	96.0	88.2
	1975	33.2	32.5	37.7	97.1	86.2
	1976	33.3	32.6	37.8	96.2	87.1
	1977	35.0	34.2	39.8	99.4	89.9
25.04	1974	(3)	(3)	(3)	(3)	(3)
	1975	7.8	7.2	12.6	98.0	55.9
	1976	(3)	(3)	(3)	(3)	(3)
	1977	21.5	19.8	34.8	97.2	91.3
25.05	1974	16.0	14.6	18.0	96.9	78.7
	1975	14.5	13.2	16.3	95.7	81.2
	1976	15.6	14.2	17.5	97.1	79.0
	1977	11.9	10.9	13.4	98.0	81.1
25.06	1974	(4)	(4)	(4)	(4)	(4)
	1975	18.9	19.3	23.2	99.1	83.5
	1976	(4)	(4)	(4)	(4)	(4)
	1977	15.4	15.7	18.9	100.0	88.4
25.51	1974	18.0	17.1	19.4	96.7	92.7
	1975	19.1	18.2	20.6	96.8	91.5
	1976	19.1	18.2	20.6	95.2	93.9
	1977	17.2	16.4	18.6	95.6	95.4
25.52	1974	18.7	18.3*	26.10	99.2	78.8
	1975	N/A	N/A	N/A	N/A	N/A
	1976	11.5	11.2*	16.1*	99.0	73.6
	1977	N/A	N/A	N/A	N/A	N/A
26.01	1974	35.9	80.8	94.7	99.8	92.2
	1975	35.5	79.9	93.7	99.6	95.7a
	1976	35.5	79.9	93.7	99.6	94.6a
	1977	35.0	81.0	95.0	99.2	95.8
26.02	1974	61.7	61.1	62.7	98.0	98.9
	1975	58.3	57.7	59.3	98.0*	98.6
	1976	56.4	55.9	57.4	98.4a	99.1
	1977	58.1	57.5	59.1	98.9	98.3
26.03	1974	60.0	62.8	67.5	95.2	98.2
	1975	58.4	61.2	65.7	96.0	97.1
	1976	57.9	60.6	65.2	97.0a	98.5a
	1977	57.0	59.7	64.2	97.0	98.8

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
26.04	1974	51.3	49.7	53.5	97.4	93.1
	1975	55.4	53.7	57.8	96.5	93.3
	1976	56.1	54.4	58.5	96.9	95.0a
	1977	50.7	49.2	52.9	99.0	93.8
26.05	1974	32.0	31.6	32.7	98.8	95.5
	1975	31.1	30.7	31.8	99.2	96.6
	1976	35.1	35.6	36.9	97.8	96.6
	1977	33.9	33.4	34.6	97.9	96.0
26.06	1974	43.3	44.4	51.1	97.3	93.9
	1975	39.7	40.7	45.8	98.8	90.5
	1976	40.2	41.2	47.4	99.0	92.0*
	1977	42.9	46.0	50.6	98.5	92.5
26.07	1974	92.3	90.6	92.4	96.6	98.1
	1975	88.8	87.2	88.9	96.1	98.5
	1976	89.3	87.7	89.4	96.4	98.3a
	1977	91.7	90.0	91.8	96.1	98.5
26.08	1974	42.0	41.5	45.2	96.6	86.8
	1975	43.0	42.5	46.3	98.3	91.9
	1976	41.0	40.5	44.1	99.1	85.0
	1977	33.8	33.4	36.4	99.4	90.0
26.09	1974	20.8	21.1	30.3	98.2	70.3
	1975	20.6	20.9	30.0	99.7	73.3
	1976	22.2	22.5	32.3	99.9	76.9a
	1977	19.8	20.1	28.8	99.9	79.6
26.10	1974	46.2	45.4	47.9	97.0	97.0
	1975	49.0	48.1	50.8	96.6	94.8
	1976	48.1	47.2	49.9	96.8a	95.4a
	1977	46.6	45.8	48.3	95.7	97.3
26.11	1974	42.6	42.6	57.7	100.0	80.9
	1975	40.4	40.4	54.7	98.9	75.4
	1976	49.4	49.4	65.9	99.8	84.5
	1977	55.9	55.9	77.0	100.0	85.5
27.01	1974	21.8	21.4	21.5	99.8	99.7
	1975	21.2	20.8	20.9	99.4	99.7
	1976	21.4	21.0	21.1	99.6	99.7
	1977	22.5	22.1	22.2	99.5	99.6

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
27.02	1974	25.7	25.0	25.7	98.1	97.4
	1975	24.3	23.7	24.3	97.3	97.3
	1976	25.4	24.7	25.4	97.8	97.6
	1977	26.7	26.0	26.7	97.8	97.7
27.03	1974	26.1	25.9	26.8	98.2	89.6
	1975	28.5	28.3	29.2	97.9	91.58
	1976	28.6	28.4	29.3	97.8	90.88
	1977	26.5	26.3	27.2	98.1	90.3
27.04	1974	29.3	28.9	32.7	99.1	88.0
	1975	29.6	29.2	33.0	99.2	88.5
	1976	29.9	29.5	33.3	99.1	87.4
	1977	27.2	26.8	30.3	99.2	91.9
27.05	1974	15.6	15.6	17.0	91.2	91.3
	1975	15.0	15.0	16.4	93.7a	92.7*
	1976	14.7	14.7	16.0	92.2a	93.1*
	1977	15.1	15.1	16.5	89.9	93.5
27.06	1974	51.5	50.5	51.2	98.7	98.1
	1975	50.2	49.3	50.0	99.5	98.0
	1976	50.5	49.6	50.2	99.5	98.0
	1977	45.6	44.8	45.4	99.5	98.4
27.07	1974	(2)	(2)	(2)	(2)	(2)
	1975	(2)	(2)	(2)	(2)	(2)
	1976	(2)	(2)	(2)	(2)	(2)
	1977	(2)	(2)	(2)	(2)	(2)
27.08	1974	29.4	29.5	30.4	97.6	95.1
	1975	33.4	33.6	34.5	97.8	97.2
	1976	34.7	34.9	35.9	97.8	96.2
	1977	33.5	33.7	34.6	97.6	97.5
27.09	1974	(2)	(2)	(2)	(2)	(2)
	1975	3.0	2.8	4.6	95.4	60.6
	1976	3.2	3.0	4.9	94.8	71.2
	1977	(2)	(2)	(2)	(2)	(2)
28.01	1974	111.7	69.7	72.9	95.5	96.7
	1975	115.4	72.0	75.3	96.8	97.0
	1976	116.9	73.0	76.3	96.8	97.3
	1977	109.6	68.4	71.5	96.3	97.7

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
28.02	1974	73.4	65.6	66.9	93.3	88.6
	1975	88.4	79.1	80.5	94.8a	98.0
	1976	84.3	75.4	76.8	94.3a	98.7
	1977	84.3	75.4	76.8	93.9	97.7
28.03	1974	78.4	73.0	83.3	96.5	92.5
	1975	84.8	84.3	90.1	96.5	94.0
	1976	82.3	81.8	87.4	97.1	94.8f
	1977	79.3	78.9	84.3	97.2	94.3
28.04	1974	91.2	91.3	95.5	97.5	95.7
	1975	87.4	87.5	91.5	97.2	95.7
	1976	84.9	85.0	88.9	97.4	95.1a
	1977	82.9	83.0	86.8	97.3	95.3
28.05	1974	46.0	53.0	73.4	93.6	81.0
	1975	42.9	49.4	68.4	94.8	80.5
	1976	45.7	52.7	72.9	95.1	84.1a
	1977	51.7	59.6	82.5	95.2	75.9
28.06	1974	99.3	105.0	105.3	96.6	99.8
	1975	95.8	101.3	101.6	96.1	99.6
	1976	91.7	96.9	97.2	96.6	99.7
	1977	86.7	91.6	91.9	96.6	100.0
28.07	1974	50.6	49.3	49.7	94.7	98.7
	1975	50.7	49.4	49.8	94.7	99.2*
	1976	50.0	43.7	49.1	93.7	98.9
	1977	47.5	46.3	46.7	93.6	98.6
28.08	1974	57.1	52.0	59.1	94.6	87.8
	1975	62.0	56.5	64.2	94.7	87.9
	1976	59.8	54.4	61.9	95.1	87.6
	1977	59.3	54.0	61.4	95.7	86.8
28.09	1974	58.9	58.7	59.8	97.9	98.1
	1975	60.0	59.8	60.9	97.8	98.1
	1976	57.2	57.0	58.1	97.4	97.6
	1977	54.2	54.0	55.0	99.5	97.9
28.10	1974	63.2	58.5	62.2	94.9	94.8
	1975	59.3	57.7	61.3	97.9	94.2
	1976	57.3	55.7	59.2	98.4	94.0a
	1977	55.4	53.9	57.3	98.3	93.8

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
28.11	1974	44.5	42.5	44.2	95.6	96.7
	1975	43.0	45.9	47.7	96.2	96.6
	1976	47.2	45.1	46.9	96.4	96.7
	1977	44.5	42.5	44.2	96.5	96.9
28.12	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	35.2	47.2	82.1	99.8	67.8
28.13	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	80.3	82.7	86.4	95.1	97.5
28.14	1974	72.1	70.2	74.4	97.1	94.4
	1975	66.9	65.2	69.0	97.2	94.6
	1976	63.7	62.1	65.7	96.9	93.2
	1977	64.4	62.7	66.4	96.9	94.2
28.15	1974	83.8	81.2	91.1	96.8	85.4
	1975	83.0	80.4	90.2	97.20	89.0
	1976	80.2	77.7	87.2	96.20	87.5*
	1977	88.6	85.8	96.3	97.0	89.7
28.16	1974	36.6	36.9	58.6	98.9	51.9
	1975	47.3	47.7	75.8	99.1	63.0
	1976	47.2	47.6	75.6	99.1	56.0
	1977	53.7	54.2	86.0	99.2	56.6
28.17	1974	33.5	33.3	42.8	98.1	75.4
	1975	34.8	34.5	44.5	98.3	79.9
	1976	33.0	32.8	42.2	97.5*	77.9
	1977	33.9	33.6	43.3	98.3	80.9
28.51	1974	82.7	85.8*	91.60	96.1	96.9
	1975	79.5	82.2	87.3*	96.0	96.7
	1976	79.6	82.3	87.2*	96.1*	97.00
	1977	N/A	N/A	N/A	N/A	N/A
29.01	1974	133.6	106.3	86.8	96.2	99.9
	1975	125.7	100.0	81.6	96.5	99.9
	1976	116.7	92.8	75.8	97.1*	99.9
	1977	104.9	83.5	68.1	97.3	100.0

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
29.02	1974	46.3	45.4	53.4	97.7	86.0
	1975	43.7	42.9	50.4	97.1	85.9
	1976	41.9	41.1	48.3	97.7	84.9
	1977	47.0	46.1	54.2	99.1	88.1
29.03	1974	21.8	21.8a	38.1a	100.0	64.6
	1975	25.7a	25.7a	45.0a	94.3	72.1
	1976	23.6	23.6a	41.3a	98.6	71.2a
	1977	24.5	24.5	42.9	98.7	75.2
30.01	1974	96.5	86.2	86.7	94.8	99.3
	1975	93.2	83.3	83.8	94.7	99.0
	1976	94.6	84.5	85.0	94.4a	99.7
	1977	89.7	80.1	80.6	94.6	99.7
30.02	1974	68.5	61.5	63.5	100.0	100.0
	1975	66.0	59.2	61.2	100.0	95.8
	1976	64.1	57.5	59.4	100.0	97.1
	1977	(2)	(2)	(2)	(2)	(2)
30.03	1974	(1)	(1)	(1)	(1)	(1)
	1975	(1)	(1)	(1)	(1)	(1)
	1976	(1)	(1)	(1)	(1)	(1)
	1977	(1)	(1)	(1)	(1)	(1)
30.04	1974	33.4	34.1	36.9	99.8	94.5
	1975	45.0	45.9	49.7	99.8	95.7
	1976	43.9	44.8	48.5	99.9	95.6
	1977	44.3	45.2	48.9	99.9	95.5
30.05	1974	18.0	18.7	25.9	97.2	81.0
	1975	22.6	23.5	32.5	97.5	81.8
	1976	22.9	23.8	32.9	97.3	83.6
	1977	23.6	24.6	33.9	97.2	84.2
30.06	1974	36.2	37.3	41.8	96.3	91.7
	1975	35.3	36.4	40.8	97.1	91.9
	1976	35.9	37.0	41.5	97.1	93.2
	1977	32.1	33.1	37.1	97.3	94.2
31.01	1974	20.1	21.9	22.9	99.1	98.9
	1975	19.9	21.6	22.7	99.5	95.3
	1976	18.2	19.8	20.8	99.6	93.8
	1977	16.4	17.8	18.7	100.0	94.3

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
31.02	1974	27.7	27.5	27.9	98.8	97.9
	1975	28.8	28.6	29.0	98.8	98.3
	1976	29.6	29.4	29.9	98.5	99.0
	1977	28.9	28.7	29.1	96.3	99.7
31.03	1974	32.1	31.9	34.6	98.1	91.8
	1975	35.2	35.0	37.9	98.3	92.2
	1976	34.6	34.4	37.3	98.8	90.2
	1977	(2)	(2)	(2)	(2)	(2)
31.04	1974	(2)	(2)	(2)	(2)	(2)
	1975	(2)	(2)	(2)	(2)	(2)
	1976	(2)	(2)	(2)	(2)	(2)
	1977	8.4	8.1	16.4	96.0	81.7
32.01	1974	89.0	68.5	63.9	93.8	100.0
	1975	89.0	68.5	63.9	96.1	100.0
	1976	91.1	70.1	65.4	95.4	100.0
	1977	95.9	73.8	68.8	91.0	100.0
32.02	1974	64.6	60.2	60.5	98.5	99.8
	1975	63.7	59.3	59.7	92.3	99.3
	1976	64.5	60.1	60.4	93.3	99.3
	1977	61.7	57.5	57.8	99.0	99.5
32.03	1974	79.9	79.0	81.1	98.9	97.3
	1975	76.1	75.3	77.2	99.1	97.4
	1976	76.4	75.6	77.5	100.0*	98.4
	1977	73.5	72.7	74.6	100.0	97.7
32.04	1974	13.5	23.1	59.9	100.0	53.8
	1975	13.8	23.6	61.3	100.0	70.1
	1976	12.0	20.5	53.3	99.0	61.9
	1977	12.8	21.9	56.8	100.0	50.2
32.05	1974	36.8	36.3	37.2	100.0	98.3
	1975	41.0	40.4	41.5	100.0	98.6
	1976	41.2	40.6	41.7	100.0	98.9
	1977	45.3	44.6	45.8	100.0	99.3
32.06	1974	35.5	34.8	38.8	99.6	93.6
	1975	35.8	35.1	39.2	99.7	89.5
	1976	35.0	34.3	38.3	100.0	91.4
	1977	29.7	29.1	32.5	100.0	91.4

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
32.07	1974	72.7	72.8	85.3	96.7	96.8
	1975	59.2	59.2	69.5	100.0	85.3
	1976	73.3	73.4	86.0	100.0	96.6
	1977	71.7	71.8	84.1	100.0	96.5
32.08	1974	36.7	36.1	46.9	97.1	73.0
	1975	49.2	48.3	62.9	98.2	76.9
	1976	49.7	48.8	63.5	98.5	80.1
	1977	47.1	46.3	60.2	100.0	79.5
32.09	1974	(2)	(2)	(2)	(2)	(2)
	1975	(2)	(2)	(2)	(2)	(2)
	1976	(2)	(2)	(2)	(2)	(2)
	1977	(2)	(2)	(2)	(2)	(2)
32.10	1974	9.9	9.8	10.5	97.9	83.9
	1975	15.0	16.8	15.9	98.0	93.0*
	1976	14.8	14.6	15.7	97.9	92.7
	1977	11.8	11.6	12.5	98.3	85.3
32.11	1974	4.3	4.2	4.5	98.9	82.0
	1975	7.5	7.3	7.9	99.9	90.5*
	1976	7.1	6.9	7.5	96.6	91.9*
	1977	6.8	6.6	7.2	100.0	94.1
32.12	1974	36.6	35.6	41.9	98.3	87.5
	1975	37.0	36.0	42.4	98.6	84.9*
	1976	40.6	39.5	46.5	98.7	85.6
	1977	36.0	35.0	41.2	99.4	88.0
32.13	1974	93.0	49.0	53.9	100.0	94.6
	1975	93.7	49.4	54.3	100.0	95.0
	1976	85.4	45.0	49.5	99.7	94.6
	1977	93.0	47.4	52.1	99.8	96.7
32.14	1974	(2)	(2)	(2)	(2)	(2)
	1975	(2)	(2)	(2)	(2)	(2)
	1976	(2)	(2)	(2)	(2)	(2)
	1977	(2)	(2)	(2)	(2)	(2)
32.15	1974	61.0	67.6	72.4	98.0	97.3
	1975	55.7	61.8	66.1	99.0	93.5
	1976	56.3	62.4	66.8	98.9	95.6
	1977	53.5	59.3	63.5	98.8	95.9

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
32.16	1974	66.1	64.1	66.8	96.8	95.4
	1975	68.4	65.3	69.2	96.7	95.9
	1976	66.7	64.7	67.4	96.6	94.9
	1977	74.4	72.2	75.2	95.7	95.9
32.17	1974	79.1	76.6	78.2	98.1	97.9
	1975	74.3	71.9	73.5	98.0	97.9
	1976	74.1	71.7	73.3	99.5	99.3
	1977	78.2	75.7	77.3	98.7	99.4
32.18	1974	43.4	44.3	48.4	99.1	91.7
	1975	45.0	46.0	50.1	99.3	91.8
	1976	42.5	43.4	47.4	99.3	91.6
	1977	40.3	41.2	44.9	99.3	91.7
33.01	1974	69.5	75.4	75.7	96.6	99.8
	1975	69.3	75.2	75.4	96.3	99.6
	1976	68.0	73.8	74.0	96.8	99.7
	1977	67.8	73.6	73.8	97.3	99.9
33.02	1974	16.6	18.4	28.4	98.6	91.3
	1975	19.6	21.7	33.6	97.5	91.2
	1976	20.0	22.1	34.3	97.1	91.8*
	1977	20.4	22.6	35.0	98.2	93.6
33.03	1974	60.9	64.6	64.9	90.6	99.9
	1975	70.1	74.4	74.8	92.7	99.7
	1976	61.5	65.3	65.6	89.0	99.3
	1977	51.8	55.0	55.2	90.2	99.5
33.04	1974	63.5	98.3	98.5	94.0	99.8
	1975	59.8	92.6	92.8	93.6	99.8
	1976	63.8	93.8	99.0	94.3	99.8
	1977	92.6	143.4	143.7	93.3	99.5
33.05	1974	101.3	94.7	102.3	85.7	94.1
	1975	90.0	84.1	90.9	95.6	92.4
	1976	85.5	80.8	87.3	94.8	93.7
	1977	93.1	87.0	94.0	94.1	95.0
33.06	1974	180.9	111.4	106.4	96.0	100.0
	1975	154.4	95.1	90.8	96.6	100.0
	1976	145.9	93.5	86.4	96.6	100.0
	1977	159.7	93.4	93.9	97.0	100.0

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
33.07	1974	68.7	62.9	69.5	96.7	83.9
	1975	55.4	50.7	56.0	97.2	91.2
	1976	51.8	47.4	52.4	96.1*	83.28
	1977	64.7	59.2	65.4	98.2	86.3
33.08	1974	62.4	60.8	65.3	97.7	96.7
	1975	33.7	32.9	35.3	97.8	95.0
	1976	40.9	39.9	42.8	97.9	95.98
	1977	38.0	37.1	39.8	97.8	98.2
33.09	1974	9.1	21.1	69.5	92.2	94.6
	1975	8.6	20.0	65.7	92.2	91.5
	1976	9.4	21.8	71.8	92.9*	96.38
	1977	8.9	20.7	68.0	93.0	94.2
33.10	1974	54.0	52.7	52.9	98.0	97.2
	1975	54.5	53.1	53.3	97.8	96.8
	1976	56.9	55.5	55.7	97.5	97.1*
	1977	48.8	47.6	47.8	96.3	97.4
33.11	1974	49.2	57.3	61.2	98.2	98.9
	1975	50.2	58.4	62.5	98.0	98.7
	1976	48.5	56.4	60.4	98.0	98.38
	1977	46.3	53.9	57.6	98.4	99.3
33.12	1974	15.6	15.5	21.4	95.5	77.7
	1975	16.8	16.7	23.1	94.3	85.9
	1976	15.8	15.7	21.7	95.6	88.1
	1977	10.9	10.8	15.0	95.9	82.1
33.13	1974	35.9	34.9	60.1	95.2	68.7
	1975	19.0	18.5	31.8	95.7	62.4
	1976	24.7	24.0	41.3	96.2	70.58
	1977	19.6	19.0	32.8	93.9	63.9
34.01	1974	73.9	83.0	87.7	96.5	97.5
	1975	67.1	75.4	79.7	97.1	98.5
	1976	66.2	74.4	78.6	98.6	98.68
	1977	65.7	73.8	78.0	97.2	99.2
34.02	1974	43.5	41.4	45.7	99.9	91.8
	1975	40.9	38.9	43.0	99.9	90.4
	1976	37.4	35.6	39.3	99.6	89.0
	1977	32.1	30.5	33.7	99.4	90.2

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
34.03	1974	54.0	54.2	61.1	90.3	91.0
	1975	47.7	47.8	54.0	100.0	88.6
	1976	48.5	48.6	54.9	100.0	89.2
	1977	54.4	54.6	61.6	90.9	90.1
34.04	1974	32.5	29.1	32.9	97.9	85.4
	1975	34.4	30.7	34.8	98.3	88.1
	1976	33.3	29.8	33.7	99.1	87.8
	1977	32.7	29.2	33.1	98.3	87.9
34.05	1974	21.2	23.3	51.3	98.7	92.9
	1975	17.6	23.5	42.6	99.7	93.3
	1976	18.9	25.2	45.7	99.3	94.1
	1977	19.8	26.4	47.9	99.2	93.4
34.06	1974	41.7	41.0	53.9	99.7	89.8
	1975	32.5	31.9	42.0	98.9	76.1
	1976	52.6	51.7	67.9	99.1	87.6
	1977	55.8	54.8	72.1	99.3	93.4
34.07	1974	39.5	36.6	40.4	92.8	84.7
	1975	43.4	40.2	44.4	92.9	90.5
	1976	38.5	35.6	39.4	90.5	92.3
	1977	42.4	39.2	43.4	96.8	94.9
34.08	1974	11.9	12.2	21.2	93.6	63.1
	1975	8.8	9.0	15.7	99.2	57.4
	1976	7.8	8.0	13.9	99.7	49.9
	1977	6.4	6.5	11.4	98.1	58.2
34.09	1974	18.1	17.3	19.4	94.6	89.2
	1975	20.9	20.0	22.4	93.9	90.3
	1976	21.3	20.3	22.9	92.4	91.68
	1977	14.0	13.4	15.0	94.0	87.7
34.10	1974	14.4	14.0	18.4	96.3	82.4
	1975	14.5	14.1	18.5	95.8	81.2
	1976	14.1	13.7	18.0	96.3	76.48
	1977	14.3	13.9	18.2	96.2	81.3
34.11	1974	46.1	42.8	46.1	98.6	91.9
	1975	44.6	41.4	44.6	96.9	90.6
	1976	45.8	42.5	45.8	96.9	91.2
	1977	47.5	44.1	47.5	99.0	93.9

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
34.12	1974	20.3	20.5	29.4	96.7	80.6
	1975	19.6	19.8	25.4	96.2	83.3
	1976	18.3	18.5	26.5	96.0a	82.3a
	1977	19.5	19.7	28.2	96.4	82.5
34.13	1974	16.3	15.2	17.9	95.7	83.3
	1975	19.4	18.1	21.3	95.7	87.4
	1976	22.2	20.7	24.4	96.1	90.0
	1977	23.3	21.7	25.6	95.3	92.6
34.14	1974	21.3	23.7	33.9	99.7	82.9
	1975	23.6	25.2	37.6	99.6	85.1
	1976	21.3	23.7	33.9	99.5	87.9a
	1977	23.3	25.9	37.1	98.9	94.4
34.15	1974	11.6	12.5	24.5	93.1	90.9
	1975	13.3	14.4	28.1	96.0	67.3
	1976	12.2	13.2	25.8	95.9	65.4
	1977	12.0	13.0	25.4	97.0	66.5
34.16	1974	60.5	67.5	75.5	94.5	83.1
	1975	55.3	61.7	69.0	95.6	94.0
	1976	66.8	74.5	83.3	94.0	97.4
	1977	57.3	63.9	71.5	93.8	97.5
34.17	1974	10.3	9.3	12.1	94.8	79.7
	1975	12.0	10.9	14.1	95.5	78.0
	1976	12.3	11.2	14.4	96.5	80.0
	1977	12.5	11.3	14.6	97.9	81.0
34.18	1974	7.9	7.5	9.8	100.0	74.1
	1975	9.8	9.4	12.2	100.0	79.8
	1976	9.5	9.1	11.8	100.0	80.8*
	1977	6.7	6.4	8.4	100.0	80.3
34.19	1974	40.1	41.2	45.8	97.2	93.2
	1975	42.2	43.4	48.2	97.3	89.9
	1976	47.0	48.3	53.7	96.9	91.5
	1977	58.1	59.7	66.4	97.1	88.6
34.20	1974	34.2	34.9	39.3	99.3	87.0
	1975	38.7	39.4	44.5	99.0	89.6
	1976	37.9	38.6	43.6	98.4*	90.8
	1977	35.8	35.5	41.2	98.3	91.9

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
34.21	1974	28.6	27.1	33.6	92.8	83.7
	1975	25.7	24.4	30.2	93.8	82.1
	1976	26.5	25.2	31.2	92.7*	84.8 ^a
	1977	23.4	22.2	27.5	93.2	84.7
35.01	1974	88.6	88.6	94.1	97.2	91.1
	1975	92.0	92.0	97.7	95.7	94.2
	1976	93.2	93.2	99.0	98.9	95.0
	1977	90.4	90.4	96.0	98.6	91.3
35.02	1974	73.1	71.8	74.4	96.5	96.0
	1975	74.7	73.3	76.0	95.3	97.2
	1976	71.6	70.3	72.8	96.1*	97.7
	1977	66.1	64.9	67.2	95.4	98.9
35.03	1974	73.5	40.0	40.5	96.8	98.6
	1975	76.8	41.8	42.4	97.8	99.1
	1976	74.0	40.3	40.8	98.5*	99.3
	1977	70.0	38.1	38.6	97.8	99.0
35.04	1974	61.8	62.6	65.4	99.0	97.0
	1975	63.5	64.3	67.2	99.2	95.7
	1976	60.6	61.4	64.1	99.0	96.3
	1977	66.3	67.1	70.2	98.6	97.2
35.05	1974	70.8	59.6	62.0	98.6	96.1
	1975	69.9	58.9	61.2	98.3	96.1
	1976	64.9	54.7	56.8	98.3	96.4
	1977	65.4	55.1	57.2	98.1	95.8
35.06	1974	41.3	40.2	43.2	98.4	86.6
	1975	51.2	49.8	53.5	96.6	92.8
	1976	54.6	53.1	57.1	97.0	88.7
	1977	59.1	57.5	61.8	96.6	92.3
35.07	1974	34.8	33.4	32.8	90.3	94.4
	1975	34.8	33.4	32.8	96.0	97.2
	1976	31.2	30.0	29.4	95.1	96.5
	1977	34.3	33.0	32.3	97.4	97.0
35.08	1974	124.5	38.4	40.1	100.0	96.5
	1975	156.6	48.3	50.4	91.9	98.6
	1976	130.1	40.1	41.9	89.8	98.9
	1977	125.6	38.7	40.4	98.6	98.9

FOR FOOTNOTES, SEE END OF TABLE.

**TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.**

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
35.09	1974	25.4	23.0	27.0	97.1	88.9
	1975	25.7	23.3	27.4	95.5	85.1
	1976	26.4	23.9	28.1	95.5	89.7
	1977	25.3	22.9	26.9	95.5	91.8
35.10	1974	22.3	20.1	29.2	96.7	78.4
	1975	21.9	19.8	28.7	96.4	69.0
	1976	19.8	17.9	25.9	96.2	73.1
	1977	15.7	14.2	20.6	98.8	61.9
35.11	1974	76.1	75.6	84.2	95.6	95.0
	1975	64.2	63.8	71.0	97.9	89.3
	1976	67.9	67.5	75.1	98.2	91.4
	1977	65.8	65.4	72.8	98.2	97.4
35.12	1974	31.9	30.9	32.6	93.8	93.8
	1975	32.9	31.8	33.6	92.9	94.0
	1976	34.5	33.4	35.3	92.5*	93.2
	1977	31.4	30.4	32.1	93.4	94.1
35.13	1974	23.6	22.3	26.5	93.6	87.3
	1975	26.0	22.6	27.0	94.7	84.0
	1976	24.4	23.0	27.4	95.1	84.7
	1977	23.7	22.4	26.6	95.5	87.6
35.14	1974	82.0	76.1	81.8	98.4	93.2
	1975	77.4	71.8	77.2	96.5	93.1
	1976	82.5	76.6	82.3	96.6	93.3
	1977	67.2	62.4	67.0	97.4	94.8
35.15	1974	11.2	10.1	15.0	99.1	69.6
	1975	13.2	11.8	17.7	98.5	73.3
	1976	10.2	9.2	13.7	96.7	65.0
	1977	9.8	8.8	13.1	97.2	69.2
35.16	1974	19.9	18.2	23.3	94.2	62.5
	1975	25.7	23.5	30.1	94.7	78.6*
	1976	27.9	25.5	32.7	95.2	81.6
	1977	24.2	22.1	28.3	97.1	85.1
35.17	1974	20.3	18.6	22.7	92.2	79.5
	1975	21.0	19.2	23.4	87.4	82.1
	1976	17.2	15.8	19.2	92.4	83.9
	1977	(2)	(2)	(2)	(2)	(2)

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
35.18	1974	41.3	40.2	42.7	97.8	94.6
	1975	55.3	53.8	57.2	96.7	94.0
	1976	51.7	50.3	53.5	97.6	92.7
	1977	53.9	52.5	55.8	99.6	91.4
35.19	1974	28.5	30.8	35.0	100.0	85.0
	1975	34.5	37.2	42.4	100.0	87.8
	1976	35.8	38.7	44.0	100.0	89.1
	1977	34.7	37.5	42.6	100.0	86.9
35.20	1974	54.5	56.0	64.4	98.2	88.2
	1975	45.9	47.1	54.3	98.2	86.8
	1976	41.7	42.8	49.3	99.0	88.5
	1977	39.5	40.6	46.7	97.8	89.8
35.21	1974	21.7	19.9	25.1	96.3	76.1
	1975	28.2	25.8	32.6	94.9	79.1
	1976	27.0	24.7	31.2	93.5	77.1
	1977	33.0	30.2	38.2	96.3	83.8
35.22	1974	49.6	46.9	51.4	93.7	93.3
	1975	49.4	46.7	51.2	95.2	93.4*
	1976	46.7	44.2	48.4	96.3	93.9
	1977	47.7	45.1	49.5	97.2	95.9
35.23	1974	46.0	49.3	49.4	100.0	87.2
	1975	58.2	62.3	62.6	99.3	99.6
	1976	60.1	64.4	64.6	99.8	99.6
	1977	61.7	66.1	66.3	98.8	99.8
35.24	1974	59.4	58.0	60.2	99.6	96.8
	1975	64.2	62.6	65.0	98.7	96.9
	1976	67.0	65.4	67.9	98.7	97.1*
	1977	62.3	60.8	63.1	98.8	97.2
35.25	1974	31.8	33.1	36.3	98.9	82.7
	1975	33.9	35.2	38.7	99.2	91.1
	1976	35.6	37.0	40.6	98.8	93.4
	1977	34.2	35.5	39.0	99.5	91.7
35.26	1974	34.8	31.8	38.3	97.4	79.6
	1975	36.3	33.2	39.9	96.4	83.1
	1976	35.8	32.8	39.4	95.1	83.1
	1977	37.1	33.9	40.8	96.3	89.4

FOR FOOTNOTES, SEE END OF TABLE.

**TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.**

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
35.27	1974	28.2	30.0	35.6	99.3	81.4
	1975	23.9	25.4	30.2	99.4	83.7
	1976	24.4	25.9	30.8	99.1	84.2
	1977	22.2	23.6	28.0	98.0	76.6
35.28	1974	63.2	60.3	63.3	97.7	95.4
	1975	66.6	65.5	66.7	97.5	95.6
	1976	65.5	62.5	65.6	98.5	97.4
	1977	61.1	58.3	61.2	99.6	95.3
35.29	1974	10.3	10.0	20.2	99.3	52.0
	1975	8.4	8.2	16.5	99.9	49.5
	1976	9.0	8.7	17.6	98.1	46.9
	1977	8.6	8.4	16.9	98.4	58.7
35.30	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
35.31	1974	118.5	68.1	69.1	94.1	99.0
	1975	130.7	75.1	76.2	93.0	99.3
	1976	122.1	70.1	71.2	94.2	99.3
	1977	108.7	62.4	63.3	94.8	99.4
35.32	1974	88.0	88.0	115.4	100.0	94.6
	1975	77.2	77.2	101.2	100.0	76.3
	1976	83.7	83.7	109.7	100.0	88.7
	1977	92.4	92.4	121.1	98.4	93.5
35.33	1974	70.2	70.6	79.7	95.7	89.9
	1975	64.8	65.1	73.6	96.9	88.6
	1976	59.7	60.0	67.8	96.9	85.7
	1977	60.6	60.9	68.8	96.6	81.2
35.34	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
35.35	1974	43.1	54.7	64.0	98.7	90.1
	1975	43.8	49.9	58.3	98.8	91.0*
	1976	42.3	48.1	56.3	98.6*	91.7
	1977	43.9	50.0	58.4	98.6	94.0

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
35.36	1974	22.7	22.1	29.3	97.5	74.6
	1975	26.6	25.9	34.3	98.0	75.5
	1976	26.5	23.9	31.6	98.1	75.1
	1977	26.4	23.8	31.4	98.4	87.0
35.37	1974	9.1	9.5	15.1	93.7	74.7
	1975	8.9	9.3	14.8	95.3	76.1
	1976	10.1	10.5	16.7	97.6	82.7
	1977	9.3	9.7	15.4	97.1	82.0
35.51	1974	105.0	73.6*	78.6*	97.3	93.3
	1975	122.0	85.5*	91.3*	97.1	95.1
	1976	112.4	79.8*	84.1*	98.5	95.7
	1977	90.9	63.7	68.1	98.1	97.0
36.01	1974	73.7	69.6	70.9	94.7	98.5
	1975	72.6	68.6	69.9	94.8	98.2
	1976	71.6	67.6	68.9	94.4	97.8
	1977	68.2	64.4	65.6	96.7	98.1
36.02	1974	65.5	61.0	65.2	95.2	92.7
	1975	65.8	62.2	66.5	95.7	93.6
	1976	67.4	62.8	67.1	95.1	94.7
	1977	62.3	58.1	62.0	95.5	96.2
36.03	1974	54.8	57.6	75.0	94.6	85.9
	1975	50.7	53.3	69.4	94.9	86.28
	1976	54.3	57.1	74.3	96.0	90.38
	1977	49.3	51.8	67.5	97.0	88.9
36.04	1974	44.8*	45.9	54.10	94.5	85.3*
	1975	43.2	44.2	52.2	94.4	85.3
	1976	43.9	45.0	53.0	96.3	84.1*
	1977	42.7	43.7	51.6	96.5	88.1
36.05	1974	35.9	29.7	34.2	91.1	86.2
	1975	34.9	28.9	33.2	87.3	86.9
	1976	29.5	24.4	28.1	92.1	83.6
	1977	29.1	24.1	27.7	93.0	85.7
36.06	1974	93.8	88.6	90.3	100.0	98.7
	1975	93.6	93.2	94.9	100.0	98.3
	1976	100.4	94.9	96.7	100.0	98.7
	1977	101.7	95.1	97.9	100.0	98.2

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
36.07	1974	25.0	24.8	34.5	97.9	71.8
	1975	17.7	17.5	24.4	96.8	75.1
	1976	16.3	15.2	22.5	96.5	68.9
	1977	29.3	29.1	40.4	96.2	81.9
36.08	1974	72.6	71.6	75.6	98.7	96.3
	1975	75.0	74.0	78.1	97.1	94.7
	1976	75.9	74.9	79.1	96.8	94.9
	1977	71.1	70.1	74.1	98.2	92.6
36.09	1974	105.7	93.7	96.2	92.5	96.4
	1975	113.0	100.2	102.9	90.9	97.4
	1976	116.8	103.6	106.3	90.6	98.2
	1977	110.8	98.2	100.9	94.4	99.6
36.10	1974	84.5	73.7	75.5	92.7	97.0
	1975	85.9	74.9	76.7	89.7	97.7
	1976	87.6	76.4	78.2	89.7	98.6
	1977	81.5	71.1	72.8	94.4	98.6
36.11	1974	92.5	70.6	74.1	99.4	95.1
	1975	102.6	78.3	82.2	97.1	96.3
	1976	97.6	74.5	78.2	97.1	97.9
	1977	100.0	76.3	80.1	95.7	97.9
36.12	1974	64.8	61.4	68.6	94.1	90.5
	1975	61.0	57.8	64.6	95.8	89.3
	1976	62.6	59.3	66.3	95.2	91.4
	1977	63.8	60.5	67.6	95.1	96.4
36.13	1974	99.0	93.7	93.8	91.9	96.5
	1975	104.6	99.0	99.2	92.6	99.8
	1976	101.7	95.2	96.4	93.4	100.0
	1977	104.1	98.5	98.7	94.5	100.0
36.14	1974	41.6	40.7	43.1	98.7	97.1
	1975	39.6	38.8	41.0	98.5	94.6
	1976	36.1	35.3	37.4	98.3	95.0
	1977	35.0	34.3	36.2	98.7	96.1
36.15	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
36.16	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
36.17	1974	70.6	72.7	76.0	99.1	93.9
	1975	73.7	75.9	79.3	99.4	95.9
	1976	70.5	72.6	75.9	99.5	99.0
	1977	64.6	66.5	69.5	99.2	99.3
36.18	1974	95.2	44.3	45.5	99.3	98.2
	1975	94.9	44.2	45.3	100.0	98.8
	1976	94.2	43.9	45.0	100.0	99.0
	1977	73.1	34.0	34.9	100.0	98.5
36.19	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
36.20	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
36.21	1974	90.1	80.3	85.9	91.7	95.9
	1975	85.2	76.0	81.2	92.4	94.4
	1976	81.7	72.8	77.9	92.2	95.5
	1977	83.5	74.4	79.6	95.5	95.5
36.22	1974	100.0	63.6	63.6	97.6	100.0
	1975	99.7	63.4	63.4	98.1	100.0
	1976	97.8	62.2	62.2	97.9	100.0
	1977	(2)	(2)	(2)	(2)	(2)
36.23	1974	58.3	61.8	71.3	95.2	96.0
	1975	44.1	46.8	53.9	97.1	95.4
	1976	39.1	41.5	47.8	96.8	97.3
	1977	41.2	43.7	50.4	94.4	96.6
36.24	1974	19.4	23.5	31.8	96.6	82.8
	1975	21.6	26.2	35.5	96.0	84.5
	1976	22.4	27.2	36.8	96.7	84.0
	1977	22.9	27.8	37.6	97.7	86.5

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
36.25	1974	(4)	(4)	(4)	(4)	(4)
	1975	69.5	71.0	72.6	98.8	97.8
	1976	70.2	71.7	73.3	98.7	97.7
	1977	68.9	70.4	72.0	98.7	98.7
36.26	1974	(3)	(3)	(3)	(3)	(3)
	1975	87.6	90.0	93.1	99.9	96.7
	1976	83.0	85.3	88.2	100.0	97.0
	1977	93.4	95.0	99.3	100.0	98.6
36.27	1974	27.1	45.3	69.5	100.0	93.4
	1975	26.8	45.8	68.8	100.0	90.6
	1976	24.8	42.4	63.6	100.0	91.6
	1977	25.3	43.3	64.2	100.0	91.7
36.28	1974	53.3	50.6	57.3	99.0	84.3
	1975	60.8	57.7	65.4	98.9	88.3
	1976	54.4	51.6	58.5	99.7	83.6
	1977	34.7	32.9	37.3	98.9	83.7
36.51	1974	26.6*	27.3*	53.7@	97.5	87.9*
	1975	28.0	29.0*	60.8@	98.1	88.8
	1976	25.2	25.2*	57.5@	98.0	87.3*
	1977	25.0	26.0	57.7	97.3	86.1
36.52	1974	89.0	82.4@	86.9@	97.7	95.4
	1975	86.6	80.8@	85.3@	97.3	95.6
	1976	83.5	78.0@	82.5@	97.2	95.3
	1977	80.7	74.8	78.9	97.7	95.1
36.53	1974	68.9	70.5	72.4	96.7	96.4
	1975	N/A	N/A	N/A	N/A	N/A
	1976	N/A	N/A	N/A	N/A	N/A
	1977	N/A	N/A	N/A	N/A	N/A
37.01	1974	177.2@	95.2*	102.0@	91.3	99.9
	1975	162.9@	87.4	93.7	98.1	100.0*
	1976	160.1@	86.0*	92.2*	95.0*	100.0@
	1977	157.3	84.5	90.6	97.6	100.0
37.02	1974	(4)	(4)	(4)	(4)	(4)
	1975	70.8@	88.7*	90.9	98.0	99.5
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
37.03	1974	(3)	(3)	(3)	(3)	(3)
	1975	20.1a	20.1a	23.8a	100.0	73.3
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)
37.04	1974	32.7a	32.7a	35.2a	98.1	90.7
	1975	39.6a	39.6a	42.7a	97.6	92.3
	1976	37.4a	37.4a	40.3a	99.5	95.8
	1977	43.4	43.4	46.8	100.0	97.3
37.05	1974	25.9	92.1	102.8	95.0	69.5
	1975	24.8	88.2	98.4	97.0	93.2
	1976	23.1	82.1	91.7	97.5	72.4
	1977	21.2	75.4	84.2	98.4	87.5
37.06	1974	62.6	42.3	42.5	88.4	98.4
	1975	68.1	45.0	46.3	85.0	97.1
	1976	62.8	42.4	42.7	84.0	95.1
	1977	62.6	42.3	42.5	89.2	99.3
37.07	1974	85.1	81.0	81.7	97.2	99.0
	1975	85.0	80.9	81.6	97.3	99.2
	1976	82.9	78.9	79.6	97.4	98.9
	1977	85.1	81.9	82.6	97.2	99.1
37.08	1974	94.8	82.6	84.0	90.6	98.7
	1975	93.8	81.7	83.1	93.0	98.3
	1976	95.5	83.2	84.6	93.7	99.0
	1977	98.4	85.7	87.2	92.7	98.8
37.09	1974	49.7	48.8	49.7	98.9	97.4
	1975	56.0	55.0	56.0	98.8	98.1*
	1976	55.7	54.7	55.7	99.0	97.1
	1977	55.0	54.0	55.0	98.7	98.2
37.10	1974	60.8	65.1	74.5	96.0	90.2
	1975	63.4	68.9	77.7	96.4	88.3
	1976	62.3	67.7	75.4	96.2	90.3
	1977	61.8	67.2	75.7	97.0	91.2
37.11	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(4)	(4)	(4)	(4)	(4)

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
37.12	1974	95.4	92.9	99.0	97.2	94.0
	1975	92.6	93.2	96.1	97.9	93.8
	1976	92.5	90.1	96.0	97.7	92.3
	1977	93.8	91.4	97.4	98.6	93.8
37.13	1974	42.8	23.1	26.1	97.2	89.4
	1975	43.8	23.6	26.7	95.7	95.1
	1976	52.0	28.0	31.7	96.8	97.1
	1977	35.9	19.4	21.9	97.2	93.8
37.14	1974	(3)	(3)	(3)	(3)	(3)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)
37.51	1974	52.4a	65.0a	66.9a	95.2	96.6
	1975	39.8	40.8a	49.0a	89.0	89.3
	1976	70.1a	86.8a	89.4a	98.3	99.0a
	1977	65.7	81.6	83.9	98.4	99.1
37.52	1974	29.8	30.5a	35.9a	86.1	85.2
	1975	N/A	N/A	N/A	N/A	N/A
	1976	40.2	41.2a	49.9a	89.6	87.3
	1977	42.1	43.1	51.0	90.6	90.9
38.01	1974	33.8	29.8	40.8	93.7	71.4
	1975	44.3	39.1	53.5	92.6	73.2*
	1976	43.7	38.6	52.7	96.0	75.0
	1977	37.7	33.3	45.5	96.3	75.0
38.02	1974	34.8	33.5	38.5	94.1	91.0
	1975	35.5	34.2	39.3	94.0	88.3
	1976	37.7	36.3	41.7	94.0	91.9
	1977	35.6	36.3	39.4	94.2	93.3
38.03	1974	34.4	34.2	45.0	94.1	77.1
	1975	31.1	30.9	40.7	94.9	75.9
	1976	31.2	31.0	40.8	94.5	80.0
	1977	35.9	35.7	47.0	96.2	83.7
38.04	1974	40.5	36.0	45.8	99.2	75.4
	1975	32.3	27.1	36.5	99.2	74.3a
	1976	29.4	26.7	33.2	99.3	75.5
	1977	29.2	24.5	33.0	99.5	75.2

FOR FOOTNOTES, SEE END OF TABLE.

TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
38.05	1974	46.8	43.7	46.7	93.6	91.4
	1975	55.6	51.9	55.5	93.6*	93.58
	1976	54.8	51.1	54.7	93.6	94.0
	1977	58.6	54.7	58.5	93.9	95.3
38.06	1974	78.4	71.9	74.0	88.8	98.7
	1975	(2)	(2)	(2)	(2)	(2)
	1976	(2)	(2)	(2)	(2)	(2)
	1977	54.1	49.6	51.0	96.0	96.8
38.07	1974	94.00	94.00	96.70	99.90	98.6
	1975	101.60	101.60	104.60	99.9	98.8
	1976	99.70	99.70	102.60	100.0	99.8
	1977	89.5	89.5	92.1	100.0	99.9
38.08	1974	99.60	99.60	101.00	92.4	98.60
	1975	96.40	96.40	97.80	92.6	99.2
	1976	95.20	95.20	96.50	92.5	99.1
	1977	97.9	97.9	99.3	92.6	99.0
38.09	1974	41.4	39.3	43.1	97.4	88.3
	1975	64.6	61.3	67.2	96.8	91.2
	1976	65.3	62.0	68.0	97.9	93.9
	1977	68.0	64.5	70.8	98.7	92.9
39.01	1974	11.4	11.2	11.7	98.5	92.6
	1975	12.7	12.5	13.0	98.7	96.0
	1976	12.0	11.8	12.3	98.7	95.9
	1977	9.8	9.6	10.0	96.8	95.0
39.02	1974	43.5	46.9	46.9	93.0	100.0
	1975	39.3	42.3	42.3	98.5	100.0
	1976	34.2	36.8	36.8	98.4	100.0
	1977	35.1	37.8	37.8	98.6	100.0
39.03	1974	42.3	42.9	46.5	99.0	89.9
	1975	40.0	40.6	44.0	98.9	92.2
	1976	37.0	37.5	40.7	98.9	91.5
	1977	42.1	42.7	46.3	98.6	92.6
39.04	1974	47.1	45.4	48.4	99.2	92.5
	1975	48.6	46.9	50.0	99.1	93.8
	1976	47.7	46.0	49.1	98.8	94.3
	1977	38.7	37.3	39.8	98.5	94.0

FOR FOOTNOTES, SEE END OF TABLE.

**TABLE 3-13: PARTICIPATION, SPECIALIZATION,
AND COVERAGE RATIOS, 1974-1977.**

INDUSTRY CATEGORY	YEAR	PARTICIPATION			SPECIALI- ZATION	COVER- AGE
		UNADJ	ADJ-A	ADJ-B		
39.05	1974	27.6	27.9	30.8	100.0	89.5
	1975	28.0	28.3	31.3	98.9	90.5
	1976	27.6	27.9	30.8	98.7	86.0
	1977	26.0	26.3	29.1	98.6	89.4
39.06	1974	23.6	22.2	25.3	97.1	86.8
	1975	24.6	23.1	26.4	94.9	87.6
	1976	26.7	25.1	28.6	93.1	90.6
	1977	25.0	23.5	26.8	91.3	85.6
39.07	1974	(3)	(3)	(3)	(3)	(3)
	1975	(3)	(3)	(3)	(3)	(3)
	1976	(3)	(3)	(3)	(3)	(3)
	1977	(3)	(3)	(3)	(3)	(3)
39.08	1974	(4)	(4)	(4)	(4)	(4)
	1975	(4)	(4)	(4)	(4)	(4)
	1976	(4)	(4)	(4)	(4)	(4)
	1977	(4)	(4)	(4)	(4)	(4)
39.51	1974	15.8	14.4 ^a	20.8 ^a	94.8	65.0
	1975	23.9	21.8 ^a	31.3 ^a	97.1	78.8
	1976	25.0	22.8 ^a	32.7 ^a	97.9	81.7
	1977	18.5	16.8	24.2	97.5	75.8

FOOTNOTES:

- N/A - NOT APPLICABLE
- * - REVISED DATA, CHANGED BY LESS THAN 1.0
- ^a - REVISED DATA, CHANGED BY 1.0 OR MORE
- (1) - NO COMPANIES REPORTED
- (2) - ALL DATA SUPPRESSED
- (3) - COMBINED WITH ANOTHER CATEGORY
- (4) - COMBINED WITH ANOTHER CATEGORY

V. MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.01 THROUGH 20.23.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS							
20.01	13522763	10909	12470	-	13636142	12585662	1050480
20.02	1444836(16)	0 (17)	-	-	1444836	1458441	-13605
20.03	2869733	172719(12)	0 (13)	-	3042452	2579456	462996
20.04	4261665	96775	17953	-	4376393	3524475	851918
20.05	1482061(21)	0 (17)	0 (15)	-	1482061	1071673	410388
20.06	966227	41195(12)	0 (13)	-	1007422	698656	308766
20.07	1860570	12188	1072	-	1873830	1391905	481925
20.08	4199662	76421	29789	-	4305872	3158343	1147529
20.09	1915254	7437	7660	-	1930351	1071999	858352
20.10	2130639	86838	7051	-	2224528	1397952	826576
20.11	2395546	295644(12)	0 (13)	-	2691190	2323308	367882
20.12	2698132	87577	8643	-	2794352	2138553	655799
20.13	1431017	273809(12)	0 (13)	-	1704826	1513228	191598
20.14	2302162(16)	0 (17)	-	-	2302162	1331204	970958
20.15	1901231(21)	0 (17)	0 (15)	-	1901231	1229715	671516
20.16	1306786	16499(12)	0 (13)	-	1323285	1158526	164759
20.17	784223(16)	0 (17)	-	-	784223	697773	86450
20.18	1757812	46208	369	-	1804389	1260088	544301
20.19	1102317(21)	0 (17)	0 (15)	-	1102317	795063	307254
20.20	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
20.21	7734445	653538	145824	-	8533807	7710888	822919
20.22	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
20.23	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.01 THROUGH 20.23.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9- MEDIA ADVERTISING EXPENSE - TRACEABLE	10- OTHER SELLING EXPENSE - TRACEABLE	11- GENERAL AND ADMIN. EXPENSE - TRACEABLE	12- TOTAL TRACEABLE EXPENSE	13- CONTRIBU- TION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS					
20.01	81022	443380(32)	286427(47)	762710	287770
20.02	14122(38)	15093(32)	42716	72886	-86491
20.03	28946(38)	296232(32)	60393	385077	77919
20.04	74890(38)	317222	126171(47)	474971	376947
20.05	60720(38)	82458	48910(47)	149790	260598
20.06	27542(38)	147555	38109(47)	203480	105286
20.07	70730	221898	71280	363908	118017
20.08	176569(38)	440862	190176(47)	732137	415392
20.09	219499(38)	173336(32)	87210	479217	379135
20.10	243870	263167(32)	147180(47)	610175	216401
20.11	16287	95958(32)	114483(47)	205820	162062
20.12	102863(38)	222817(32)	131629	452334	203465
20.13	6079(38)	68944	67822(47)	142845(23)	D (5)
20.14	58397(38)	672225	132080(47)	848131	122827
20.15	39870(38)	360892(32)	59071(47)	447361	224155
20.16	9323(38)	83233(32)	39333	130688	34071
20.17	879	75426	20072	96377	-9927
20.18	49599(38)	237158(32)	58191	344143	200158
20.19	26549(38)	119904(32)	16745	162978	144276
20.20	D (2)	D (2)	D (2)	D (2)	D (2)
20.21	71469	184037	153391	408897	414022
20.22	D (4)	D (4)	D (4)	D (4)	D (4)
20.23	D (3)	D (3)	D (3)	D (3)	D (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.01 THROUGH 20.23.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS					
20.01	-	D (33)	D (48)	48119	239651
20.02	D (39)	D (33)	3306	3351	-89842
20.03	D (39)	D (33)	21198	21692	56227
20.04	D (39)	34606	D (48)	77918	299029
20.05	D (39)	12087	D (48)	54385	206213
20.06	D (39)	1009	D (48)	10735	94551
20.07	409	4684	22475	27572	90445
20.08	D (39)	48920	D (48)	124390	291002
20.09	D (39)	D (33)	20604	21432	357703
20.10	633	D (33)	D (48)	44675	171726
20.11	59	D (33)	D (48)	20967	141095
20.12	D (39)	D (33)	31499	36474	166991
20.13	D (39)	-	D (48)	D (24)	48753
20.14	D (39)	1449	D (48)	16020	106807
20.15	D (39)	D (33)	D (48)	12472	211683
20.16	D (39)	D (33)	5943	7144	26927
20.17	-	-	2923	2923	-12850
20.18	D (39)	D (33)	31101	31906	168252
20.19	D (39)	D (33)	21842	22062	122214
20.20	D (2)	D (2)	D (2)	D (2)	D (2)
20.21	494	14294	49373	64161	349861
20.22	D (4)	D (4)	D (4)	D (4)	D (4)
20.23	D (3)	D (3)	D (3)	D (3)	D (3)

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.01 THROUGH 20.23.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. DEPL. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS						
20.01	1685189	666884	1018305	533680	948155	2500140
20.02	271583	126303	145280	134124	125052	404456
20.03	444074	228824	215250	70258	212665	498173
20.04	655525	323223	332302	637984	257048	1227334
20.05	545507(59)	304398(57)	D (5)	243402	130532	553255
20.06	318231	127043	191188	230125	82242	503555
20.07	574438	218655	355783	230849	132895	719527
20.08	1162616	536662	625954	1111320	505713	2242987
20.09	697823	245862	451961	165738	202156	819855
20.10	710352	222078	488274	248744	180217	917235
20.11	609942	240692	369250	159827	178412	707489
20.12	650651	313281	337370	339312	226954	903636
20.13	1385866	484110(57)	D (5)	152926	181729(51)	1258689(49)
20.14	884392	392232	492160	74744	181438	748342
20.15	643767	283145	360622	194892	147212	702726
20.16	507357	212412	294945	207296	251137	753378
20.17	618533	266407	352126	192980	127156	672262
20.18	469533	214214	255319	283965	186374	725658
20.19	260732	130512	130220	236146	29194	395560
20.20	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
20.21	1455366	595081	860285	655766	791538	2307587
20.22	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
20.23	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)

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MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.01 THROUGH 20.23.
 ASSET DATA - PAGE 2 OF 2.

	25.	26.	27.	28.	29.	30.	31.
	GROSS PLANT PROPERTY & DEPR. EQUIPMENT - & AMORT.	ACCUMUL. DEPR. DEPL. & AMORT.	NET PLANT PROPERTY & EQUIPMENT -	INVEN- TORIES -	ALL OTHER ASSETS -	TOTAL NON- TRACEABLE ASSETS	TOTAL ASSETS
	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS							
20.01	13387	5638	7749	2425	134771	146965	2645085
20.02	3789	2347	1442	131	17700	19273	423729
20.03	92723	41377	51346	962	139605	191913	690086
20.04	139470	63645	75825	5941	240417	322183	1549517
20.05	D (60)	D (58)	D (5)	19159	136063	217010	770265
20.06	13776	6105	7671	142	63747	71560	575115
20.07	28553	9903	18650	5427	79827	103904	823431
20.08	158756	72845	85911	20751	229425	336087	2579074
20.09	43307	18667	24640	196	63090	87926	907781
20.10	38272	14773	23499	183	96956	120638	1037873
20.11	25042	10144	14898	563	59224	74685	782174
20.12	33651	12328	21323	27	59501	80851	964487
20.13	22278	D (58)	D (5)	-	D (52)	D (50)	1258689
20.14	9079	4417	4662	1246	69430	75338	823680
20.15	4049	1544	2505	735	71947	75187	777913
20.16	3620	1073	2547	-	10877	13424	766802
20.17	474	239	235	-12	11751	11974	684236
20.18	12639	3586	9053	25	140226	149304	874962
20.19	17744	4395	13349	31	132699	146079	541639
20.20	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
20.21	57356	22603	34753	-20	131519	166252	2473839
20.22	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
20.23	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.01 THROUGH 20.25.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS	33. MATERIALS USED	34. DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT	35. R & D BILLED TO FEDERAL GOVERNMENT	36. R & D BILLED TO OTHER OUTSIDERS	37. COST OF COMPANY R & D
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS						
20.01	1250798	10482379	101085	-	-	13788
20.02	1594412	990605	23889	-	-	1932
20.03	279098	2094471	38774	-	-	1683
20.04	357781	2737953	41232	-	-	15050
20.05	191732	795416	26033	-	-	9534
20.06	120801	475962	20057	-	-	4793
20.07	267616	985304	34029	-	-	8738
20.08	491933	2311645	61809	-	-	19419
20.09	234181	620105	36590	-	-	19490
20.10	145147	1050549	35903	-	-	22466
20.11	153698	2032981	28306	-	-	22478
20.12	225246	1719582	29962	-	-	20250
20.13	163391	1134347	57135	-	-	11040
20.14	886988	983371	56801	-	-	4500
20.15	245433	706976	29110	-	-	5409
20.16	131754	936986	21264	-	-	1646
20.17	96260	552866	32224	-	-	3981
20.18	245251	940404	24485	-	-	7537
20.19	79001	667223	9517	-	-	3741
20.20	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
20.21	308453	7010054	74016	-	-	26497
20.22	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
20.23	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)

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 MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 20-01 THROUGH 20-23.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38- REVENUES WITH FREIGHT INCLUDED	39- REVENUES WITH FREIGHT EXCLUDED	40- LIFO INVENTORY VALUATION	41- FIFO INVENTORY VALUATION	42- AVERAGE INVENTORY VALUATION	43- OTHER INVENTORY VALUATION
(X)	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS

20-01	N/A(61)	N/A(61)	10-20	70-80	0-10	10-20
20-02	N/A(61)	N/A(61)	0-10	70-80	0-10	10-20
20-03	N/A(61)	N/A(61)	0-10	70-80	10-20	0-10
20-04	N/A(61)	N/A(61)	0-20	20-40	40-60	0-20
20-05	N/A(61)	N/A(61)	10-20	10-20	70-80	0-10
20-06	N/A(61)	N/A(61)	20-40	40-60	0-20	-
20-07	N/A(61)	N/A(61)	0-10	40-50	30-40	10-20
20-08	N/A(61)	N/A(61)	10-20	50-60	20-30	0-10
20-09	N/A(61)	N/A(61)	0-20	0-20	40-60	0-20
20-10	N/A(61)	N/A(61)	0-10	30-40	30-40	10-20
20-11	N/A(61)	N/A(61)	0-10	40-50	40-50	0-10
20-12	N/A(61)	N/A(61)	0-10	20-30	20-30	30-40
20-13	N/A(61)	N/A(61)	0-20	40-60	20-40	0-20
20-14	N/A(61)	N/A(61)	0-10	70-80	10-20	0-10
20-15	N/A(61)	N/A(61)	0-20	20-40	60-80	0-20
20-16	N/A(61)	N/A(61)	20-40	0-20	0-20	20-40
20-17	N/A(61)	N/A(61)	40-50	10-20	10-20	20-30
20-18	N/A(61)	N/A(61)	10-20	40-50	40-50	0-10
20-19	N/A(61)	N/A(61)	0-20	20-40	20-40	20-60
20-20	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
20-21	N/A(61)	N/A(61)	20-30	40-50	10-20	20-30
20-22	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
20-23	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 20.01 THROUGH 20.25 -
 SUPPLEMENTARY DATA - PAGE 3 OF 4 -

20.01 20.02 20.03 20.04 20.05	44. STRAIGHT LINE	45. SUM OF YEARS DIGITS	46. DOUBLE DECLINING BALANCE	47. OTHER	48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO	DPR./DPL. AMORT.		DPR./DPL. AMORT.		DPR./DPL. AMORT.	
							(X)	(X)	(X)	(X)	(X)	(X)
20.01	90-100	0-10	0-10	0-10	40-50	30-40						
20.02	60-70	0-10	30-40	0-10	40-50	30-40						
20.03	100	-	-	-	30-40	20-30						
20.04	90-100	0-10	0-10	-	30-40	20-30						
20.05	90-100	-	0-10	0-10	20-30	20-30						
20.06	90-100	0-10	-	0-10	40-50	20-30						
20.07	90-100	0-10	0-10	0-10	40-50	20-30						
20.08	90-100	0-10	0-10	0-10	30-40	20-30						
20.09	90-100	0-10	0-10	0-10	50-60	10-20						
20.10	90-100	0-10	0-10	0-10	40-50	30-40						
20.11	80-90	0-10	10-20	0-10	40-50	20-30						
20.12	90-100	0-10	0-10	0-10	30-40	20-30						
20.13	80-100	0-20	0-20	0-20	50-60	10-20						
20.14	90-100	0-10	0-10	0-10	40-50	20-30						
20.15	90-100	-	0-10	-	40-50	20-30						
20.16	80-90	10-20	-	0-10	40-50	10-20						
20.17	50-60	0-10	40-50	0-10	40-50	10-20						
20.18	80-90	10-20	0-10	0-10	40-50	20-30						
20.19	50-60	20-30	20-30	0-10	30-40	10-20						
20.20	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)						
20.21	80-90	0-10	10-20	0-10	40-50	20-30						
20.22	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)						
20.23	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)						

MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS

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MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 20-01 THROUGH 20-23.
 SUPPLEMENTARY DATA - PAGE 4 OF 4.

	50.	51.	52.	53.	54.	55.
	PLANT, PROP. & EQUIPMENT ACQD 10-20 YEARS AGO (X)	PLANT, PROP. & EQUIPMENT ACQD 20- YEARS AGO (X)	MARKET PRICE TRANSFER VALUATION (X)	COST PLUS MARK-UP TRANSFER VALUATION (X)	COST TRANSFER VALUATION (X)	OTHER TRANSFER VALUATION (X)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS						
20.01	10-20	0-10	20-40	0-20	60-80	-
20.02	10-20	0-10	90-100	-	0-10	-
20.03	20-30	10-20	0-20	40-60	40-60	-
20.04	20-30	10-20	40-50	30-40	20-30	-
20.05	30-40	10-20	0-10	0-10	90-100	-
20.06	20-30	0-10	10-20	70-80	10-20	-
20.07	20-30	0-10	20-40	40-60	0-20	-
20.08	20-30	10-20	10-20	30-40	40-50	-
20.09	20-30	0-10	-	80-90	10-20	-
20.10	0-10	0-10	-	20-40	60-80	-
20.11	10-20	0-10	9-10	50-60	40-50	-
20.12	20-30	10-20	10-20	60-70	10-20	-
20.13	10-20	10-20	20-40	0-20	40-60	0-20
20.14	20-30	0-10	0-10	0-10	90-100	-
20.15	20-30	0-10	-	90-100	0-10	-
20.16	20-30	10-20	40-60	40-60	-	-
20.17	20-30	10-20	100	-	-	-
20.18	20-30	0-10	0-20	0-20	60-80	-
20.19	20-30	10-20	-	0-10	90-100	-
20.20	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
20.21	10-20	10-20	70-80	20-30	0-10	0-10
20.22	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
20.23	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.01 THROUGH 20.23.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO	
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS					
20.01	17	2011, 3	38.9	96.4	99.7
20.02	10	2016, 7	22.7	98.9	89.2
20.03	10	2026	26.2	95.6	98.3
20.04	17	202, X2026	36.6	97.2	95.8
20.05	13	2032	61.0	99.1	92.6
20.06	10	2037	33.1	98.4	96.5
20.07	22	2038	64.4	99.7	96.5
20.08	31	2033, 4, 5	42.8	95.2	96.5
20.09	7	2043	105.3	98.6	99.0
20.10	18	2047	72.4	99.5	99.1
20.11	18	2048	32.2	95.8	94.7
20.12	18	2041, 4, 5	45.6	96.4	98.8
20.13	8	2046	87.6	97.0	97.9
20.14	14	2051	28.9	99.1	99.4
20.15	9	2052	57.6	96.8	97.5
20.16	7	2061, 2	46.0	100.0	100.0
20.17	5	2063	67.6	100.0	99.2
20.18	19	2065	43.3	99.5	96.5
20.19	4	2066	58.8	97.0	98.9
20.20	3	2067	D (2)	D (2)	D (2)
20.21	23	207	62.5	97.5	96.8
20.22	5	2082	D (4)	D (4)	D (4)
20.23	2	2083	D (3)	D (3)	D (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 20.24 THROUGH 22.08.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSEERS TO OTHER LB'S	4. TRANSEERS TO FOREIGN SECTION	5. TRANSEERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)							
20.24	667861(21)	D (17)	D (15)	-	667861	449198	218663
20.25	1293591(21)	D (17)	D (15)	-	1293591	786893	506698
20.26	2000818	38210	-	-	2039028	1254458	784570
20.27	1504710	159905(12)	D (13)	-	1664615	763359	901256
20.28	3838721(21)	D (17)	D (15)	-	3838721	3073446	765275
20.29	4590856	146549	24081	-	4761486	3182766	1578720
20.51	4590146(16)	D (17)	-	-	4590146	3606298	983848
MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES							
21.01	6315326	237327(12)	D (13)	-	6552653	3569116	2983537
21.02	261387(21)	D (17)	D (15)	-	261387	197580	63807
21.03	259833	872	-	-	260705	143851	116854
21.04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS							
22.01	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.02	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.03	91604	4087(12)	D (13)	-	95691	80881	14810
22.04	605097	5326(12)	D (13)	-	610423	398860	211563
22.05	248028	153	-	-	248181	178605	69576
22.06	552861	5808	-	-	558669	444121	114548
22.07	632675	9475	-	-	642150	563805	78345
22.08	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20-24 THROUGH 22-08.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBU- TION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)					
20.24	43807	54873	53938	152618	65045
20.25	142646(38)	164654(32)	67725(47)	375025(23)	D (5)
20.26	59855(38)	463198(32)	92065	612472	172098
20.27	229188(38)	233719	114334(47)	536239	365017
20.28	92798(38)	496714(32)	64545	650375	114900
20.29	214561	661852	195190	1071603	507117
20.51	210289(38)	152807	146026(47)	509122(23)	D (5)
MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES					
21.01	579816	519027	196241	1295084	1688453
21.02	11152	28460(32)	17103(47)	56715(23)	D (5)
21.03	9685	18769(32)	14824(47)	34445	82409
21.04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS					
22.01	D (4)	D (4)	D (4)	D (4)	D (4)
22.02	D (3)	D (3)	D (3)	D (3)	D (3)
22.03	355(38)	8539(32)	5463	14332	478
22.04	148469(46)	D (41)	21970	168582	42981
22.05	758	13593(32)	23439(47)	32377	37199
22.06	8900(38)	35040	18637(47)	58574	55974
22.07	1754(38)	24520	22009(47)	45519	32826
22.08	D (3)	D (3)	D (3)	D (3)	D (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20-24 THROUGH 22-08.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14- MEDIA	15- OTHER	16- GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17- TOTAL NON- TRACEABLE EXPENSE (\$000)	18- OPERATING INCOME
	ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	SELLING EXPENSE - NON- TRACEABLE (\$000)	EXPENSE - NON- TRACEABLE (\$000)	EXPENSE (\$000)	
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)					
20.24	-	-	3593	3593	62452
20.25	D (39)	D (33)	D (48)	D (24)	131673
20.26	D (39)	D (33)	25649	28295	143803
20.27	D (39)	2022	D (48)	43024	321993
20.28	D (39)	D (33)	45530	49212	65688
20.29	2935	32953	83110	118998	388119
20.51	D (39)	-	D (48)	D (24)	474726
MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES					
21.01	-	-	35627	35627	1652826
21.02	-	D (33)	D (48)	D (24)	7092
21.03	-	D (33)	D (48)	8833	73576
21.04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS					
22.01	D (4)	D (4)	D (4)	D (4)	D (4)
22.02	D (3)	D (3)	D (3)	D (3)	D (3)
22.03	D (39)	D (33)	349	374	104
22.04	D (39)	D (35)	4508	6365	36616
22.05	-	D (33)	D (48)	5413	31786
22.06	D (39)	-	D (48)	6003	51971
22.07	D (39)	-	D (48)	2764	30062
22.08	D (3)	D (3)	D (3)	D (3)	D (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.24 THROUGH 22.08.
 ASSET DATA - PAGE 1 OF 2.

	19.	20.	21.	22.	23.	24.
	GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	ACCUMUL. DEPR. & AMORT. - TRACEABLE	NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	INVEN- TORIES - TRACEABLE	ALL OTHER ASSETS - TRACEABLE	TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)						
20.24	357491	134877	222614	271468	109715	603797
20.25	526113	240399	285714	784444	500366	1570524
20.26	811475	341019	470456	129642	514185	1114283
20.27	433122	179514	253608	205157	364946	823711
20.28	538516	275441	263075	595644	288788	1147507
20.29	1200101	454107	745994	757531	580688	2084213
20.51	3715872	1167109	2548763	430906	734610(51)	3718510(49)
MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES						
21.01	1725640	676772	1048868	3770060	1403973(51)	6238877(49)
21.02	88186	51169(57)	D (5)	96877	123463(51)	250149
21.03	82913(59)	25391(57)	57522(55)	141304	30045	235503(49)
21.04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS						
22.01	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.02	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.03	40159	24953	15206	22648	13865	51719
22.04	222939	138647(57)	D (5)	136759	132053(51)	361204(49)
22.05	74833(59)	35084(57)	41749(55)	61446	50706(51)	126773
22.06	180742	75053	105689	139565	107281	352535
22.07	354951	192468	162483	98283	129453	390219
22.08	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)

	25. GROSS PLANT PROPERTY & EQUIPMENT - NON-	26. ACCUMUL. DEPR. DEPL. & AMORT. NON-	27. NET PLANT PROPERTY & EQUIPMENT - NON-	28. INVEN- TORIES - NON-	29. ALL OTHER ASSETS - NON-	30. TOTAL NON- TRACEABLE ASSETS (\$000)	31. TOTAL ASSETS (\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)							
20.24	6927	3182	3745	133	68344	72222	676019
20.25	17941	6766	11195	183	258533	269911	1840435
20.26	22308	8306	14002	-	256759	270761	1385044
20.27	33507	14402	19105	407	242274	261786	1085497
20.28	51480	20527	30953	723	204575	236251	1383758
20.29	149779	60726	89053	9922	449460	548435	2632668
20.51	7245	3014	4231	-	0 (52)	0 (50)	3718510
MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES							
21.01	26996	11022	15974	2	0 (52)	0 (50)	6238877
21.02	1111	0 (58)	0 (5)	-	0 (52)	8319	258468
21.03	0 (60)	0 (58)	0 (56)	1	6631	0 (50)	235503
21.04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS							
22.01	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
22.02	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)
22.03	665	353	312	-6	8041	8347	60066
22.04	7854	0 (58)	0 (5)	246	0 (52)	0 (50)	361204
22.05	0 (60)	0 (58)	0 (56)	3245	0 (52)	30373	157146
22.06	5079	2265	2814	-248	11818	14384	366919
22.07	6510	3096	3414	198	39008	42620	432839
22.08	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.24 THROUGH 22.08.
 SUPPLEMENTARY DATA - PAGE 1 OF 6.

	32. PAYROLLS	33. MATERIALS USED	34. DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT	35. R & D BILLED TO FEDERAL GOVERNMENT	36. R & D BILLED TO OTHER OUTSIDERS	37. COST OF COMPANT R & D
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)						
20.24	71249	343166	18745	-	-	1492
20.25	206259	552333	22683	-	-	3675
20.26	228360	934478	39371	-	-	1583
20.27	83999	667371	D (5)	-	-	12182
20.28	96363	2785768	31957	-	-	24843
20.29	441912	2246598	68773	-	-	34183
20.51	650075	2805495	169251	-	-	20697
MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES						
21.01	701442	2607354	89225	-	-	44448
21.02	41854	98555	4844	-	-	1631
21.03	25538	94333	3816	-	-	895
21.04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS						
22.01	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.02	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.03	28532	39746	2344	-	-	438
22.04	122716	212212	14139	-	-	889
22.05	60279	86286	3836	-	-	155
22.06	156974	246996	9656	-	-	511
22.07	104314	348891	24518	-	-	1777
22.08	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)

BASIC TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 20-24 THROUGH 22-08.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38- REVENUES WITH FREIGHT INCLUDED	39- REVENUES WITH FREIGHT EXCLUDED	40- LIFO INVENTORY VALUATION	41- FIFO INVENTORY VALUATION	42- AVERAGE INVENTORY VALUATION	43- OTHER INVENTORY VALUATION
(X)	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)

20.24	N/A(61)	N/A(61)	30-40	30-40	-	20-30
20.25	N/A(61)	N/A(61)	30-40	0-10	20-30	30-40
20.26	N/A(61)	N/A(61)	20-30	70-80	0-10	0-10
20.27	N/A(61)	N/A(61)	10-20	20-30	60-70	0-10
20.28	N/A(61)	N/A(61)	0-10	10-20	70-80	0-10
20.29	N/A(61)	N/A(61)	10-20	20-30	50-60	10-20
20.51	N/A(61)	N/A(61)	50-60	20-30	10-20	0-10

MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES

21.01	N/A(61)	N/A(61)	40-50	0-10	50-60	0-10
21.02	N/A(61)	N/A(61)	10-20	0-10	80-90	-
21.03	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
21.04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)

MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS

22.01	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.02	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.03	N/A(61)	N/A(61)	-	60-70	-	30-40
22.04	N/A(61)	N/A(61)	0-10	80-90	0-10	0-10
22.05	N/A(61)	N/A(61)	50-60	30-40	-	10-20
22.06	N/A(61)	N/A(61)	0-10	60-70	10-20	10-20
22.07	N/A(61)	N/A(61)	30-40	30-40	0-10	20-30
22.08	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20-24 THROUGH 22-08.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

44.	45.	46.	47.	48.	49.
STRAIGHT	SUM OF	DOUBLE	OTHER	PLANT,	PLANT,
LINE	YEARS	DECLINING		PROP., &	PROP., &
	DIGITS	BALANCE		EQUIPMENT	EQUIPMENT
DPR., DPL.	DPR., DPL.	DPR., DPL.	DPR., DPL.	ACQD LAST	ACQD 5-10
AMORT.	AMORT.	AMORT.	AMORT.	5 YEARS	YEARS AGO
(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)

20.24	D (5)	D (5)	D (5)	-	40-50	30-40
20.25	90-100	0-10	0-10	-	30-40	20-30
20.26	90-100	-	0-10	0-10	50-60	20-30
20.27	60-70	0-10	20-30	0-10	50-60	20-30
20.28	60-70	20-30	0-10	0-10	30-40	20-30
20.29	80-90	0-10	0-10	0-10	40-50	20-30
20.51	D (5)	D (5)	D (5)	D (5)	60-70	10-20

MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES

21.04	70-80	20-30	0-10	0-10	50-60	10-20
21.02	100	-	-	-	10-20	10-20
21.03	100	-	-	-	50-60	30-40
21.04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)

MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS

22.01	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.02	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.03	60-70	30-40	0-10	0-10	20-30	30-40
22.04	70-80	0-10	10-20	0-10	30-40	30-40
22.05	80-100	-	0-20	0-20	40-50	20-30
22.06	90-100	0-10	0-10	0-10	40-50	10-20
22.07	40-50	10-20	30-40	0-10	30-40	40-50
22.08	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20-24 THROUGH 22-08.
 SUPPLEMENTARY DATA - PAGE 4 OF 4.

50.	51.	52.	53.	54.	55.
PLANT, & EQUIPMENT ACQD 10-20 YEARS AGO	PLANT, PROP., & EQUIPMENT ACQD 20+ YEARS AGO	MARKET PRICE TRANSFER VALUATION	COST PLUS MARK-UP TRANSFER VALUATION	COST TRANSFER VALUATION	OTHER TRANSFER VALUATION
(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)

20-24	10-20	0-10	-	-	-
20-25	10-20	20-30	100	-	-
20-26	10-20	0-10	100	-	-
20-27	10-20	0-20	60-80	20-40	-
20-28	20-30	70-80	20-30	0-10	-
			0-10	90-100	-
20-29	10-20	0-10	10-20	80-90	-
20-51	0-10	0-10	-	0-10	-

MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES

21-01	10-20	10-20	100	-	-
21-02	40-50	10-20	10-20	0-10	-
21-03	10-20	0-10	60-80	20-40	-
21-04	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)

MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS

22-01	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
22-02	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)
22-03	30-40	0-10	10-20	80-90	-
22-04	20-30	0-10	20-40	60-80	-
22-05	20-30	0-10	40-60	40-60	-
22-06	20-30	0-10	20-40	60-80	-
22-07	10-20	0-10	20-40	60-80	-
22-08	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 20.24 THROUGH 22.08.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 20 - FOOD AND KINDRED PRODUCTS (CONT.)				
20.24	4	2084	69.2	99.8
20.25	10	2085	56.2	100.0
20.26	14	2086	24.0	98.6
20.27	11	2087	63.5	98.2
20.28	7	2095	73.6	100.0
20.29	40	2097X2095	63.3	97.5
20.51	7		64.6	96.4
MAJOR INDUSTRY 21 - TOBACCO MANUFACTURES				
21.01	6	211	107.5	98.7
21.02	4	212	102.0	98.6
21.03	6	213	64.9	95.7
21.04	0	214	N/A(1)	N/A(1)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS				
22.01	20	221,222	D (4)	D (4)
22.02	2	223	D (3)	D (3)
22.03	5	224	14.8	100.0
22.04	10	2251,2	35.6	99.3
22.05	8	2253	11.6	97.9
22.06	7	2254	96.4	92.6
22.07	10	2257,B,9	13.4	100.0
22.08	3	226	D (3)	D (3)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 22.09 THROUGH 24.05.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)							
22.09	1427977	86447	9479	-	1523903	1245809	278094
22.10	709699	104557(12)	D (13)	-	814256	691193	123063
22.11	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.12	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.51	5499081	105851	44203	-	5649135	4867594	781541
22.52	1068001	144603	14674	-	1227278	997284	229994
MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS							
23.01	744283(16)	D (17)	-	-	744283	585210	159073
23.02	2874507	37784(12)	D (13)	-	2912291	2119533	792758
23.03	1984765	17057(12)	D (13)	-	2001822	1473354	528468
23.04	612520	906(12)	D (13)	-	613426	438108	175318
23.05	90824(16)	D (17)	-	-	90824	72263	18561
23.06	272336	6990(12)	D (13)	-	279326	195916	83410
23.07	942310	24029(12)	D (13)	-	966339	822477	143862
MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS							
24.01	1540054(16)	D (17)	-	-	1540054	1400310(29)	201365
24.02	2901323	696219	17636	14	3615192	3090815	524377
24.03	2900834	727220(12)	D (13)	-	3628054	2977557	650497
24.04	1311383(16)	D (17)	-	-	1311383	1099814	211569
24.05	1134982	128799	2487	-	1266268	1046109	220159

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 22-09 THROUGH 24-05.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBUTION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)					
22.09	18478	88307(32)	71974(47)	169933	108161
22.10	5349	33645(32)	11203	65088(23)	D (5)
22.11	D (3)	D (3)	D (3)	D (3)	D (3)
22.12	D (4)	D (4)	D (4)	D (4)	D (4)
22.51	28942	158616(32)	213314(47)	376107	405434
22.52	6114	63332	51153	120599	109395
MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS					
23.01	8812(38)	46456(32)	41155	92482	66591
23.02	44815(38)	184087	234948(47)	402798	389960
23.03	20681(38)	164477	188327(47)	354799	173669
23.04	42819(38)	53732(32)	29545	125604	49714
23.05	581(38)	7959(32)	9657(47)	18197(23)	D (5)
23.06	7081(38)	24076(32)	15952	53497(23)	D (5)
23.07	6816	37065	36953	80834	63028
MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS					
24.01	1550(46)	D (4)	60071(47)	D (23)	D (5)
24.02	5140	54473(32)	144509(47)	139242	385135
24.03	7136	92989	98172	198297	452200
24.04	8371	50696(32)	89444(47)	141556	70013
24.05	11268	45668	47390	104326	115833

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 22-09 THROUGH 24-05.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
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MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)

22.09	1304	D (33)	D (48)	10130	98031
22.10	336	D (33)	14555	D (24)	57975
22.11	D (3)	D (3)	D (3)	D (3)	D (3)
22.12	D (4)	D (4)	D (4)	D (4)	D (4)
22.51	459	D (33)	D (48)	20224	385210
22.52	434	3442	13089	16965	92430

MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS

23.01	D (39)	D (33)	4683	8624	57967
23.02	D (39)	2428	D (48)	63480	326480
23.03	D (39)	383	D (48)	19069	154600
23.04	D (39)	D (33)	2933	3425	46289
23.05	D (39)	D (33)	D (48)	D (24)	364
23.06	D (39)	D (33)	6388	D (24)	29913
23.07	42	-	8299	8341	54687

MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS

24.01	D (39)	D (35)	D (48)	D (26)	D (5)
24.02	1935	D (33)	D (48)	66815	318320
24.03	1120	1807	46737	49664	402536
24.04	143	D (33)	D (48)	7098	62915
24.05	409	835	21244	22488	93345

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 22.09 THROUGH 24.05.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. & AMORT. TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)						
22.09	578519(59)	265659(57)	D (5)	269063	231418	805506
22.10	556586	319334	237252	154092	74102	465446
22.11	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.12	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.51	3146761	1866623	1280138	984533	864822	3129493
22.52	564606	261593	303013	171995	165372	640380
MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS						
23.01	106903	55915	50988	182494	145186	378668
23.02	431161	201601	229560	689345	485374	1404279
23.03	289015	124787	164228	376232	435579	976039
23.04	106246	45759	60487	152740	140269	353496
23.05	9501(59)	3873(57)	5628(55)	17389	16549(51)	43789(49)
23.06	43406	17734	25672	80848	44048	150568
23.07	314973	175425	139548	168035	192277	499860
MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS						
24.01	1182912(59)	D (5)	D (5)	94670	134889(51)	919299
24.02	2011362	744589	1266773	431551	447514	2145838
24.03	1646979	590854	1056125	444948	421597	1922670
24.04	169326	57082	112244	85993	219087	417324
24.05	968655	432744	535911	195570	169743	901224

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 22.09 THROUGH 24.05.
 ASSET DATA - PAGE 2 OF 2.

	25. GROSS PLANT PROPERTY & EQUIPMENT - NON-	26. ACCUMUL. DEPR. & AMORT. - NON-	27. NET PLANT PROPERTY & EQUIPMENT - NON-	28. INVEN- TORIES - NON-	29. ALL OTHER ASSETS - NON-	30. TOTAL NON- TRACEABLE ASSETS (\$000)	31. TOTAL ASSETS (\$000)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)							
22.09	D (60)	D (58)	D (5)	63	43659	51557	857063
22.10	19051	9585	9466	-10621	69458	68303	533749
22.11	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.12	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.51	54577	28787	25790	2181	309188	337159	3466652
22.52	28592	9516	19076	-733	71093	89436	729816
MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS							
23.01	1593	776	817	1595	26557	28969	407637
23.02	35772	15192	20580	-6159	256500	270921	1675200
23.03	15135	6915	8220	-55	81260	89425	1065464
23.04	5411	2497	2914	857	29024	32795	386291
23.05	D (60)	D (58)	D (56)	4223	D (52)	D (50)	43789
23.06	2744	815	1929	-168	23733	25494	176062
23.07	15317	6558	8759	283	30672	40714	540574
MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS							
24.01	D (60)	D (5)	D (5)	946	D (52)	90845	1010144
24.02	146585	33862	110723	-9012	229761	331452	2477290
24.03	72310	21668	50642	-3834	158234	205042	2127712
24.04	14542	5676	8866	448	80647	89961	507285
24.05	21614	7956	13658	-1278	56452	68832	970056

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 22-09 THROUGH 24-05.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32- PAYROLLS	33- MATERIALS USED	34- DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT	35- R & D BILLED TO FEDERAL GOVERNMENT	36- R & D BILLED TO OTHER OUTSIDERS	37- COST OF COMPANY R & D
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)						
22.09	242551	835191	31266	-	-	10826
22.10	205076	514333	25540	-	-	5946
22.11	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.12	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.51	1599982	2700512	182542	-	-	20771
22.52	216391	708393	30452	D (5)	-	16367
MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS						
23.01	277245	250639	6204	-	-	D (5)
23.02	648176	1459028	31466	-	-	2396
23.03	398653	944007	20546	-	-	3281
23.04	150417	253133	6551	-	-	3704
23.05	11758	36954	595	-	-	-
23.06	60123	102905	2335	D (5)	-	D (5)
23.07	212371	441235	16908	-	-	6667
MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS						
24.01	185443	D (5)	100056	-	-	D (5)
24.02	568376	2113882	161265	-	-	12397
24.03	534240	1891441	136356	-	-	8283
24.04	247409	851001	11084	-	-	3145
24.05	226472	691105	59932	-	-	6531

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 22-09 THROUGH 24-05.
 SUPPLEMENTARY DATA - PAGE 2 OF 6.

38- REVENUES WITH FREIGHT INCLUDED	39- REVENUES WITH FREIGHT EXCLUDED	40- LIFO INVENTORY VALUATION	41- FIFO INVENTORY VALUATION	42- AVERAGE INVENTORY VALUATION	43- OTHER INVENTORY VALUATION
(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)

22.09	N/A(61)	N/A(61)	60-70	20-30	0-10	0-10
22.10	N/A(61)	N/A(61)	40-50	10-20	10-20	30-40
22.11	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
22.12	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
22.51	N/A(61)	N/A(61)	40-50	10-20	10-20	30-40
22.52	N/A(61)	N/A(61)	40-50	10-20	20-30	10-20

MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS

23.01	N/A(61)	N/A(61)	20-30	70-80	0-10	0-10
23.02	N/A(61)	N/A(61)	0-10	50-60	30-40	10-20
23.03	N/A(61)	N/A(61)	0-10	60-70	10-20	10-20
23.04	N/A(61)	N/A(61)	0-10	70-80	-	20-30
23.05	N/A(61)	N/A(61)	-	0-10	70-80	10-20
23.06	N/A(61)	N/A(61)	-	70-80	0-10	10-20
23.07	N/A(61)	N/A(61)	20-30	30-40	10-20	20-30

MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS

24.01	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
24.02	N/A(61)	N/A(61)	20-30	0-10	30-40	30-40
24.03	N/A(61)	N/A(61)	30-40	10-20	10-20	30-40
24.04	N/A(61)	N/A(61)	10-20	50-60	10-20	20-30
24.05	N/A(61)	N/A(61)	30-40	30-40	20-30	0-10

TABLE. APPROPRIATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 22.09 THROUGH 24.05.
 SUPPLEMENTARY DATA - PAGE 4 OF 4.

50. PLANT, PROP. & EQUIPMENT ACQD 10-20 YEARS AGO	51. PLANT, PROP. & EQUIPMENT ACQD 20+ YEARS AGO	52. MARKET PRICE TRANSFER VALUATION	53. COST PLUS MARK-UP TRANSFER VALUATION	54. COST TRANSFER VALUATION	55. OTHER TRANSFER VALUATION
(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)

22.09	20-30	0-10	0 (5)	D (5)	D (5)	-
22.10	20-30	10-20	20-40	-	60-80	-
22.11	D (3)	0 (3)	D (3)	0 (3)	D (3)	D (3)
22.12	D (4)					
22.51	20-30	10-20	0-10	30-40	40-50	10-20
22.52	20-30	0-10	70-80	10-20	0-10	-

MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS

23.01	20-30	10-20	0-10	90-100	-	-
23.02	10-20	0-10	20-30	70-80	0-10	0-10
23.03	10-20	0-10	0 (5)	D (5)	D (5)	D (5)
23.04	10-20	0-10	-	40-60	40-60	-
23.05	10-20	-	0-10	90-100	0-10	-
23.06	10-20	0-10	0 (5)	D (5)	D (5)	-
23.07	20-30	0-10	D (5)	D (5)	D (5)	D (5)

MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS

24.01	0-10	0-10	100	-	-	-
24.02	10-20	10-20	80-90	10-20	0-10	-
24.03	10-20	10-20	90-100	0-10	0-10	-
24.04	10-20	0-10	10-20	80-90	-	-
24.05	10-20	0-10	90-100	0-10	0-10	-

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 22.09 THROUGH 24.05.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICI- PATION RATIO	SPECIALI- ZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 22 - TEXTILE MILL PRODUCTS (CONT.)				
22.09	13 227	34.4	99.8	97.5
22.10	15 228	12.6	97.5	94.4
22.11	2 2296	D (3)	D (3)	D (3)
22.12	29 229, X2296	D (4)	D (4)	D (4)
22.51	25	38.4	97.2	97.2
22.52	31	29.0	97.3	80.3
MAJOR INDUSTRY 23 - APPAREL AND OTHER TEXTILE PRODUCTS				
23.01	11 231	27.4	99.6	97.3
23.02	23 232	31.2	97.7	97.9
23.03	24 233	15.9	98.7	97.6
23.04	11 234	26.7	99.5	100.0
23.05	4 236	5.1	100.0	77.7
23.06	11 235, 237, 238	12.9	97.0	82.6
23.07	15 239	12.2	99.2	92.1
MAJOR INDUSTRY 24 - LUMBER AND WOOD PRODUCTS				
24.01	7 241	26.7	84.2	97.8
24.02	23 242	31.3	97.8	90.0
24.03	29 243	33.7	94.4	97.3
24.04	11 245	26.0	98.4	98.5
24.05	24 244, 249	25.3	97.1	88.4

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 25.01 THROUGH 26.11.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS		3. TRANSFERS TO OTHER LB'S		4. TRANSFERS TO FOREIGN SECTION		5. TRANSFERS TO DOMESTIC REGULATED SECTION		6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)			
25.01	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
25.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
25.03	659908	5039	5387	-	670334	490648	179686				179686
25.04	155073	886	-	-	155959	132696	23263				23263
25.05	258007	14253	622	-	272882	214853	58029				58029
25.06	200837(21)	D (17)	D (15)	-	200837	137932	62905				62905
25.51	1711261(21)	D (17)	D (15)	-	1711261	1356685	356576				356576
MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES											
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS											
26.01	887764(16)	D (17)	-	-	887764	748739	139025				139025
26.02	6366917	762052	102358	-	7231327	5984192	1247135				1247135
26.03	2080439	1539255	49093	-	3668787	3012203	656584				656584
26.04	1405172	71167	67811	-	1544150	1128864	615286				615286
26.05	327461	5200	-	-	332661	264781	67880				67880
26.06	1381863	32366	3480	-	1417709	1156095	261614				261614
26.07	4033924	150577(12)	D (13)	-	4184501	2847725	1336776				1336776
26.08	212605	304	398	-	213307	166812	46495				46495
26.09	571577	21929	4625	-	598131	428399	169732				169732
26.10	5789140	228309	25517	-	6042966	5233806	809160				809160
26.11	276133	16613(12)	D (13)	-	292746	239269	53477				53477

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 25.01 THROUGH 26.11.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBUTION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES					
25.01	D (3)	D (3)	D (3)	D (3)	D (3)
25.02	D (4)	D (4)	D (4)	D (4)	D (4)
25.03	5002(38)	55722(32)	41923(47)	102647(23)	D (5)
25.04	1799(38)	10091	9044(47)	18409	4854
25.05	1568(38)	23059	17346(47)	39029	19000
25.06	2216(38)	19880	19153(47)	39764	23141
25.51	26483	123433	87600	237516	119060
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS					
26.01	9865(46)	D (41)	9927	15996	122029
26.02	13523	175748	130029	319300	927835
26.03	780	41480	70395	112655	543929
26.04	6408	117835	76394	200637	214649
26.05	525(38)	25743(32)	16186	41514	26366
26.06	9020	119101	39481	167602	94012
26.07	163077(38)	403841	280709(47)	807611	529165
26.08	1243(38)	13672(32)	10990	23902	22597
26.09	2444	37864	27260	67568	102164
26.10	21735(38)	232933	356784(47)	476639	332521
26.11	15999(46)	D (41)	9431	23214	30263

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 25.01 THROUGH 26.11.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
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MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES

25.01	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)
25.02	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
25.03	0 (39)	0 (33)	0 (48)	0 (24)	77039
25.04	0 (39)	58	0 (48)	2583	2271
25.05	0 (39)	52	0 (48)	2996	16004
25.06	0 (39)	5	0 (48)	1490	21651
25.51	700	1397	11851	13948	105112

MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS

26.01	0 (39)	0 (35)	21305	24101	97928
26.02	2599	12291	126026	140916	786919
26.03	1920	8787	76072	86779	657150
26.04	755	5144	24388	30287	184362
26.05	0 (39)	0 (33)	5703	6643	19723
26.06	823	1725	24285	26833	67179
26.07	0 (39)	6063	0 (48)	46079	483086
26.08	0 (39)	0 (33)	5170	7173	15420
26.09	1087	29998	20819	51904	50260
26.10	0 (39)	17490	0 (48)	152303	180218
26.11	0 (39)	0 (35)	4599	6815	23448

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 25-01 THROUGH 26-11.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES						
25.01	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
25.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
25.03	229421(59)	103970(57)	125451(55)	99670	176176(51)	349652
25.04	41629	20751	20878	26901	35032	82811
25.05	107106	50721	56385	54245	39220	149850
25.06	50855	20690	30165	37082	36395	103642
25.51	645051	304805	340246	328775	314232	983253
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS						
26.01	1040768	339629	701139	77775	189756	968670
26.02	8343347	3561060	4782307	641864	846507	6270678
26.03	4434260	1842567	2591693	243705	359164	3194562
26.04	810368	361959	448409	219611	154148	822168
26.05	113727	56725	57002	43095	37017	137114
26.06	460926	234959	225967	155375	110145	491487
26.07	3258285	1121434	2136851	536492	449304	3122647
26.08	61367	27023	34344	33841	16702	84887
26.09	248910	128049	120861	105977	52428	279266
26.10	3399357	1494352	1905005	751613	434689	3091307
26.11	223114	115805	107309	28981	29543	165833

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 25.01 THROUGH 26.11.
 ASSET DATA - PAGE 2 OF 2.

	25.	26.	27.	28.*	29.	30.	31.
	GROSS PLANT PROPERTY & EQUIPMENT - NON-	ACCUMUL. DEPR. DEPL. & AMORT. - NON-	NET PLANT PROPERTY & EQUIPMENT - NON-	INVEN- TORIES - NON-	ALL OTHER ASSETS - NON-	TOTAL NON- TRACEABLE ASSETS	TOTAL ASSETS
	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	(\$000)	(\$000)
	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
	D (60)	D (58)	D (56)	D (52)	D (52)	D (52)	D (52)
25.01	587	278	309	-	9795	52982	402634
25.02	1745	734	1011	106	8163	10104	92915
25.03						9280	159130
25.04	2056	951	1105	-18	10804	11891	115533
25.05	9903	4250	5653	468	50922	57043	1040296
MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES							
26.01	71318	32070	39248	-4343	165454	200359	1169029
26.02	300355	119439	180916	-17686	564100	727330	6998008
26.03	96117	48138	47979	-24337	347480	371122	3565684
26.04	57876	24843	33033	7607	160466	201106	1023274
26.05	5156	1695	3461	-150	13878	17189	154303
26.06	16427	7649	8778	-6017	83814	86575	578062
26.07	136524	56070	80454	2804	291045	374303	3496950
26.08	4604	1835	2769	-408	15764	18125	103012
26.09	70028	33075	36953	10955	112267	160175	439441
26.10	173057	76438	96619	-8966	443982	531635	3622942
26.11	15349	2213	13136	-1236	30847	42747	208580
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS							

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 25.01 THROUGH 26.11.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32- PAYROLLS (\$000)	33- MATERIALS USED (\$000)	34- DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT (\$000)	35- R & D BILLED TO FEDERAL GOVERNMENT (\$000)	36- R & D BILLED TO OTHER OUTSIDERS (\$000)	37- COST OF COMPANY R & D (\$000)
MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES						
25.04	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
25.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
25.03	192217	244965	12898	-	-	362
25.04	45553	72023	3174	-	-	669
25.05	76255	121019	5254	-	-	-
25.06	44746	88135	2851	-	-	759
25.51	458016	756237	34339	-	-	5598
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS						
26.01	138299	412702	41242	-	-	5502
26.02	1439470	3365087	391517	D (5)	-	31656
26.03	641990	1419054	181089	D (5)	-	12678
26.04	270008	731395	47223	-	-	23240
26.05	95547	157530	6918	-	-	499
26.06	327196	731802	28212	-	-	9421
26.07	568640	1754872	147981	-	-	84177
26.08	41662	109857	3073	-	-	313
26.09	111636	240219	18299	-	-	16429
26.10	1211929	3632156	168317	-	D (5)	28635
26.11	60860	118581	10594	-	-	2310

TABLE 38C VI

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 25.01 THROUGH 26.11.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38.	39.	40.	41.	42.	43.
	REVENUES	REVENUES	LIFO	FIFO	AVERAGE	OTHER
	WITH	WITH	INVENTORY	INVENTORY	INVENTORY	INVENTORY
	FREIGHT	FREIGHT	VALUATION	VALUATION	VALUATION	VALUATION
	INCLUDED	EXCLUDED				
(X)	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES

25.01	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
25.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
25.03	N/A(61)	N/A(61)	40-50	50-60	-	-
25.04	N/A(61)	N/A(61)	20-30	60-70	0-10	0-10
25.05	N/A(61)	N/A(61)	40-50	30-40	10-20	0-10
25.06	N/A(61)	N/A(61)	30-40	50-60	-	10-20
25.51	N/A(61)	N/A(61)	20-30	40-50	10-20	0-10

MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS

26.01	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	-
26.02	N/A(61)	N/A(61)	40-50	10-20	20-30	20-30
26.03	N/A(61)	N/A(61)	50-60	10-20	20-30	10-20
26.04	N/A(61)	N/A(61)	30-40	50-60	0-10	10-20
26.05	N/A(61)	N/A(61)	30-40	20-30	10-20	20-30
26.06	N/A(61)	N/A(61)	70-80	0-10	10-20	0-10
26.07	N/A(61)	N/A(61)	50-60	0-10	30-40	-
26.08	N/A(61)	N/A(61)	50-60	10-20	20-30	0-10
26.09	N/A(61)	N/A(61)	30-40	50-60	10-20	0-10
26.10	N/A(61)	N/A(61)	50-60	10-20	10-20	10-20
26.11	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 25-01 THROUGH 26-11.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

	44. STRAIGHT LINE	45. SUM OF YEARS DIGITS	46. DOUBLE DECLINING BALANCE	47. OTHER	48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
	DPR., DPL. AMORT. (X)	DPR., DPL. AMORT. (X)	DPR., DPL. AMORT. (X)	DPR., DPL. AMORT. (X)	(X)	(X)
MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES						
25.01	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
25.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
25.03	D (5)	D (5)	D (5)	D (5)	40-50	20-30
25.04	80-90	0-10	10-20	-	30-40	20-30
25.05	80-90	0-10	10-20	0-10	30-40	30-40
25.06	70-80	10-20	0-10	0-10	30-40	30-40
25.51	70-80	0-10	20-30	0-10	30-40	30-40
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS						
26.01	D (5)	-	-	D (5)	40-50	10-20
26.02	90-100	0-10	0-10	0-10	30-40	20-30
26.03	90-100	0-10	-	0-10	30-40	10-20
26.04	80-90	0-10	0-10	0-10	40-50	20-30
26.05	80-90	-	10-20	-	30-40	20-30
26.06	90-100	0-10	0-10	-	40-50	20-30
26.07	90-100	0-10	-	0-10	40-50	10-20
26.08	70-80	-	20-30	-	30-40	20-30
26.09	80-90	0-10	0-10	0-10	30-40	20-30
26.10	90-100	0-10	0-10	0-10	30-40	20-30
26.11	D (5)	-	-	D (5)	20-30	20-30

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
INDUSTRY CATEGORIES 25.01 THROUGH 26.11.
SUPPLEMENTARY DATA - PAGE 4 OF 6.

50.	51.	52.	53.	54.	55.
PLANT, & EQUIPMENT ACQD 10-20 YEARS AGO (X)	PLANT, PROP. & EQUIPMENT ACQD 20+ YEARS AGO (X)	MARKET PRICE TRANSFER VALUATION (X)	COST PLUS MARK-UP TRANSFER VALUATION (X)	COST TRANSFER VALUATION (X)	OTHER TRANSFER VALUATION (X)

MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES

25.01	D (3)	D (3)	D (3)	D (3)	D (3)
25.02	D (4)	D (4)	D (4)	D (4)	D (4)
25.03	20-30	0-10	20-30	70-80	-
25.04	30-40	0-10	-	100	-
25.05	20-30	0-10	0-10	90-100	0-10
25.06	10-20	0-10	80-90	0-10	0-10
25.51	10-20	0-10	0-10	90-100	0-10

MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS

26.01	0-10	30-40	100	-	-
26.02	20-30	10-20	90-100	0-10	0-10
26.03	20-30	10-20	90-100	0-10	0-10
26.04	20-30	0-10	20-30	40-50	20-30
26.05	20-30	0-10	20-40	40-60	0-20
26.06	20-30	0-10	40-50	40-50	0-10
26.07	20-30	10-20	40-60	40-60	-
26.08	30-40	0-10	10-20	70-80	10-20
26.09	20-30	0-10	50-60	30-40	10-20
26.10	20-30	10-20	60-70	0-10	30-40
26.11	20-30	20-30	70-80	20-30	0-10

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 25.01 THROUGH 26.11 -
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO		SPECIALIZATION RATIO	COVERAGE RATIO
		D (3)	D (4)		
MAJOR INDUSTRY 25 - FURNITURE AND FIXTURES					
25.01	2	2515	D (3)	D (3)	D (3)
25.02	24	251, X2515	D (4)	D (4)	D (4)
25.03	8	252	35.0	99.4	89.9
25.04	7	253	21.5	97.2	91.3
25.05	12	254	11.9	98.0	81.1
25.06	8	259	15.4	100.0	88.4
25.51	26		17.2	95.6	95.4
MAJOR INDUSTRY 26 - PAPER AND ALLIED PRODUCTS					
26.01	4	261	36.0	99.2	95.8
26.02	23	262	58.1	98.9	98.3
26.03	18	263	57.0	97.0	98.8
26.04	20	2641	50.7	99.0	93.8
26.05	9	2642	33.9	97.9	96.0
26.06	16	2643	42.9	98.5	92.5
26.07	10	2647	91.7	96.1	98.5
26.08	8	2648	33.8	99.4	90.0
26.09	23	2645, 5, 9	19.8	99.9	79.6
26.10	25	265	46.6	95.7	97.3
			56.9	100.0	85.5

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 27.01 THROUGH 28.12.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB-S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING							
27.01	2810017(20)	D (17)	-	D (11)	2810017	1821745	988272
27.02	1475694(21)	D (17)	D (15)	-	1475694	843203	632491
27.03	1760019	20609	30597	-	1811225	941995	869230
27.04	515824	10457(12)	D (13)	-	526281	262846	263435
27.05	2190347	78683	5451	-	2274481	1824404	450077
27.06	1221385	9126	1925	-	1232436	816961	415475
27.07	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
27.08	511827	6396(12)	D (13)	-	518223	322381	195842
27.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS							
28.01	1259691	55055(12)	D (13)	-	1314746	920546	394200
28.02	1048805	61842	18154	-	1128801	964264	164537
28.03	5932905	857080	113436	-	6903421	5408856	1494565
28.04	9023841	605281	463783(6)	D (7)	10092905	8187597	1905308
28.05	867692	198463	150422	-	1216577	1057040	159537
28.06	5244684	70998	164330	-	5480012	4793070	686942
28.07	4618166	401338(12)	D (13)	-	5019504	2356798	2662706
28.08	1384352	619	10474	-	1395445	521333	874112
28.09	3407383	23577	32747	-	3463707	1508784	1954923
28.10	4843343	143548(12)	D (13)	-	4986891	3004241	1982650
28.11	2614628	87565	20175	-	2722368	1935262	787106
28.12	153526(21)	D (17)	D (15)	-	153526	127029	26497

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 27.01 THROUGH 28.12.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBUTION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING					
27.01	24550	200007	352005	576562	411710
27.02	152072	155662(32)	188476(47)	476147	156344
27.03	103949(38)	253272(32)	284496	634184	235046
27.04	21661	58257(32)	89842(47)	161767	101668
27.05	4205	99350(32)	143248(47)	215686	233391
27.06	940	146422	70145	217507	197968
27.07	D (2)	D (2)	D (2)	D (2)	D (2)
27.08	14910(38)	42422(32)	46387	102382	93460
27.09	D (2)	D (2)	D (2)	D (2)	D (2)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS					
28.01	3160	47208(32)	126085(47)	151571	242629
28.02	3378	36131(32)	50931(47)	73474	91063
28.03	18842	147293	191986	358121	1136444
28.04	23302	398811	337504	759617	1145691
28.05	3668	49769(32)	41171(47)	83270	76267
28.06	54254(38)	164161(32)	96609	288520	398422
28.07	200235	721379	668974	1590588	1072118
28.08	281346	181683	73778	536807	337305
28.09	505976	549138(32)	488003(47)	1443566	511357
28.10	398289	525414(32)	433313(47)	1235296	747354
28.11	50303	391602	95626	537531	249575
28.12	4184(45)	D (41)	10877(47)	11862	14635

INDUSTRY CATEGORIES 27.01 THROUGH 28.12.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

14.	15.	16.	17.	18.
MEDIA	OTHER	GENERAL	TOTAL NON-	OPERATING
ADVERTISING	SELLING	AND ADMIN.	TRACEABLE	INCOME
EXPENSE -	EXPENSE -	EXPENSE -	EXPENSE	
NON-	NON-	NON-		
TRACEABLE	TRACEABLE	TRACEABLE		
(\$000)	(\$000)	(\$000)	(\$000)	(\$000)

MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING

27.01	-	14285	14285	397425
27.02	178	0 (48)	20241	136103
27.03	0 (39)	37945	45478	189568
27.04	189	0 (48)	8182	93486
27.05	293	0 (48)	30410	202981
27.06	207	13943	40945	157023
27.07	0 (2)	0 (2)	0 (2)	0 (2)
27.08	0 (39)	6643	5980	87480
27.09	0 (2)	0 (2)	0 (2)	0 (2)

MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS

28.01	585	0 (33)	25467	217162
28.02	144	0 (33)	17110	73953
28.03	1590	117656	141988	994456
28.04	4560	171285	212244	933447
28.05	89	0 (33)	11427	64840
28.06	0 (39)	58044	84548	313874
28.07	1418	211245	263660	808458
28.08	418	97698	131794	205511
28.09	109	0 (33)	99660	411697
28.10	629	0 (33)	122349	625005
28.11	123	979	41966	206507
28.12	0 (39)	0 (48)	3199	11436

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 27.01 THROUGH 28.12.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING						
27.01	1097927(59)	484767(57)	613160(55)	73785	1065620(51)	1637975
27.02	155877	80719	75158	64427	467709	607294
27.03	353442	157349	196093	383163	799675	1378931
27.04	145420	62763	82657	77177	203371	363205
27.05	1257145	568149	688996	252359	441777	1383132
27.06	394808	174451	220357	121433	296480	638270
27.07	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
27.08	179987	84191(57)		39747	157334(51)	321775(49)
27.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS						
28.01	1923277	920008	1003269	-6138	151294	1148425
28.02	1046617	578375	468242	258087	153503	879832
28.03	6447431	3026171	3421260	698456	931685	5051401
28.04	7477755	3587529	4090226	1053654	1551743	6695623
28.05	863192	494544	368648	142114	165830	676592
28.06	5730679	3540957	2189722	495287	580679	3265688
28.07	2589152	1056706	1532446	1033214	1024712	3590372
28.08	308087	114891	193196	194042	358701	745939
28.09	602689	253200	349489	451214	773523	1574226
28.10	1496161	616208	879953	554866	471723	1906542
28.11	852065	399248	452817	466651	407185	1326653
28.12	114980	56415	58565	36867	20783	114215

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 27.01 THROUGH 28.12.
 ASSET DATA - PAGE 2 OF 2.

	25.	26.	27.	28.*	29.	30.	31.
	GROSS PLANT PROPERTY & DEPR.	ACCUMUL. DEPR. & AMORT.	NET PLANT PROPERTY & EQUIPMENT - & EQUIPMENT	INVEN- TORIES	ALL OTHER ASSETS -	TOTAL NON- TRACEABLE ASSETS	TOTAL ASSETS
	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)	NON- TRACEABLE (\$000)
MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING							
27.01	D (60)	D (58)	D (56)	-	D (52)	114590	1752565
27.02	20107	6855	13252	-	233686	246938	854232
27.03	51294	19187	32107	5008	168493	205608	1584539
27.04	18540	8270	10270	3158	67833	81261	644466
27.05	64292	30344	33948	6805	140475	181228	1564360
27.06	60792	24603	36189	20095	67575	123859	762129
27.07	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
27.08	14970	D (58)	D (5)	13928	D (52)	D (50)	321775
27.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS							
28.01	63130	27163	35967	6061	63873	103881	1252306
28.02	38873	16216	22657	722	49417	72796	952628
28.03	263140	107044	156096	30238	532107	718441	5769842
28.04	864696	403179	461517	51105	826793	1339415	8035038
28.05	37339	19113	18226	493	88563	107262	783854
28.06	381156	210442	170714	5890	517531	694135	3959823
28.07	141286	56924	84362	18792	638634	741788	4332160
28.08	76098	38218	37880	501	220511	258892	1004831
28.09	136830	57380	79450	30148	283121	392719	1966945
28.10	144342	68060	76282	43355	552962	672599	2579141
28.11	61849	26583	35266	1534	141761	178561	1505214
28.12	5260	3148	2112	-13	10740	12839	127054

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 27-01 THROUGH 28-12.
 SUPPLEMENTARY DATA -- PAGE 1 OF 4.

	32- PAYROLLS (\$000)	33- MATERIALS USED (\$000)	34- DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT (\$000)	35- R & D BILLED TO FEDERAL GOVERNMENT (\$000)	36- R & D BILLED TO OTHER OUTSIDERS (\$000)	37- COST OF COMPANY R & D (\$000)
MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING						
27.01	1016080	757772	58812	-	-	D (S)
27.02	235992	411786	9394	-	-	159
27.03	303960	533244	25892	-	-	9218
27.04	143630	81562	10194	-	-	303
27.05	688124	935660	73640	-	-	7088
27.06	302795	514892	30683	-	-	10728
27.07	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
27.08	149048	140958	10840	-	-	2071
27.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS						
28.01	105045	330872	111237	D (S)	D (S)	16389
28.02	204572	597890	62255	-	-	28294
28.03	870572	3302164	398845	4954	744	145333
28.04	1084153	5507446	468075	786	-	255278
28.05	121811	734312	52448	-	-	30841
28.06	1274032	2950499	345279	-	-	226397
28.07	722921	1619968	133983	6066	D (S)	511505
28.08	132813	302621	16494	-	-	40441
28.09	253994	1009315	36435	D (S)	D (S)	86975
28.10	447194	2290278	78006	-	D (S)	97060
28.11	351777	1398826	43823	-	-	80530
28.12	18831	91866	6639	-	-	D (S)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 27-01 THROUGH 28-12.
 SUPPLEMENTARY DATA - PAGE 2 OF 5.

	38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING

27-01	N/A(61)	N/A(61)	20-30	70-80	0-10	-
27-02	N/A(61)	N/A(61)	20-30	30-40	30-40	-
27-03	N/A(61)	N/A(61)	10-20	40-50	30-40	10-20
27-04	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
27-05	N/A(61)	N/A(61)	30-40	40-50	0-10	10-20
27-06	N/A(61)	N/A(61)	40-50	40-50	0-10	0-10
27-07	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
27-08	N/A(61)	N/A(61)	40-50	40-50	0-10	0-10
27-09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS

28-01	N/A(61)	N/A(61)	-	-	-	-
28-02	N/A(61)	N/A(61)	40-50	10-20	30-40	10-20
28-03	N/A(61)	N/A(61)	60-70	10-20	10-20	0-10
28-04	N/A(61)	N/A(61)	70-80	10-20	10-20	0-10
28-05	N/A(61)	N/A(61)	70-80	0-10	10-20	0-10
28-06	N/A(61)	N/A(61)	80-90	0-10	10-20	0-10
28-07	N/A(61)	N/A(61)	10-20	40-50	0-10	20-30
28-08	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
28-09	N/A(61)	N/A(61)	20-30	30-40	20-30	10-20
28-10	N/A(61)	N/A(61)	30-40	20-30	20-30	0-10
28-11	N/A(61)	N/A(61)	40-50	50-60	0-10	0-10
28-12	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	-

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 27.01 THROUGH 28.12.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

44.	45.	46.	47.	48.	49.
STRAIGHT LINE	SUM OF YEARS-DIGITS	DOUBLE DECLINING BALANCE	OTHER	PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)

MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING

27.01	90-100	0-10	0-10	0-10	0-10	30-40	10-20
27.02	90-100	0-10	0-10	0-10	-	20-30	50-60
27.03	70-80	10-20	0-10	0-10	0-10	40-50	30-40
27.04	70-80	0-10	20-30	0-10	0-10	40-50	30-40
27.05	90-100	0-10	0-10	0-10	0-10	30-40	20-30
27.06	90-100	0-10	0-10	0-10	0-10	30-40	30-40
27.07	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
27.08	D (5)	D (5)	D (5)	D (5)	D (5)	40-50	20-30
27.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS

28.01	90-100	0-10	0-10	0-10	0-10	40-50	10-20
28.02	D (5)	-	-	-	D (5)	40-50	10-20
28.03	60-70	0-10	20-30	0-10	0-10	40-50	20-30
28.04	40-60	0-20	0-20	0-20	0-20	40-50	20-30
28.05	D (5)	D (5)	D (5)	D (5)	D (5)	30-40	20-30
28.06	D (5)	D (5)	D (5)	D (5)	D (5)	30-40	20-30
28.07	70-80	10-20	0-10	0-10	0-10	40-50	20-30
28.08	80-90	10-20	0-10	0-10	0-10	40-50	20-30
28.09	70-80	0-10	20-30	0-10	0-10	30-40	30-40
28.10	90-100	0-10	0-10	0-10	0-10	30-40	20-30
28.11	60-70	0-10	0-10	0-10	-	40-50	20-30
28.12	D (5)	D (5)	-	-	D (5)	40-50	30-40

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 27-01 THROUGH 28-12 -
 SUPPLEMENTARY DATA - PAGE 4 OF 6.

	50. PLANT, PROP., & EQUIPMENT ACQD 10-20 YEARS AGO	51. PLANT, PROP., & EQUIPMENT ACQD 20 + YEARS AGO	52. MARKET PRICE TRANSFER VALUATION	53. COST PLUS MARK-UP TRANSFER VALUATION	54. COST TRANSFER VALUATION	55. OTHER TRANSFER VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING

27-01	20-30	20-30	80-90	-	10-20	-
27-02	20-30	0-10	0-10	0-10	90-100	-
27-03	20-30	0-10	0-10	80-90	10-20	-
27-04	10-20	0-10	0-10	80-90	10-20	-
27-05	20-30	10-20	30-40	30-40	30-40	-
27-06	20-30	10-20	0-10	40-50	40-50	-
27-07	D (2)	D (2)	0 (2)	D (2)	D (2)	D (2)
27-08	10-20	0-10	0-10	90-100	-	-
27-09	D (2)	D (2)	D (2)	0 (2)	D (2)	D (2)

MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS

28-01	20-30	10-20	D (5)	0 (5)	0 (5)	-
28-02	10-20	10-20	60-70	0-10	30-40	-
28-03	10-20	10-20	40-50	10-20	30-40	0-10
28-04	20-30	0-10	70-80	10-20	0-10	0-10
28-05	20-30	10-20	D (5)	D (5)	-	D (5)
28-06	20-30	10-20	60-80	20-40	0-20	-
28-07	10-20	10-20	10-20	50-60	0-10	30-40
28-08	20-30	10-20	-	40-50	50-60	-
28-09	10-20	0-10	0-10	40-50	40-50	0-10
28-10	10-20	10-20	20-30	50-60	20-30	0-10
28-11	20-30	10-20	30-40	0-10	50-60	0-10
28-12	10-20	0-10	100	-	-	-

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 27.01 THROUGH 28.12.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES INCLUDED S. I. C. INDUSTRY CODES PARTICI- PATION RATIO SPECIALI- ZATION RATIO COVERAGE RATIO

MAJOR INDUSTRY 27 - PRINTING AND PUBLISHING

27.01	5	271	22.5	99.5	99.6
27.02	12	272	26.7	97.8	97.7
27.03	23	273	26.5	98.1	90.3
27.04	13	274	27.2	99.2	91.9
27.05	33	275	15.1	89.9	93.5
27.06	12	276	45.6	99.5	98.4
27.07	3	277	D (2)	D (2)	D (2)
27.08	10	278	33.5	97.6	97.5
27.09	3	279	D (2)	D (2)	D (2)

MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS

28.01	7	2813	109.6	96.3	97.7
28.02	15	2816	84.3	93.9	97.7
28.03	51	2812, 2819	79.3	97.2	94.3
28.04	55	2821	82.9	97.3	96.3
28.05	12	2822	51.7	95.2	75.9
28.06	12	2823, 4	86.7	96.6	100.0
28.07	25	PT. 283	47.5	93.6	98.6
28.08	15	PT. 283	59.3	95.7	86.8
28.09	21	2844	54.2	99.5	97.9
28.10	34	284, X2844	55.4	98.3	93.8
28.11	23	285	44.5	96.5	96.9
28.12	4	2861	35.2	99.8	67.8

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 28-31 THROUGH 31-03.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2- REVENUES FROM OUTSIDERS	3- TRANSFERS TO OTHER LB'S	4- TRANSFERS TO FOREIGN SECTION	5- TRANSFERS TO ADMETIC REGULATED SECTION	6- TOTAL SALES AND TRANSFERS	7- COST OF OPERATING REVENUES	8- GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)							
28.13	14439113	4289587	1265193	-	19993893	15908924	4084969
28.14	4214183	164040	29850	-	4408073	3558785	849288
28.15	2093978	85355	216858	-	2396191	1510284	885907
28.16	209635	12663	6445	-	228743	198125	30618
28.17	2377664	73911	89198	-	2540773	1849712	691061
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS							
29.01	88131100	4021143	720453	30146	92902842	80886973	12015869
29.02	1489976	80844	2117	-	1572937	1127407	645530
29.03	476457	16620	-	-	693077	418157	74920
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS							
30.01	6175134	966739	150986	-	7292859	5973290	1319569
30.02	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
30.03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30.04	664667	4664	13092	-	682423	518325	164098
30.05	925568	65128	5937	-	996633	816233	180400
30.06	7374331	149146	136121(6)	D (7)	7659598	5956912	1702686
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS							
31.01	226001(16)	D (17)	-	-	226001	191191	34810
31.02	836318	317504	533	-	1154355	942707	211648
31.03	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 28.13 THROUGH 31.03.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBU- TION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)					
28.13	39907	462105	559987	1061999	3022970
28.14	24764	239195	143020	406979	442309
28.15	78962	168505(32)	254912(47)	404553	481354
28.16	570(38)	6728(32)	14537	20947	9671
28.17	23478	184489	146002	353969	337092
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS					
29.01	166858	4994650	894624	6056132	5959737
29.02	4280	59883	30025	94188	351342
29.03	23869(46)	D (41)	20405(47)	37808	37112
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS					
30.01	146010	396938	159279	702227	617342
30.02	D (2)	D (2)	D (2)	D (2)	D (2)
30.03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30.04	7769	75051	15454	98274	65824
30.05	5848	34941	20971	61760	118660
30.06	68886	509988	326914	905788	796898
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS					
31.01	201	5569	11499	17269	17541
31.02	19072(38)	95898(32)	28276	143131	68517
31.03	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 28-31 THROUGH 31.03.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)					
28.13	21417	75985	345396	442798	2580172
28.14	1330	4787	70803	76920	365389
28.15	2510	D (33)	D (48)	100336	381018
28.16	D (39)	D (33)	3822	4710	4961
28.17	734	4666	47720	53120	283972
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS					
29.01	16275	2775	567294	586344	5373393
29.02	2212	8596	26020	36828	314514
29.03	D (39)	D (35)	D (48)	6466	30646
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS					
30.01	2937	-	70497	73434	543908
30.02	D (2)	D (2)	D (2)	D (2)	D (2)
30.03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30.04	273	-83	6415	6605	59219
30.05	263	1029	11244	12536	106104
30.06	6243	24138	126846	155227	641671
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS					
31.01	-	-	1176	1176	16365
31.02	D (39)	D (33)	5660	5775	62742
31.03	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 28.13 THROUGH 31.03.
 ASSET DATA - PAGE 1 OF 2.

	19.	20.	21.	22.	23.	24.
	GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	ACCUMUL. DEPR. & AMORT. - TRACEABLE	NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	INVEN- TORIES - TRACEABLE	ALL OTHER ASSETS - TRACEABLE	TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)						
28.13	15104706	6582698	8522008	2145437	2364952	13032397
28.14	3664465	1343322	2321143	743353	899766	3964262
28.15	1049986	392097	657889	599228	433201	1690518
28.16	97633	50358	47275	33742	31687	112704
28.17	1350722	617312	733410	282836	413473	1429719
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS						
29.01	36827257	15350823	21476434	6062494	11203828	38742756
29.02	519645	204608	315037	133625	190357	639019
29.03	124460	50819(57)	D (5)	47737	67896	192183
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS						
30.01	4512448	2272658	2239790	1275007	1048526	4563323
30.02	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
30.03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30.04	347702	153884	193818	139760	95635	429213
30.05	313139	156684	156455	112530	156382	425367
30.06	4188403	1982017	2206386	917783	1094063	4218232
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS						
31.01	42648	17169	25479	35096	24199	84774
31.02	191938	107591	84347	150708	277355	512410
31.03	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 28-31 THROUGH 31-03.
 ASSET DATA - PAGE 2 OF 2.

	25. GROSS PLANT PROPERTY & EQUIPMENT - NON-	26. ACCUMUL. DEPR. DEPL. & AMORT. NON-	27. NET PLANT PROPERTY & EQUIPMENT - NON-	28.* INVEN- TORIES - NON-	29. ALL OTHER ASSETS - NON-	30. TOTAL NON- TRACEABLE ASSETS (\$000)	31. TOTAL ASSETS
	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)		
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)							
28-13	1802139	949957	852182	347163	1290958	2490303	15522700
28-14	84414	30988	53426	1436	357415	412277	4376539
28-15	134372	49282	85090	44534	389059	518683	2209001
28-16	3705	2007	1698	199	6786	6683	119387
28-17	60152	20569	39583	3021	138161	180765	1610484
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS							
29-01	1179040	501347	677693	30958	8584000	9292651	48035407
29-02	37514	10516	26998	-12542	344964	359420	998439
29-03	4756	D (58)	D (5)	1	15584	17432	209615
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS							
30-01	72475	40148	32327	8	342760	375095	4938418
30-02	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
30-03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30-04	11073	4107	6966	-85	50744	57625	486838
30-05	12326	5070	7256	12	77975	85243	510610
30-06	166589	60628	105961	-4993	680620	781588	4999820
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS							
31-01	602	200	402	6	4166	6574	89348
31-02	5956	1826	4130	-250	55787	59667	572077
31-03	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 28-31 THROUGH 31-03.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS (\$000)	33. MATERIALS USED (\$000)	34. DEPR. DEPL. & AMORT. ON PLANT, PRO-PERTY & EQUIPMENT (\$000)	35. R & D BILLED TO FEDERAL GOVERNMENT (\$000)	36. R & D BILLED TO OTHER OUTSIDERS (\$000)	37. COST OF COMPANY R & D (\$000)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)						
28-13	1792247	11171253	928410	D (5)	634	409160
28-14	3694664	2407013	1722361	-	-	12654
28-15	178095	988773	73868	D (5)	D (5)	108088
28-16	35730	95441	5293	D (5)	D (5)	3090
28-17	322097	1174448	65994	-	-	63136
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS						
29-01	2678812	63922719	1385709	D (5)	4270	237228
29-02	201187	750547	28056	-	-	3845
29-03	32470	321540	7143	D (5)	D (5)	D (5)
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS						
30-01	1781626	4505789	234998	D (5)	D (5)	143680
30-02	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
30-03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30-04	151382	286262	16660	D (5)	D (5)	11854
30-05	236628	539467	17083	722	D (5)	8944
30-06	1544078	3557682	262208	519	194	129557
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS						
31-01	37242	135533	3217	-	-	D (5)
31-02	307209	501700	12250	-	-	1745
31-03	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA
 INDUSTRY CATEGORIES 28-31 THROUGH 31-03.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
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	(X)	(X)	(X)	(X)	(X)	(X)
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MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)

28-13	N/A(61)	N/A(61)	70-80	0-10	10-20	0-10
28-14	N/A(61)	N/A(61)	50-60	10-20	20-30	0-10
28-15	N/A(61)	N/A(61)	70-80	10-20	0-10	0-10
28-16	N/A(61)	N/A(61)	60-70	20-30	10-20	-
28-17	N/A(61)	N/A(61)	40-50	20-30	10-20	0-10

MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS

29-01	N/A(61)	N/A(61)	80-90	0-10	0-10	0-10
29-02	N/A(61)	N/A(61)	40-50	0-10	50-60	-
29-03	N/A(61)	N/A(61)	70-80	10-20	10-20	-

MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS

30-01	N/A(61)	N/A(61)	80-90	0-10	10-20	0-10
30-02	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
30-03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30-04	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	-
30-05	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
30-06	N/A(61)	N/A(61)	50-60	30-40	0-10	0-10

MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS

31-01	N/A(61)	N/A(61)	10-20	40-50	10-20	20-30
31-02	N/A(61)	N/A(61)	60-70	30-40	0-10	0-10
31-03	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 28.13 THROUGH 31.03.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

44. STRAIGHT LINE 45. SUM OF YEARS DIGITS 46. DOUBLE DECLINING BALANCE 47. OTHER 48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS (X) 49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO (X)

MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)

28.13	40-60	0-20	0-20	20-40	50-60	20-30
28.14	80-90	0-10	0-10	0-10	50-60	20-30
28.15	D (5)	D (5)	D (5)	D (5)	50-60	20-30
28.16	60-70	0-10	-	30-40	40-50	20-30
28.17	80-90	0-10	0-10	0-10	40-50	20-30

MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS

29.01	80-90	0-10	10-20	0-10	30-40	20-30
29.02	70-80	0-10	20-30	0-10	50-60	10-20
29.03	90-100	0-10	-	-	50-60	20-30

MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS

30.01	80-90	0-10	0-10	0-10	30-40	20-30
30.02	D (2)					
30.03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30.04	90-100	0-10	0-10	0-10	40-50	20-30
30.05	70-80	10-20	10-20	0-10	40-50	20-30

30.06	70-80	0-10	0-10	10-20	50-60	20-30
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MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS

31.01	90-100	-	0-10	-	D (5)	D (5)
31.02	70-80	10-20	0-10	0-10	30-40	10-20
31.03	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 28-31 THROUGH 31-03.
 SUPPLEMENTARY DATA - PAGE 4 OF 6.

	50. PLANT, PROP. & EQUIPMENT ACQD 10-20 YEARS AGO	51. PLANT, PROP. & EQUIPMENT ACQD 20 + YEARS AGO	52. MARKET PRICE TRANSFER VALUATION	53. COST PLUS MARK-UP TRANSFER VALUATION	54. COST TRANSFER VALUATION	55. OTHER TRANSFER VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)						
28.13	10-20	0-10	50-60	10-20	10-20	20-30
28.14	10-20	0-10	70-80	20-30	0-10	-
28.15	10-20	0-10	40-50	30-40	10-20	0-10
28.16	20-30	0-10	20-40	0-20	40-60	0-20
28.17	10-20	0-10	50-60	30-40	0-10	0-10
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS						
29.01	20-30	10-20	40-50	0-10	20-30	10-20
29.02	10-20	10-20	70-80	20-30	0-10	0-10
29.03	10-20	0-10	-	100	-	-
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS						
30.01	20-30	10-20	60-70	20-30	0-10	-
30.02	D (2)	D (2)	0 (2)	D (2)	D (2)	D (2)
30.03	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)	N/A(1)
30.04	10-20	10-20	0-10	30-40	50-60	-
30.05	10-20	10-20	40-50	40-50	0-10	-
30.06	10-20	0-10	50-60	20-30	0-10	0-10
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS						
31.01	D (5)	D (5)	-	100	-	-
31.02	20-30	20-30	10-20	80-90	0-10	-
31.03	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 28.13 THROUGH 31.03.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 28 - CHEMICALS AND ALLIED PRODUCTS (CONT.)				
28.13	69	2865.9	80.3	95.1
28.14	28	2873.4, 5	54.4	96.9
28.15	24	2879	88.6	97.0
28.16	6	2892	53.7	99.2
28.17	46	289, X2892	33.9	98.3
MAJOR INDUSTRY 29 - PETROLEUM AND COAL PRODUCTS				
29.01	28	291	104.9	97.3
29.02	12	295	47.0	99.1
29.03	7	299	24.5	98.7
MAJOR INDUSTRY 30 - RUBBER AND MISC. PLASTICS PRODUCTS				
30.01	6	301	39.7	94.6
30.02	3	302	D (2)	D (2)
30.03	0	303	N/A(1)	N/A(1)
30.04	6	304	44.3	99.9
30.05	20	306	23.6	97.2
30.06	108	307	32.1	97.3
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS				
31.01	5	311	16.4	100.0
31.02	12	313, 314	28.9	96.3
31.03	3	316	D (2)	D (2)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 31.04 THROUGH 32.18:
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS.	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
31.04	97808(16)	D (17)	-	-	97808	64686	33122
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)							
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS							
32.01	1742617(21)	D (17)	D (15)	-	1742617	1352950	389667
32.02	2160468	70368(12)	D (13)	-	2230836	1925635	305201
32.03	1499604	18632	25542	-	1543778	1136674	607104
32.04	210200(21)	D (17)	D (15)	-	210200	165396	44804
32.05	1282178	62809(12)	D (13)	-	1344987	1092774	252213
32.06	471764	21281	7209	-	500254	394664	105590
32.07	257940	5801(12)	D (13)	-	263741	200012	63729
32.08	178344(21)	D (17)	D (15)	-	178344	139324	39020
32.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.10	421693	2264	-	-	423957	339966	83991
32.11	385790	2814	-	-	388604	351660	36944
32.12	151736	18955(12)	D (13)	-	170691	133877	36814
32.13	709285	129855(12)	D (13)	-	839140	631566	207574
32.14	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.15	846077	12348	63412	-	921837	575266	346571
32.16	663330	40033	11124	-	714487	563451	151036
32.17	1317272(21)	D (17)	D (15)	-	1317272	898952	418320
32.18	1228566	69017	28329	-	1325912	896203	429709

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 31.04 THROUGH 32.18.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9- MEDIA ADVERTISING EXPENSE - TRACEABLE	10- OTHER SELLING EXPENSE - TRACEABLE	11- GENERAL AND ADMIN. EXPENSE - TRACEABLE	12- TOTAL TRACEABLE EXPENSE	13- CONTRIBU- TION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)					
31.04	2156	7403(32)	7857(47)	16377	16745
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS					
32.01	6512(38)	84386(32)	53760	143183	246484
32.02	79713(44)	D (41)	105909(47)	152751	152450
32.03	24390(38)	90461(32)	54300	152486	254618
32.04	572	12014(32)	21251(47)	31003	13801
32.05	379	38340(32)	60913(47)	77260	174953
32.06	2534	28943(32)	33908(47)	60003	45587
32.07	3149(38)	12165	12471(47)	22664	41065
32.08	575	10461(32)	12366(47)	19859	19161
32.09	D (2)	D (2)	D (2)	D (2)	D (2)
32.10	1435	16979	25568	43982	40009
32.11	306(38)	5854	21094(47)	14931	22013
32.12	190	3277	6731	10198	26616
32.13	3484(38)	22698(32)	36286	44682	162892
32.14	D (2)	D (2)	D (2)	D (2)	D (2)
32.15	5256	104415	63294	172965	173606
32.16	10834(38)	48743(32)	36975	89854	61182
32.17	13591(38)	60922(32)	42225	66123	352197
32.18	6168	121334	67255	194757	234952

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 31-04 THROUGH 32-18.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14- MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15- OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16- GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17- TOTAL NON- TRACEABLE EXPENSE (\$000)	18- OPERATING INCOME (\$000)
31-04	-	0 (33)	D (48)	1039	15706
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)					
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS					
32-01	0 (39)	0 (33)	15611	17086	229398
32-02	-	0 (35)	0 (48)	32871	119579
32-03	0 (39)	0 (33)	77558	94223	160395
32-04	-	0 (33)	0 (48)	2834	10967
32-05	54	0 (33)	0 (48)	22426	152527
32-06	137	0 (33)	0 (48)	5519	40068
32-07	0 (39)	-	0 (48)	5121	35944
32-08	14	0 (33)	0 (48)	3557	15604
32-09	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
32-10	26	1143	7446	8615	31394
32-11	0 (39)	2880	0 (48)	15203	16810
32-12	15	139	6006	6160	22456
32-13	0 (39)	0 (33)	25462	43248	119644
32-14	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
32-15	173	2129	11005	13307	160299
32-16	0 (39)	0 (33)	7682	14380	46802
32-17	0 (39)	0 (33)	43255	93870	258327
32-18	578	3040	31673	35291	199661

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 31.04 THROUGH 32.18
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)						
31.04	6750	2246(57)	D (5)	28561	15488(51)	48731(49)
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS						
32.01	1366731	797382(57)	D (5)	262817	354309(51)	1098426
32.02	1301086	557189(57)	D (5)	264691	283915	1310785
32.03	1109980	543682	566298	220154	101255	887707
32.04	45101	18166	26935	33258	31351	91544
32.05	1865263	880091(57)	D (5)	175590	320426(51)	1404130
32.06	323615	180698	142917	121634	109054	373605
32.07	128609	66174	62435	22617	30571	115623
32.08	134814(59)	69480(57)	65334(55)	25350	54098(51)	112980
32.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.10	249823	130733	119090	70367	92389	281846
32.11	153005	84828	68177	17781	38210	124168
32.12	218931	112509	106422	22357	24475	153254
32.13	722214	353313	368901	70603	96834	536338
32.14	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.15	431502	227263	204239	154049	122477	480765
32.16	292849	157124	135725	138067	106282	380074
32.17	660417	300093	360324	92241	35013	487578
32.18	787187	402864	384323			

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 31-04 THROUGH 32-18.
 ASSET DATA - PAGE 2 OF 2.

	25.	26.	27.	28.*	29.	30.	31.
	GROSS PLANT PROPERTY & EQUIPMENT - NON-TRACEABLE (\$000)	ACCUMUL. DEPR. & AMORT. NON-TRACEABLE (\$000)	NET PLANT PROPERTY & EQUIPMENT - NON-TRACEABLE (\$000)	INVEN- TORIES - NON-TRACEABLE (\$000)	ALL OTHER ASSETS - NON-TRACEABLE (\$000)	TOTAL NON- TRACEABLE ASSETS (\$000)	TOTAL ASSETS (\$000)
31.04	178	D (58)	D (5)	-	D (52)	D (50)	48731
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)							
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS							
32.01	40324	D (58)	D (5)	564	D (52)	128937	1227363
32.02	44812	D (58)	D (5)	4636	109101	131267	1442052
32.03	164967	60884	104083	-2313	272167	373937	1261644
32.04	1539	504	1035	1825	12206	15066	106610
32.05	15672	D (58)	D (5)	-	D (52)	92730	1496860
32.06	7404	2530	4874	-	31812	36686	410291
32.07	3170	1201	1969	-	25169	27138	142761
32.08	D (60)	D (58)	D (56)	2044	D (52)	33846	146826
32.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.10	6254	2728	3526	51	16252	19829	301675
32.11	8966	4511	4455	191	26987	31633	155801
32.12	3117	1505	1612	80	12050	13742	166996
32.13	1930	580	1350	-	52517	53867	590205
32.14	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.15	12640	4760	7880	2719	150901	161500	642265
32.16	32950	11964	20986	-15231	71460	77215	457289
32.17	117753	25609	92144	-17284	304891	379751	867329
32.18	66984	22292	44692	-2461	188093	230324	1013998

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 31.04 THROUGH 32.18 -
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS	33. MATERIALS USED	34. DEPR. DEPL. & AMORT. ON PLANT, PROPERT & EQUIPMENT	35. R & D BILLED TO FEDERAL GOVERNMENT	36. R & D BILLED TO OTHER OUTSIDERS	37. COST OF COMPANY R & D
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)						
31.06	14910	33807	535	-	-	D (5)
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS						
32.01	568957	640060	70380	-	-	16601
32.02	670927	764505	78635	-	-	D (5)
32.03	437582	340293	59490	-	-	65068
32.04	55621	106985	2303	-	-	597
32.05	235380	403728	71805	-	-	1738
32.06	129267	196499	13590	-	89	10627
32.07	77892	63656	5073	-	-	1290
32.08	67820	54974	7111	D (5)	D (5)	3552
32.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.10	107288	185009	13472	-	-	91
32.11	60639	250435	11935	-	-	D (5)
32.12	31317	89212	12240	-	-	1868
32.13	184519	458026	23322	-	-	3925
32.14	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.15	186033	325069	19809	-	-	11327
32.16	168174	320809	18353	-	-	10909
32.17	222514	453804	37208	-	-	15213
32.18	232902	509768	39251	D (5)	15	21606

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 31-04 THROUGH 32-18.
 SUPPLEMENTARY DATA - PAGE 2 OF 6.

	38.	39.	40.	41.	42.	43.
	REVENUES WITH FREIGHT INCLUDED	REVENUES WITH FREIGHT EXCLUDED	LIFO INVENTORY VALUATION	FIFO INVENTORY VALUATION	AVERAGE INVENTORY VALUATION	OTHER INVENTORY VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)

31.04	N/A(61)	N/A(61)	-	100	-	-
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MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS

32.01	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	-
32.02	N/A(61)	N/A(61)	40-50	40-50	10-20	0-10
32.03	N/A(61)	N/A(61)	70-80	20-30	0-10	-
32.04	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)
32.05	N/A(61)	N/A(61)	30-40	10-20	50-60	-
32.06	N/A(61)	N/A(61)	50-60	0-10	20-30	10-20
32.07	N/A(61)	N/A(61)	50-60	20-30	20-30	-
32.08	N/A(61)	N/A(61)	10-20	10-20	60-70	-
32.09	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
32.10	N/A(61)	N/A(61)	20-30	20-30	50-60	0-10
32.11	N/A(61)	N/A(61)	20-30	10-20	60-70	-
32.12	N/A(61)	N/A(61)	40-50	30-40	10-20	-
32.13	N/A(61)	N/A(61)	0 (5)	-	0 (5)	0 (5)
32.14	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
32.15	N/A(61)	N/A(61)	40-50	40-50	0-10	0-10
32.16	N/A(61)	N/A(61)	30-40	30-40	20-30	0-10
32.17	N/A(61)	N/A(61)	50-60	30-40	0-10	0-10
32.18	N/A(61)	N/A(61)	50-60	20-30	10-20	0-10

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 31.04 THROUGH 32.18.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

	44. STRAIGHT LINE	45. SUM OF YEARS DIGITS	46. DOUBLE DECLINING BALANCE	47. OTHER	48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)	(X)	(X)
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)						
31.06	100	-	-	-	90-100	0-10
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS						
32.01	60-80	0-20	20-40	0-20	30-40	20-30
32.02	90-100	0-10	-	0-10	40-50	20-30
32.03	D (5)	D (5)	D (5)	D (5)	30-40	20-30
32.04	100	-	-	-	40-50	30-40
32.05	90-100	0-10	0-10	0-10	30-40	10-20
32.06	80-90	-	10-20	0-10	30-40	20-30
32.07	70-80	20-30	0-10	0-10	20-30	20-30
32.08	90-100	0-10	0-10	0-10	30-40	20-30
32.09	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.10	80-90	0-10	0-10	0-10	30-40	20-30
32.11	80-90	-	10-20	0-10	40-50	20-30
32.12	90-100	-	0-10	-	30-40	10-20
32.13	100	-	-	-	20-30	10-20
32.14	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
32.15	80-90	10-20	0-10	0-10	30-40	20-30
32.16	70-80	10-20	0-10	-	30-40	10-20
32.17	40-60	-	40-60	-	40-50	20-30
32.18	70-80	10-20	0-10	0-10	40-50	20-30

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 31.04 THROUGH 32.18.
 SUPPLEMENTARY DATA - PAGE 4 OF 6.

50.	51.	52.	53.	54.	55.
PLANT,	PLANT,	MARKET	COST PLUS	COST	OTHER
PROP. &	PROP. &	PRICE	MARK-UP		
EQUIPMENT	EQUIPMENT	TRANSFER	TRANSFER	TRANSFER	TRANSFER
ACQD 10-20	ACQD 20+	VALUATION	VALUATION	VALUATION	VALUATION
YEARS AGO	YEARS AGO				
(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)

31.04	0-10	-	100	-	-
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS					
32.01	20-30	10-20	90-100	0-10	-
32.02	10-20	10-20	0 (5)	0 (5)	-
32.03	20-30	0-10	40-60	0-20	40-60
32.04	10-20	10-20	90-100	0-10	-
32.05	20-30	20-30	90-100	0-10	-
32.06	20-30	20-30	40-60	40-60	-
32.07	20-30	20-30	0 (5)	0 (5)	-
32.08	20-30	10-20	-	90-100	0-10
32.09	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
32.10	20-30	0-10	50-60	30-40	10-20
32.11	20-30	0-10	80-100	0-20	-
32.12	20-30	20-30	90-100	0-10	-
32.13	20-30	30-40	0 (5)	0 (5)	-
32.14	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
32.15	20-30	10-20	70-80	20-30	0-10
32.16	20-30	10-20	0-10	90-100	0-10
32.17	10-20	10-20	80-90	0-10	-
32.18	20-30	10-20	40-50	40-50	0-10

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 31.04 THROUGH 32.18.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICULAR RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 31 - LEATHER AND LEATHER PRODUCTS (CONT.)				
5	315,317,319	8.4	96.0	81.7
MAJOR INDUSTRY 32 - STONE, CLAY, AND GLASS PRODUCTS				
32.01	321	95.9	91.0	100.0
32.02	3221	61.7	99.0	99.5
32.03	3229	73.5	100.0	97.7
32.04	323	12.8	100.0	50.2
32.05	324	45.3	100.0	99.8
32.06	325	29.7	100.0	91.4
32.07	3261	71.7	100.0	96.5
32.08	3264	47.1	100.0	79.5
32.09	326, X3261, 4	D (2)	D (2)	D (2)
32.10	3271, 2	11.8	98.3	85.8
32.11	3273	6.8	100.0	94.1
32.12	3274	36.0	99.4	88.0
32.13	3275	90.0	99.8	96.7
32.14	328	D (2)	D (2)	D (2)
32.15	3291	53.5	98.8	95.9
32.16	3292	74.4	95.7	95.5
32.17	3296	78.2	98.7	99.4
32.18	3293, 5, 7, 9	40.3	99.3	91.7

MASTER TABLE AGGREGATE FINANCIAL AND STATISTICAL DATA -
INDUSTRY CATEGORIES 33-01 THROUGH 34-08 -
PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2- REVENUES FROM OUTSIDERS	3- TRANSFERS TO OTHER LB'S	4- TRANSFERS TO FOREIGN SECTION	5- TRANSFERS TO DOMESTIC REGULATED SECTION	6- TOTAL SALES AND TRANSFERS	7- COST OF OPERATING REVENUES	8- GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES							
33-01	30719650	1870115	44638(6)	0 (7)	32634403	31004447	1629956
33-02	2049720	219638	2371(6)	0 (7)	2271729	1894322	377407
33-03	1132770	551703	-	-	1684473	1654721	29752
33-04	491499(16)	0 (17)	-	-	491499	398480	93019
33-05	329406	11642	-	-	341048	338156	2892
33-06	5654678	838488	360451(6)	0 (7)	6853617	6041508	812109
33-07	863678	21404	41412	-	926494	862732	63762
33-08	1212535(21)	0 (17)	0 (15)	-	1212535	1133350	79185
33-09	737921	32743(12)	0 (13)	-	770664	657836	112828
33-10	2724706	144166	61584	-	2930456	2629755	300701
33-11	1696162	1293249(18)	0 (13)	0 (9)	2989411	2606577	382834
33-12	391639	21823(12)	0 (13)	-	413462	343508	69954
33-13	327062(21)	0 (17)	0 (15)	-	327062	252754	74308
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS							
34-01	4488904	379802	247	-	4868953	4260789	608164
34-02	303367	1122(12)	0 (13)	-	306489	269473	35016
34-03	362478(21)	0 (17)	0 (15)	-	362478	160681	201797
34-04	758879	37290(12)	0 (13)	-	796169	572630	223539
34-05	987471	14014	6915	-	1008400	731320	277080
34-06	218957(21)	0 (17)	0 (15)	-	218957	184523	34434
34-07	457885	12122(12)	0 (13)	-	470007	321918	148089
34-08	87874	1458	484	-	89816	63621	26195

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 33.01 THROUGH 34.08.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBUTION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES					
33.01	26042	447151(32)	945644(47)	1089420	540536
33.02	2913	43680	75409	122002	255405
33.03	458	2496	47098	50052	-20300
33.04	1558(44)	D (41)	9845(47)	8550	84469
33.05	1065(40)	D (41)	4593(47)	5888(23)	D (5)
33.06	16854	120529	165157	302540	509569
33.07	1496	13795(32)	35109(47)	38647	25115
33.08	2010(38)	8428(32)	25953	33831	45354
33.09	1116(38)	16096(32)	20005	36956	75872
33.10	2834	57622(32)	78815(47)	121992	178709
33.11	3543	108127(32)	105093(47)	210209	172625
33.12	1748	9236(32)	20774(47)	26626	43328
33.13	755	12547(32)	17210(47)	25581	47727
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS					
34.01	6023(38)	39854	176488(47)	169761	438403
34.02	55(38)	6329	9029(47)	13764	21252
34.03	46779(38)	37232(32)	30852	114541	87256
34.04	14488(38)	47249	56998(47)	101238	122301
34.05	9716	64602	56679	130997	146083
34.06	2429(38)	8758	8696(47)	15471	18963
34.07	7246	38332	22573	68151	79938
34.08	594	9639	4478	14711	11484

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 33-01 THROUGH 34-08.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14.	15.	16.	17.	18.
	MEDIA	OTHER	GENERAL	TOTAL NON-	OPERATING
	ADVERTISING	SELLING	AND ADMIN.	TRACEABLE	INCOME
	EXPENSE -	EXPENSE -	EXPENSE -	EXPENSE	
	NON-	NON-	NON-		
	TRACEABLE	TRACEABLE	TRACEABLE		
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES					
33.01	5710	D (33)	D (48)	335127	205409
33.02	633	839	23830	25302	230103
33.03	-	-	8581	8581	-28881
33.04	-	D (35)	D (48)	2853	81616
33.05	-	230	D (48)	D (24)	-2996
33.06	268	112	37304	37684	471885
33.07	201	D (33)	D (48)	11954	13161
33.08	D (39)	D (33)	13517	15077	29277
33.09	D (39)	D (33)	8693	8954	66918
33.10	30	D (33)	D (48)	17309	161400
33.11	171	D (33)	D (48)	6725	165900
33.12	87	D (33)	D (48)	5219	38109
33.13	117	D (33)	D (48)	6048	43679
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS					
34.01	D (39)	18215	D (48)	70819	367584
34.02	D (39)	-	D (48)	1649	19603
34.03	D (39)	D (33)	11330	11652	75604
34.04	D (39)	6269	D (48)	23766	98535
34.05	50	147	10042	10239	135844
34.06	D (39)	-	D (48)	6412	14551
34.07	41	52	6617	6710	73228
34.08	-	-	885	885	10599

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 33-01 THROUGH 34.08.
 ASSET DATA - PAGE 1 OF 2.

19. GROSS PLANT & EQUIPMENT - TRACEABLE
 20. ACCUMUL. DEPR. & AMORT. - TRACEABLE
 21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE
 22. INVENTORIES - TRACEABLE
 23. ALL OTHER ASSETS - TRACEABLE
 24. TOTAL TRACEABLE ASSETS

	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
33.01	32113547	17844755	14268792	4948444	3854826	23072062	
33.02	1101019	506432	594587	262529	300827	1157943	
33.03	3707697(59)	1048512(57)	2659185(55)	672014	642278(51)	3973477(49)	
33.04	267917(59)	103441(57)	164476(55)	64003	86572(51)	315674(49)	
33.05	584977	194207(57)	D (5)	127440	54282	593561	

MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES

33.06	6530429	3080103	3450326	1764189	1294611(51)	6309103(49)	
33.07	787200	359231	427969	294573	186535	909077	
33.08	254490	95112	158378	126579	105788	390745	
33.09	373154	169411	203743	114028	202878(51)	530210(49)	
33.10	1053504	495465	558039	488845	326235	1373119	
33.11	1219433	500466	718967	574648	380448	1674063	
33.12	154815	98579	56236	40775	53062	150073	
33.13	112732	55171	57561	63120	70189	190870	

MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS

34.01	1874170	1017553	856617	592772	366292	1815681	
34.02	115777	64168	51609	29503	53731	134843	
34.03	129879	61350	68529	58714	57231	184474	
34.04	264303	106171	158132	144557	159036	461725	
34.05	373334	175816	197518	226304	218006	641828	

34.06	88028	45084	41944	17371	25331	84646	
34.07	142989	61221	81768	103592	87596	272956	
34.08	34385	9340	25045	31258	28193	84496	

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 33.01 THROUGH 34.08.
 ASSET DATA - PAGE 2 OF 2.

	25. GROSS PLANT PROPERTY & EQUIPMENT - NON-	26- ACCUMUL. DEPR. & AMORT. NON-	27. NET PLANT PROPERTY & EQUIPMENT - NON-	28. INVEN- TORIES - NON-	29. ALL OTHER ASSETS - NON-	30. TOTAL NON- TRACEABLE ASSETS (\$000)	31. TOTAL ASSETS (\$000)
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES							
33.01	320839	160860	159979	3792	1544937	1708708	24780770
33.02	38262	15934	22328	2479	123814	148621	1306564
33.03	D (60)	D (58)	D (56)	-	D (52)	D (50)	3973477
33.04	D (60)	D (58)	D (56)	623	D (52)	D (50)	315674
33.05	47986	D (58)	D (5)	2094	32568	61579	655140
33.06	111389	33583	77806	-277829	D (52)	D (50)	6309103
33.07	24733	10419	14314	9443	33537	57294	966371
33.08	10158	4137	6021	42	30093	36156	426901
33.09	15897	6809	9088	473	D (52)	D (50)	530210
33.10	13479	4695	8784	-4	150243	159023	1532142
33.11	16170	5962	10208	-12940	94406	91674	1765737
33.12	11166	3126	8040	-2264	21351	27127	177200
33.13	1641	547	1094	-1440	32571	32225	223095
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS							
34.01	48558	19305	29253	-22958	284502	290797	2106478
34.02	987	560	427	-	17517	17944	152787
34.03	14013	5057	8956	-2	28669	37623	222097
34.04	32271	14305	17966	16450	46869	81285	543010
34.05	20147	6377	13770	-437	34985	48318	690146
34.06	2389	832	1557	-	19166	20723	105369
34.07	12835	2738	10097	-777	49469	58789	331745
34.08	4859	2664	2195	1917	18131	22243	106739

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 33.01 THROUGH 34.08.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS (\$000)	33. MATERIALS USED (\$000)	34. DEPR. & AMORT. ON PLANT, PROPERTY & EQUIPMENT (\$000)	35. R & D BILLED TO FEDERAL GOVERNMENT (\$000)	36. R & D BILLED TO OTHER OUTSIDERS (\$000)	37. COST OF COMPANY R & D (\$000)
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES						
33.01	8477282	19040668	1180321	2398	2332	136370
33.02	656935	879681	67197	-	D (S)	5487
33.03	541231	549697	110292	-	-	9440
33.04	59165	329316	10692	-	-	2719
33.05	86079	199698	15390	-	-	2337
33.06	1334614	4205619	261091	868	D (S)	67234
33.07	127900	516137	54045	-	D (S)	11161
33.08	105730	944790	14212	-	-	2289
33.09	96581	494058	18596	-	-	2113
33.10	470094	1890230	50035	644	366	11944
33.11	460361	1935260	75532	424	D (S)	19405
33.12	114751	179281	7532	-	-	1961
33.13	72299	161834	5793	-	-	2493
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS						
34.01	935356	2770861	104890	-	-	43259
34.02	58797	176771	4862	-	-	D (S)
34.03	65602	87722	12023	D (S)	-	D (S)
34.04	202888	253658	18081	-	-	3450
34.05	286247	354997	31804	-	-	6437
34.06	52138	80685	4005	-	-	1013
34.07	86953	202267	8616	-	-	2699
34.08	17454	43131	1307	-	-	1250

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 33.01 THROUGH 34.08.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
(X)	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES

33.01	N/A(61)	N/A(61)	89-90	0-10	0-10	0-10
33.02	N/A(61)	N/A(61)	30-40	20-30	30-40	0-10
33.03	N/A(61)	N/A(61)	60-70	0-10	10-20	10-20
33.04	N/A(61)	N/A(61)	80-90	-	0-10	10-20
33.05	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)
33.06	N/A(61)	N/A(61)	70-80	0-10	10-20	-
33.07	N/A(61)	N/A(61)	60-70	10-20	0-10	0-10
33.08	N/A(61)	N/A(61)	30-40	50-60	10-20	-
33.09	N/A(61)	N/A(61)	80-90	10-20	0-10	-
33.10	N/A(61)	N/A(61)	50-60	30-40	0-10	0-10
33.11	N/A(61)	N/A(61)	40-50	40-50	0-10	0-10
33.12	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)
33.13	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)

MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS

34.01	N/A(61)	N/A(61)	70-80	20-30	0-10	-
34.02	N/A(61)	N/A(61)	0 (5)	0 (5)	-	0 (5)
34.03	N/A(61)	N/A(61)	-	70-80	-	20-30
34.04	N/A(61)	N/A(61)	70-80	10-20	10-20	0-10
34.05	N/A(61)	N/A(61)	30-40	50-60	-	10-20
34.06	N/A(61)	N/A(61)	70-80	20-30	-	-
34.07	N/A(61)	N/A(61)	0 (5)	0 (5)	-	0 (5)
34.08	N/A(61)	N/A(61)	50-60	40-50	-	-

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 33.01 THROUGH 34.08.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

	44. STRAIGHT LINE	45. SUM OF YEARS DIGITS	46. DOUBLE DECLINING BALANCE	47. OTHER	48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
	DPR./ DPL. AMORT. (X)	DPR./ DPL. AMORT. (X)	DPR./ DPL. AMORT. (X)	DPR./ DPL. AMORT. (X)	(X)	(X)
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES						
33.01	80-90	0-10	0-10	10-20	20-30	10-20
33.02	80-90	0-10	10-20	0-10	40-50	20-30
33.03	50-60	-	0-10	40-50	40-50	20-30
33.04	60-70	-	30-40	0-10	30-40	20-30
33.05	60-70	-	10-20	20-30	60-70	10-20
33.06	90-100	0-10	0-10	-	30-40	20-30
33.07	60-70	0-10	30-40	0-10	40-50	30-40
33.08	90-100	0-10	0-10	0-10	50-60	20-30
33.09	80-100	0-20	0-20	0-20	20-30	40-50
33.10	80-90	0-10	10-20	0-10	30-40	20-30
33.11	90-100	0-10	0-10	0-10	30-40	30-40
33.12	80-90	0-10	0-10	0-10	30-40	10-20
33.13	40-50	20-30	20-30	0-10	30-40	40-50
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS						
34.01	90-100	0-10	-	-	50-60	20-30
34.02	90-100	0-10	0-10	-	20-30	10-20
34.03	100	-	-	-	40-50	20-30
34.04	0 (S)	D (S)	D (S)	D (S)	50-60	10-20
34.05	70-80	10-20	10-20	0-10	40-50	20-30
34.06	80-90	10-20	0-10	-	30-40	10-20
34.07	70-80	0-10	10-20	0-10	50-60	10-20
34.08	80-90	10-20	0-10	-	30-40	20-30

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 33-01 THROUGH 34-08.
 SUPPLEMENTARY DATA - PAGE 4 OF 4.

	50- PLANT, PROP., & EQUIPMENT ACQD 10-20 YEARS AGO (X)	51- PLANT, PROP., & EQUIPMENT ACQD 20+ YEARS AGO (X)	52- MARKET PRICE TRANSFER VALUATION (X)	53- COST PLUS MARK-UP TRANSFER VALUATION (X)	54- COST TRANSFER VALUATION (X)	55- OTHER TRANSFER VALUATION (X)
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES						
33-01	20-30	20-30	80-90	0-10	0-10	-
33-02	10-20	10-20	40-50	50-60	0-10	-
33-03	10-20	10-20	100	-	-	-
33-04	10-20	20-30	90-100	0-10	-	-
33-05	10-20	10-20	0 (5)	0 (5)	-	-
33-06	20-30	20-30	40-50	40-50	10-20	-
33-07	0-10	0-10	20-40	40-60	20-40	-
33-08	10-20	10-20	0-10	90-100	0-10	-
33-09	20-30	0-10	80-90	-	10-20	-
33-10	20-30	10-20	60-80	0-20	0-20	-
33-11	20-30	0-10	0-20	80-100	0-20	-
33-12	20-30	20-30	20-40	40-60	0-20	-
33-13	10-20	0-10	80-90	10-20	-	-
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS						
34-01	10-20	0-10	20-30	30-40	30-40	-
34-02	20-30	30-40	0 (5)	0 (5)	-	-
34-03	10-20	10-20	-	100	-	-
34-04	20-30	0-10	0-10	90-100	0-10	-
34-05	20-30	0-10	10-20	80-90	0-10	-
34-06	20-30	20-30	10-20	70-80	0-10	-
34-07	10-20	0-10	0-20	80-100	-	-
34-08	30-40	10-20	0-20	0-20	40-60	0-20

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 33.01 THROUGH 34.08.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 33 - PRIMARY METAL INDUSTRIES				
33.01	45 331	67.8	97.3	99.9
33.02	30 332	20.4	98.2	93.6
33.03	6 3331	51.8	90.2	99.5
33.04	4 3332	92.6	93.3	99.5
33.05	5 3333	93.1	94.1	95.0
33.06	7 3334	159.7	97.0	100.0
33.07	13 3339	64.7	98.2	86.8
33.08	11 334	38.0	97.8	98.2
33.09	12 3353, 4, 5	8.9	93.0	94.2
33.10	21 3351, 5	68.8	96.3	97.4
33.11	22 3357	66.3	98.4	99.3
33.12	10 336	10.9	95.9	82.1
33.13	8 339	19.6	93.9	63.9
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS				
34.01	13 3411	65.7	97.2	99.2
34.02	5 3412	32.1	99.4	90.2
34.03	5 3421	54.4	90.9	90.1
34.04	15 3423, 5	32.7	98.3	87.9
34.05	23 3429	19.8	99.2	93.4
34.06	7 3431	55.8	99.3	93.4
34.07	10 3432	42.4	96.8	94.9
34.08	6 3433	6.4	98.1	58.2

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 34-09 THROUGH 35-08.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)							
34-09	682465(22)	0 (17)	0 (15)	0 (11)	682465	634346	48119
34-10	412930	11262(12)	0 (13)	-	424192	341730	82462
34-11	3006294	96341	53610	-	3156245	2737380	418865
34-12	1534439	23794	974	-	1559207	1287202	272005
34-13	1116599	13751	11979	-	1142329	855103	287226
34-16	759015	6692	1935(6)	0 (7)	827942	708768	119174
34-15	1127558	19715(12)	0 (13)	-	1147273	985309	161964
34-16	332939(21)	0 (17)	0 (15)	-	332939	266464	66475
34-17	560340	1972	5396	-	567708	411317	156391
34-18	212605	2443	4667	-	219715	168074	51641
34-19	1196470	3663	34287	-	1234420	1005311	229109
34-20	1832672	54546	49683(6)	0 (7)	1936901	1421679	515222
34-21	1985228	111427	34748(6)	0 (7)	2131403	1689271	442132
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL							
35-01	2543441(21)	0 (17)	0 (15)	-	2543441	2117668	425773
35-02	3956657	536087	499586(6)	0 (7)	4992330	3923197	1069133
35-03	5890628	141706	647618(6)	0 (7)	6679952	5344745	1335207
35-04	1106364	23591	29018	-	1158973	911066	247907
35-05	5709672	164203	1691380(6)	0 (7)	7565255	6113741	1451514
35-06	993609	24487	36519	-	1054615	752410	302205
35-07	1056314	18204	28569	-	1103087	786306	316781
35-08	546542(21)	0 (17)	0 (15)	-	546542	410699	135843

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 34.09 THROUGH 35.08.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBUTION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)					
34.09	780(38)	8312(32)	10063	15841	31278
34.10	1454(38)	24822(32)	19482	45747	36715
34.11	3688	94513	186980	285181	133684
34.12	10244	104307	70014	184565	87440
34.13	4965	64464	91688	161117	126109
34.14	308	8884	23301	32493	86681
34.15	11166(46)	D (41)	16970	25983	137981
34.16	11429(46)	D (41)	7909	18992	47483
34.17	11932	48523(32)	28683(47)	82850	73541
34.18	1486(38)	9408	13638(47)	17052	34589
34.19	10588	45307(32)	73707(47)	102901	126208
34.20	10973	128861	98694	238528	276694
34.21	15886	103319	106456	225661	216471
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL					
35.01	4984	134792(32)	177179(47)	282211	143562
35.02	34343	268124(32)	254038(47)	475242	592891
35.03	39525(38)	285254(32)	238185	546248	788959
35.04	29263	61135(32)	71798(47)	140848	107059
35.05	27792	390944(32)	237364(47)	414367	1037147
35.06	3367	64242(32)	121999(47)	169497	132708
35.07	5525	104183(32)	80309(47)	174733	142048
35.08	D (5)	D (5)	D (5)	126137(23)	D (5)

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 34.09 THROUGH 35.08.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)					
34.09	D (39)	D (33)	3985	5299	24979
34.10	D (39)	D (33)	5670	5681	31034
34.11	548	1018	21973	23539	110145
34.12	140	866	16155	17141	70299
34.13	538	76	10022	10636	115473
34.14	229	1377	5832	7438	79243
34.15	D (39)	D (35)	20016	24169	113812
34.16	D (39)	D (35)	5691	7037	40446
34.17	-	D (33)	D (48)	5288	67253
34.18	D (39)	473	D (48)	7953	26636
34.19	215	D (33)	D (48)	25916	99292
34.20	4445	53228	48538	106211	170483
34.21	462	7096	16867	24425	192046
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL					
35.01	728	D (33)	D (48)	35472	108090
35.02	642	D (33)	D (48)	80905	511986
35.03	D (39)	D (33)	101067	117783	671176
35.04	1295	D (33)	D (48)	22643	84416
35.05	3353	D (33)	D (48)	245083	792064
35.06	386	D (33)	D (48)	20497	112211
35.07	524	D (33)	D (48)	15808	126240
35.08	D (5)	-	D (5)	D (26)	9706

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 34.09 THROUGH 35.08.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. DEPL. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)						
34.09	D (5)	D (5)	72874(55)	30741	142688(51)	188128
34.10	101389	41707	59682	77932	70232	207846
34.11	1073458	527912	545546	643606	1103997	2293149
34.12	420623	193145	227478	261879	262786	752143
34.13	487357	279413	207944	226659	181015	613618
34.14	294098	161168	132930	117563	118838	369331
34.15	356225	198283	157942	103769	143384	410095
34.16	130474	68994	61480	62744	30605	154829
34.17	183885(59)	99199(57)	84686(55)	111441	153266(51)	279721
34.18	97167	42407	54760	19876	36070	110706
34.19	406559	256033	150526	300031	258099	708656
34.20	679226	295655	383571	459492	268741	1111804
34.21	679379	347921	331458	423647	289658	1044763
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL						
35.01	1308369(59)	720775(57)	587594(55)	630899	801119(51)	1707451
35.02	2330539(59)	937769(57)	1392770(55)	1025825	973780(51)	3120784
35.03	1789138	830518	958620	1155188	1015343	3129151
35.04	304961	129940	175021	291060	262812	728893
35.05	2841384	1194080	1647304	1680463	677229	4005016
35.06	283486	101625	181861	295783	271669	750313
35.07	393837	111325	282512	353515	342425	978452
35.08	181824(59)	75050(57)	106774(55)	194064	133042(51)	421585

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 34.09 THROUGH 35.08.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS	33. MATERIALS USED	34. DEPR. & AMORT. ON PLANT, PROPERTY & EQUIPMENT	35. R & D BILLED TO FEDERAL GOVERNMENT	36. R & D BILLED TO OTHER OUTSIDERS	37. COST OF COMPANY R & D
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)

MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)

34.09	178833	257486	6735	D (S)	-	D (S)
34.10	83257	229368	5600	-	-	675
34.11	692548	1177470	54533	22044	D (S)	98395
34.12	234701	875342	26638	-	-	4888
34.13	279332	446613	26924	-	D (S)	7014
34.14	204724	399883	18588	-	D (S)	2633
34.15	282603	566758	20524	-	D (S)	4431
34.16	81438	154269	7886	-	-	3500
34.17	137015	249537	8845	-	D (S)	1613
34.18	39342	73004	7686	-	-	1614
34.19	410908	501538	32473	59628	D (S)	22170
34.20	541641	746306	41309	D (S)	D (S)	19854
34.21	379915	1128071	35007	D (S)	-	13401

MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL

35.01	711922	1047222	78831	15169	7142	114613
35.02	1140474	2884521	159380	D (S)	166	166790
35.03	1569672	3246862	118073	-	D (S)	159127
35.04	196647	677614	20583	-	-	18152
35.05	1539945	4175423	203044	89	507	237709
35.06	229605	479783	14628	D (S)	3595	27486
35.07	263770	492637	20821	-	-	17222
35.08	128470	97348	8278	-	-	D (S)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 34-09 THROUGH 35-08.
 SUPPLEMENTARY DATA - PAGE 2 OF 6.

	38.	39.	40.	41.	42.	43.
	REVENUES	REVENUES	LIFO	FIFO	AVERAGE	OTHER
	WITH	WITH	INVENTORY	INVENTORY	INVENTORY	INVENTORY
	FREIGHT	FREIGHT	VALUATION	VALUATION	VALUATION	VALUATION
	INCLUDED	EXCLUDED				
	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)

34-09	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
34-10	N/A(61)	N/A(61)	20-30	70-80	0-10	-
34-11	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
34-12	N/A(61)	N/A(61)	60-70	20-30	0-10	0-10
34-13	N/A(61)	N/A(61)	30-40	50-60	0-10	0-10
34-14	N/A(61)	N/A(61)	50-60	30-40	0-10	0-10
34-15	N/A(61)	N/A(61)	60-70	30-40	0-10	-
34-16	N/A(61)	N/A(61)	70-80	-	0-10	20-30
34-17	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
34-18	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
34-19	N/A(61)	N/A(61)	50-60	0-10	10-20	20-30
34-20	N/A(61)	N/A(61)	40-50	30-40	10-20	0-10
34-21	N/A(61)	N/A(61)	40-50	40-50	0-10	0-10

MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL

35-01	N/A(61)	N/A(61)	70-80	0-10	10-20	-
35-02	N/A(61)	N/A(61)	80-90	10-20	0-10	0-10
35-03	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
35-04	N/A(61)	N/A(61)	40-50	40-50	10-20	-
35-05	N/A(61)	N/A(61)	60-70	20-30	10-20	0-10
35-06	N/A(61)	N/A(61)	50-60	40-50	-	-
35-07	N/A(61)	N/A(61)	70-80	20-30	-	0-10
35-08	N/A(61)	N/A(61)	D (5)	D (5)	-	-

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 34.09 THROUGH 35.08.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

44. STRAIGHT LINE
 45. SUM OF YEARS DIGITS
 46. DOUBLE DECLINING BALANCE
 47. OTHER
 48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS
 49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO

MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)

34.09	90-100	0-10	0-10	0-10	0-10	D (S)	D (S)
34.10	80-90	10-20	0-10	0-10	0-10	40-50	30-40
34.11	D (S)	D (S)	D (S)	D (S)	D (S)	30-40	30-40
34.12	90-100	0-10	0-10	0-10	0-10	40-50	30-40
34.13	70-80	0-10	10-20	0-10	0-10	30-40	20-30
34.14	70-80	0-10	20-30	0-10	0-10	40-50	20-30
34.15	90-100	0-10	0-10	0-10	-	20-30	30-40
34.16	90-100	0-10	-	-	-	40-50	20-30
34.17	90-100	0-10	0-10	0-10	-	30-40	20-30
34.18	40-60	0-20	20-40	0-10	-	40-50	30-40
34.19	80-90	0-10	0-10	0-10	0-10	30-40	30-40
34.20	70-80	0-10	20-30	0-10	0-10	40-50	20-30
34.21	80-90	0-10	0-10	0-10	0-10	30-40	20-30

MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL

35.01	D (S)	30-40	30-40				
35.02	D (S)	50-60	20-30				
35.03	80-90	0-10	0-10	0-10	-	50-60	10-20
35.04	80-90	0-10	0-10	0-10	-	50-60	20-30
35.05	D (S)	40-50	10-20				
35.06	70-80	10-20	0-10	0-10	0-10	50-60	10-20
35.07	70-80	10-20	0-10	0-10	0-10	60-70	10-20
35.08	80-90	0-10	0-10	0-10	-	40-50	20-30

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 34-09 THROUGH 35-08.
 SUPPLEMENTARY DATA - PAGE 4 OF 4.

	50- PLANT, PROP. & EQUIPMENT ACQD 10-20 YEARS AGO (X)	51- PLANT, PROP. & EQUIPMENT ACQD 20+ YEARS AGO (X)	52- MARKET PRICE TRANSFER VALUATION (X)	53- COST PLUS MARK-UP TRANSFER VALUATION (X)	54- COST TRANSFER VALUATION (X)	55- OTHER TRANSFER VALUATION (X)
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)						
34.09	D (S)	D (S)	80-90	10-20	-	-
34.10	10-20	0-10	D (S)	D (S)	0 (S)	-
34.11	10-20	0-10	80-90	10-20	0-10	0-10
34.12	10-20	10-20	50-60	40-50	0-10	-
34.13	20-30	10-20	D (S)	D (S)	D (S)	D (S)
34.14	10-20	10-20	40-50	50-60	0-10	-
34.15	20-30	20-30	0-10	90-100	0-10	-
34.16	20-30	10-20	90-100	0-10	-	-
34.17	10-20	10-20	80-90	10-20	-	-
34.18	20-30	0-10	40-60	0-20	20-40	-
34.19	20-30	10-20	D (S)	D (S)	D (S)	D (S)
34.20	10-20	0-10	40-50	30-40	10-20	0-10
34.21	20-30	10-20	0-10	10-20	70-80	-
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL						
35.01	10-20	10-20	80-90	0-10	0-10	0-10
35.02	10-20	0-10	D (S)	D (S)	-	0 (S)
35.03	10-20	10-20	0-10	20-30	20-30	50-60
35.04	10-20	0-10	50-60	10-20	0-10	30-40
35.05	10-20	10-20	0-10	80-90	0-10	0-10
35.06	10-20	10-20	20-40	40-60	0-20	0-20
35.07	0-10	0-10	40-50	50-60	0-10	-
35.08	20-30	0-10	90-100	0-10	0-10	-

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 34.09 THROUGH 35.08.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 34 - FABRICATED METAL PRODUCTS (CONT.)				
34.09	3441	14.0	94.0	87.7
34.10	3442	14.3	96.2	81.3
34.11	3443	47.5	99.0	93.9
34.12	3444, 5, 8, 9	19.5	96.4	82.5
34.13	345	23.3	95.3	92.6
34.14	3462, 3	23.3	98.9	94.4
34.15	3465	12.0	97.0	66.5
34.16	3466	57.3	93.8	97.5
34.17	3469	12.5	97.9	81.0
34.18	347	6.7	100.0	80.3
34.19	348	58.1	97.1	88.6
34.20	3494	35.8	98.3	91.9
34.21	349, X3494	23.4	93.2	84.7
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL				
35.01	3511	90.4	98.6	91.3
35.02	3519	56.1	95.4	98.9
35.03	3523	70.0	97.8	99.0
35.04	3524	56.3	98.6	97.2
35.05	3531	65.4	98.1	95.8
35.06	3532	59.1	96.6	92.3
35.07	3533	34.3	97.4	97.0
35.08	3534	125.6	98.6	98.9

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-09 THROUGH 35-31.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)							
35-09	406580	7427	11633	-	425640	307332	118308
35-10	137231	3505	1130	-	141866	102491	39375
35-11	1040232	46149	97891	-	1184272	973741	210531
35-12	780772	12766	10676	-	804214	573279	230935
35-13	508025	16633	5443	-	530101	375518	154583
35-14	928417	9539	67106	-	1005062	698411	306651
35-15	604019	51323(8)	14740	D (9)	670082	513025	157057
35-16	350191	7557	24152	-	381900	265070	116830
35-17	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
35-18	261530	33432(12)	D (13)	-	294962	215947	79015
35-19	236766	5751(12)	D (13)	-	242517	174538	67979
35-20	458897	8216	41112	-	508225	363861	144364
35-21	1046365	65185	28579	-	1142129	848020	294109
35-22	1603776	31343	46920	-	1682039	1214627	467412
35-23	1509238(21)	D (17)	D (15)	-	1509238	1220577	288661
35-26	1023147	124852	49481	-	1197480	885647	311833
35-25	472261	9019	5379	-	486659	362615	124044
35-26	430623	10503	4434	-	445560	304489	141071
35-27	142904	14193(12)	D (13)	-	157097	114418	42679
35-28	832528	157817	55805(6)	D (7)	1046150	804367	241783
35-29	251880	2572	12962	-	267414	189527	77887
35-30	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35-31	12179836	200311	1395753	-	13775900	6679570	7096330

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35.09 THROUGH 35.31.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBU- TION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)					
35.09	3338	34822	28103	66263	52045
35.10	1144(38)	11746	11984(47)	23626	15749
35.11	4716	83759	41070	129545	80986
35.12	4249	80812	44814	129875	101060
35.13	2522	38844	46452	87818	66765
35.14	15704	76252	51005	142961	163690
35.15	2944	44569	26416	73929	83128
35.16	1554	46559	15048	63161	53669
35.17	D (2)	D (2)	D (2)	D (2)	D (2)
35.18	5210(38)	19187(32)	17290	30829	48186
35.19	994(38)	14025(32)	12606(47)	27625(23)	D (5)
35.20	2721(38)	46248(32)	61473	110276	34088
35.21	4781	77586	65962	148329	145780
35.22	7267	117333	130658	255258	212154
35.23	4158	47015	102044	153217	135444
35.24	4267	82138(32)	95829(47)	142268	169565
35.25	2964(38)	43636(32)	22880	57937	66107
35.26	2608	29623(32)	32122(47)	51535	89536
35.27	769(38)	7686	12496(47)	15305	27374
35.28	3302	46101	48070	97473	144310
35.29	2448	23068	13655	39171	38716
35.30	D (4)	D (4)	D (4)	D (4)	D (4)
35.31	69468(38)	1818301	2189977(47)	3438406	3657924

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 35-09 THROUGH 35-31.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
35-09	276	172	6932	5380	46665
35-10	0 (39)	-	D (48)	1248	14501
35-11	714	9621	23293	33628	47358
35-12	1138	9254	4801	15193	85867
35-13	341	2779	5824	8944	57821
35-14	4213	15740	12107	32060	131630
35-15	433	5153	11433	17019	66109
35-16	213	4937	9498	16668	39021
35-17	D (2)	D (2)	D (2)	D (2)	D (2)
35-18	D (39)	D (33)	9668	20526	27660
35-19	D (39)	D (33)	D (48)	D (24)	40354
35-20	D (39)	D (33)	5906	6072	28016
35-21	602	3273	24022	27897	117883
35-22	845	6486	12794	20125	192029
35-23	721	4346	5368	10435	125009
35-24	369	D (33)	D (48)	40335	129230
35-25	D (39)	D (33)	13430	24973	41134
35-26	533	D (33)	D (48)	13351	76185
35-27	D (39)	4980	D (48)	10626	16748
35-28	978	5695	13456	20129	124181
35-29	446	155	5437	6038	32678
35-30	D (4)	D (4)	D (4)	D (4)	D (4)
35-31	D (39)	355534	D (48)	994874	2663050

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-09 THROUGH 35-31.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUML. DEPR. DEPL. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)						
35.09	87289	39089	48200	69020	67226	184446
35.10	41794	17033	24761	24034	20691	69486
35.11	386459	175248	211211	291749	120678	623638
35.12	300728	179361	121357	222359	229061	572787
35.13	194703	104960	89743	109315	95146	294204
35.14	278494	134664	143830	210735	271176	625741
35.15	236179	143732	92447	128532	131498	352477
35.16	126267	61157	65110	127731	42893	235734
35.17	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
35.18	90538(59)	29871(57)	60667(55)	41422	121405(51)	246354(49)
35.19	67358	32639	34719	134873(63)	D (64)	169592
35.20	155016	83980	71036	152385	140656	364077
35.21	283797	127756	156041	258340	201883	616264
35.22	602867	280437	322430	438909	269596	1030935
35.23	938084	555058	383026	368224	139017	890267
35.24	305769	143055	162714	312581	414960	890255
35.25	119375	63803(57)	D (5)	64086	113681	241298
35.26	258884(59)	119629(57)	D (5)	102617	74438	302570
35.27	23315	13118	10197	54135(53)	12131	57351
35.28	453459	259877	193582	199260	88864	481706
35.29	96833	46792	50041	49987	59928	159956
35.30	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35.31	10182561	5557762	4624799	1853937	2253394	8732130

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35.09 THROUGH 35.31.
 ASSET DATA - PAGE 2 OF 2.

	25.	26.	27.	28.	29.	30.	31.
	GROSS PLANT PROPERTY & EQUIPMENT - NON-TRACEABLE (\$000)	ACCUMUL. DEPR. & AMORT. - NON-TRACEABLE (\$000)	NET PLANT PROPERTY & EQUIPMENT - NON-TRACEABLE (\$000)	INVEN- TORIES - NON-TRACEABLE (\$000)	ALL OTHER ASSETS - NON-TRACEABLE (\$000)	TOTAL NON- TRACEABLE ASSETS (\$000)	TOTAL ASSETS (\$000)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)							
35.09	6589	2088	4501	1980	66081	72562	257008
35.10	2165	1001	1164	-	13394	14558	84044
35.11	17010	7410	9600	128	50905	60633	684271
35.12	14735	4592	10143	12564	44467	67174	639961
35.13	6214	2819	3395	1405	41941	46741	340945
35.14	24692	9066	15626	24726	97122	137474	763215
35.15	37765	16867	20898	30764	98324	149986	502463
35.16	13258	5574	7684	2148	54295	64127	299861
35.17	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
35.18	D (60)	D (58)	D (56)	22860	D (52)	D (50)	246354
35.19	4220	1935	2285	11194(65)	D (66)	13479	183071
35.20	7155	3111	4044	-464	50352	53932	418009
35.21	33181	10413	22768	5487	82988	111263	727507
35.22	10401	4040	6361	315	102669	109345	1140280
35.23	23952	12644	11308	-2983	196214	104539	994806
35.24	11050	3337	7713	-12	45841	53542	943797
35.25	20599	D (58)	D (5)	6388	60519	79547	320845
35.26	D (60)	D (58)	D (5)	19255	34452	67447	370017
35.27	18047	8675	9372	D (54)	25752	54236	111587
35.28	33537	13774	19763	15925	44347	80035	561741
35.29	8925	5125	3800	2	17796	21598	181554
35.30	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35.31	1144167	468577	675590	66246	3964759	4706595	13438725

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 35-09 THROUGH 35-31.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS (\$000)	33. MATERIALS USED (\$000)	34. DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT (\$000)	35. R & D BILLED TO FEDERAL GOVERNMENT (\$000)	36. R & D BILLED TO OTHER OUTSIDERS (\$000)	37. COST OF COMPANY R & D (\$000)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)						
35.09	98201	163070	4521	D (5)	-	10384
35.10	30476	60588	2244	-	-	2093
35.11	260414	632641	26220	D (5)	D (5)	33737
35.12	282679	277798	15694	-	D (5)	19216
35.13	157364	161947	14394	-	D (5)	4329
35.14	252641	398101	21153	-	D (5)	19200
35.15	183480	273040	14060	-	D (5)	8500
35.16	96463	129851	6385	-	D (5)	6965
35.17	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
35.18	57314	132819	6267	-	-	4099
35.19	52166	105767	4068	-	-	2277
35.20	113822	209584	8717	-	D (5)	12960
35.21	255394	435168	19509	D (5)	1923	28453
35.22	423667	617752	40093	-	2711	38574
35.23	539785	472737	58676	-	D (5)	20581
35.24	268480	536204	20010	-	191	31361
35.25	108234	215208	6686	D (5)	1992	6334
35.26	114956	148429	12363	-	-	4699
35.27	45329	62613	2072	D (5)	D (5)	2099
35.28	300646	364724	27406	D (5)	D (5)	17706
35.29	64581	109512	5423	D (5)	-	3970
35.30	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35.31	2219257	2965054	1148076	D (5)	28262	1225728

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-09 THROUGH 35-31.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
(X)	(X)	(X)	(X)	(X)	(X)	(X)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)						
35.09	N/A(61)	N/A(61)	50-60	40-50	0-10	-
35.10	N/A(61)	N/A(61)	50-60	40-50	-	-
35.11	N/A(61)	N/A(61)	50-60	30-40	0-10	0-10
35.12	N/A(61)	N/A(61)	50-60	40-50	0-10	0-10
35.13	N/A(61)	N/A(61)	40-50	40-50	0-10	0-10
35.14	N/A(61)	N/A(61)	50-60	30-40	0-10	10-20
35.15	N/A(61)	N/A(61)	30-40	30-40	10-20	20-30
35.16	N/A(61)	N/A(61)	60-70	0-10	20-30	-
35.17	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
35.18	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	-
35.19	N/A(61)	N/A(61)	0-10	10-20	30-40	40-50
35.20	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)
35.21	N/A(61)	N/A(61)	30-40	40-50	0-10	10-20
35.22	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)
35.23	N/A(61)	N/A(61)	70-80	10-20	0-10	0-10
35.24	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)
35.25	N/A(61)	N/A(61)	30-40	60-70	0-10	-
35.26	N/A(61)	N/A(61)	30-40	40-50	10-20	0-10
35.27	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)
35.28	N/A(61)	N/A(61)	0 (5)	0 (5)	0 (5)	0 (5)
35.29	N/A(61)	N/A(61)	60-70	20-30	0-10	0-10
35.30	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
35.31	N/A(61)	N/A(61)	0-10	20-30	50-60	10-20

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-09 THROUGH 35-31.
 SUPPLEMENTARY DATA - PAGE 3 OF 6.

	44. STRAIGHT LINE	45. SUM OF YEARS DIGITS	46. DOUBLE DECLINING BALANCE	47. OTHER	48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
	DPR./ AMORT. (X)	DPR./ AMORT. (X)	DPR./ AMORT. (X)	DPR./ AMORT. (X)	DPR./ AMORT. (X)	DPR./ AMORT. (X)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)						
35.09	90-100	0-10	0-10	0-10	40-50	20-30
35.10	80-90	-	10-20	-	30-40	40-50
35.11	D (5)	D (5)	D (5)	D (5)	50-60	30-40
35.12	80-90	0-10	10-20	-	30-40	20-30
35.13	70-80	20-30	0-10	0-10	30-40	30-40
35.14	60-70	0-10	20-30	0-10	50-60	20-30
35.15	80-90	0-10	0-10	0-10	30-40	20-30
35.16	90-100	0-10	0-10	0-10	30-40	30-40
35.17	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
35.18	80-90	-	10-20	-	50-60	20-30
35.19	80-90	10-20	0-10	-	30-40	20-30
35.20	90-100	0-10	0-10	-	30-40	30-40
35.21	80-90	0-10	0-10	0-10	50-60	20-30
35.22	70-80	20-30	0-10	0-10	40-50	20-30
35.23	D (5)	D (5)	D (5)	D (5)	30-40	20-30
35.24	D (5)	D (5)	D (5)	D (5)	40-50	20-30
35.25	90-100	0-10	0-10	-	30-40	30-40
35.26	80-90	0-10	0-10	0-10	40-50	20-30
35.27	40-50	30-40	20-30	0-10	40-50	20-30
35.28	50-60	0-10	10-20	20-30	30-40	20-30
35.29	60-70	10-20	10-20	-	30-40	20-30
35.30	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35.31	30-40	50-60	0-10	0-10	60-70	20-30

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 35-09 THROUGH 35-31.
 SUPPLEMENTARY DATA - PAGE 4 OF 6.

	50. PLANT, PROP. & EQUIPMENT ACQD 10-20 YEARS AGO (X)	51. PLANT, PROP. & EQUIPMENT ACQD 20 + YEARS AGO (X)	52. MARKET PRICE TRANSFER VALUATION (X)	53. COST PLUS MARK-UP TRANSFER VALUATION (X)	54. COST TRANSFER VALUATION (X)	55. OTHER TRANSFER VALUATION (X)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)						
35-09	10-20	10-20	D (5)	D (5)	-	0 (5)
35-10	10-20	0-10	-	100	-	-
35-11	10-20	0-10	0-10	80-90	-	0-10
35-12	20-30	20-30	50-60	30-40	0-10	-
35-13	10-20	0-10	80-90	10-20	-	-
35-14	10-20	0-10	60-70	20-30	0-10	-
35-15	20-30	10-20	70-80	10-20	0-10	10-20
35-16	10-20	10-20	20-40	60-80	0-20	0-20
35-17	D (2)	D (2)	D (2)	D (2)	0 (2)	0 (2)
35-18	10-20	0-10	D (5)	D (5)	0 (5)	-
35-19	30-40	0-10	-	90-100	0-10	-
35-20	20-30	10-20	40-50	30-40	10-20	-
35-21	20-30	0-10	40-50	10-20	30-40	0-10
35-22	10-20	0-10	30-40	50-60	0-10	0-10
35-23	20-30	10-20	80-90	10-20	-	-
35-24	20-30	10-20	50-60	20-30	10-20	0-10
35-25	10-20	10-20	D (5)	D (5)	D (5)	D (5)
35-26	20-30	0-10	D (5)	D (5)	-	D (5)
35-27	20-30	10-20	D (5)	D (5)	0 (5)	-
35-28	20-30	10-20	30-40	60-70	0-10	-
35-29	20-30	10-20	60-70	0-10	20-30	-
35-30	D (4)	D (4)	0 (4)	D (4)	D (4)	D (4)
35-31	0-10	0-10	10-20	70-80	10-20	0-10

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35.09 THROUGH 35.31.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
35.09	3535	25.3	95.5	91.8
35.10	3536	15.7	98.8	61.9
35.11	3537	65.8	98.2	97.4
35.12	3541	31.4	93.4	94.1
35.13	3545	23.7	95.5	87.6
35.14	3546	67.2	97.4	94.8
35.15	3542, 4, 7, 9	9.8	97.2	69.2
35.16	3551	24.2	97.1	85.1
35.17	3552	D (2)	D (2)	D (2)
35.18	3553	53.9	99.6	91.4
35.19	3554	34.7	100.0	86.9
35.20	3555	39.5	97.8	89.8
35.21	3559	33.0	96.3	83.8
35.22	3561	47.7	97.2	95.9
35.23	3562	61.7	98.8	99.8
35.24	3563	62.3	98.8	97.2
35.25	3564	34.2	99.5	91.7
35.26	3566	37.1	96.3	89.4
35.27	3567	22.2	98.0	76.6
35.28	3568	61.1	99.6	95.3
35.29	3565, 9	8.6	98.4	58.7
35.30	3572	D (4)	D (4)	D (4)
35.31	3573	108.7	94.8	99.4

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**MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 35.32 THROUGH 36.14.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.**

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)							
35.32	670614	37014	65433	-	773061	472370	308691
35.33	195403	3997(12)	0 (13)	-	199480	131802	67598
35.34	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
35.35	3498922	141786	89204	-	3729912	3006323	723589
35.36	602635	11278	16838	-	630751	435228	195523
35.37	679760	33563	3025	-	716348	558334	158014
35.51	1710964	15717	110609	-	1837290	765514	1071776
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT							
36.01	1267459	166037	10842	-	1444338	1177537	266801
36.02	1727079	243319	83844(6)	0 (7)	2054242	1517997	536245
36.03	2121221	309732	21348	-	2452301	1928753	523548
36.04	800857	202623	34748	-	1038228	789614	248614
36.05	291601	9692(12)	0 (13)	-	301293	234736	66557
36.06	674497(21)	0 (17)	0 (15)	-	674497	502095	172402
36.07	171194	28961	5122	-	205277	167670	37607
36.08	1252777	25661	6408(6)	0 (7)	1284846	976566	308280
36.09	1971065	223680	27346(6)	0 (7)	222091	1815586	406505
36.10	1383980(22)	0 (17)	0 (15)	0 (11)	1383980	1078636	305344
36.11	682855	27786(12)	0 (13)	-	710641	384864	325777
36.12	2264572	159341	96486(6)	0 (7)	2520399	1864407	653992
36.13	1509043	109243	78229(6)	0 (7)	1696515	1142625	553890
36.14	642022	22531	3268	-	667821	488412	179409

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-32 THROUGH 36-14.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

9.	10.	11.	12.	13.
MEDIA	OTHER	GENERAL	TOTAL	CONTRIBU-
ADVERTISING	SELLING	AND ADMIN.	TRACEABLE	TION
EXPENSE -	EXPENSE -	EXPENSE -	EXPENSE	MARGIN
TRACEABLE	TRACEABLE	TRACEABLE		
(\$000)	(\$000)	(\$000)	(\$000)	(\$000)

MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)

35-32	15658(38)	169616(32)	52719	251878(23)	D (5)
35-33	1223(38)	25295(32)	10512	32060	35538
35-34	D (4)	D (4)	D (4)	D (4)	D (4)
35-35	47830	193198(32)	208080(47)	411539	312050
35-36	7078	73406(32)	55298(47)	120643	74880
35-37	2225	18554	33991	54770	103244
35-51	18814(38)	447615(32)	340663(47)	807092(23)	D (5)

MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT

36-01	3121	53486	90624	147231	119570
36-02	7014	153470(32)	166103(47)	254457	281788
36-03	3999	116410(32)	155247(47)	222919	300629
36-04	4627	91111(32)	67428(47)	132565	116049
36-05	2209	18050	19014	39273	27284
36-06	1460(38)	23801	49789(47)	58954	113448
36-07	742	11023(32)	25816(47)	35142	1465
36-08	45367(38)	67806(32)	89861	200986	107294
36-09	23073(38)	84653(32)	149745	250221	156284
36-10	16843(38)	60859(32)	100309	175843	129501
36-11	24022	138578	69243	231843	93934
36-12	131035	135833	146780	413648	242344
36-13	27732(38)	166612	97111(47)	267795	286095
36-14	7658	74854(32)	47162(47)	114766	66643

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA -
INDUSTRY CATEGORIES 35-32 THROUGH 36-14.
PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
35.32	D (39)	D (33)	16885	D (26)	45813
35.33	D (39)	D (33)	4769	9739	25799
35.34	D (4)	D (4)	D (4)	D (4)	D (4)
35.35	838	D (33)	D (48)	38407	273643
35.36	252	D (33)	D (48)	15391	59489
35.37	398	400	7658	8456	94788
35.51	D (39)	D (33)	D (48)	D (26)	266684

MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)

MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT

36.01	652	4166	10747	15545	104025
36.02	4964	D (33)	D (48)	77094	204694
36.03	1017	D (33)	D (48)	53754	246875
36.04	1781	D (33)	D (48)	32382	83667
36.05	148	-	7616	7764	19520
36.06	D (39)	870	D (48)	16966	96482
36.07	136	D (33)	D (48)	1575	-110
36.08	D (39)	D (33)	8315	10363	96931
36.09	D (39)	D (33)	17228	24478	131806
36.10	D (39)	D (33)	5829	7997	121504
36.11	-	-	1366	1366	92568
36.12	2629	12452	41460	56541	185803
36.13	D (39)	1339	D (48)	26999	261096
36.14	665	D (33)	D (48)	15573	49070

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35.32 THROUGH 36.14.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)						
35.32	339556(59)	163303(57)	176253(55)	90484	413742(51)	775017(49)
35.33	41013	17448	23565	46503	70275	140343
35.34	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35.35	966960	430295	536665	760527	748621	2045813
35.36	108640	51828	56812	118572	124797	300181
35.37	313770	169324	144446	123887	185777	454110
35.51	1178846(59)	543700(57)	635146(55)	266076	908019(51)	1833193(49)
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT						
36.01	585354	354449	230905	207364	235463	673732
36.02	502023	269136	232887	292518	339596	865001
36.03	933769(59)	501663(57)	432106(55)	304512	561194(51)	1003051
36.04	249825	120874	128951	165366	176758	471075
36.05	60302	26912(57)	D (5)	59609	32145	126383
36.06	575593	299555	276038	182843	55064	513945
36.07	71513(59)	36600(57)	34913(55)	29412	88725(51)	87844
36.08	307082	167375	139797	216003	270879	626589
36.09	529595(59)	265346(57)	264249(55)	316483	470349(51)	922201
36.10	306885(59)	162500(57)	144385(55)	160302	233772(51)	479651
36.11	176280	89068	87212	103333	135002	325547
36.12	586533	335419	251114	394016	389883	1035013
36.13	949832(59)	528741(57)	421091(55)	223287	483543(51)	961889
36.14	133655	72407	61248	128236	93690	283174

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-32 THROUGH 36-14.
 ASSET DATA - PAGE 2 OF 2.

	25.	26.	27.	28.*	29.	30.	31.
	GROSS PLANT PROPERTY & EQUIPMENT - NON-	ACCUMUL. DEPR. DEPL. & AMORT. - NON-	NET PLANT PROPERTY & EQUIPMENT - NON-	INVEN- TORIES - NON-	ALL OTHER ASSETS - NON-	TOTAL NON- TRACEABLE ASSETS	TOTAL ASSETS
	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)							
35.32	0 (60)	0 (58)	0 (56)	94538	0 (52)	0 (50)	775017
35.33	5321	1945	3376	145	27324	30845	171188
35.34	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
35.35	61761	26687	35074	7860	272221	315155	2360968
35.36	7260	2628	4632	156	50705	55493	355674
35.37	5949	2746	3203	-9	51856	55050	509160
35.51	0 (60)	0 (58)	0 (56)	23952	0 (52)	0 (50)	1833193

MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT

36.01	7202	2877	4325	4207	142129	150661	824393
36.02	47201	17030	30171	16800	220126	265097	1130098
36.03	0 (60)	0 (58)	0 (56)	71985	0 (52)	366746	1369797
36.04	11972	3247	8725	8786	116816	134327	605402
36.05	4151	0 (58)	0 (5)	46	31830	34788	161171
36.06	9792	4705	5087	107	29741	34935	548880
36.07	0 (60)	0 (58)	0 (56)	-173	0 (52)	65033	152877
36.08	12394	5476	6918	6746	61753	75417	702006
36.09	0 (60)	0 (58)	0 (56)	-2941	0 (52)	125939	1048140
36.10	0 (60)	0 (58)	0 (56)	-1662	0 (52)	57146	536797
36.11	5002	1868	3134	27	37213	40374	365921
36.12	63566	29455	34111	25583	272873	332567	1367580
36.13	0 (60)	0 (58)	0 (56)	526	0 (52)	166558	1128447
36.14	21180	9320	11860	7815	46642	66317	349491

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35.32 THROUGH 36.14.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS (\$000)	33. MATERIALS USED (\$000)	34. DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT (\$000)	35. R & D BILLED TO FEDERAL GOVERNMENT (\$000)	36. R & D BILLED TO OTHER OUTSIDERS (\$000)	37. COST OF COMPANY R & D (\$000)
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MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)

35.32	173901	260691	32582	-	D (5)	56381
35.33	83741	57363	3710	-	-	5190
35.34	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35.35	734982	2197695	64183	D (5)	1519	55145
35.36	134395	268908	6537	D (5)	D (5)	14449
35.37	218345	275727	18122	D (5)	D (5)	6451
35.51	273812	290017	106595	-	-	77695

MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT

36.01	329030	549836	31678	D (5)	4556	19536
36.02	574964	816956	27863	D (5)	8281	37141
36.03	726702	1084469	56651	D (5)	D (5)	28237
36.04	290927	404436	15753	D (5)	D (5)	23770
36.05	46579	118302	4404	-	-	3650
36.06	134374	292695	27156	1281	D (5)	14388
36.07	69067	94829	4320	D (5)	D (5)	D (5)
36.08	222486	659389	18824	-	D (5)	23632
36.09	434925	1293389	40034	-	D (5)	20189
36.10	235051	770561	25143	-	D (5)	13710
36.11	117382	243433	13277	-	-	6559
36.12	439615	1126325	47987	-	D (5)	40120
36.13	451981	666383	45951	-	-	D (5)
36.14	153265	340143	13615	-	-	3334

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-32 THROUGH 36-14.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)						
35-32	N/A(61)	N/A(61)	-	50-60	30-40	10-20
35-33	N/A(61)	N/A(61)	70-80	20-30	-	-
35-34	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35-35	N/A(61)	N/A(61)	40-50	40-50	0-10	0-10
35-36	N/A(61)	N/A(61)	60-70	20-30	0-10	0-10
35-37	N/A(61)	N/A(61)	20-30	60-70	10-20	0-10
35-51	N/A(61)	N/A(61)	0-10	40-50	40-50	0-10
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT						
36-01	N/A(61)	N/A(61)	60-70	30-40	0-10	-
36-02	N/A(61)	N/A(61)	60-70	30-40	0-10	0-10
36-03	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
36-04	N/A(61)	N/A(61)	70-80	20-30	0-10	-
36-05	N/A(61)	N/A(61)	D (5)	-	-	D (5)
36-06	N/A(61)	N/A(61)	90-100	0-10	0-10	-
36-07	N/A(61)	N/A(61)	80-90	10-20	0-10	-
36-08	N/A(61)	N/A(61)	40-50	40-50	10-20	-
36-09	N/A(61)	N/A(61)	70-80	20-30	0-10	-
36-10	N/A(61)	N/A(61)	90-100	0-10	-	-
36-11	N/A(61)	N/A(61)	60-70	30-40	-	-
36-12	N/A(61)	N/A(61)	30-40	40-50	0-10	0-10
36-13	N/A(61)	N/A(61)	40-50	50-60	-	-
36-14	N/A(61)	N/A(61)	30-40	30-40	10-20	10-20

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-32 THROUGH 36-14.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

	44. STRAIGHT LINE	45. SUM OF YEARS DIGITS	46. DOUBLE DECLINING BALANCE	47. OTHER	48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
	DPR./ AMORT. (X)	DPR./ AMORT. (X)	DPR./ AMORT. (X)	DPR./ AMORT. (X)	(X)	(X)
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)						
35-32	D (5)	D (5)	D (5)	D (5)	60-70	20-30
35-33	90-100	0-10	0-10	0-10	50-60	10-20
35-34	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
35-35	80-90	10-20	0-10	0-10	40-50	30-40
35-36	70-80	20-30	0-10	0-10	30-40	20-30
35-37	90-100	0-10	0-10	0-10	30-40	20-30
35-51	20-30	50-60	10-20	0-10	60-70	10-20
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT						
36-01	30-40	60-70	0-10	-	30-40	20-30
36-02	50-60	40-50	0-10	0-10	40-50	20-30
36-03	40-50	40-50	10-20	0-10	30-40	20-30
36-04	50-60	40-50	0-10	0-10	40-50	20-30
36-05	80-90	0-10	0-10	0-10	20-30	20-30
36-06	80-90	0-10	10-20	-	30-40	20-30
36-07	30-40	60-70	0-10	-	40-50	20-30
36-08	20-30	40-50	10-20	0-10	30-40	30-40
36-09	D (5)	D (5)	D (5)	D (5)	40-50	20-30
36-10	D (5)	D (5)	-	D (5)	30-40	30-40
36-11	70-80	0-10	10-20	-	50-60	20-30
36-12	60-70	20-30	0-10	0-10	30-40	30-40
36-13	D (5)	D (5)	D (5)	D (5)	30-40	20-30
36-14	40-50	20-30	20-30	0-10	40-50	20-30

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35-32 THROUGH 36.14.
 SUPPLEMENTARY DATA - PAGE 4 OF 6.

50-	51-	52-	53-	54-	55-
PLANT, & EQUIPMENT ACQD 10-20 YEARS AGO (X)	PLANT, PROP., & EQUIPMENT ACQD 20+ YEARS AGO (X)	MARKET PRICE TRANSFER VALUATION (X)	COST PLUS MARK-UP TRANSFER VALUATION (X)	COST TRANSFER VALUATION (X)	OTHER TRANSFER VALUATION (X)

MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)

35.32	0-10	0-10	50-60	40-50	-	-
35.33	10-20	10-20	0 (5)	0 (5)	-	-
35.34	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
35.35	10-20	0-10	30-40	30-40	20-30	0-10
35.36	20-30	10-20	40-50	20-30	30-40	-
35.37	10-20	10-20	0 (5)	0 (5)	0 (5)	0 (5)
35.51	10-20	0-10	-	80-90	10-20	-

MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT

36.01	20-30	10-20	90-100	0-10	0-10	0-10
36.02	20-30	10-20	60-70	10-20	0-10	10-20
36.03	10-20	10-20	70-80	20-30	0-10	0-10
36.04	20-30	10-20	0 (5)	0 (5)	0 (5)	0 (5)
36.05	20-30	10-20	80-90	10-20	0-10	-
36.06	20-30	10-20	50-60	0-10	30-40	0-10
36.07	20-30	0-10	0 (5)	0 (5)	0 (5)	-
36.08	10-20	10-20	0 (5)	0 (5)	0 (5)	0 (5)
36.09	10-20	10-20	0 (5)	0 (5)	0 (5)	0 (5)
36.10	10-20	10-20	80-90	0-10	0-10	0-10
36.11	10-20	0-10	0 (5)	0 (5)	-	-
36.12	10-20	10-20	30-40	60-70	0-10	0-10
36.13	20-30	10-20	80-100	0-20	0-20	0-20
36.14	10-20	0-10	0 (5)	0 (5)	0 (5)	0 (5)

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 35.32 THROUGH 36.14.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 35 - MACHINERY, EXCEPT ELECTRICAL (CONT.)				
35.32	3574	92.4	98.4	93.5
35.33	3576	60.6	96.6	81.2
35.34	3579	D (4)	D (4)	D (4)
35.35	3585	43.9	98.6	94.0
35.36	358, X1585	24.4	98.4	87.0
35.37	359	9.3	97.1	82.0
35.51		90.9	98.1	97.0
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT				
36.01	3612	68.2	96.7	98.1
36.02	3613	52.3	95.5	96.2
36.03	3621	49.3	97.0	88.9
36.04	3622	42.7	96.5	88.1
36.05	3623	29.1	93.0	85.7
36.06	3624	101.7	100.0	98.2
36.07	3629	29.3	96.2	81.9
36.08	3631	71.1	98.2	92.6
36.09	3632	110.8	94.4	99.6
36.10	3633	81.5	94.4	98.6
36.11	3635	100.0	95.7	97.9
36.12	3634, 5, 9	53.8	95.1	96.4
36.13	3641	104.1	94.5	100.0
36.14	3645, 6	35.0	98.7	96.1

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 36.15 THROUGH 37.05.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)							
36.15	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
36.16	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.17	2525568	68064	60312(6)	D (7)	3053944	2517664	536280
36.18	832182(22)	D (17)	D (15)	D (11)	832182	568028	264154
36.19	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.20	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.21	431338	63392	46805	-	541535	418099	123436
36.22	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
36.23	1322440	207679	336310	-	1866429	1496052	370377
36.24	1653942	185846	100354	-	1940142	1473494	466648
36.25	1317281(22)	D (17)	D (15)	D (11)	1317281	1091721	225560
36.26	540768	41702(12)	D (13)	-	582470	389750	192720
36.27	716596	29813	24196	-	770605	533729	236876
36.28	851933	55125	35174	-	942232	657803	284429
36.51	1016657	67501	28932	-	1113090	823541	289549
36.52	17086878(22)	D (17)	D (15)	D (11)	17086878	12962345	4124533
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT							
37.01	64686846	13011897(18)	D (13)	D (9)	77698743	68666784	9031959
37.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.03	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.04	1121294	12369(18)	D (13)	D (9)	1133663	984915	148748
37.05	7700095	168424	161782	-	8030301	6343694	1686607

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 36.15 THROUGH 37.05.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBUTION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)					
36.15	D (3)	D (3)	D (3)	D (3)	D (3)
36.16	D (4)	D (4)	D (4)	D (4)	D (4)
36.17	106872	136930	135750	379552	156728
36.18	63760	103539	44150	211449	52705
36.19	D (4)	D (4)	D (4)	D (4)	D (4)
36.20	D (4)	D (4)	D (4)	D (4)	D (4)
36.21	2970	30397(32)	41551(47)	65278	58158
36.22	D (2)	D (2)	D (2)	D (2)	D (2)
36.23	10254	101677	169337	281268	89109
36.24	13874	117222	119725	250821	215827
36.25	7342	58690(32)	66608(47)	113883	111677
36.25	18703(38)	41585(32)	34849	94762	97958
36.27	D (5)	D (5)	D (5)	122312	114564
36.28	11431(38)	109223	106050(47)	216583	67846
36.51	7443	89289	49022	145754	143795
36.52	45723	867117	1326079	2238919	1885614
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT					
37.01	534920(38)	889366(32)	890834	2175800	6856159
37.02	D (4)	D (4)	D (4)	D (4)	D (4)
37.03	D (3)	D (3)	D (3)	D (3)	D (3)
37.04	4103(46)	D (41)	22756	26525	122223
37.05	68499	261098	372713	702310	984297

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 36-15 THROUGH 37-05.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)					
36-15	0 (3)	D (3)	D (3)	D (3)	D (3)
36-16	0 (4)	D (4)	D (4)	D (4)	D (4)
36-17	255	5866	28832	34953	121775
36-18	58	135	14007	14200	38505
36-19	0 (4)	D (4)	D (4)	D (4)	D (4)
36-20	0 (4)	D (4)	D (4)	D (4)	D (4)
36-21	42	D (33)	D (48)	9682	48476
36-22	0 (2)	D (2)	D (2)	D (2)	D (2)
36-23	715	3738	29822	34275	54834
36-24	1006	13074	38672	52752	163075
36-25	166	D (33)	D (48)	18923	92754
36-26	D (39)	D (33)	13410	13785	84173
36-27	D (5)	-	D (5)	1876	112688
36-28	0 (39)	3693	D (48)	13814	54032
36-51	1643	15292	19481	36416	107379
36-52	2715	24642	134644	162001	1723613
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT					
37-01	0 (39)	D (33)	477013	616333	6239826
37-02	0 (4)	D (4)	D (4)	D (4)	D (4)
37-03	0 (3)	D (3)	D (3)	D (3)	D (3)
37-04	0 (39)	D (35)	24361	26695	97528
37-05	3032	6825	55655	65512	918785

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 36-15 THROUGH 37.05.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. DEPL. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)						
36.15	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
36.16	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.17	537209	256774	280435	517997	706639	1505071
36.18	126995	53691	73304	55149	434081	562534
36.19	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.20	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.21	269247	186632	82615	113799	182827	379241
36.22	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
36.23	857491	428842	428649	299059	421635	1149343
36.24	735956	384056	351900	361406	295368	1008674
36.25	510463	185851(57)	D (5)	247866	345449(51)	862209
36.26	199350(59)	71373(57)	127977(55)	99319	154940(51)	369451
36.27	217958	96239	121719	144974	179625	445318
36.28	246617	118499(57)	D (5)	213026	252321	596098
36.51	322030	160681	161349	189347	183306	534002
36.52	5572023	2543420	3028603	4400815	3389977	10819395
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT						
37.01	24550815	14490330(57)	D (5)	7804532	10708292(51)	27596957(49)
37.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.03	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.04	135842	84073	51769	198242	94169	344180
37.05	2319055	1054408	1264647	1381324	968048	3614019

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
INDUSTRY CATEGORIES 36.15 THROUGH 37.05.
ASSET DATA - PAGE 2 OF 2.

	25.	26.	27.	28.	29.	30.	31.
	GROSS PLANT PROPERTY & EQUIPMENT - NON-TRACEABLE (\$000)	ACCUMUL. DEPR. DEPL. & AMORT. NON-TRACEABLE (\$000)	NET PLANT PROPERTY & EQUIPMENT - NON-TRACEABLE (\$000)	INVEN- TORIES - NON-TRACEABLE (\$000)	ALL OTHER ASSETS - NON-TRACEABLE (\$000)	TOTAL NON- TRACEABLE ASSETS (\$000)	TOTAL ASSETS
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)							
36.15	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
36.16	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.17	16498	8044	8454	1071	96756	106281	1611352
36.18	21412	8563	12849	-	48064	60913	523447
36.19	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.20	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.21	6852	-209	7061	1174	31786	40021	419262
36.22	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
36.23	20715	6798	13917	978	116935	131830	1281173
36.24	46247	17452	28795	8141	170791	207727	1216601
36.25	2346	D (58)	D (5)	-977	D (52)	57087	919296
36.26	D (60)	D (58)	D (56)	639	D (52)	13424	382875
36.27	3323	1154	2169	-3430	14846	13585	459903
36.28	8216	D (58)	D (5)	5238	58853	69674	665772
36.51	58476	27431	31045	32411	150098	213554	747556
36.52	178641	87440	91201	72179	757015	920395	11739790
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT							
37.01	-206818	D (58)	D (5)	-769560	D (52)	D (50)	27596951
37.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.03	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.04	12449	3966	8483	-481	91586	99588	443768
37.05	92629	35325	57304	9333	396345	462982	4077001

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 36.15 THROUGH 37.05.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS	33. MATERIALS USED	34. DEPR. DEPLE. & AMORT. ON PLANT, PRO-PERTY & EQUIPMENT	35. R & D BILLED TO FEDERAL GOVERNMENT	36. R & D BILLED TO OTHER OUTSIDERS	37. COST OF COMPANY R & D
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)						
36.15	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
36.16	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.17	385538	1661732	31974	-	-	49457
36.18	98847	207502	8821	-	-	2119
36.19	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.20	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
36.21	196488	164298	12480	27322	5998	24144
36.22	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
36.23	534177	582307	87775	15536	17767	114267
36.24	552314	654349	66975	2379	2534	29157
36.25	242302	570593	45874	D (5)	D (5)	14192
36.26	103146	262651	13988	-	-	16236
36.27	186615	348254	11640	-	D (5)	15428
36.28	196140	306240	22089	D (5)	D (5)	34693
36.51	245650	490165	24710	-	529	14062
36.52	6358806	4761224	389551	1185493	48215	834746
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT						
37.01	19425032	50310051	2385317	D (5)	D (5)	1763227
37.02	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.03	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.04	145179	658974	9684	148176	-	8980
37.05	1663613	4079445	146702	-	5400	77651

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 36-15 THROUGH 37-05.
 SUPPLEMENTARY DATA - PAGE 2 OF 6.

38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
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(X) (X) (X) (X) (X) (X)

MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)

36-15	D (3)	D (3)	D (3)	D (3)	D (3)
36-16	D (4)	D (4)	D (4)	D (4)	D (4)
36-17	N/A(61)	N/A(61)	60-70	30-40	0-10
36-18	N/A(61)	N/A(61)	D (5)	D (5)	D (5)
36-19	D (4)	D (4)	D (4)	D (4)	D (4)
36-20	D (4)	D (4)	D (4)	D (4)	D (4)
36-21	N/A(61)	N/A(61)	20-30	30-40	10-20
36-22	D (2)	D (2)	D (2)	D (2)	D (2)
36-23	N/A(61)	N/A(61)	0-10	10-20	40-50
36-24	N/A(61)	N/A(61)	10-20	50-60	10-20
36-25	N/A(61)	N/A(61)	20-30	70-80	-
36-26	N/A(61)	N/A(61)	D (5)	D (5)	-
36-27	N/A(61)	N/A(61)	10-20	80-90	0-10
36-28	N/A(61)	N/A(61)	40-50	40-50	0-10
36-51	N/A(61)	N/A(61)	D (5)	D (5)	D (5)
36-52	N/A(61)	N/A(61)	10-20	50-60	10-20

MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT

37-01	N/A(61)	N/A(61)	90-100	0-10	-
37-02	D (4)	D (4)	D (4)	D (4)	D (4)
37-03	D (3)	D (3)	D (3)	D (3)	D (3)
37-04	N/A(61)	N/A(61)	D (5)	D (5)	D (5)
37-05	N/A(61)	N/A(61)	40-50	30-40	10-20

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 36-15 THROUGH 37-05.
 SUPPLEMENTARY DATA - PAGE 4 OF 4.

50- PLANT, & EQUIPMENT ACQD 10-20 YEARS AGO	51- PLANT, PROP. & EQUIPMENT ACQD 20 YEARS AGO	52- MARKET PRICE TRANSFER VALUATION	53- COST PLUS MARK-UP TRANSFER VALUATION	54- COST TRANSFER VALUATION	55- OTHER TRANSFER VALUATION
(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)

36-15	D (3)	D (3)	D (3)	D (3)	D (3)
36-16	D (4)	D (4)	D (4)	D (4)	D (4)
36-17	10-20	0-10	0-10	20-30	-
36-18	20-30	0-10	90-100	-	0-10
36-19	D (4)	D (4)	D (4)	D (4)	D (4)
36-20	D (4)	D (4)	D (4)	D (4)	D (4)
36-21	30-40	20-30	40-50	20-30	-
36-22	D (2)	D (2)	D (2)	D (2)	D (2)
36-23	10-20	0-10	50-60	0-10	0-10
36-24	10-20	0-10	30-40	30-40	-
36-25	10-20	0-10	-	0-10	90-100
36-26	10-20	0-10	D (5)	D (5)	-
36-27	20-30	0-10	50-60	40-50	-
36-28	10-20	0-10	20-30	0-10	-
36-51	20-30	0-10	40-50	10-20	-
36-52	20-30	0-10	90-100	0-10	0-10

MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT

37-01	20-30	10-20	0-10	0-10	70-80
37-02	D (4)				
37-03	D (3)				
37-04	20-30	10-20	D (5)	D (5)	D (5)
37-05	10-20	10-20	20-30	0-10	10-20

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 36.15 THROUGH 37.05.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 36 - ELECTRIC AND ELECTRONIC EQUIPMENT (CONT.)				
36.15	1 3647	D (3)	D (3)	D (3)
36.15	28 3643,4,8	D (4)	D (4)	D (4)
36.17	14 3651	64.6	99.2	99.3
36.18	5 3652	73.1	100.0	98.5
36.19	10 3661	D (4)	D (4)	D (4)
36.20	48 3662	D (4)	D (4)	D (4)
36.21	10 3671,3	83.5	95.5	95.5
36.22	3 3672	D (2)	D (2)	D (2)
36.23	18 3674	41.2	94.4	96.6
36.24	37 3675,6,7,8,9	22.9	97.7	86.5
36.25	10 3691	68.9	98.7	98.7
36.26	5 3692	93.4	100.0	98.6
36.27	7 3694	25.3	100.0	91.7
36.28	14 3693,9	34.7	98.9	83.7
36.51	29	25.0	97.3	86.1
36.52	58	80.7	97.7	96.1
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT				
37.01	6 37111,37115	157.3	97.6	100.0
37.02	14 37112,PT3713	D (4)	D (4)	D (4)
37.03	3 37113,PT3713	D (3)	D (3)	D (3)
37.04	6 37114,3795	43.4	100.0	97.3
37.05	52 3714	21.2	98.4	87.5

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 37-06 THROUGH 38-09.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)							
37-06	1107967	23107(18)	D (13)	D (9)	1131074	987783	143291
37-07	15096663	175125	69313	1901	15343002	12659987	2683015
37-08	4682994	152034	81654(6)	D (7)	4916682	3679637	1237045
37-09	4371618	67825	8495	-	4447938	4211371	236567
37-10	2098592	327795	48374(6)	D (7)	2474761	2073368	401413
37-11	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37-12	620111	95339(12)	D (13)	-	6296450	5377222	919228
37-13	530069	485(12)	D (13)	-	530554	464282	66272
37-14	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37-51	14640057	1982783(18)	D (13)	D (9)	16622840	14818785	1804055
37-52	633914	4090	13630	-	651634	539262	112372

MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS

38-01	648329	40673	8898	-	697900	518549	179351
38-02	2262931	182564	205867(6)	D (7)	2651362	1779471	871891
38-03	381700	85414(12)	D (13)	-	467114	293123	173991
38-04	175118	17508(12)	D (13)	-	192626	136809	57817
38-05	2229275	191243	101292(6)	D (7)	2521810	1593135	928675
38-06	423897	32793(12)	D (13)	-	456690	261720	194970
38-07	2826891	230576(12)	D (13)	-	3057467	981028	2076439
38-08	4745367	12653	921168	-	5679188	3610094	2069094
38-09	874257	7456	23601	-	905314	743714	161600

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 37-06 THROUGH 38-09.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBUTION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)					
37.06	10318(38)	52119(32)	27440	83900	54391
37.07	20164	188460	1397497	1606121	1076894
37.08	7332(38)	199272	603231(47)	774375	462670
37.09	8557	18642	112804	140003	96564
37.10	3351	38079(32)	107703(47)	126296	275117
37.11	D (4)	D (4)	D (4)	D (4)	D (4)
37.12	2539	36212(32)	472519(47)	344297	574931
37.13	6576(38)	12917(32)	31827	50865	15407
37.14	D (3)	D (3)	D (3)	D (3)	D (3)
37.51	68482(38)	234433(32)	203140	585428(23)	D (5)
37.52	11286	21449(32)	40771(47)	62786	49586
MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS					
38.01	2661	47179	40832	90672	88679
38.02	28047	196711	194076	418834	453057
38.03	7509(38)	68626(32)	56516	132199	41792
38.04	3121	27903(32)	18686(47)	46720	11097
38.05	50333	384974	226421	661728	266947
38.06	18610(38)	92887	37636(47)	148065	46905
38.07	14983	1610050(67)	D (68)	1631439(23)	D (5)
38.08	163160	456561(32)	530816(47)	11117422	951672
38.09	37681	50948(32)	53398(47)	120452	41148

MASTER TABLE - AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 37-06 THROUGH 38-09.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)					
37-06	D (39)	D (33)	14429	15406	38985
37-07	4637	75133	151139	230909	845985
37-08	D (39)	13294	D (48)	48754	413916
37-09	619	76	16439	17134	79430
37-10	818	D (33)	D (48)	23655	251462
37-11	D (4)	D (4)	D (4)	D (4)	D (4)
37-12	1446	D (33)	D (48)	168419	406512
37-13	D (39)	D (33)	2778	3233	12174
37-14	D (3)	D (3)	D (3)	D (3)	D (3)
37-51	D (39)	D (33)	79373	D (24)	1218627
37-52	1656	D (33)	D (48)	12376	37210

MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS

38-01	137	8468	15716	24321	64358
38-02	5706	68909	72673	147288	305769
38-03	D (39)	D (33)	4793	5245	36547
38-04	-	D (33)	D (48)	2990	8107
38-05	181	4878	53682	58741	208206
38-06	D (39)	-	D (48)	1068	45837
38-07	6406	D (68)	D (68)	D (24)	445000
38-08	781	D (33)	D (48)	33896	917776
38-09	136	D (33)	D (48)	21711	19437

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 37-06 THROUGH 38.09.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUML. DEPR. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)						
37.06	397943	151044	246899	224209	357863	828971
37.07	3394209	2293327	1100882	7075461	2070487	10246830
37.08	1406937	972399	434538	954791	866327	2255656
37.09	1838917	708945	1129972	2791990	1175170	5097132
37.10	696579	391480	305099	609561	239280	1153940
37.11	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.12	1547667	1043306	504361	746199	757595	2008155
37.13	66049	20655	45394	49609	50160	145163
37.14	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.51	1750256	834140	916116	1734144	1673993(51)	4133168(49)
37.52	137883	61093	76790	118292	101938	297020
MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS						
38.01	169672	84888	84784	175280	77303	337367
38.02	648877	335064	313813	516621	509077	1339511
38.03	147685	76044	71641	119228	94325	285194
38.04	54636(59)	25955(57)	D (5)	43360	66779	135556
38.05	833740	342270	491470	517148	758799	1767417
38.06	161282(59)	85521(57)	75761(55)	116510	122021(51)	295168
38.07	3198159	1908068	1290091	267023(53)	1415032(51)	2244312
38.08	3792224	1821073	1971151	1007276	2327635	5306062
38.09	135382	79719	55663	163346	258595	477604

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 37.06 THROUGH 38.09.
 ASSET DATA - PAGE 2 OF 2.

	25.	26.	27.	28.	29.	30.	31.
	GROSS PLANT PROPERTY & EQUIPMENT - NON-	ACCUMUL. DEPR. DEPL. & AMORT. NON-	NET PLANT PROPERTY & EQUIPMENT - NON-	INVEN- TORIES - NON-	ALL OTHER ASSETS - NON-	TOTAL NON- TRACEABLE ASSETS	TOTAL ASSETS
	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	TRACEABLE (\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)							
37.06	2906	976	1930	2583	28101	32614	861585
37.07	131127	45336	85791	127525	1848481	2061797	12308627
37.08	119713	43628	76085	49441	549861	675387	2931043
37.09	38508	20030	18478	2134	59853	80465	5177597
37.10	14418	9360	5058	-13422	148105	139741	1293681
37.11	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.12	36232	17192	19060	3429	432804	455273	2463428
37.13	4379	1672	2707	248	26808	31763	176926
37.14	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.51	52361	56268	-3907	-187178	D (52)	D (50)	4133168
37.52	5701	1479	4222	3495	24813	32530	329550

MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS

38.01	36308	18090	18218	16957	65600	98775	436162
38.02	77663	34406	43257	108006	245921	389184	1728695
38.03	3283	-67	3350	507	13938	17795	302989
38.04	D (60)	D (58)	D (5)	36	14495	17795	153351
38.05	35330	10014	25316	10409	177581	213306	1980723
38.06	D (60)	D (58)	D (56)	-	D (52)	19124	314292
38.07	134182	53112	81070	D (56)	D (52)	808904	3053216
38.08	32229	12903	19326	4060	191712	215098	5521160
38.09	11196	4497	6699	2909	37058	46666	524270

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 37.06 THROUGH 38.09.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS	33. MATERIALS USED	34. DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT	35. R & D BILLED TO FEDERAL GOVERNMENT	36. R & D BILLED TO OTHER OUTSIDERS	37. COST OF COMPANY R & D
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)

MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)

37.06	178835	712924	14650	-	D (S)	3714
37.07	4486734	6344106	204408	1079512	49525	501208
37.08	1508125	2650930	103244	436235	5967	411132
37.09	1793287	1762582	112287	D (S)	D (S)	4330
37.10	559430	1293247	63429	D (S)	1265	42318
37.11	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.12	2278959	1635990	91652	2721347	37049	150819
37.13	92846	342197	4063	-	-	D (S)
37.14	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.51	1855594	8236824	264352	-	-	252696
37.52	124714	320928	12504	-	-	11497

MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS

38.01	252893	235820	16561	66561	D (S)	36736
38.02	902021	891106	51348	D (S)	5205	114347
38.03	111332	133456	8898	D (S)	-	25479
38.04	49973	81819	4589	-	-	5300
38.05	562410	889079	59430	D (S)	D (S)	97032
38.06	143023	95811	8126	-	-	10729
38.07	D (5)	680021	353131	D (S)	-	173674
38.08	1709430	1578897	261787	D (S)	-	359350
38.09	193441	517691	42542	-	-	9994

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 37.06 THROUGH 38.09.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38.	39.	40.	41.	42.	43.
	REVENUES	REVENUES	LIFO	FIFO	AVERAGE	OTHER
	WITH	WITH	INVENTORY	INVENTORY	INVENTORY	INVENTORY
	FREIGHT	FREIGHT	VALUATION	VALUATION	VALUATION	VALUATION
	INCLUDED	EXCLUDED				
	(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)

37.06	N/A(61)	N/A(61)	60-70	20-30	-	10-20
37.07	N/A(61)	N/A(61)	0-10	10-20	30-40	50-60
37.08	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
37.09	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
37.10	N/A(61)	N/A(61)	50-60	20-30	10-20	0-10
37.11	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.12	N/A(61)	N/A(61)	0-10	10-20	30-40	50-60
37.13	N/A(61)	N/A(61)	20-30	70-80	-	-
37.14	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.51	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
37.52	N/A(61)	N/A(61)	70-80	20-30	0-10	-

MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS

38.01	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
38.02	N/A(61)	N/A(61)	10-20	40-50	20-30	10-20
38.03	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
38.04	N/A(61)	N/A(61)	40-50	40-50	-	0-10
38.05	N/A(61)	N/A(61)	30-60	40-50	0-10	0-10
38.06	N/A(61)	N/A(61)	D (5)	D (5)	-	D (5)
38.07	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
38.08	N/A(61)	N/A(61)	D (5)	D (5)	D (5)	D (5)
38.09	N/A(61)	N/A(61)	20-30	60-70	-	0-10

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 37.06 THROUGH 38.09.
 SUPPLEMENTARY DATA - PAGE 3 OF 4.

	44. STRAIGHT LINE	45. SUM OF YEARS DIGITS	46. DOUBLE DECLINING BALANCE	47. OTHER	48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)	DPR., AMORT. (X)
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)						
37.06	100	-	-	-	30-40	20-30
37.07	30-40	30-40	20-30	0-10	20-30	30-40
37.08	D (S)	D (S)	D (S)	D (S)	30-40	20-30
37.09	60-70	20-30	10-20	0-10	50-60	20-30
37.10	D (S)	D (S)	D (S)	D (S)	30-40	20-30
37.11	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.12	10-20	40-50	30-40	10-20	30-40	20-30
37.13	70-80	-	20-30	-	50-60	30-40
37.14	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.51	D (S)	D (S)	D (S)	D (S)	40-50	20-30
37.52	40-50	10-20	40-50	-	50-60	20-30
MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS						
38.01	40-50	20-30	0-10	30-40	40-50	10-20
38.02	50-60	20-30	10-20	0-10	40-50	20-30
38.05	40-50	30-40	0-10	10-20	30-40	30-40
38.04	70-80	10-20	0-10	0-10	40-50	30-40
38.05	D (S)	D (S)	D (S)	D (S)	50-60	20-30
38.05	80-100	0-20	0-20	-	30-40	20-30
38.07	D (S)	D (S)	D (S)	D (S)	60-70	20-30
38.08	10-20	70-80	0-10	0-10	40-50	20-30
38.09	D (S)	D (S)	D (S)	D (S)	40-50	30-40

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 37.06 THROUGH 38.09.
 SUPPLEMENTARY DATA - PAGE 4 OF 6.

	50. PLANT, PROP., & EQUIPMENT ACQD 10-20 YEARS AGO	51. PLANT, PROP., & EQUIPMENT ACQD 20 + YEARS AGO	52. MARKET PRICE TRANSFER VALUATION	53. COST PLUS MARK-UP TRANSFER VALUATION	54. COST TRANSFER VALUATION	55. OTHER TRANSFER VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)						
37.06	20-30	10-20	D (5)	D (5)	D (5)	-
37.07	20-30	0-10	10-20	50-60	20-30	-
37.08	20-30	10-20	80-90	10-20	0-10	-
37.09	10-20	0-10	D (5)	D (5)	D (5)	D (5)
37.10	10-20	10-20	50-60	0-10	30-40	-
37.11	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
37.12	30-40	0-10	20-30	10-20	60-70	-
37.13	0-10	0-10	D (5)	-	D (5)	-
37.14	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
37.51	10-20	10-20	D (5)	D (5)	D (5)	D (5)
37.52	10-20	0-10	-	D (5)	D (5)	D (5)

MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS

38.01	20-30	0-10	40-50	40-50	10-10	-
38.02	10-20	0-10	70-80	20-30	0-10	0-10
38.03	20-30	0-10	70-80	20-30	0-10	-
38.04	10-20	0-10	10-20	30-40	50-60	-
38.05	10-20	0-10	30-40	50-60	10-20	-
38.06	20-30	10-20	D (5)	D (5)	-	-
38.07	0-10	0-10	0-10	90-100	0-10	-
38.08	10-20	0-10	D (5)	D (5)	D (5)	-
38.09	10-20	0-10	D (5)	D (5)	D (5)	-

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 37.06 THROUGH 38.09.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICI- PATION RATIO	SPECIALI- ZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 37 - TRANSPORTATION EQUIPMENT (CONT.)				
37.06	3715	52.6	89.2	99.3
37.07	3721, 8	86.1	97.2	99.1
37.08	3724	98.4	92.7	98.8
37.09	373	55.0	98.7	98.2
37.10	374	61.8	97.0	91.2
37.11	375	D (4)	D (4)	D (4)
37.12	376	93.8	98.6	93.8
37.13	3792	35.9	97.2	93.8
37.14	3799	D (3)	D (3)	D (3)
37.51		55.7	98.4	99.1
37.52		42.1	90.6	90.9
MAJOR INDUSTRY 38 - INSTRUMENTS AND RELATED PRODUCTS				
38.01	381	37.7	96.3	75.0
38.02	382	35.6	94.2	93.3
38.03	383	35.9	96.2	83.7
38.04	3843	29.2	99.5	75.2
38.05	384, X3843	58.6	93.9	95.3
38.06	385	54.1	96.0	96.8
38.07	PT-3851	89.5	100.0	99.9
38.08	PT-3851	97.9	92.6	99.0
38.09	387	68.0	98.7	92.9

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 39.01 THROUGH 39.51.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES							
39.01	293679	3868(12)	0 (13)	-	297547	179815	117732
39.02	292372	7182	9244(6)	0 (7)	308798	219035	89763
39.03	904618	29323(12)	0 (13)	-	933941	623689	310252
39.04	952830	146718(12)	0 (13)	-	1099568	713074	386474
39.05	370485	3205	25309	-	398999	205795	193204
39.06	412584	8054(12)	0 (13)	-	420638	286933	133705
39.07	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)
39.08	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
39.51	985161	36781	62109	-	1084051	723244	360807

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 39.01 THROUGH 39.51.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBUTION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES					
39.01	13103(38)	49142	29316(47)	87279	30453
39.02	7550	21127(32)	34522(47)	61161	28602
39.03	40404(38)	98519(32)	70226	204004	106248
39.04	69820(38)	76971	124484(47)	250388	136086
39.05	11025(38)	28108	45263(47)	64877	128327
39.06	8613(38)	54160(32)	23578	84932	48773
39.07	D (3)	D (3)	D (3)	D (3)	D (3)
39.08	D (4)	D (4)	D (4)	D (4)	D (4)
39.51	47408(38)	102112(32)	66369	199917	160890

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 39.01 THROUGH 39.51.
 PROFIT AND LOSS DATA -- PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE -- NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE -- NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE -- NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATING INCOME (\$000)
39.01	0 (39)	-	0 (48)	4282	26171
39.02	-	0 (33)	0 (48)	2038	26564
39.03	0 (39)	0 (33)	19777	24922	81326
39.04	0 (39)	7496	0 (48)	28383	107703
39.05	0 (39)	44097	0 (48)	63616	64711
39.06	0 (39)	0 (33)	5267	6686	42087
39.07	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)
39.08	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
39.51	0 (39)	0 (33)	27832	43804	117086

MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 39.01 THROUGH 39.51.
 ASSET DATA -- PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. DEPL. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES						
39.01	82280	47862	34418	83778	72338	190534
39.02	68807	33523	35284	93984	105694	236962
39.03	339990	176553	165437	230160	320569	716166
39.04	237807	90100	147707	195144	259327	602178
39.05	49518	25159	24359	49802	47030	121191
39.06	201526	110246	91280	110839	109432	302551
39.07	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)
39.08	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
39.51	414677	208154	206523	193968	222595	623086

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 39-01 THROUGH 39-51.
 ASSET DATA -- PAGE 2 OF 2.

	25. GROSS PLANT PROPERTY & EQUIPMENT - NON- TRACEABLE (\$000)	26. ACCUMUL. DEPR. DEPL. & AMORT. NON- TRACEABLE (\$000)	27. NET PLANT PROPERTY & EQUIPMENT - NON- TRACEABLE (\$000)	28. INVEN- TORIES - NON- TRACEABLE (\$000)	29. ALL OTHER ASSETS - NON- TRACEABLE (\$000)	30. TOTAL NON- TRACEABLE ASSETS (\$000)	31. TOTAL ASSETS (\$000)
MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES							
39-01	4441	1405	3036	-	35014	38050	228584
39-02	3031	1023	2008	890	24030	26928	261890
39-03	14428	2993	11435	-422	81957	92970	809136
39-04	85452	36162	49290	6280	129765	185335	787513
39-05	38414	16659	21755	10776	98516	131047	252238
39-06	6293	2595	3698	-1672	40754	42780	345331
39-07	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
39-08	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
39-51	39726	10558	29168	351	51403	80922	704008

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 39.01 THROUGH 39.51.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS (\$000)	33. MATERIALS USED (\$000)	34. DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT (\$000)	35. R & D BILLED TO FEDERAL GOVERNMENT (\$000)	36. R & D BILLED TO OTHER OUTSIDERS (\$000)	37. COST OF COMPANT R & D (\$000)
MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES						
39.01	61302	100627	4265	-	-	1335
39.02	71388	109283	5004	-	-	2583
39.03	178081	353501	17028	-	-	6975
39.04	191506	426548	30194	-	-	23286
39.05	52432	128998	8771	D (5)	-	9695
39.06	109881	153654	11397	-	-	5588
39.07	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
39.08	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
39.51	219843	472806	23404	619	D (5)	12251

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 39-01 THROUGH 39-51.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
(X)	(X)	(X)	(X)	(X)	(X)

MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES

39.01	N/A(61)	40-50	50-60	0-10	-
39.02	N/A(61)	D (5)	D (5)	-	D (5)
39.03	N/A(61)	20-30	60-70	0-10	0-10
39.04	N/A(61)	50-60	30-40	0-10	0-10
39.05	N/A(61)	D (5)	D (5)	D (5)	D (5)
39.06	N/A(61)	60-70	10-20	0-10	10-20
39.07	D (3)	D (3)	D (3)	D (3)	D (3)
39.08	D (4)	D (4)	D (4)	D (4)	D (4)
39.51	N/A(61)	30-40	40-50	10-20	0-10

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 39.01 THROUGH 39.51.
 SUPPLEMENTARY DATA - PAGE 3 OF 6.

44. STRAIGHT LINE
 45. SUM OF YEARS DIGITS
 46. DOUBLE DECLINING BALANCE
 47. OTHER
 48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS
 49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
 DPR./ DPL. AMORT. (X)
 DPR./ DPL. AMORT. (X)

MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES

39.01	80-90	-	10-20	-	20-30	20-30
39.02	90-100	0-10	-	-	50-60	10-20
39.03	80-90	0-10	10-20	0-10	40-50	20-30
39.04	70-80	0-10	10-20	-	50-60	30-40
39.05	80-90	10-20	0-10	0-10	40-50	20-30
39.06	30-40	10-20	40-50	0-10	30-40	30-40
39.07	D (3)	D (3)	D (3)	D (3)	D (3)	D (3)
39.08	D (4)	D (4)	D (4)	D (4)	D (4)	D (4)
39.51	90-100	0-10	0-10	-	30-40	20-30

MASTER TABLE: AGGREGATE FINANCIAL AND STATISTICAL DATA -
 INDUSTRY CATEGORIES 39-01 THROUGH 39-51.
 SUPPLEMENTARY DATA - PAGE 4 OF 4.

	50- PLANT, PROP. & EQUIPMENT ACQD 10-20 YEARS AGO	51- PLANT, PROP. & EQUIPMENT ACQD 20 + YEARS AGO	52- MARKET PRICE TRANSFER VALUATION	53- COST PLUS MARK-UP TRANSFER VALUATION	54- COST TRANSFER VALUATION	55- OTHER TRANSFER VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)
MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES						
39.01	20-30	20-30	20-30	70-80	-	-
39.02	10-20	0-10	-	90-100	0-10	-
39.03	20-30	0-10	-	40-60	40-60	-
39.04	10-20	0-10	10-20	80-90	0-10	-
39.05	10-20	0-10	0-20	80-100	0-20	-
39.06	20-30	10-20	-	100	-	-
39.07	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)	0 (3)
39.08	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)	0 (4)
39.51	10-20	10-20	20-30	70-80	0-10	-

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 39.01 THROUGH 39.51.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
MAJOR INDUSTRY 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES				
39.01	391	9.8	96.8	95.0
39.02	393	35.1	98.6	100.0
39.03	3949	42.1	98.6	92.6
39.04	394, X3949	38.7	98.5	94.0
39.05	395	26.0	98.6	89.4
39.06	396	25.0	91.3	85.6
39.07	3996	D (3)	D (3)	D (3)
39.08	399, X3996	D (4)	D (4)	D (4)
39.51		18.5	97.5	75.8

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1.01 THROUGH 70.01.
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2. REVENUES FROM OUTSIDERS	3. TRANSFERS TO OTHER LB'S	4. TRANSFERS TO FOREIGN SECTION	5. TRANSFERS TO DOMESTIC REGULATED SECTION	6. TOTAL SALES AND TRANSFERS	7. COST OF OPERATING REVENUES	8. GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
NON-MANUFACTURING INDUSTRIES							
1.01	324137	6096	4989	-	335222	265393	69829
2.01	556742(21)	0 (17)	0 (15)	-	556742	520218	36524
7.01	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
8.01	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
10.01	935508	643181(12)	0 (13)	-	1578689	1335310	243379
11.01	4138582	131892	-	-	5457474	4819610	637864
13.01	19077536	2270597	312897(6)	0 (7)	42096030	30595518	11500512
14.01	1890710	199855	8802(6)	0 (7)	2099367	1585803	513564
15.01	4752799	184408(18)	0 (13)	0 (9)	4937207	4210942	726265
60.01	3454927	2010292	35923	9575	5510717	4536853	973864
50.01	45664298	1359566	626666	150259	49155789	43365120	5790669
52.01	30555412	13333	11647(6)	0 (7)	30580392	21718208	8862184
50.01	1061808	75064	2223	1301	1140396	703155	437241
70.01	9970450	908912	205165	96311	11180838	8185186	2995652

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1.01 THROUGH 70.01.
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9. MEDIA ADVERTISING EXPENSE - TRACEABLE	10. OTHER SELLING EXPENSE - TRACEABLE	11. GENERAL AND ADMIN. EXPENSE - TRACEABLE	12. TOTAL TRACEABLE EXPENSE	13. CONTRIBU- TION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
NON-MANUFACTURING INDUSTRIES					
1.01	3380(38)	28758	41842(47)	68948	881
2.01	244	4652	16591	21487	15037
7.01	D (2)	D (2)	D (2)	D (2)	D (2)
8.01	D (2)	D (2)	D (2)	D (2)	D (2)
10.01	628(38)	2663(32)	58097	60953	182426
11.01	685	23111	190382	214178	423686
13.01	4700	44767	1266953	1316420	10184092
14.01	3185	56245	62367	121797	391767
15.01	10126	103768	170372	284266	441999
40.01	40458	73048(32)	299917(47)	364564	609300
50.01	379398	2033635	1734583	4147616	1643053
52.01	820781	5472319	1684177	7977277	884907
50.01	10255	59592(32)	211132(47)	265470	171771
70.01	158965	540663	1068366	1759994	1235658

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1-01 THROUGH 70-01.
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14- MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15- OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16- GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17- TOTAL NON- TRACEABLE EXPENSE (\$000)	18- OPERATING INCOME (\$000)
1-01	0 (39)	-	0 (48)	5032	-4151
2-01	-	-	3123	3123	11914
7-01	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
8-01	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
10-01	0 (39)	0 (33)	23699	24134	158292
NON-MANUFACTURING INDUSTRIES					
11-01	80	360	70419	70859	352827
13-01	13541	1720	405661	420922	9763170
14-01	948	14542	47594	63084	328683
15-01	1474	29942	60910	92326	349673
60-01	898	0 (33)	0 (48)	49757	559543
50-01	12369	61459	325455	399283	1243770
52-01	1275	3655	131289	135219	748688
60-01	69	0 (33)	0 (48)	15578	156193
70-01	2418	44676	132073	179167	1056491

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1.01 THROUGH 70.01.
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. DEPL. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
NON-MANUFACTURING INDUSTRIES						
1.01	310957	65078	245879	128253	126228	500360
2.01	69815	29586	40229	138698	51280	230207
7.01	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
8.01	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
10.01	3407725	897421	2510304	301890	292752	3104946
11.01	8033892	2366128	5667764	350416	1518197	7536377
13.01	72591166	32217892	40373274	1842969	5844131	48060374
14.01	2940570	1186991	1753579	294150	421893	2469622
15.01	837429	378933	458496	499172	1365717	2323385
40.01	6560066	2650929	3909137	82326	1853300	5844763
50.01	3546231	1285895	2260336	5668795	7034130	14963261
52.01	6284873	2004266	4280607	4367859	3718029	12366495
60.01	2185501	488445	1697056	637594	2038452	4373102
70.01	5576234	2286553	3289681	1709514	3996737	8995932

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA
 INDUSTRY CATEGORIES 1-01 THROUGH 70-01.
 ASSET DATA - PAGE 2 OF 2.

	25. GROSS PLANT PROPERTY & EQUIPMENT - NON- TRACEABLE (\$000)	26. ACCUMUL. DEPR. DEPL. & AMORT. - NON- TRACEABLE (\$000)	27. NET PLANT PROPERTY & EQUIPMENT - NON- TRACEABLE (\$000)	28.* INVEN- TORIES - NON- TRACEABLE (\$000)	29. ALL OTHER ASSETS - NON- TRACEABLE (\$000)	30. TOTAL NON- TRACEABLE ASSETS (\$000)	31. TOTAL ASSETS (\$000)
1-01	9578	1701	7877	39	31874	39790	540150
2-01	3121	1399	1722	-	8704	10426	240633
7-01	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
8-01	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
10-01	18721	6010	12711	13	109377	122101	3227047
11-01	129167	39815	89352	862	539262	629476	8165853
13-01	669561	184062	485499	1669	3028378	3515546	51575920
14-01	61659	27199	34460	-276	168183	202367	2671989
15-01	53315	20390	32925	21502	258557	312984	2636369
40-01	50490	16041	34449	45	291498	325992	6170755
50-01	263451	90804	172647	-2167	1917342	2087822	17051083
52-01	173694	63198	110496	3467	650860	769823	13136318
60-01	12892	5424	7468	-295	190225	197398	4570500
70-01	99431	33187	66244	30122	917924	1014290	10010222
NON-MANUFACTURING INDUSTRIES							

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1.01 THROUGH 70.01.
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

32.	PAYROLLS	33.	MATERIALS USED	34.	DEPR. DEPL. & AMDR. ON PLANT, PRO- PERTY & EQUIPMENT	35.	R & D BILLED TO FEDERAL GOVERNMENT	36.	R & D BILLED TO OTHER OUTSIDERS	37.	COST OF COMPANY R & D
(\$000)		(\$000)		(\$000)		(\$000)		(\$000)		(\$000)	

NON-MANUFACTURING INDUSTRIES

1.01	76738	91684	13117	-	-	5443
2.01	36152	470425	4855	-	-	2269
7.01	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
8.01	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
10.01	363267	420718	146657	D (5)	D (5)	15643
11.01	1483923	1221033	344837	D (5)	-	18978
13.01	1704892	11159820	4320648	D (5)	3647	201312
14.01	428726	551443	151430	-	-	12599
15.01	1023675	1543545	60053	D (5)	D (5)	14242
40.01	973079	1210944	197342	-	-	3866
50.01	2443304	36233012	218641	D (5)	D (5)	67042
52.01	4699077	18738207	485871	-	-	8529
60.01	123288	228676	53911	-	-	355
70.01	4152279	1764552	469659	391746	26202	232187

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1-01 THROUGH 70-01.
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

	38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)
NON-MANUFACTURING INDUSTRIES						
1-01	N/A	N/A	0-10	50-60	30-40	10-20
2-01	N/A	N/A	0-20	0-20	0-20	60-80
7-01	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
8-01	D (2)	D (2)	D (2)	D (2)	D (2)	D (2)
10-01	N/A	N/A	60-70	0-10	20-30	0-10
11-01	N/A	N/A	20-30	30-40	40-50	0-10
13-01	N/A	N/A	40-50	0-10	40-50	0-10
14-01	N/A	N/A	20-40	20-40	40-60	0-20
15-01	N/A	N/A	0-10	30-40	20-30	30-40
60-01	N/A	N/A	30-40	50-60	10-20	0-10
50-01	N/A	N/A	10-20	40-50	10-20	20-30
52-01	N/A	N/A	30-40	20-30	20-30	10-20
60-01	N/A	N/A	-	10-20	40-50	30-40
70-01	N/A	N/A	20-30	20-30	20-30	20-30

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1-01 THROUGH 70-01.
 SUPPLEMENTARY DATA - PAGE 3 OF 6.

44. STRAIGHT LINE
 45. SUM OF YEARS DIGITS
 46. DOUBLE DECLINING BALANCE
 47. OTHER
 48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS
 49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO

NON-MANUFACTURING INDUSTRIES

	DPR., AMORT.	DPL. AMORT.						
1-01	70-80	0-10	10-20	0-10	0-10	0-10	60-70	20-30
2-01	70-80	10-20	0-10	0-10	0-10	60-70	20-30	20-30
7-01	D (2)	D (2)						
8-01	D (2)	D (2)						
10-01	70-80	0-10	0-10	0-10	20-30	60-70	10-20	10-20
11-01	70-80	0-10	0-10	0-10	10-20	50-60	20-30	20-30
13-01	20-30	0-10	0-10	0-10	70-80	40-50	20-30	20-30
14-01	80-90	0-10	0-10	0-10	10-20	40-50	20-30	20-30
15-01	90-100	0-10	0-10	0-10	0-10	50-60	20-30	20-30
40-01	80-90	0-10	0-10	0-10	0-10	40-50	20-30	20-30
50-01	60-70	10-20	10-20	10-20	0-10	50-60	20-30	20-30
52-01	90-100	0-10	0-10	0-10	0-10	50-60	20-30	20-30
60-01	80-90	0-10	0-10	0-10	10-20	40-50	30-40	30-40
70-01	70-80	10-20	10-20	0-10	0-10	60-70	20-30	20-30

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1-01 THROUGH 70-01.
 SUPPLEMENTARY DATA - PAGE 4 OF 6.

	50. PLANT, PROP., & EQUIPMENT ACQD 10-20 YEARS AGO	51. PLANT, PROP., & EQUIPMENT ACQD 20 + YEARS AGO	52. MARKET PRICE TRANSFER VALUATION	53. COST PLUS MARK-UP TRANSFER VALUATION	54. COST TRANSFER VALUATION	55. OTHER TRANSFER VALUATION
	(X)	(X)	(X)	(X)	(X)	(X)
1-01	0-10	0-10	20-40	0-20	40-60	-
2-01	0-10	0-10	90-100	0-10	-	0-10
7-01	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
8-01	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)	0 (2)
10-01	10-20	0-10	40-60	0-20	40-60	-
11-01	10-20	0-10	60-70	0-10	30-40	-
13-01	10-20	10-20	80-90	0-10	0-10	0-10
14-01	10-20	0-10	40-50	0-10	20-30	20-30
15-01	10-20	0-10	30-40	10-20	40-50	-
60-01	20-30	10-20	50-60	0-10	30-40	0-10
50-01	10-20	0-10	40-50	40-50	0-10	-
52-01	10-20	0-10	20-30	70-80	0-10	-
60-01	20-30	0-10	60-80	0-20	0-20	0-20
70-01	10-20	0-10	30-40	30-40	30-40	0-10

NON-MANUFACTURING INDUSTRIES

MASTER TABLE. AGGREGATE FINANCIAL AND STATISTICAL DATA.
 INDUSTRY CATEGORIES 1.01 THROUGH 70.01.
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
NON-MANUFACTURING INDUSTRIES				
1.01	01	N/A	N/A	N/A
2.01	02	N/A	N/A	N/A
7.01	07	D (2)	D (2)	D (2)
8.01	08,09	D (2)	D (2)	D (2)
10.01	10	N/A	N/A	N/A
11.01	11,12	N/A	N/A	N/A
13.01	13	N/A	N/A	N/A
14.01	14	N/A	N/A	N/A
15.01	15,16,17	N/A	N/A	N/A
40.01	40-49	N/A	N/A	N/A
50.01	50,51	N/A	N/A	N/A
52.01	52-59	N/A	N/A	N/A
60.01	60-67	N/A	N/A	N/A
70.01	70-89	N/A	N/A	N/A

FOOTNOTES TO MASTER TABLE

FOOTNOTES TO MASTER TABLE

- ZERO

N/A NOT AVAILABLE OR NOT APPLICABLE

* NEGATIVE VALUES WERE REPORTED FOR THIS ITEM BY MANY COMPANIES, REFLECTING THE ALLOCATION OF A POOL DEVELOPED FOR THE PURPOSE OF ADJUSTING INVENTORY VALUES FROM A FIFO BASIS TO A LIFO BASIS.

1. NO COMPANIES REPORTED

2. ALL DATA SUPPRESSED

3. COMBINED WITH SOME OTHER CATEGORY BECAUSE LESS THAN 4 COMPANIES REPORTED. COMBINATIONS ARE:

20.51	20.22	20.23	
22.51	22.01	22.02	22.08
22.52	22.11	22.12	
25.51	25.01	25.02	
35.51	35.30	35.34	
36.51	36.15	36.16	
36.52	36.19	36.20	
37.51	37.02	37.03	
37.52	37.11	37.14	
39.51	39.07	39.08	

4. COMBINED WITH SOME OTHER CATEGORY BECAUSE THE OTHER CATEGORY INCLUDED LESS THAN FOUR COMPANIES, OR FOR SOME OTHER REASON

5. SINGLE ITEM SUPPRESSED. THIS FOOTNOTE TAKES PRECEDENCE OVER ANY OTHER FOOTNOTE THAT MIGHT OTHERWISE APPLY.

FOOTNOTES TO MASTER TABLE (CONT.)

- 6 ITEM 4 INCLUDES DATA FOR ITEM 5
- 7 ITEM 5 INCLUDED IN DATA FOR ITEM 4
- 8 ITEM 3 INCLUDES DATA FOR ITEM 5
- 9 ITEM 5 INCLUDED IN DATA FOR ITEM 3
- 10 ITEM 2 INCLUDES DATA FOR ITEM 5
- 11 ITEM 5 INCLUDED IN DATA FOR ITEM 2
- 12 ITEM 3 INCLUDES DATA FOR ITEM 4
- 13 ITEM 4 INCLUDED IN DATA FOR ITEM 3
- 14 ITEM 2 INCLUDES DATA FOR ITEM 4
- 15 ITEM 4 INCLUDED IN DATA FOR ITEM 2
- 16 ITEM 2 INCLUDES DATA FOR ITEM 3
- 17 ITEM 3 INCLUDED IN DATA FOR ITEM 2
- 18 ITEM 3 INCLUDES DATA FOR ITEMS 4 AND 5
- 19 ITEM 2 INCLUDES DATA FOR ITEMS 4 AND 5
- 20 ITEM 2 INCLUDES DATA FOR ITEMS 3 AND 5
- 21 ITEM 2 INCLUDES DATA FOR ITEMS 3 AND 4
- 22 ITEM 2 INCLUDES DATA FOR ITEMS 3, 4 AND 5
- 23 ITEM 12 INCLUDES DATA FOR ITEM 17
- 24 ITEM 17 INCLUDED IN DATA FOR ITEM 12
- 25 ITEM 7 INCLUDES DATA FOR ITEM 17

FOOTNOTES TO MASTER TABLE (CONT.)

- 26 ITEM 17 INCLUDED IN DATA FOR ITEM 7
- 27 ITEM 7 INCLUDES DATA FOR ITEM 12
- 28 ITEM 12 INCLUDED IN DATA FOR ITEM 7
- 29 ITEM 7 INCLUDES DATA FOR ITEMS 12 AND 17
- 30 ITEM 14 INCLUDES DATA FOR ITEM 15
- 31 ITEM 15 INCLUDED IN DATA FOR ITEM 14
- 32 ITEM 10 INCLUDES DATA FOR ITEM 15
- 33 ITEM 15 INCLUDED IN DATA FOR ITEM 10
- 34 ITEM 9 INCLUDES DATA FOR ITEM 15
- 35 ITEM 15 INCLUDED IN DATA FOR ITEM 9
- 36 ITEM 10 INCLUDES DATA FOR ITEM 14
- 37 ITEM 14 INCLUDED IN DATA FOR ITEM 10
- 38 ITEM 9 INCLUDES DATA FOR ITEM 14
- 39 ITEM 14 INCLUDED IN DATA FOR ITEM 9
- 40 ITEM 9 INCLUDES DATA FOR ITEM 10
- 41 ITEM 10 INCLUDED IN DATA FOR ITEM 9
- 42 ITEM 10 INCLUDES DATA FOR ITEMS 14 AND 15
- 43 ITEM 9 INCLUDES DATA FOR ITEMS 14 AND 15
- 44 ITEM 9 INCLUDES DATA FOR ITEMS 10 AND 15
- 45 ITEM 9 INCLUDES DATA FOR ITEMS 10 AND 14
- 46 ITEM 9 INCLUDES DATA FOR ITEMS 10, 14 AND 15

FOOTNOTES TO MASTER TABLE (CONT.)

- 47 ITEM 11 INCLUDES DATA FOR ITEM 16
- 48 ITEM 16 INCLUDED IN DATA FOR ITEM 11
- 49 ITEM 24 INCLUDES DATA FOR ITEM 30
- 50 ITEM 30 INCLUDED IN DATA FOR ITEM 24
- 51 ITEM 23 INCLUDES DATA FOR ITEM 29
- 52 ITEM 29 INCLUDED IN DATA FOR ITEM 23
- 53 ITEM 22 INCLUDES DATA FOR ITEM 28
- 54 ITEM 28 INCLUDED IN DATA FOR ITEM 22
- 55 ITEM 21 INCLUDES DATA FOR ITEM 27
- 56 ITEM 27 INCLUDED IN DATA FOR ITEM 21
- 57 ITEM 20 INCLUDES DATA FOR ITEM 26
- 58 ITEM 26 INCLUDED IN DATA FOR ITEM 20
- 59 ITEM 19 INCLUDES DATA FOR ITEM 25
- 60 ITEM 25 INCLUDED IN DATA FOR ITEM 19
- 61 ITEMS 38 AND 39 WERE NOT COLLECTED FOR 1975
- 62 NOT USED
- 63 ITEM 22 INCLUDES DATA FOR ITEM 23
- 64 ITEM 23 INCLUDED IN DATA FOR ITEM 22
- 65 ITEM 28 INCLUDES DATA FOR ITEM 29
- 66 ITEM 29 INCLUDED IN DATA FOR ITEM 28
- 67 ITEM 10 INCLUDES DATA FOR ITEMS 11, 15 AND 16
- 68 ITEM 11 INCLUDED IN DATA FOR ITEM 10
- 69 ITEM 15 INCLUDED IN DATA FOR ITEM 10
- 70 ITEM 16 INCLUDED IN DATA FOR ITEM 10

APPENDICES

- Appendix A -- Aggregate Financial and Statistical Data Suppressed in Earlier Years.
- Appendix B -- FTC Line of Business Form, 1977
- Appendix C -- General Instructions
- Appendix D -- Glossary of Terms Used
- Appendix E -- Industry Category List for FTC Form LB, 1977
- Appendix F -- Supporting Statement for FTC Form LB, 1977
- Appendix G -- Confidentiality Rules and Procedures for the 1977 Reporting Year
- Appendix H -- Line of Business Company List, 1977
- Appendix I -- Line of Business Program Reports, Research Papers, and Research in Process, March 1985

APPENDIX A

Aggregate Financial and Statistical Data Suppressed in
Earlier Years

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 PROFIT AND LOSS DATA - PAGE 1 OF 3.

	2- REVENUES FROM OUTSIDERS	3- TRANSFERS TO OTHER LB'S	4- TRANSFERS TO FOREIGN SECTION	5- TRANSFERS TO DOMESTIC REGULATED SECTION	6- TOTAL SALES AND TRANSFERS	7- COST OF OPERATING REVENUES	8- GROSS MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
REPORTING YEAR - 1974							
22-07	705917	126925(12)	0 (13)	-	832842	741063	91779
22-08	103749(16)	0 (12)	-	-	103749	96192	7557
22-09	1203264	80497(12)	0 (13)	-	1283761	1073156	210605
22-10	692976	48114(12)	0 (13)	-	741090	637947	103143
22-51	3619609	246503	20979	-	3887091	3274328	612763
22-52	943789	142712	11850	-	1098351	921043	177308
REPORTING YEAR - 1975							
22-07	752023	51507	-	-	803530	725337	78193
22-08	64855	72911	-	-	137766	116383	21383
22-09	1211239	79920	9154	-	1300313	1058838	241475
22-10	829733	80532(12)	0 (13)	-	910265	796049	114216
22-51	3885408	128770	11452	-	4025630	3504386	521244
22-52	895922	110049	11304	-	1017275	862625	154650
REPORTING YEAR - 1976							
22-07	666579	33291	2793	-	702663	640100	62563
22-09	1390659	86912	6759	-	1484330	1202539	281791
22-10	756379	79532	594	-	836505	731056	105449
22-51	5262003	105827	27945	-	5395775	4603364	792411
22-52	1002125	102446	9744	-	1114315	928306	186009

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 PROFIT AND LOSS DATA - PAGE 2 OF 3.

	9- MEDIA ADVERTISING EXPENSE - TRACEABLE	10- OTHER SELLING EXPENSE - TRACEABLE	11- GENERAL AND ADMIN. EXPENSE - TRACEABLE	12- TOTAL TRACEABLE EXPENSE	13- CONTRIBU- TION MARGIN
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
REPORTING YEAR - 1974					
22.07	1056	34563(32)	35691(47)	63028	28751
22.08	3608(44)	D (41)	7340(47)	10102	-2545
22.09	18490(38)	79094(32)	73365	169563	41042
22.10	3852	24118	18293	46263	56880
22.51	17701(38)	107360(32)	119248	243173	369590
22.52	5779	50278	48849	104906	72402
REPORTING YEAR - 1975					
22.07	4308(38)	35695(32)	36361	72337	5856
22.08	875(44)	D (41)	9562(47)	10437(23)	D (5)
22.09	15680	90450	56498	162628	78847
22.10	6147	42637(32)	31676(47)	47014	67202
22.51	19763	144853(32)	131643(47)	289374	231870
22.52	6005	58210	45947	110162	44488
REPORTING YEAR - 1975					
22.07	1423(38)	28879(32)	26715	56186	6377
22.09	17958	94091(32)	79845(47)	181604	100187
22.10	6723	38548(32)	28155(47)	40714	64735
22.51	24562	156249	169889	350700	441711
22.52	7348	60160	47039	114547	71462

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 PROFIT AND LOSS DATA - PAGE 3 OF 3.

	14. MEDIA ADVERTISING EXPENSE - NON- TRACEABLE (\$000)	15. OTHER SELLING EXPENSE - NON- TRACEABLE (\$000)	16. GENERAL AND ADMIN. EXPENSE - NON- TRACEABLE (\$000)	17. TOTAL NON- TRACEABLE EXPENSE (\$000)	18. OPERATIN INCOME (\$000)
REPORTING YEAR - 1974					
22.07	31	D (33)	D (48)	8313	20438
22.08	-	D (35)	D (48)	846	-3391
22.09	D (39)	D (33)	11646	13032	28010
22.10	279	1300	12155	13734	43146
22.51	D (39)	D (33)	8811	9947	359663
22.52	121	3429	18217	21767	50635
REPORTING YEAR - 1975					
22.07	D (39)	D (33)	3411	6438	1418
22.08	-	D (35)	D (48)	D (26)	10946
22.09	375	747	9532	10654	68193
22.10	645	D (33)	D (48)	36091	33111
22.51	221	D (33)	D (48)	7106	226764
22.52	352	2925	12263	15540	28948
REPORTING YEAR - 1976					
22.07	D (39)	D (33)	1680	2511	3866
22.09	896	D (33)	D (48)	11186	89001
22.10	455	D (33)	D (48)	33167	31568
22.51	295	968	10365	11628	630083
22.52	283	3642	13484	17409	54053

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 ASSET DATA - PAGE 1 OF 2.

	19. GROSS PLANT PROPERTY & EQUIPMENT - TRACEABLE	20. ACCUMUL. DEPR. DEPL. & AMORT. - TRACEABLE	21. NET PLANT PROPERTY & EQUIPMENT - TRACEABLE	22. INVEN- TORIES - TRACEABLE	23. ALL OTHER ASSETS - TRACEABLE	24. TOTAL TRACEABLE ASSETS
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
REPORTING YEAR - 1974						
22.07	379717	164577	215140	129650	107180	451970
22.08	65941	43718	22223	12865	7998	43086
22.09	545394	221887(57)	D (S)	294857	286662(51)	876130
22.10	449323	242459	206864	109506	68118	384498
22.51	2103623	1301482	802141	737390(53)	753585(51)	2099124
22.52	440692	205034	235658	208546	131871	576075
REPORTING YEAR - 1975						
22.07	443312	208748	234564	139705	155224	529493
22.08	95620(59)	60551(57)	35069(55)	11088	33989	82176(49)
22.09	564689	251098	313591	273729	241861	829181
22.10	632238	342839	289399	157387	114355	561141
22.51	2662307	1618847	1043460	826460	734781	2604701
22.52	476968	223343	253625	192805	147086	593516
REPORTING YEAR - 1976						
22.07	366442	187408	179034	113637	135286	427957
22.09	575887	272664(57)	D (S)	285479	319658(51)	860445
22.10	602247	352636	249611	147874	89601	487086
22.51	2956769	1768298	1188471	938140	799380	2925991
22.52	498142	245838	252304	192224	150116	594644

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 ASSET DATA - PAGE 2 OF 2.

	25. GROSS PLANT PROPERTY & EQUIPMENT - NON- TRACEABLE (\$000)	26. ACCUMUL. DEPR. DEPL. & AMORT. NON- TRACEABLE (\$000)	27. NET PLANT PROPERTY & EQUIPMENT - NON- TRACEABLE (\$000)	28. INVEN- TORIES - NON- TRACEABLE (\$000)	29. ALL OTHER ASSETS - NON- TRACEABLE (\$000)	30. TOTAL NON- TRACEABLE ASSETS (\$000)	31. TOTAL ASSETS (\$000)
REPORTING YEAR - 1974							
22-07	15209	7509	7700	172	58411	66283	518253
22-08	2175	1291	884	32	2473	3389	46475
22-09	11357	D (58)	D (5)	1	D (52)	40254	916384
22-10	34534	20787	13747	2481	41982	58210	442698
22-51	37156	18687	18469	D (56)	D (52)	212461	2311585
22-52	28133	13646	14487	8354	47529	70370	646445
REPORTING YEAR - 1975							
22-07	10074	4372	5702	228	42794	48724	578217
22-08	D (60)	D (58)	D (56)	359	1671	D (50)	82176
22-09	13678	4793	885	32	48556	57473	886654
22-10	37791	21915	15876	-4852	97254	108278	669419
22-51	51781	25409	26372	3220	258823	288415	2893116
22-52	22308	9693	12615	3467	67039	83121	676637
REPORTING YEAR - 1976							
22-07	8621	3434	5187	351	48381	53919	681876
22-09	13956	D (58)	D (5)	57	D (52)	61928	922373
22-10	36658	22300	14358	-4915	75315	84758	571844
22-51	53592	26139	27453	2712	332502	362667	3288658
22-52	21527	9324	12203	1495	84451	98149	692793

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 SUPPLEMENTARY DATA - PAGE 1 OF 4.

	32. PAYROLLS	33. MATERIALS USED	34. DEPR. DEPL. & AMORT. ON PLANT, PRO- PERTY & EQUIPMENT	35. R & D BILLED TO FEDERAL GOVERNMENT	36. R & D BILLED TO OTHER OUTSIDERS	37. COST OF COMPANY R & D
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
22.07	153391	432635	31094	-	D (S)	3411
22.08	27734	39712	2929	-	-	95
22.09	220201	792615	28758	-	D (S)	7964
22.10	142507	384684	28049	-	D (S)	5592
22.51	961922	1792491	107999	-	D (S)	6388
22.52	177457	668489	22622	D (S)	D (S)	13672
	REPORTING YEAR - 1975					
22.07	135215	473486	33307	-	-	1886
22.08	54381	61520	5014	-	-	D (S)
22.09	220290	818416	31570	-	-	9438
22.10	190440	530959	39715	-	-	9509
22.51	1142551	1838952	143326	-	-	9395
22.52	176855	616929	23963	D (S)	-	15124
	REPORTING YEAR - 1976					
22.07	126508	384122	31013	-	-	1580
22.09	251563	901154	33050	-	-	10610
22.10	190360	518413	29779	-	-	7882
22.51	1422656	2607127	154000	-	-	12456
22.52	190001	659574	26241	D (S)	-	13086

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 SUPPLEMENTARY DATA - PAGE 2 OF 4.

38. REVENUES WITH FREIGHT INCLUDED	39. REVENUES WITH FREIGHT EXCLUDED	40. LIFO INVENTORY VALUATION	41. FIFO INVENTORY VALUATION	42. AVERAGE INVENTORY VALUATION	43. OTHER INVENTORY VALUATION
(X)	(X)	(X)	(X)	(X)	(X)

REPORTING YEAR - 1974

22.07	10-20	80-90	40-50	10-20	20-30
22.08	40-50	50-60	20-30	10-20	60-70
22.09	10-20	80-90	40-50	10-20	0-10
22.10	40-50	50-60	10-20	10-20	30-60
22.51	10-20	80-90	10-20	30-40	20-30
22.52	10-20	80-90	40-50	20-30	0-10

REPORTING YEAR - 1975

22.07	50-60	50-60	30-40	10-20	20-30
22.08	50-60	50-60	0 (5)	0 (5)	0 (5)
22.09	50-60	50-60	30-40	0-10	0-10
22.10	50-60	50-60	10-20	10-20	20-30
22.51	50-60	50-60	10-20	20-30	20-30
22.52	50-60	50-60	20-30	20-30	10-20

REPORTING YEAR - 1976

22.07	50-60	50-60	30-40	10-20	20-30
22.09	50-60	50-60	30-40	0-10	0-10
22.10	50-60	50-60	10-20	0-10	20-30
22.51	50-60	50-60	10-20	10-20	20-30
22.52	50-60	50-60	10-20	20-30	10-20

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 SUPPLEMENTARY DATA - PAGE 3 OF 6

	44. STRAIGHT LINE	45. SUM OF YEARS DIGITS	46. DOUBLE DECLINING BALANCE	47. OTHER	48. PLANT, PROP., & EQUIPMENT ACQD LAST 5 YEARS	49. PLANT, PROP., & EQUIPMENT ACQD 5-10 YEARS AGO
	DPR./ DPL. AMORT. (X)	DPR./ DPL. AMORT. (X)	DPR./ DPL. AMORT. (X)	DPR./ DPL. AMORT. (X)	(X)	(X)
REPORTING YEAR - 1974						
22.07	50-60	0-10	30-40	0-10	60-70	10-20
22.08	D (S)	-	D (S)	D (S)	30-40	20-30
22.09	70-80	0-10	20-30	0-10	40-50	30-40
22.19	40-60	20-40	0-20	0-20	30-40	30-40
22.51	30-40	10-20	40-50	0-10	20-30	30-40
22.52	70-80	0-10	10-20	0-10	30-40	20-30
REPORTING YEAR - 1975						
22.07	40-60	0-20	20-40	0-20	50-60	20-30
22.08	60-70	-	10-20	20-30	20-30	20-30
22.09	70-80	0-10	20-30	0-10	40-50	30-40
22.10	D (S)	D (S)	D (S)	D (S)	30-40	30-40
22.51	30-40	20-30	30-40	0-10	30-40	20-30
22.52	70-80	10-20	0-10	0-10	40-50	20-30
REPORTING YEAR - 1976						
22.07	40-60	0-20	20-40	0-20	40-50	30-40
22.09	70-80	0-10	20-30	0-10	40-50	30-40
22.10	60-70	10-20	10-20	10-20	30-40	30-40
22.51	30-40	20-30	40-50	0-10	30-40	20-30
22.52	70-80	10-20	0-10	0-10	40-50	20-30

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 SUPPLEMENTARY DATA - PAGE 4 OF 4.

22.	50. PLANT, PROP., & EQUIPMENT ACQD 10-20 YEARS AGO (X)		51. PLANT, PROP., & EQUIPMENT ACQD 20+ YEARS AGO (X)		52. MARKET PRICE TRANSFER VALUATION (X)		53. COST PLUS MARK-UP TRANSFER VALUATION (X)		54. COST TRANSFER VALUATION (X)		55. OTHER TRANSFER VALUATION (X)	
	REPORTING YEAR	ACQD	REPORTING YEAR	ACQD	REPORTING YEAR	MARKET PRICE TRANSFER VALUATION	REPORTING YEAR	MARK-UP TRANSFER VALUATION	REPORTING YEAR	COST TRANSFER VALUATION	REPORTING YEAR	OTHER TRANSFER VALUATION
	REPORTING YEAR - 1974											
22.07	0-10	0-10	0-10	0-20	0-20	40-60	20-40	0-20	0-20	0-20	0-20	0-20
22.08	30-40	10-20	10-20	0-10	0-10	90-100	-	-	-	-	-	-
22.09	10-20	0-10	0-10	0-10	0-10	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)
22.10	20-30	0-10	0-10	60-80	0-20	-	20-40	-	20-40	-	-	-
22.51	20-30	10-20	10-20	0-20	0-20	0-20	60-80	0-20	60-80	0-20	0-20	0-20
22.52	20-30	0-10	0-10	70-80	0-10	10-20	0-10	0-10	0-10	0-10	0-10	0-10
	REPORTING YEAR - 1975											
22.07	10-20	0-10	0-10	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)
22.08	30-40	10-20	10-20	0 (5)	0 (5)	0 (5)	-	-	-	-	-	-
22.09	10-20	0-10	0-10	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)
22.10	10-20	0-10	0-10	70-80	0-10	0-10	20-30	0-10	20-30	0-10	0-10	0-10
22.51	20-30	10-20	10-20	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)
22.52	10-20	0-10	0-10	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)
	REPORTING YEAR - 1976											
22.07	10-20	0-10	0-10	0-10	0-10	0-10	80-90	0-10	80-90	0-10	0-10	0-10
22.09	10-20	0-10	0-10	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)
22.10	20-30	0-10	0-10	40-60	0-10	0-20	40-60	0-20	40-60	0-20	0-20	0-20
22.51	20-30	10-20	10-20	0-10	0-10	30-40	40-50	30-40	40-50	40-50	10-20	10-20
22.52	20-30	0-10	0-10	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)	0 (5)

APPENDIX A: AGGREGATE FINANCIAL AND STATISTICAL DATA
 SUPPRESSED IN EARLIER YEARS
 MISCELLANEOUS DATA.

NUMBER OF COMPANIES	INCLUDED S. I. C. INDUSTRY CODES	PARTICIPATION RATIO	SPECIALIZATION RATIO	COVERAGE RATIO
REPORTING YEAR - 1974				
22.07	18# 2257, 8, 9	19.2	99.8	96.0
22.08	5# 226	3.7	100.0	63.8
22.09	19# 227	39.4	99.5	98.5
22.10	13# 228	12.6	100.0	94.6
22.51	17##	48.2	97.2	97.5
22.52	28##	32.2	96.0	83.1
REPORTING YEAR - 1975				
22.07	21# 2257, 8, 9	18.8	99.5	97.6
22.08	4# 226	4.9	100.0	76.2
22.09	16# 227	42.5	99.6	97.9
22.10	18# 228	17.1	99.1	96.7
22.51	21##	53.2	96.9	98.0
22.52	29##	32.0	96.4	80.1
REPORTING YEAR - 1975				
22.07	16# 2257, 8, 9	15.9	99.4	97.4
22.09	15# 227	41.9	100.0	97.3
22.10	15# 228	13.1	99.1	95.7
22.51	27##	41.4	95.8	97.5
22.52	27##	30.3	97.1	79.3

- NUMBER MAY VARY BY ONE? # - NUMBER MAY VARY BY TWO.

APPENDIX B
FTC Line of Business Form, 1977

Federal Trade Commission
 Washington, D.C. 20580

Line of Business Form

Annual Report under Section 6
 of the Federal Trade Commission Act

Confidential Business Information

FTC Use Only (4-10)			
0	0	1	0

Control No.
(1-8)

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FTC Use Only (17-20)		

Mon.	Day	Yr.

1. For year ended:

2. Present name, address and fiscal year, if changed since last report or if different from information contained in address label.

3. If another company owned more than 50% of addressee company, give name, mailing address and Employer Identification Number (if available), and place of

incorporation of the owning company. If addressee company is to be consolidated in the owning company's FTC Form LB report, do not complete the rest of the report form. Return only this cover page within 10 days of receipt.

4. Name, address and telephone number of company representative who should be contacted regarding this report.

CERTIFICATION

This report was prepared under my supervision in accordance with instructions issued by the Federal Trade Commission. Subject to the recognition that reasonable estimates have been made when company accounts do not provide the requested data, the information is, to the best of my knowledge, true, correct, and complete.

5. Signature and title of company official _____ Date _____

FINANCIAL AND STATISTICAL DATA
FOR LINES OF BUSINESS
PROFIT AND LOSS SUMMARY

FTC Use Only	
(4-4)	(4-5)
3	1

Control No. (1-3)

	(8-10)	(14-18)	(22-26)	(30-34)	(38-42)	(44-50)	(54-58)	(62-66)	(70-74)	Totals from Continuation Sheets	Combined LB Totals
01 Primary Activity Code	(11-18)	(19-26)	(27-34)	(35-42)	(43-50)	(51-58)	(59-66)	(67-74)	(75-82)		
02 Revenues From Outsiders											
03 Transfers - Other LBs											
04 Transfers - For. Sect.											
05 Transfers - Dom. Reg. Sect.											
06 Total Net Operating Revenues & Transfers											
07 Cost of Operating Revenues											
08 Gross Margin											
09 Other Expense - Traceable	(11-19)	(19-26)	(27-34)	(35-42)	(43-50)	(51-58)	(59-66)	(67-74)	(75-82)		
10 Media Advertising											
11 Other Selling Gen'l & Admin.											
12 Total Traceable - Other Expense											
13 Contribution Margin											
14 Other Expense - Non-Traceable											
15 Media Advertising											
16 Other Selling Gen'l & Admin.											
17 Total Non-Traceable Other Expense											
18 Operating Income											

Contract No. (1-3)

FTC Use Only (4-5)

3			2
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FINANCIAL AND STATISTICAL DATA
FOR LINES OF BUSINESS
ASSETS

Schedule III(B)
Sheet ___ of ___

	(8-10)	(11-13)	(14-18)	(19-25)	(26-29)	(30-34)	(35-43)	(44-50)	(51-55)	(56-63)	(64-69)	(70-74)	Total from Continuation Sheets	Combined LB Totals
19. Primary Activity Code														
Traceable														
20. Gr. Plant, Prop. & Equip.														
21. Accum. Deprac., Depl. & Amort. on Plant, Prop. & Equip.														
22. Net Plant, Prop. & Equip.														
23. Inventories														
24. All Other Assets														
25. Total Traceable Assets														
Non-Traceable														
26. Gr. Plant, Prop. & Equip.														
27. Accum. Deprac., Depl. & Amort. on Plant Prop. & Equip.														
28. Net Plant, Prop. & Equip.														
29. Inventories														
30. All Other Assets														
31. Total Non-Traceable Assets														
32. Total Assets														

FINANCIAL AND STATISTICAL DATA
FOR LINES OF BUSINESS
SUPPLEMENTARY DATA

FTC Use Only (4-B)	
	3
	3

Control No.
(1-3)

	(9-10)	(11-18)	(19-28)	(32-38)	(37-34)	(39-42)	(46-50)	(51-58)	(62-66)	(67-74)	(70-74)
33. Primary Activity Code											
34. Payrolls											
35. Materials Used											
36. Deprec., Depl., & Amort. on PP & E											
37. Applied R & D Activities											
38. Billed to Fed. Govt.											
39. Billed to Other Outsiders											
40. Cost of Company R & D											
41. Percentage of Ending Inventory Valued Ac- cording To:											
42. Lifo											
43. FIFO											
44. Average											
45. Other - Specify											
46. Percentage of gr. PP & E Deprec., Depl., & Amort. According To:											
47. Straight Line											
48. Sum of Years Digits											
49. Double Declining Balance											
50. Other - Specify											
51. Percentage of gr. PP & E Acquired											
52. During Last 5 years											
53. Between 5 & 10 Years Ago											
54. Between 10 & 20 Years Ago											
55. Over 20 Years Ago											
56. Percentage of Transfers Valued At:											
57. Market											
58. Cost Plus Markup											
59. Cost											
60. Other - Specify											

Control No. (1-3)

FTC Use Only (4-5)
4 0 1 1

SUMMARY RECONCILIATIONS

Schedule IV(A)

277

- A. Description
- Profit and Loss Summary
1. Net Operating Revenues
 - Cost of Operating Revenues
 3. Gross Margin
 4. Other Operating Costs and Expenses
 5. Operating Income
 6. Non-Operating Income Net of Non-Op. Expense (Except Interest)
 7. Interest Expense
 8. Income From Cont. Op. Before Inc. Taxes & Other Items
 9. Provision for Income Taxes
 10. Income From Cont. Op. Before Other Items
 11. Disc. Op., Net of Taxes
 12. Income Before Other Items
 13. Extraordinary Items, Net of Taxes
 14. Cumulative Effect of Accounting Changes
 15. Minority Stockholders' Interest
 16. Net Income
- Assets
17. Gross Plant, Property & Equipment
 18. Accum. Depr., Depl. & Amort. on Plant, Prop. & Equip.
 19. Net Plant, Property & Equipment
 20. Inventories
 21. All Other Assets
 22. Total Assets

	B. Combined L/R Totals Amount	C. L/R Adjustments DR (CR)	D. L/R Reporting Section Amount	E. Dom. Rep. Section Amount	F. Foreign Section Amount	G. Control Adjustments DR (CR)	H. For 10-K or Annual Rept. Amount
(B-10)							
01	(11-10)	(12-20)	(27-31)	(32-43)	(44-50)	(51-55)	(56-59)
02							
03							
04							
05							
06							
07							
08							
09							
10							
11							
12	(11-10)	(12-20)	(27-31)	(32-43)	(44-50)	(51-55)	(56-59)
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							

**EXPLANATION OF ADJUSTMENTS
TO SCHEDULE IV(A) DATA**

Schedule IV(B)
Sheet ___ of ___

FTC Use Only		
(4-B)		
4	0	2

Control No.

Sch. IV(A) Line Number (11-12)	Column C Amount DR (CR) (13-20)	Column G Amount DR (CR) (21-28)	FTC Use Only (29)	Description of Adjustment
(9-10)				
01				
02				
03				
04				
05				
06				
07				
08				
09				
10				
11				

Contract No.
(1-2)

FTC Use Only
(4-3)

Footnote Attachment

Schedule V(A)
Sheet ___ of ___

1. Allocation Procedures

(b-1)(i)	A Line No. (11-12)	B Amount (13-19)	C Procedure Cd. description (for Cd 17 only) (20-21)	D Lines of Business Affected (22-76)	E Cont. line (77)
01					
02					
03					
04					
05					
06					
07					
08					
09					
10					
11					
12					
13					
14					
15					
16					

Footnote Attachment

FTC Use Only		
(4-8)		
5	0	2

Control No.

--

2. Transfers

(9-10)	(11-15)	(18-20)	(21-27)	(28-32)	(33-37)	(38-44)	(45-49)	(50-54)	(55-61)	(62-66)	(67-71)	(72-78)
A Transferring LB (11-15)	B Receiving LB (18-20)	C Amount (21-27)	A Transferring LB (28-32)	B Receiving LB (33-37)	C Amount (38-44)	A Transferring LB (45-49)	B Receiving LB (50-54)	C Amount (55-61)	A Transferring LB (62-66)	B Receiving LB (67-71)	C Amount (72-78)	
01												
02												
03												
04												
05												
06												
07												
08												

3. Non-Attributable Applied Research and Development

(9-10)	(11-15)	(16-22)	(23-27)	(28-34)	(35-39)	(40-46)	(47-51)	(52-58)	(59-63)	(64-70)
A LB (11-15)	B Amount (16-22)	A LB (23-27)	B Amount (28-34)	A LB (35-39)	P Amount (40-46)	A LB (47-51)	B Amount (52-58)	A LB (59-63)	B Amount (64-70)	
06										
10										

Control No. (1-2)

FTC Use Only
 (+) 5 0 3

Footnote Attachment

- 4. Basic Research 5. Average Establishment Specialization Ratio
- Amount (11-17)
- (9-10) (12-20) %
- 01
- 6. Average Basic Component Specialization Ratio
- (21-22) %

7. Inventory Valuation Method Changes

	A			B			C			A			B			C		
	LB	B	Former Method															
(9-10)	(11-15)	(12-17)	Description (for Cd. 4 only)	(12-15)	(12-19)	Description (for Cd. 4 only)	(20-24)	(22-26)	Description (for Cd. 4 only)	(27-31)	(29-33)	Description (for Cd. 4 only)	(34-38)	(36-40)	Description (for Cd. 4 only)	(41-45)	(43-47)	Description (for Cd. 4 only)
02	*						*						*					
03	*						*						*					
04	*						*						*					
06	*						*						*					
04	*						*						*					
07	*						*						*					

Footnote Attachment

Control No. (1-3)	FTC Use Only (4-6)		
	5	0	4

8. Depreciation Method Changes

	A		B		C		A		B		C	
	LB	Former Method	LB	Former Method	LB	Former Method						
(9-10)	(11-15)	Description (for Cd. (18-19) Cd. 4 only)	(20-24)	Description (for Cd. (25-29) Cd. 4 only)	(27-28)	Description (for Cd. (36-37) Cd. 4 only)	(29-33)	Description (for Cd. (34-35) Cd. 4 only)	(36-37)	Description (for Cd. 4 only)		
01												
02												
03												
04												
05												
06												

9. Transfer Valuation Method Changes

	A		B		C		A		B		C	
	LB	Former Method	LB	Former Method	LB	Former Method						
(9-10)	(11-15)	Description (for Cd. (18-19) Cd. 4 only)	(20-24)	Description (for Cd. (25-29) Cd. 4 only)	(27-28)	Description (for Cd. (36-37) Cd. 4 only)	(29-33)	Description (for Cd. (34-35) Cd. 4 only)	(36-37)	Description (for Cd. 4 only)		
07												
08												
09												
10												
11												
12												

Control No. (1-3)		FTC Use Only					
		(4-9)					
		5	0	5			

10. Proprietary/Ethical Drug Breakdown:

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11. Schedule IV(A) - Column D/Q/R Reconciliation:

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12. Clarification of Responses:

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13. Companies Combined Under Optional Method:

Non-Manufacturing		Immaterial
S.I.C. No.	Name	Name

APPENDIX C
General Instructions

Instructions

General

The purpose of this report is to enable the Federal Trade Commission to publish aggregated financial data for manufacturing industries. Descriptive and Financial Data as required by Schedules II and III respectively are to be supplied for each line of business in which the LB Reporting Section of the Company was engaged during the fiscal year covered, except that (1) such data may, at the reporting company's option, be consolidated and reported in the aggregate for those lines of business in each of which the company had net operating revenues of less than \$10 million in the year covered and (2) with respect to Schedule II, the requested data may be deleted if the company satisfies the criteria specified in the note appearing at the beginning of the instructions for Schedule II.

In preparing financial data, each line of business (LB) of the company's LB Reporting Section should be viewed as if it were a separate operating company for which financial statements are prepared.

DUE DATE, 150 days after receipt of Order to File Special Report. The 1977 LB Report covers fiscal years ending between July 1, 1977 and June 30, 1978. If another domestic company has more than a 50 percent ownership interest in the addressee company and is consolidating it for purposes of this report, please complete only the cover page and return it within ten days of receipt.

SIGNATURE AND FILING OF REPORT. *Two typed copies* of the LB report, together with the company's Form 10-K and Annual Report to Shareholders, if any, shall be filed by registered mail with the Commission. At least one copy of the report filed with the Commission shall be manually signed. Copies not manually signed shall bear typed printed signatures. Copies should be mailed to:

Manager, Line of Business Program
Federal Trade Commission—ESQ
2120 L Street, N.W., Room LL01
Washington, D.C. 20037

Written inquiries concerning this report should be sent to this address. For telephone inquiries call (202)254-8170.

AUTHORITY. This report is required by law under authority of Section 6 of the Federal Trade Commission Act (15 U.S.C. 46). Use of the data is governed by the Commission's rules and procedures on the use of LB data and other applicable laws.

MISCELLANEOUS. If some item is not applicable to the addressee company, enter "NA" in the appropriate space. All financial data should be for the addressee company's fiscal year referred to in the Order to File Special Report. Dollar amounts should be reported to the nearest thousand dollars, e.g., \$2,397,629 is to be reported as \$2,398. Report all percentages to the nearest percent, e.g., \$491,126 as a percentage of \$2,397,629 is to be reported as 20%. Foreign monetary values are to be converted to dollar equivalents as of the date customarily used by the addressee company.

If continuation sheets are needed, duplicates of the sheets you have been provided must be used. For Schedules I, III(A-C), IV(B), and V(A-E), put the number of sheets used in the second space in the upper right hand corner. Put the sequence number of the sheet in the first space in the upper right hand corner, starting with number one. To illustrate, if a company had seventeen LBs on which to report, it would need three Schedule III(A) sheets. It would show "Sheet 1 of 3", and "Sheet 2 of 3", and "Sheet 3 of 3" on the three sheets.

The same sheet numbering procedure as is used for the ten schedules mentioned in the last paragraph should be followed for Schedule II sheets for *each* LB which is reported. That is, if a single Schedule II sheet is used for some LB, "Sheet 1 of 1" should be shown. If two sheets are required for an LB (because, say, it had forty products) "Sheet 1 of 2" and "Sheet 2 of 2" should be shown.

For Schedules II and III, list the LBs in the order of their primary activity codes.

The Industry Category List which accompanies the form shows the industry categories to which LBs are to be assigned. For each category the corresponding Standard Industrial Classification (SIC) or Census of Manufactures (CM) codes are given. Also given is a unique FTC Industry Category Code which must be used wherever the industry category is referenced. Note that these codes are of the form NN.NN. Please be sure to use all four digits of the code and the period in all instances where a code is called for, even when the first digit in the code is a zero. When the form requests such a code, the period is pre-printed. Please put the first two digits of the code in the box to the left of the period, and the last two digits to the right of the period.

The form has been designed so that it may be typed with a minimum of repositioning on a typewriter that produces ten characters per inch and six lines per inch.

In order to facilitate capture of the data for computer purposes, certain coding and keypunch identifiers have been placed on the schedules. These identifiers consist of (1) boxes which are designated for "FTC USE ONLY" and (2) numbers enclosed by parenthesis. Respondents should ignore these identifiers in completing the report and, in particular, no entries should be placed in boxes designated for "FTC USE ONLY".

Schedule V parts A through E has been added as a footnote attachment Schedule for reporting the footnote information requested throughout the Instructions. All requests for footnotes are in bold face print. Each footnote on the attachment is cross-referenced to these Instructions.

Any answer which appears to be inconsistent with instructions or needs additional clarification as to its meaning should be discussed with LB Program staff prior to filing. Footnote 12 on Schedule V(E) should be used to provide explanations for such situations.

Reporting corporations need not develop new accounting systems or substantially rework data processing procedures in order to complete the LB Form. It is not necessary to reconstruct data from information in invoices or other primary documents, nor is it necessary to have the answers verified by independent accountants. If the data required for the LB Form are not provided exactly in accounting reports which are already in existence, reasonable, well-informed estimates should be provided by knowledgeable company staff.

A Control Number has been assigned to each respondent company and appears in the box in the upper left hand corner of the cover page. Please insert the assigned Control Number in the box provided on each sheet of the form.

Schedule I
Identification Data for Addressee
Company and Subsidiaries

General Comments

The purpose of this schedule is to obtain selected identification data for the addressee company and certain of its subsidiaries. These data are necessary to evaluate adherence to the Rules for Consolidation and to identify changes from year to year in the addressee company. *Please complete the first column of Schedule I for the addressee company. Also complete a column for each active domestic subsidiary and for each active foreign subsidiary with a domestic branch operation.* With the exception of the addressee company, all subsidiaries should be listed in alphabetical order. If more space is needed, use a continuation sheet in accordance with the instructions in the second paragraph under *MISCELLANEOUS* of the General Instructions. If the information required in lines 2 through 6 has been submitted on a previous year's Form LB, such information may be incorporated by reference. See below for an Optional Method suggested for non-manufacturing and immaterial subsidiaries.

Specific Line Instructions

- 1-2. Give the company's legal name and mailing address.
3. Give the state, if incorporated in the U.S., and the country, if not incorporated in the U.S.
4. Give month/day/year of incorporation.
5. The Employer Identification Number(s) is the one assigned to the company identified in line 1.
6. Provide a brief narrative description of the operations of the company identified in line 1. The operations of its subsidiaries will be described in other columns of Schedule I.
7. Report net operating revenues for entire entity whether originating from foreign or domestic activity. Include transfers to the addressee company and to subsidiaries of the addressee company.
8. Report "domestic only", "foreign only" or "both domestic and foreign", depending on where the company had operations.
9. The Rules for Consolidation, which define the LB Reporting Section, are the same as for the Commission's QFR Program and are set forth in the Glossary of Terms Used, under "LB Reporting Section". Enter "fully consolidated", "partly consolidated", "not consolidated" as applicable in the blank provided.

Foreign entities including their domestic branch operations are not to be consolidated. Foreign branch operations of a domestic subsidiary are not to be consolidated, through the domestic operations of the same subsidiary are to be consolidated. Domestic subsidiaries primarily engaged in foreign operations are not to be consolidated, through a column in Schedule I is to be prepared for them.
10. If the entry for line 9 is "partly consolidated" or "not consolidated", please explain.
11. If the company was not a subsidiary for the entire fiscal year, provide a brief explanation. Do not complete this line for the addressee company.
12. If the information required in lines 2 through 6 has been incorporated by reference to a previous year's Form LB, please indicate year of reference.

Optional Method

A single column in Schedule I may be used for each group of subsidiaries in a single 2-digit non-manufacturing SIC Major Group. Also a single column may be used for reporting on groups of immaterial subsidiaries, defined as those with both operating revenues and assets of less than \$100,000.

1. Give the number of companies. Show the 2-digit SIC code for a non-manufacturing group and "immaterial" for the group of immaterial subsidiaries. *The name of each company should be disclosed in footnote 13 on Schedule V(E).*
- 2-5. Leave blank.
- 6-9. Complete for the group, using the instructions above.
10. If only some of the companies in the group are consolidated, please explain.
11. Report ownership status changes for any company in the group.

Schedule II
Descriptive Data for Lines of Business

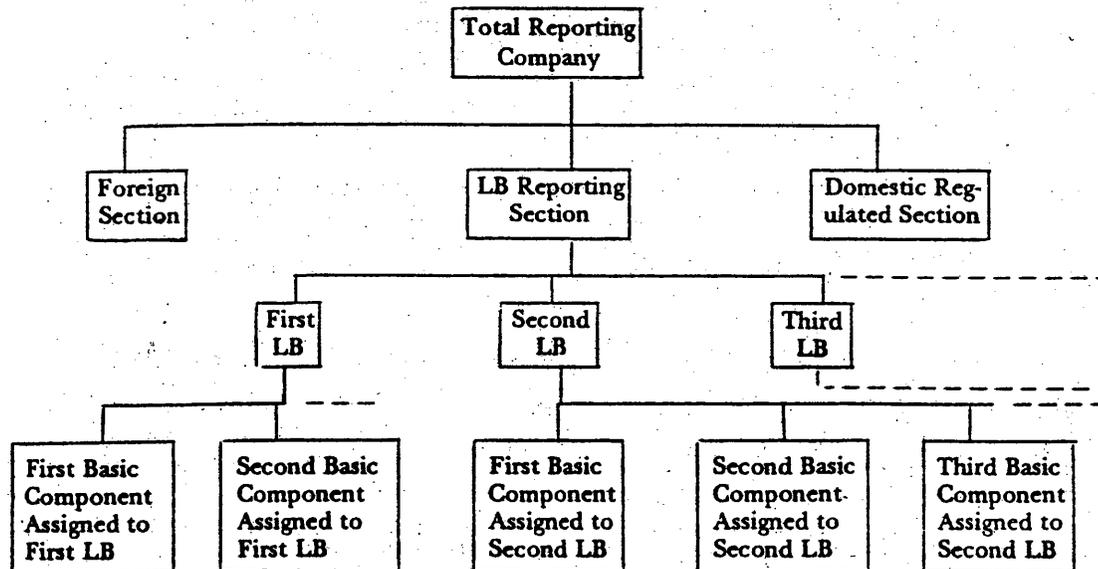
Note: The information required in Schedule II need not be submitted for any line of business for which the company supplied data on either the 1974 or the 1975 LB Report and which satisfies the following criteria:

1. There have been no changes in the basic components of the line since the filing of such prior year's report; and,
2. The specialization ratio of the line has neither increased nor decreased by more than 5 percentage points from the corresponding specialization ratio derived from such prior year's report.

General Comments

The purpose of this schedule is to identify your firm's lines of business and to gather selected descriptive data for each one of them. Please complete a separate Schedule II page for each line of business of the LB Reporting Section. Data for lines of business with less than \$10 million in net operating revenues may be reported on a single Schedule II page identified by primary activity code 99.99 provided the company elects to report in a similar manner in Schedule III (see first paragraph of instructions for Schedule III.)

The make-up of a line of business may be explained by referring to the following chart.



The total Reporting Company is composed of up to three parts, the LB Reporting Section, the Foreign Section, and the Domestic Regulated Section. Many companies will not have a Domestic Regulated Section and some will not have a Foreign Section. These Sections are defined in the Glossary.

The LB Reporting Section is composed of one or more lines of business (LBs). Some companies' LB Reporting Sections may have only a single LB, most will have several.

A line of business is composed of one or more basic components. Some LBs will include only one basic component while others may contain many. Basic components may be establishments, product lines, profit centers, organizational units, or other parts of the LB Reporting Section.

Criteria for Selection of Basic Components

The basic components of the LB Reporting Section must meet two criteria. The first is that the average specialization ratio for the basic components selected must be at least as great as the average establishment specialization ratio. The average establishment specialization ratio is computed by dividing the total operating revenues for all primary products of the establishments by the total operating revenues for primary and secondary products of the establishments. To determine primary and secondary products, the company must analyze each of its establishments separately and segregate its products by FTC industry categories. The products in the industry category accounting for the largest volume of operating revenues of the establishments are the establishment's primary products. All other products are considered secondary. The sum of the primary products for all the company's establishments constitutes the numerator in the average establishment specialization ratio. The denominator, then, is the total operating revenues for all establishments. *Report the average establishment specialization ratio in footnote 5 on Schedule V(C).*

The average specialization ratio for any proposed set of basic components is computed in the same manner. The operating revenues attributable to the primary products of all the company's basic components divided by the total operating revenues for both primary and secondary products constitutes the average specialization ratio for the basic components. *Report the average basic components specialization ratio in footnote 6 on Schedule V(C).*

Once a set of basic components has been selected that meets the above criterion, the second criterion must be applied. Each *manufacturing* line of business with \$10 million or more in net operating revenues, as structured by the company from acceptable sets of basic components, must be at least 85% specialized. Again, computing the lines of business specialization ratio is similar to computing the average establishment and basic component specialization ratios. The operating revenues of the FTC industry category accounting for the largest volume of the line of business operating revenues divided by the total operating revenues for the line of business, must be equal to or greater than 85%. For any line of business which does not meet this requirement the company must consider further disaggregation.

Sales to outsiders for basic components which have been vertically integrated with a line of business under the rules stated below should be counted as primary product sales in satisfying these LB Reporting Section specialization criteria. Census Bureau form MA-100 codes 99989, 99980 and 93000 should not be considered as part of either the numerator or denominator in this calculation.

If the specialization criteria cannot be satisfied for one or more manufacturing LBs using existing books of account, supplemented with reasonable estimating techniques where appropriate, the problem should be discussed with the LB Program staff and an exception to the rule requested. Firms planning to report for basic components other than establishments should be aware that establishment specialization ratios may be computed from the records used to report value of shipments by establishment to the Census Bureau.

Each basic component should be identified in terms of its primary activity. Then all basic components with the same primary activity should be grouped to form a line of business. If establishments are used as basic components, this procedure should not be applied to central administrative offices and auxiliary units; special procedures are given in the instructions to Schedule III. Note that the financial and statistical data required in Schedule III are not requested for basic components, but only for lines of business, that is, for consolidations of basic components.

Vertical Integration

Special treatment is to be given to certain vertically related operations. For the activities specified below, the indicated integration guidelines must be applied. Those instances where operations are integrated rather than separated are to be reported in item 4 of Schedule II.

1. Integrate tobacco stemming and redrying (21.04) with tobacco product manufacturing operations (21.01, 21.02, 21.03).
2. Integrate related spinning operations (22.10) forward and related finishing operations (22.08) backward into appropriate weaving or knitting operations.
3. Integrate logging camps (24.01) with associated saw mills or pulp mills (24.02, 26.01).
4. Integrate pulp mills (26.01) into related paper or paperboard mills (26.02, 26.03, 26.11).
5. Inorganic pigments (28.02) should not be integrated with paints and allied products (28.11).
6. Oil and gas extraction (13.01) should not be integrated with petroleum refining (29.01).
7. Marketing operations downstream of petroleum refining (29.01) should in general be integrated backward into petroleum refining.
8. Integrate limestone quarrying into cement (32.05).
9. Cement (32.05) should not in general be integrated into ready-mix concrete and concrete products (32.10 and 32.11).
10. Integrate gypsum rock quarrying into gypsum products (32.13).
11. Coal and iron ore mining and mine-site beneficiating activities should not in general be integrated into blast furnaces and basic steel products (33.01).
12. Mining activities should be integrated into primary copper, lead, zinc, aluminum, and other nonferrous metals.
13. Nonferrous metal rolling and drawing activities should be integrated backward into the appropriate primary metal category unless primary metal inputs are transferred at market prices. If transfers are at market prices, the stages should be reported separately.
14. Special design castings, forgings, stampings, extrusions, and machined parts produced in captive installations for assembly into completed products should in general be integrated into the assembled product stage.
15. Storage batteries (36.25), ball and roller bearings (35.23), steel production (33.01), and flat glass products (32.01) should not in general be integrated into the motor vehicles categories (37.01-37.04). All other motor vehicle parts produced in captive installations for internal assembly and sold as spare parts should be integrated, except as indicated in (16) below. In addition, light trucks which are produced on the same assembly line as passenger cars may be integrated into the passenger car industry category (37.01).
16. Where separate financial data are available, the sale of internal combustion engines to other corporations should be reported in category 35.02, whereas engines transferred internally for assembly into complete products should be integrated with the downstream assembly operation. If separate data are not available, follow the procedure given below.
17. Captive compressor and condenser production for use in household refrigerators and freezers should be integrated with them in category 36.09.
18. Consumer goods retail store operations (52.01) and consumer finance operations (60.01) should not in general be integrated backward into manufacturing categories.

For vertically related upstream operations not covered above, intermediate stages through manufacturing may be consolidated and reported in the industry category of the final manufacturing stage if more than half of the intermediate stage's output is used by the final stage. Where more than half of the total output of an intermediate stage is used in two of more final manufacturing stages, the operations of the intermediate manufacturing stage may be vertically integrated into the related final stages provided that the portion of the operations related to outside sales, if material, be reported in the industry category of the intermediate stage. Companies electing to vertically integrate in accordance with the provisions of this paragraph, should complete item 4, Schedule II. If the conditions for consolidation are not met, the various intermediate and final stages should be reported as separate lines of business.

Similar treatment can be afforded to processing, marketing, or other downstream operations not covered above. Backward integration into related manufacturing lines is permissible if more than half of the downstream (e.g., finishing activities, sales offices) operations are related to one or more manufacturing line(s). Application of this option should also be reported in item 4, Schedule II.

If a company believes it has vertically related operations which should be consolidated for reporting purposes but which are not covered by these instructions, it should consult in advance with LB Program staff.

Specific Item Instructions

1. *Primary Activity Code*

In the space provided, report the FTC industry category code from the Industry Category List which corresponds to the LB's primary activity. If the company elects to consolidate data for lines of business with net operating revenues of less than \$10 million in a single industry, please use 99.99 as the primary activity code.

2. *Specialization Ratio*

In the box provided, report the specialization ratio of the line of business in accordance with the instructions in the third paragraph under *Criteria for Selection of Basic Components* in the instructions for Schedule II. Round off to the nearest full percentage point.

3. *Goods Purchased for Resale (99989) Assignable to Other FTC Codes.*

If this LB includes goods purchased for resale — product code 99989 — which are assignable to a different industry category, report the FTC industry category code to which they are assignable in the boxes provided.

If more space is needed, use a continuation sheet in accordance with the instructions in the second and third paragraphs under *MISCELLANEOUS* of the General Instructions. This also applies to items 4, 5, 6, 7 and 8 of Schedule II.

4. *Vertical Integration Codes*

If either vertically related upstream or downstream operations have been integrated into this LB in accordance with the Guidelines under *Vertical Integration* in the instructions for Schedule II, report the appropriate industry category or codes in the boxes provided.

5. *SIC Code*

For each product produced in this LB, list the appropriate code number (Bureau of Census, SIC, or FTC). For manufacturing LBs use the 5-digit Census of Manufacturers product classes, as listed in the Bureau of Census Publication *1977 Census of Manufacturers: Numerical List of Manufactured Products*.

In two instances where 5-digit Census codes are shared by two different FTC industry categories, an additional digit is required to distinguish between the types of products. FTC-28.07 and 28.08 share product class codes beginning with 283. Preface the 5-digit code of an ethical product with a "7"; the 5-digit code of a proprietary product with an "8". Definitions of both ethical and proprietary drugs are provided in the Glossary. Where company records do not reflect these definitions, estimates may be based upon the amounts of over-the-counter (OTC) and prescription (RX) drug business. *The use of this procedure and its resultant material impact, if any (due, e.g., to substantial promotion to health professions of OTC drugs and subsequent dispensing via prescription), should be disclosed on Schedule V(E), footnote 10.* FTC 37.02 and 37.03 share codes beginning with 3713. Preface the 5-digit code with a "2" if referring to trucks, with a "3" if referring to buses. If the LB produces both ethical drugs and proprietary drugs, or both trucks and buses (including parts), show net operating revenues (item 6) for the two parts of the relevant product class separately. If the use of the 5-digit level of detail imposes a substantial burden, please consult with LB Program staff.

For non-manufacturing, use the 2-digit SIC major groups, as found in the *Standard Industrial Classification Manual-1972*.

Use Census codes 99989 for goods purchased for resale, 99980 for miscellaneous receipts and 93000 for contract work performed on other's materials.

For the 99.99 category, use the FTC Industry Categories as specified in the attached Category List. LBs included in the 99.99 category each of which has net operating revenues of less than \$1,000,000 may be consolidated and described as "all other" in item 7.

6. *Amount*

Report an estimate of net operating revenues (including transfers) for each of the product codes listed in response to item 6 above. The records used in reporting value of shipments to the Census Bureau may be useful in deriving the estimates required for this line. Estimates should be given for only the final products of the LB; intermediate stages are not to be reported. Intra-LB transfers should be eliminated.

If revenues from contract R&D are being reported in other than a 70.01 LB in accordance with the Schedule III Instructions, these revenues should not be reported separately but should be combined with the revenues for the related products.

7. *Description*

Using no more than one line for each product, provide a brief narrative description for each of the products produced in this LB.

8. *Basic Components*

List the basic components, by name and/or location, which are included in the LB. For each basic component state its type - e.g., product line, establishment, division, etc. If an establishment is reported as a basic component for more than one line of business, list parenthetically next to its name the other primary activity codes in which it is reported.

Schedule III
Financial and Statistical Data
for Lines of Business

General Comments

The purpose of this Schedule is to collect selected items of financial and statistical information for each LB of the company's LB Reporting Section. Please complete a separate column in Schedule III for each line of business of the LB Reporting Section which had \$10 million or more in net operating revenues. LBs with net operating revenues of less than \$10 million may be consolidated and reported in a single column, at the company's discretion. If this option is adopted, please use 99.99 as the primary activity code. All activities of the LB Reporting Section, with the possible exception of some R&D activities, and corporate headquarters activities which have been allocated to the Foreign and Domestic Regulated Sections, must be reported in one of the separate lines of business or in the 99.99 category.

If a company has in excess of eight lines of business on which it must report, continuation sheets should be prepared in accordance with the instructions in the second paragraph under *MISCELLANEOUS* of the General Instructions.

The Columns in Schedule III(A) and III(B) headed "Totals from Continuation Sheets" and "Combined LB Totals" should only be used for sheet 1. The amounts reported in "Totals from Continuation Sheets" should represent the combined amounts reported for all LBs other than those reported on sheet 1. The amounts reported in the "Combined LB Totals" column should represent a combination of the amounts reported in all other columns on sheet 1.

Discontinued operations should be reported in the same way as continuing operations, that is, data should be given for individual line items. If a discontinued operation constitutes a separate line of business, a separate column of Schedule III should be used. If the company has continuing operations in the same industry category, the continuing and discontinued operations should be consolidated into a single LB for reporting purposes.

As will be seen in Schedule IV, the financial data reported in parts A and B of Schedule III are to reconcile with corresponding data for the LB Reporting Section and the Total Reporting Company, after appropriate eliminations and other adjustments. Explicit definitions of the line items in parts A and B have been provided in the Glossary for only three terms. Each company is expected to use definitions of other income statements and balance sheet items for the LB which are consistent with the definitions of those items which are already in force within the company.

Expenses

Part A of Schedule III calls for a distinction between the traceable and non-traceable components of certain expenses. As indicated in the Glossary, expenses are traceable if they can be directly attributed to a line of business or if there are reasonable bases for allocation among lines of business. Otherwise, they are non-traceable. Please note that all media advertising expense, other selling expense, and general and administrative expenses of the LB Reporting Section must be spread across the LBs which comprise it, in either the traceable lines (9 through 11), or in the non-traceable lines (14 through 16).

All non-contract research and development expense applicable to lines of business in which the LB Reporting Section has operating revenues must be spread among those lines. If R&D applicable to multiple lines of business is conducted in a laboratory serving multiple lines of business, it should be traced or allocated to those lines of business, on the basis of reasonable criteria. Allocation in proportion to operating revenues is acceptable unless some alternative allocation basis seems more appropriate.

If applied R&D performed under contract for the Federal government or other outsiders is unrelated to any of the contractor's existing or contemplated lines of business, it should be reported under LB Category 70.01 "Services". If it is related to existing lines of business of the contractor, then it should be reported under the line of business to which the R&D is most applicable.

The cost of R&D applicable to Foreign or Domestic Regulated Section sales, as well as to LB Reporting Section sales, should be allocated to the Sections on the basis of reasonable criteria.

Depreciation expense may be a component of cost of operating revenues (line 7), media advertising expense (lines 9 and 14), other selling expense (lines 10 and 15), and general and administrative expense (lines 11 and 16), and should be traced or apportioned among the appropriate expense categories.

Assets

Traceable and non-traceable assets are to be distinguished in Part B of Schedule III. An asset is traceable to a line of business if it is used uniquely for the line of business or if there are reasonable bases for allocating it among lines of business. All assets of the LB Reporting Section except those specifically excluded under the provisions of *Exclusions from LB Reporting Section*, below, should be spread across the LBs which comprise it, either in the traceable lines (20 through 24) or in the non-traceable lines (26 through 30).

Trade receivables arising as a result of transfers from the LB Reporting Section to the Domestic Regulated and Foreign Sections should be spread across lines of business in Schedule III(B) since the amounts for related transfers will be reported in lines 4 and 5 of Schedule III(A).

Exclusions from LB Reporting Section

Several items in the LB Reporting Section are *not* to be spread across lines of business, but are to be reported in Schedule IV(A) as an adjustment to arrive at the financial information for the LB Reporting Section: They are non-operating income, non-operating expense, interest expense, basic research expense, research and development expense relating to lines of business in which the company has no operating revenues, provision for income taxes, extraordinary items, cumulative effect of accounting changes, and minority interest. Also, long term advances to and investments in the Domestic Regulated and Foreign Sections and other investments accounted for by the equity method are not to be spread across lines of business, but are to be reported in Schedule IV(A) as an adjustment to arrive at the LB Reporting Section.

For purposes of the above paragraph, non-operating income includes such items as equity in net income of the Domestic Regulated and Foreign Sections, equity in net income of other investments accounted for by the equity method, dividends, interest, rent, royalties, etc. Expenses related to corporate headquarters are *not* to be considered a component of non-operating expenses.

Allocation Procedures

Rigid standards for the distinction between traceable and non-traceable expenses or assets are not proposed here. The same is true for the spreading of non-traceable expenses or assets across lines of business. *The company should use the allocation method for traceable and non-traceable expenses or assets it considers most appropriate; information on these methods should be provided in footnote 1 on Schedule V(A).*

For purposes of this report, it would be acceptable (although not required) to utilize the allocation procedures established by the Cost Accounting Standards Board in its Standard 403 on the allocation of home office expenses to segments. Generally, expenses considered under Standard 403 as being allocable on the basis of beneficial or causal relationship between supporting and receiving activities would be included in the traceable category of expenses for the LB Report, while expenses designated as residual in Standard 403 are analogous to the non-traceable category. Similar procedures can be developed for assets.

Central Administrative Office and Auxillary Units

If establishments are used as basic components for forming the LB Reporting Section, central administrative offices and auxiliary units should be treated in a straightforward manner. If the office or unit in question is uniquely related to a single line of business (e.g., a divisional administrative office or a specialized warehouse), it should be assigned to the LB. If it is related to more than one LB, associated costs and assets should be allocated among them.

Intra-LB Transfers

All intra-LB transfers should be eliminated.

Specific Line Instructions

- 1, 19, 33. The primary activity codes used in Schedule III should match those used in Schedule II.
- 2-5. Included are operating revenues from all customers outside the Total Reporting Company, and transfers to other lines of business of the LB Reporting Section, the Foreign Section, and the Domestic Regulated Section. *If line 3 is greater than ten percent of the LB's net operating revenues (line 6) detail in footnote 2 on the footnote attachment Schedule V(B) material amounts transferred to each other LB.*
6. Sum of lines 2 through 5.
8. Line 6 less line 7.
12. Sum of lines 9 through 11. Note that these lines refer to selling, general and administrative expense. They do not include cost of sales or other operating revenues.
13. Line 8 less line 12.
17. Sum of lines 14 through 16. See note for line 12 above.
18. Line 13 less line 17.
22. Line 20 less line 21.
25. Sum of lines 22 through 24.
28. Line 26 less line 27.
31. Sum of lines 29 through 30.
32. Sum of lines 25 and 31.

The data to be provided in lines 34-55 do not need to tie in exactly to the income statement or balance sheet data given in Parts A and B of this schedule. Nor do they need to be reconciled to corresponding items for the LB Reporting Section as a whole. Well informed estimates are appropriate for these lines. It is not necessary to make a complete or sample survey of primary documents.

- 34-35. If direct accounting estimates of these items are not available, the records which were used to provide payroll and material data for Bureau of the Census form MA-100 may be useful in estimating these data for manufacturing LBs. If an establishment produces goods for more than one LB, payrolls and materials for that establishment may be apportioned among the LBs according to some reasonable basis. Note that only establishment level payrolls and materials are to be included. For non-manufacturing LBs the materials and payrolls normally included as a component of cost of operating revenues or cost of sales should be reported here.
- 37-39. Report the amount of applied research and development activity billed to the Federal Government (line 37) and other outsiders (line 38) inclusive of profit. Report company funded activity on a cost basis (line 39). Any surplus of costs over contract reimbursements should be reported as company R&D on line 39.

If an R&D allowance is included within the price of a negotiated contract but no R&D is performed, none should be reported on lines 37 and 38. Similarly, if a company has a sub-contract which in fact involves the supply of off-the-shelf or standard items without any R&D, no R&D activity should be reported on lines 37 and 38.

It should be noted that, consistent with the instructions for the Census Bureau-National Science Foundation Form RD-1, R&D performed under sub-contract to a Federal Government prime contract should be reported on line 37 rather than 38.

Similarly, that part of a company's R&D effort which is contracted or subcontracted to other companies or other lines of business within the same company should be reported by the performing organization and not by the organization contracting or subcontracting the work out.

Do not report basic research in these lines. *Information should be provided in footnote 3 on Schedule V(B) as to applied research and development attributable to lines of business in which the company has no operating revenues and in footnote 4 on Schedule V(C) as to the amount of basic research for the entire LB Reporting Section.*

- 40-43. Report approximate percentages of ending inventories valued according to the four methods. The percentages should add up to 100. *If there has been a change in the inventory valuation method during the fiscal year, provide details in footnote 7 of Schedule V(C).*
- 44-47. Report approximate percentage of plant, property and equipment depreciation, depletion, and amortization calculated according to the four methods. The percentages should add up to 100. *If there has been a change in the depreciation method during the fiscal year, provide details in footnote 8 of Schedule V(D).*
- 48-51. Report approximate percentages of plant, property and equipment acquired by the company during the period indicated. The percentages should add up to 100.
- 52-55. Report approximate percentages of transfers to other parts of the Total Reporting Company (Foreign Section, Domestic Regulated Section, or other LBs of the LB Reporting Section) valued according to the four methods. The percentages should add up to 100. *If there has been a change in the transfer valuation method used during the fiscal year, provide details in footnote 9 of Schedule V(D).*

Schedule IV
Summary Reconciliations

The purpose of Schedule IV(A) is to provide a reconciliation of the financial data reported in Schedule III for all lines of business (Column B) with related financial information for the LB Reporting Section as a whole (Column D) and with financial information which is published in the company's form 10-K submitted to the Securities and Exchange Commission or in the company's Annual Report to Shareholders (Column H).

Combined LB Totals (Column B of Schedule IV(A)). Summarized profit and loss and asset data for the LB Reporting Section are to be reported in this column. The amounts to be reported should correspond to amounts reported in the far right hand column in Schedule III or, in some cases, to combinations of the amounts reported there. The following table illustrates how the amounts in Column B of Schedule IV(A) relate to those reported in the last column in Schedule III.

Line	Column B of Schedule IV(A)	Far right hand Column of Schedule III
"	1	6
"	2	7
"	3	8
"	4	12 plus 17
"	5	18
"	17	20 plus 26
"	18	21 plus 27
"	19	22 plus 28
"	20	23 plus 29
"	21	24 plus 30
"	22	32

It is not necessary to report amounts for lines 6 through 16 in Column B of Schedule IV(A).

LB Adjustments (Column C of Schedule IV(A)). Column C is provided for making adjustments necessary to reconcile the combined LB total financial data (Column B) to the corresponding information for the LB Reporting Section (Column D). Essentially, this involves eliminating the effects of inter-line of business transfers which are not eliminated in combining financial data for all the company's lines. Column C is also to be used for adding those items which were described in the Schedule III Instructions as part of the LB Reporting Section, but not to be spread across lines of business (see *Exclusions from LB Reporting Section* in the instructions for Schedule III.)

All Column C adjustments are to be detailed in Schedule IV(B).

LB Reporting Section (Column D of Schedule IV(A)). The amounts to be reported in Column D should correspond to similar amounts that are reported on the four relevant QFR Forms MG and TR. Except in instances where allocations have been made to the Foreign and Domestic Regulated Sections (see first paragraph under *General Comments* in the instructions to Schedule III) the following comparisons can be made.

Line	Column D of Schedule IV(A)	QFR Report Forms MG & TR
"	1	1 less 2
"	2 plus 4	3 plus 4
"	6 less 7	6 less 7 plus 9
"	9	10a plus 10b
"	10	11
"	12	11
"	13	12 less 13
"	15	14
"	16	15
"	17	26a plus 26b
"	18	26c
"	19	26d
"	20	24
"	21	20-23, 25 and 27

Please provide explanations in footnote 11 of Schedule V(E) if the relationships described in the above table do not exist.

Discontinued operations should be included in the LB Reporting Section as continuing operations and therefore, should not be reported separately (line 11) in Column D. This instruction applies also to Columns E and F.

Trade receivables arising as a result of transfers from the LB Reporting Section to the Domestic Regulated and Foreign Sections should be included in line 21 of the asset section of Column D, since the amounts for related transfers will be reported in line 1-net operating revenues of the Profit and Loss Summary for the LB Reporting Section.

Domestic Regulated and Foreign Sections (Columns E and F of Schedule IV(A)). Columns E and F are provided for reporting the required financial data for the two sections of the Total Reporting Company which are not consolidated for purposes of reporting line of business activity. All corporations which fit the definitions of these two sections should be fully consolidated regardless of how they are treated for other financial reporting purposes. The operations and assets of all corporations included in these sections should be reported line by line in the appropriate column. See first paragraph of *Consolidation Adjustments* below for conversion to the consolidation basis used in published financial data (Column H).

Consolidation Adjustments (Column G of Schedule IV(A)). Column G is provided for making the adjustments necessary to reconcile the financial information presented in Columns D, E, and F to similar data presented in the company's form 10-K and its Annual Report to Shareholders. Generally, there are two types of adjustments which may be necessary to accomplish this reconciliation.

First, an adjustment is necessary to eliminate the effect of transactions occurring among the three sections of the Total Reporting Company, i.e., the LB, Domestic Regulated and Foreign Sections. Second, adjustments may be necessary to conform LB and QFR reporting requirements to the reporting format that the company follows in published financial statements, e.g., grouping discontinued operations into a single line item, variances due to consolidation principles employed, and reclassifications of income, expense, and asset categories.

All Column G adjustments are to be detailed in Schedule IV(B).

Form 10-K and Annual Report (Column H of Schedule IV(A)). Column (H) is provided for the reporting of financial data which are published in the company's form 10-K or its Annual Report to Shareholders. Responses in Column (H) should be to the specific captions in Column (A) where possible. It is not necessary that the individual responses in Column (H) be completely consistent with the manner in which the financial data appears in the company's form 10-K or in the Annual Report to Shareholders.

Schedule V
Footnote Attachment

General Comments

The purpose of this schedule is to accumulate in one location all information required to be reported in footnote format. Each footnote item in Schedule V is cross-referenced to other portions of the instructions where the requirement for the information is initially set forth.

Specific Footnote Instructions

1. Allocation Procedures

For a non-traceable expense or asset item, the information in this footnote should be provided for the amount reported in the "Combined LB totals" column of Schedules III(A) and (B). For a traceable expense or asset item, details are required only if the allocated amount included in the "Combined LB totals" column exceeds 5% of the total reported for the item in that column.

Column A

Identify in the space provided the line number from Schedule III(A) and III(B) where assets or expenses have been allocated by use of a particular allocation procedure. If more than one allocation procedure is employed for one item, a separate row should be completed for each allocation procedure.

Column B

Indicate the portion of the item that is subject to a particular allocation procedure.

Column C

From the list provided below put the code number for the allocation procedure used in the box provided.

Code Number	Procedure
01	Sales
02	Cost of Sales
03	Cost Input (direct material, direct labor, other direct costs and applicable overhead)
04	Total cost incurred (cost input plus G & A expenses)
05	Prime cost (direct material, direct labor, and other direct costs)
06	Processing or conversion (direct labor and applicable overhead)
07	Direct labor dollars
08	Direct labor hours
09	Machine hours
10	Usage

<i>Code Number</i>	<i>Procedure</i>
11	Unit of product
12	Direct material cost
13	Total payroll dollars (direct and indirect employees)
14	Headcount or number of employees (direct and indirect employees)
15	Square feet
16	CASB three factor formula. See Section 403.50(C) of CASB Standard 403
17	Other (Describe on line provided in Column C or on an attachment sheet if necessary)

Column D

In the boxes provided report primary activity codes for the LBs to which the particular allocation was applied. If in excess of 11 LBs are affected, place a check mark in column E and continue reporting the codes in the succeeding row. It is not necessary to complete columns A, B, & C in other than the 1st row when more than one row is required to complete the response.

If all LBs are affected by the allocation procedure, it is not necessary to list all the FTC codes. Rather, insert 'xx.xx' in the first box provided.

Column E

See first paragraph of instructions for Column D above.

2. *Transfers*

If the amount reported for a particular industry in line 3 of Schedule III(A) is in excess of ten percent of that LB's net operating revenues and transfers as reported in line 6 of Schedule III(A), details for each material amount transferred to another line should be reported in this note.

Column A

The primary activity code of the transferring LB should be reported in the space provided. Where the transferring LB transfers to more than one receiving LB, a separate entry should be used for each receiving LB.

Column B

The primary activity code of the receiving LB should be reported in the space provided.

Column C

The amount transferred to each receiving LB should be reported in the space provided.

Listing Sequence

Use the first row to report up to four transfer amounts. If more than four transfer amounts need to be reported, use additional rows, filling each row before going to the next.

3. *Non-Attributable Applied Research and Development*

The applicable primary activity code (column A) and the amount (column B) of applied research and development attributable to a line of business in which the company has no operating revenues should be reported in this note.

Listing Sequence

Use row 09 for the first five responses, if necessary, and row 10 for the next 5.

4. *Basic Research*

The amount of basic research for the entire LB Reporting Section should be reported in the space provided.

5. *Average Establishment Specialization Ratio*

Report the average establishment specialization ratio in the box provided. Refer to second paragraph under *Criteria for Selection of Basic Components* in the instructions to Schedule II for method of computation.

6. *Average Basic Component Specialization Ratio*

Report the average basic component specialization ratio in the box provided. Refer to third paragraph under *Criteria for Selection of Basic Components* in the instructions to Schedule II for method of computation.

7. *Inventory Valuation Method Changes*

Changes in methods used to value inventory should be disclosed in this note.

Column A

Give the primary activity code for the LB in which the change occurred. If all LBs are affected by the same change place 'xx.xx' in the first A box of the first row (row 02) and respond in the first columns B & C of the first row (row 02) in accordance with the instructions for those columns below. No other rows need be completed.

Column B

From the list below indicate by code number in the boxes provided the inventory valuation procedure employed at the beginning of the fiscal period:

<i>Code Number</i>	<i>Procedure</i>
01	LIFO
02	FIFO
03	Average
04	Other (Describe on line provided in Column B or on attachment sheet if necessary)

Column C

From the list provided in the instructions to Column B above, indicate by code number in the boxes provided the inventory valuation procedure employed at the end of the fiscal year. If code 04 is applicable, describe the procedure on the line provided in Column C or on an attachment sheet if necessary.

Listing Sequence

Use the first row (row 02) to report up to three inventory valuation procedure changes. If more than three such changes need to be reported, use additional rows, filling each row before going to the next.

8. Depreciation Method

Changes in methods used to compute depreciation should be disclosed in this note.

Column A

Give the primary activity code for the LB in which the change occurred. If all LBs are affected by the same change, place 'xx.xx' in the first Column A box of row 1 and respond in the first Column B & C boxes of row 1 in accordance with the instructions for those columns below. No other rows need be completed.

Column B

From the list below indicate by code number in the boxes provided the depreciation method employed at the beginning of the year:

<i>Code Number</i>	<i>Procedure</i>
01	Straight-line
02	Sum of years digits
03	Double declining balance
04	Other (Describe on line provided in Column B or on attachment sheet, if necessary).

Column C

From the list provided in the instructions to Column B, indicate by code number in the boxes provided the depreciation method employed at the end^of the fiscal year. If code 04 is applicable, describe the procedure on the line provided in Column C or on an attachment sheet if necessary.

Listing Sequence

Use the first row to report up to three inventory valuation procedure changes. If more than three such changes need to be reported, use additional rows, filling each row before going to the next.

9. Transfer Valuation Method

Changes in the methods used to value transfers should be disclosed in this note.

Column A

Give the primary activity code for the LB in which the changes occurred. If all LBs are affected by the same change, place 'xx.xx' in the first Column A box of the first row (row 07) and respond in the first Columns B & C boxes of the first row (row 07) in accordance with the instructions for these columns below. No other rows need be completed.

Column B

From the list provided below indicate by code number in the boxes provided the transfer valuation method employed at the beginning of the year:

<i>Code Number</i>	<i>Procedure</i>
01	Market
02	Cost plus markup
03	Cost
04	Other (Describe on line provided in Column B or on an attachment sheet, if necessary)

Column C

From the list provided in the instructions to Column B above, indicate by code number in the boxes provided the transfer valuation method. If code 04 is applicable, describe the procedure on the line provided in Column C or on an attachment sheet, if necessary.

Listing Sequence

Use the first row (row 07) to report up to three inventory valuation procedure changes. If more than three such changes need to be reported, use additional rows, filling each row before going to the next.

10. *Proprietary/Ethical Drug Breakdown*

Use of the estimating procedure for the breakdown between proprietary and ethical drugs as described in the second full paragraph under specific item instruction 6 of Schedule II and its resultant material impact, if any, should be disclosed in this note.

11. *Schedule IV-Column D/QFR Reconciliation*

If any of the relationships described in the instructions under *LB Reporting Section (Column D of Schedule IV(A))* do not exist, an explanation should be provided in this note.

12. *Clarification of Responses*

This footnote should be used to explain any response in the LB Form which appears to be inconsistent with the instructions or needs additional clarification as to its meaning.

13. *Companies Combined Under Optional Method*

Details of the companies combined under the *Optional Method*, as described in the instructions for Schedule I should be provided in this note. The name of each "non-manufacturing" company and its related 2-digit SIC code should be disclosed. Only the name of each subsidiary in the "Immaterial" category need be disclosed.

APPENDIX D

Glossary of Terms Used

GLOSSARY OF TERMS USED

ACTIVE COMPANY. A company with assets and/or receipts from operations.

ADDRESSEE COMPANY. A company to which the Order to File Special Report was addressed.

APPLIED RESEARCH. Investigation directed to discovery of new scientific knowledge which has specific commercial objectives with respect to either products or processes. This definition is essentially the same as the one used by the Bureau of the Census in Form RD-1, *Survey of Industrial Research and Development*, to collect data for the National Science Foundation.

Both research performed under contract for another company which has specific commercial objectives with respect to the products or processes of the sponsoring company, as well as noncontract research dealing with a company's existing or presently contemplated products or processes, should be considered applied research.

AUXILIARY UNIT. An establishment primarily engaged in performing supporting services for other establishments of the same company rather than for the general public or for other business firms. Auxiliaries include such diverse activities as research, development, and testing laboratories of manufacturing firms developing new or improved products with the company's own funds or on Federal contract; central warehouses for the company's own merchandise; central garages for the company's own vehicles; trading stamp redemption stores; milk receiving stations; and sales promotion offices. This definition is essentially the same as that found in the *Standard Industrial Classification Manual-1972 (Appendix A)*.

BASIC COMPONENT. A part of a company which is used in forming lines of business. Some examples are establishments, product lines or groups, organizational units and profit centers.

BASIC RESEARCH. Original investigation for the advancement of scientific knowledge which does not have specific commercial objectives. This definition is essentially the same as the one used by the Bureau of the Census in Form RD-1, *Survey of Industrial Research and Development*, to collect data for the National Science Foundation.

CENTRAL ADMINISTRATIVE OFFICE. An establishment primarily engaged in general administrative, supervisory, accounting, purchasing, engineering and systems planning, advertising, legal, financial, or related management functions performed centrally for other establishments of the same company. Central administrative offices characteristically do not produce any products nor do they provide any services for the general public, other companies, or government. This definition is essentially the same as that found in the *Standard Industrial Classification Manual-1972 (Appendix A)*.

DEVELOPMENT. Technical activity concerned with nonroutine problems which are encountered in translating research findings or other general scientific knowledge into products or processes. This definition is essentially the same as the one used by the Bureau of the Census in Form RD-1, *Survey of Industrial Research and Development*, to collect data for the National Science Foundation.

DOMESTIC BRANCH. An unincorporated domestic business operation conducted in the U.S. by a foreign resident or group of residents (corporate or otherwise).

DOMESTIC CORPORATION. A company incorporated in one of the 50 States or the District of Columbia.

DOMESTIC OPERATION. One in which a business activity (manufacturing, mining, selling, farming, etc.) occurs in one or more of the 50 States and/or in the District of Columbia.

THE DOMESTIC REGULATED SECTION. All domestic corporations included in the Total Reporting Company, but not in the LB Reporting Section because either: (1) a corporation is primarily engaged in banking, finance, or insurance; or (2) a corporation is required to file annual financial statements with the Interstate Commerce Commission, Civil Aeronautics Board, Federal Communications Commission, or Federal Power Commission.

DRUGS, ETHICAL. Products primarily advertised or otherwise promoted to or prescribed by the health professions (medical, dental, pharmaceutical, nursing, etc.). This definition is the one given in the U.S. Bureau of the Census, *Census of Manufactures, 1972; Industry Series: Drugs, MC72(2)-28C* (U.S. Government Printing Office, Washington, D.C., 1975, (footnotes to Table 6A.)

DRUGS, PROPRIETARY. Products primarily advertised or otherwise promoted to the general public. This definition is the one given in the U.S. Bureau of the Census, *Census of Manufactures, 1972; Industry Series: Drugs MC72(2)-28C* (U.S. Government Printing Office, Washington, D.C. 1975), footnotes to Table 6A.

FOREIGN ENTITY. One which is legally organized outside the 50 States and the District of Columbia.

FOREIGN OPERATION. One in which a business activity (manufacturing, mining, selling, farming, etc.) occurs outside the 50 States and the District of Columbia.

FOREIGN SECTION. All parts of the Total Reporting Company not included in the LB Reporting Section because of foreign activities in accordance with the Rules for Consolidation.

GROSS PLANT, PROPERTY & EQUIPMENT. Gross value of all depreciable and amortizable fixed assets and of all land, except land held for resale. Included are: all improvements and new construction in progress but not yet completed; all fixed assets owned by the company that are leased or rented to others; capitalized exploration and development costs of mineral properties; and timber and mineral rights.

INDUSTRY CATEGORY. One of the fields of business activity described in the Industry Category List for FTC Form LB (1977).

INVENTORIES. Book value of: finished products; work-in-process; and materials, supplies, fuels, etc. Land, buildings, and other real estate and securities held for resale are excluded; they should be reported in "all other assets".

LB REPORTING SECTION. The parts of the Total Reporting Company consolidated in accordance with the following Rules for Consolidation which are taken from the FTC Quarterly Financial Report Program (1973 version of Form MG):

RULES FOR CONSOLIDATION

CONSOLIDATE THE DOMESTIC OPERATIONS of every corporation which is taxable under the U.S. Internal Revenue Code and is owned more than 50 percent by your corporation and its majority-owned corporations, and **CONSOLIDATE** every DISC (Domestic International Sales Corporation) which is owned more than 50 percent by your corporation and its majority-owned corporations, **EXCEPT**

DO NOT CONSOLIDATE:

- Foreign entities, either corporate or non-corporate;
- Foreign branch operations;
- Domestic corporations primarily engaged in foreign operations; and
- Domestic corporations primarily engaged in banking, finance, or insurance (as defined in major groups 60 through 63 and in group 672 of the *Standard Industrial Classification Manual, 1972 edition*).

CONSOLIDATION IS OPTIONAL for any domestic corporation required to file annual financial statements with the Interstate Commerce Commission, Civil Aeronautics Board, Federal Communications Commission, or Federal Power Commission. If you do consolidate any of these corporations in this Federal Trade Commission report, you are *required* to submit with this report a copy of the annual financial statements filed with the respective regulatory agencies.

LINE OF BUSINESS. The consolidation of all basic components of the LB Reporting Section which have the same primary activity. An exception is made for certain vertically related operations; see the instructions for Schedule II for details.

MATERIALS USED. The sum of the total delivered cost of all raw materials, semi-finished goods, parts, components, containers, scrap, and supplies consumed or put into production; the amount paid for electric energy purchased; the amount paid for all fuels consumed for heat, power or the generation of electricity; the cost of work done by others on materials or parts furnished by manufacturing establishments (contract work); and cost of products bought and resold in the same condition. This definition is essentially the same as the one used by the Bureau of the Census in Form MA-100, *Annual Survey of Manufactures*.

MEDIA ADVERTISING EXPENSE. All expenditures related to advertising the company's name, products or services by television, radio, newspapers, newspaper supplements, magazines, business periodicals, billboards (outdoor advertising), transit, direct mail, handbills, and other media. Expenditures for the use of media and for advertising agency services are included. Expenditures for support of advertising such as the cost of an advertising department, a market research group which specializes in evaluation of advertising and promotional efforts, a media buying department, or a graphic arts department that specializes in the preparation of advertising copy are included. This definition is essentially the same as the one used by the Securities and Exchange Commission in Regulation S-X, which prescribes the form and content of financial statements for Form 10-K.

NET OPERATING REVENUES.* The value (measured at invoice prices) of goods or services sold during the fiscal year, net of discounts, returns, and allowances. Non-operating income (e.g. dividends, interest, etc.) is not included. Excise and sales taxes paid to Federal, State, local or other taxing agencies are not included.

PARENT COMPANY. A company which has more than 50 percent ownership interest in another company.

PAYROLLS. Gross earnings paid in the fiscal year to employees on the payroll of the operating manufacturing establishments for work done to produce the LB's products. All forms of compensation such as salaries, wages, commissions, dismissal pay, all bonuses, vacation and sick pay, and compensation in kind, prior to such deductions as employees' Social Security contributions (employees' portion only), withholding taxes, group insurance, union dues, and savings bonds are included. Payrolls of central administrative offices and auxiliary units of multi-establishment companies are not included. This definition is essentially the same as the one used by the Bureau of the Census in Form MA-100, *Annual Survey of Manufacturers*.

PRIMARY ACTIVITY. The industry category from the Industry Category List which accounts for the largest percentage of net operating revenues. The term may be used for the whole company or some part of it, e.g., basic component or LB.

PRIMARY ACTIVITY CODE. The FTC code number from the Industry Category List for the industry category associated with the primary activity.

SPECIALIZATION RATIO. The ratio of operating revenues for primary products to the sum of operating revenues for primary and secondary products. The concept may be applied to the company as a whole, or to any subunit of it. Primary products are those which belong to the FTC industry category to which the company or subunit is assigned. Secondary products are those which belong to other FTC industry categories. Only final products should be used in calculating the ratio.

SUBSIDIARY. A company which has a parent company, i.e., is more than 50% owned by another company. Any company which is a subsidiary of a subsidiary of a parent company is considered to be a subsidiary of the parent company. And any company for which a combination of subsidiary companies and the parent company has more than a 50% ownership interest is a subsidiary of the parent company.

TOTAL REPORTING COMPANY. The addressee company and all corporations which are owned more than 50 percent by the addressee company and its majority-owned corporations. This will be the same as or more than the set of companies which are consolidated for the annual 10-K report filed with the Securities and Exchange Commission.

TRACEABLE.** Those costs and assets which a company can directly attribute to a line of business or which can be assigned to a line of business by use of a reasonable allocation method developed on the basis of operating level realities.

TRANSFERS. The dollar amount of goods transferred or services rendered by one part of the Total Reporting Company to another part of the company. The same term is used whether the sending and receiving parts are unincorporated or incorporated.

*Except for the exclusion of excise and sales taxes, this term may, at the discretion of the company be compared to the terms "revenue" or "sales" as used in Statement of Financial Accounting Standards No. 14 (FAS 14) promulgated by the Financial Accounting Standards Board.

**For costs, traceable, at the company's discretion, may be compared to the combination of the terms "directly traceable" and "allocated on a reasonable basis" as used in FAS 14. The term "non-traceable expense" as used in the LB form may be compared to the term "general corporate expense" as used in FAS 14. For assets, traceable may be compared to the term "identifiable" as used in FAS 14. The term "non-traceable assets" as used in the LB form may be compared to the term "assets maintained for general corporate purposes" as used in FAS 14.

APPENDIX E
Industry Category List for FTC Form LB, 1977

Industry Category List for FTC Form LB (1977)

FTC Code	Description	Related 1977 SIC or Census Codes
<i>MANUFACTURING CATEGORIES:</i>		
<i>Food and Kindred Products</i>		
20.01	Meat packing, sausages and other prepared meat products	2011, 3
20.02	Poultry dressing, poultry and egg processing	2016, 7
20.03	Fluid Milk	2026
20.04	Dairy products exc. fluid Milk	202, x 2026
20.05	Canned specialties	2032
20.06	Frozen fruits, fruit juices, and vegetables	2037
20.07	Frozen specialties	2038
20.08	Canned, dried, dehydrated, and pickled fruits and vegetables including preserves, jams, jellies, dehydrated soup mixes, vegetable sauces and seasoning, and salad dressings	2033, 4, 5
20.09	Cereal breakfast foods	2043
20.10	Dog, cat, and other pet food	2047
20.11	Prepared feeds and feed ingredients for animals and fowls, nec.	2048
20.12	Flour and other grain mill products, rice milling, blended and prepared flour	2041, 4, 5
20.13	Wet com milling	2046
20.14	Bread, cake, and related products	2051
20.15	Cookies and crackers	2052
20.16	Cane sugar	2061, 2
20.17	Beet sugar	2063
20.18	Confectionery products	2065
20.19	Chocolate and cocoa products	2066
20.20	Chewing gum	2067
20.21	Fats and oils	207
20.22	Malt beverages	2082
20.23	Malt	2083
20.24	Wines, brandy, and brandy spirits	2084
20.25	Distilled liquor	2085
20.26	Bottled and canned soft drinks	2086

FTC Code	Description	Related 1977 SIC or Census Codes
20.27	Flavoring extracts and syrups, nec.	2087
20.28	Roasted coffee	2095
20.29	Misc. foods and kindred products, exc. roasted coffee	209, x 2095
	<i>Tobacco Manufacturing</i>	
21.01	Cigarettes	211
21.02	Cigars	212
21.03	Chewing and smoking tobacco	213
21.04	Tobacco stemming and redrying	214
	<i>Textile Mill Products</i>	
22.01	Weaving mills – cotton, synthetics, and silk	221, 222
22.02	Weaving and finishing mills, wool	223
22.03	Narrow fabric mills	224
22.04	Hosiery	2251, 2
22.05	Knit outerwear mills	2253
22.06	Knit underwear mills	2254
22.07	Knitting mills, nec., including circular and warp knit fabric mills	2257, 8, 9
22.08	Textile finishing, except wool and knit goods	226
22.09	Floor covering mills	227
22.10	Yarn and thread mills	228
22.11	Tire cord and fabric	2296
22.12	Misc. textile goods, exc. tire cord and fabric	229, x 2296
	<i>Apparel and Other Fabric Products</i>	
23.01	Men's and boys' suits and coats	231
23.02	Men's and boys' furnishings	232
23.03	Women's and misses' outerwear	233
23.04	Women's and children's undergarments	234
23.05	Children's outerwear	236
23.06	Misc. apparel and accessories, including hats, caps, and millinery and fur goods	235, 237, 238
23.07	Misc. fabricated textile products	239

FTC Code	Description	Related 1977 SIC or Census Codes
<i>Lumber and Wood Products Except Furniture</i>		
24.01	Logging camps and logging contractors	241
24.02	Sawmills and planing mills	242
24.03	Millwork, plywood and structural members	243
24.04	Wood buildings and mobile homes	245
24.05	Misc. wood products, including wood containers	244, 249
<i>Furniture and Fixtures</i>		
25.01	Mattresses and bedsprings	2515
25.02	Household furniture, exc. mattresses and bedsprings	251, x 2515
25.03	Office furniture	252
25.04	Public building and related furniture	253
25.05	Partitions and fixtures	254
25.06	Misc. furniture and fixtures	259
<i>Paper and Allied Products</i>		
26.01	Pulp mills	261
26.02	Paper mills, except building paper	262
26.03	Paperboard mills	263
26.04	Paper coating and glazing	2641
26.05	Envelopes	2642
26.06	Bags, exc. textile bags	2643
26.07	Sanitary paper products	2647
26.08	Stationery, tablets, and related products	2648
26.09	Converted paper and paperboard products, nec., including die-cut paper, paperboard, and cardboard, and pressed and molded pulp goods	2645, 6, 9
26.10	Paperboard containers and boxes	265
26.11	Building paper and board mills	266
<i>Printing, Publishing and Allied Industries</i>		
27.01	Newspapers	271
27.02	Periodicals	272
27.03	Books	273
27.04	Misc. publishing	274

FTC Code	Description	Related 1977 SIC or Census Codes
27.05	Commercial printing	275
27.06	Manifold business forms	276
27.07	Greeting card publishing	277
27.08	Blankbooks and bookbinding	278
27.09	Printing trade services	279
	<i>Chemicals and Allied Products</i>	
28.01	Industrial gases	2813
28.02	Inorganic pigments	2816
28.03	Industrial inorganic chemicals, exc. industrial gases and inorganic pigments	2812, 2819
28.04	Plastics materials and resins	2821
28.05	Synthetic rubber	2822
28.06	Organic fibers	2823, 4
28.07	Drugs, ethical	pt. 283
28.08	Drugs, proprietary	pt. 283
28.09	Perfumes, cosmetics, and other toilet preparations	2844
28.10	Soap and other cleaning preparations	284, x 2844
28.11	Paints and allied products	285
28.12	Gum and wood chemicals	2861
28.13	Industrial organic chemicals, exc. gum and wood chemicals	2865, 9
28.14	Fertilizers	2873, 4, 5
28.15	Pesticides and agricultural chemicals, nec.	2879
28.16	Explosives	2892
28.17	Misc. chemical products, exc. explosives	289, x 2892
	<i>Petroleum Refining and Related Industries</i>	
29.01	Petroleum refining	291
29.02	Paving and roofing materials	295
29.03	Misc. petroleum and coal products	299

FTC Code	Description	Related 1977 SIC or Census Codes
<i>Rubber and Miscellaneous Plastics Products</i>		
30.01	Tires and inner tubes	301
30.02	Rubber and plastics footwear	302
30.03	Reclaimed rubber	303
30.04	Rubber and plastics hose and belting	304
30.05	Fabricated rubber products, nec.	306
30.06	Misc. plastics products	307
<i>Leather and Leather Products</i>		
31.01	Leather tanning and finishing	311
31.02	Footwear, except rubber; and boot and shoe cut stock and findings	313, 314
31.03	Luggage	316
31.04	Leather goods, nec., including leather gloves and mittens, and handbags and personal leather goods	315, 317, 319
<i>Stone, Clay, Glass, and Concrete Products</i>		
32.01	Flat glass	321
32.02	Glass containers	3221
32.03	Pressed and blown glass, nec.	3229
32.04	Products of purchased glass	323
32.05	Cement, hydraulic	324
32.06	Structural clay products	325
32.07	Vitreous plumbing fixtures	3261
32.08	Porcelain electrical supplies	3264
32.09	Pottery and related products, exc. vitreous plumbing fixtures and porcelain electrical supplies	326, x 3261, 4
32.10	Concrete products, including block and brick	3271, 2
32.11	Ready-mixed concrete	3273
32.12	Lime	3274
32.13	Gypsum products	3275
32.14	Cut stone and stone products	328
32.15	Abrasive products	3291
32.16	Asbestos products	3292

FTC Code	Description	Related 1977 SIC or Census Codes
32.17	Mineral wool	3296
32.18	Nonmetallic mineral products, nec., including gaskets, packing and sealing devices, ground or treated minerals and earths, and nonclay refractories	3293, 5, 7, 9
<i>Primary Metal Industries</i>		
33.01	Blast furnace and basic steel products	331
33.02	Iron and steel foundries	332
33.03	Primary copper	3331
33.04	Primary lead	3332
33.05	Primary zinc	3333
33.06	Primary aluminum	3334
33.07	Primary nonferrous metals, nec.	3339
33.08	Secondary nonferrous metals	334
33.09	Aluminum sheet, plate, and foil, aluminum extruded products, aluminum rolling and drawing, nec.	3353, 4, 5
33.10	Nonferrous rolling and drawing (including copper), nec.	3351, 6
33.11	Nonferrous wire drawing and insulating	3357
33.12	Nonferrous foundries	336
33.13	Misc. primary metal products	339
<i>Fabricated Metal Products, Except Machinery and Transportation Equipment</i>		
34.01	Metal cans	3411
34.02	Metal barrels, drums, and pails	3412
34.03	Cutlery	3421
34.04	Hand and edge tools, exc. machine tools	3423, 5
34.05	Hardware, nec.	3429
34.06	Enameled iron and metal sanitary ware	3431
34.07	Plumbing fixture fittings and trim (brass goods)	3432
34.08	Heating equipment, exc. electric and warm air furnaces	3433
34.09	Fabricated structural metal	3441
34.10	Metal doors, sash, frames, molding, and trim	3442
34.11	Fabricated plate work (boiler shops)	3443

FTC Code	Description	Related 1977 SIC or Census Codes
34.12	Misc. metal work, including sheet metal, architectural and ornamental metal work, and prefabricated metal buildings and parts	3444, 6, 8, 9
34.13	Screw machine products, bolts, etc.	345
34.14	Metal forgings, ferrous and nonferrous	3462, 3
34.15	Automotive stampings	3465
34.16	Crowns and closures	3466
34.17	Metal stampings, nec.	3469
34.18	Metal coating, engraving, and allied services	347
34.19	Ordnance and accessories, exc. vehicles and guided missiles	348
34.20	Valves and pipe fittings, except plumbers' brass goods	3494
34.21	Misc. fabricated metal products, exc. valves and pipe fittings	349, x 3494
	<i>Machinery Except Electrical</i>	
35.01	Turbines and turbine generator sets	3511
35.02	Internal combustion engines, nec.	3519
35.03	Farm machinery and equipment	3523
35.04	Lawn and garden equipment	3524
35.05	Construction machinery and equipment	3531
35.06	Mining machinery and equipment, exc. oil field machinery and equipment	3532
35.07	Oil field machinery and equipment	3533
35.08	Elevators and moving stairways	3534
35.09	Conveyors and conveying equipment	3535
35.10	Hoists, industrial cranes, and monorail systems	3536
35.11	Industrial trucks, tractors, trailers and stackers	3537
35.12	Machine tools, metal cutting types	3541
35.13	Machine tool accessories and measuring devices	3545
35.14	Power driven hand tools	3546
35.15	Metalworking, machinery, nec., including metal forming machine tools, special dies and tools, die sets, jigs and fixtures, industrial molds and rolling mill machinery and equipment	3542, 4, 7, 9
35.16	Food products machinery	3551

FTC Code	Description	Related 1977 SIC or Census Codes
35.17	Textile machinery	3552
35.18	Woodworking machinery	3553
35.19	Paper industries machinery	3554
35.20	Printing trades machinery	3555
35.21	Special industrial machinery, nec.	3559
35.22	Pumps and pumping equipment	3561
35.23	Ball and roller bearings	3562
35.24	Air and gas compressors	3563
35.25	Blowers and exhaust and ventilation fans	3564
35.26	Speed changers, industrial high speed drives, and gears	3566
35.27	Industrial process furnaces and ovens	3567
35.28	Mechanical power transmission equipment, nec.	3568
35.29	General industrial machinery and equipment, nec., including industrial patterns	3565, 9
35.30	Typewriters	3572
35.31	Electronic computing equipment	3573
35.32	Calculating and accounting machines, exc. electronic computing equipment	3574
35.33	Scales and balances, exc. laboratory	3576
35.34	Office machines, nec.	3579
35.35	Air conditioning and warm air heating equipment and commercial and industrial refrigeration equipment	3585
35.36	Service industry machines, nec., including automatic merchandising machines; commercial laundry, dry cleaning, and pressing machines; and measuring and dispensing pumps	358, x 3585
35.37	Misc. machinery, except electrical	359
	<i>Electrical and Electronic Machinery, Equipment, and Supplies</i>	
36.01	Transformers	3612
36.02	Switchgear and switchboard apparatus	3613
36.03	Motors and generators	3621
36.04	Industrial controls	3622
36.05	Welding apparatus, electric	3623

FTC Code	Description	Related 1977 SIC or Census Codes
36.06	Carbon and graphite products	3624
36.07	Electrical industrial apparatus, nec.	3629
36.08	Household cooking equipment	3631
36.09	Household refrigerators and freezers	3632
36.10	Household laundry equipment	3633
36.11	Household vacuum cleaners	3635
36.12	Household appliances, nec., including electric housewares and fans and sewing machines	3634, 6, 9
36.13	Electric lamps	3641
36.14	Residential, commercial, industrial and institutional electric lighting fixtures	3645, 6
36.15	Vehicular lighting equipment	3647
36.16	Lighting equipment, nec., including current-carrying and noncurrent-carrying wiring devices	3643, 4, 8
36.17	Radio and TV receiving sets	3651
36.18	Phonograph records	3652
36.19	Telephone and telegraph apparatus	3661
36.20	Radio and TV communication equipment	3662
36.21	Electron tubes, receiving and transmitting types	3671, 3
36.22	Cathode ray television picture tubes	3672
36.23	Semiconductors and related devices	3674
36.24	Electronic capacitors, resistors, coils and transformers, connectors and components, nec.	3675, 6, 7, 8, 9
36.25	Storage batteries	3691
36.26	Primary batteries, dry and wet	3692
36.27	Engine electrical equipment	3694
36.28	X-ray apparatus and tubes, electrical equipment and supplies, nec.	3693, 9
<i>Transportation Equipment</i>		
37.01	Passenger cars	37111, 37115
37.02	Trucks	37112, pt. 3713 3716
37.03	Buses	37113, pt. 3713
37.04	Combat vehicles, tanks	37114, 3795

FTC Code	Description	Related 1977 SIC or Census Codes
37.05	Motor vehicle parts	3714
37.06	Truck trailers	3715
37.07	Aircraft and aircraft equipment, nec.	3721, 8
37.08	Aircraft engines and engine parts	3724
37.09	Ship and boat building and repairing	373
37.10	Railroad equipment	374
37.11	Motorcycles, bicycles, and parts	375
37.12	Guided missiles, space vehicles, and parts	376
37.13	Travel trailers and campers	3792
37.14	Transportation equipment, nec.	3799
	<i>Measuring, Analyzing, and Controlling Instruments; Photographic, Medical and Optical Goods; Watches and Clocks</i>	
38.01	Engineering and scientific instruments	381
38.02	Measuring and controlling devices	382
38.03	Optical instruments and lenses	383
38.04	Dental equipment and supplies	3843
38.05	Surgical and medical instruments, appliances and supplies	384, x 3843
38.06	Ophthalmic goods	385
38.07	Photocopying equipment	38612, 38616-25, 38617-31 & 32, pt. 38618-11
38.08	Photographic equipment and supplies, exc. photocopying equipment	3861, x 38612, 38616-25, 38617-31, 32 & pt. 38618-11
38.09	Watches, clocks, and watchcases	387
	<i>Miscellaneous Manufacturing Industries</i>	
39.01	Jewelry, silverware, and plated ware	391
39.02	Musical Instruments	393
39.03	Sporting and athletic goods, nec.	3949
39.04	Dolls, games, toys, and children's vehicles	394, x 3949
39.05	Pens, pencils, office and art supplies	395
39.06	Costume jewelry and notions	396
39.07	Hard surface floor coverings	3996
39.08	Misc. manufacturing, exc. hard surface floor coverings	399, x 3996

FTC Code	Description	Related 1977 SIC or Census Codes
<i>NON-MANUFACTURING CATEGORIES:</i>		
1.01	Agricultural production -- crops	01
2.01	Agricultural production -- livestock	02
7.01	Agricultural services	07
8.01	Forestry and fishing	08, 09
10.01	Metal Mining	10
11.01	Anthracite mining and bituminous coal and lignite	11, 12
13.01	Oil and gas extraction	13
14.01	Mining and quarrying of nonmetallic minerals, except fuels	14
15.01	Construction	15, 16, 17
40.01	Transportation and public utilities	40, 41, 42, 43, 44, 45, 46, 47, 48, 49
50.01	Wholesale trade	50, 51
52.01	Retail trade	52, 53, 54, 55, 56, 57, 58, 59
60.01	Finance, insurance, and real estate	60, 61, 62, 63, 64, 65, 66, 67
70.01	Services	70, 72, 73, 75, 76, 78, 79, 80, 81, 82, 83, 84, 86, 88, 89

APPENDIX F
Supporting Statement For FTC Form LB, 1977

Supporting Statement
Use of
Federal Trade Commission Form LB 1975/76
for 1977

Introduction

This Supporting Statement provides information on the Federal Trade Commission's (Commission) submission of the Line of Business ("LB") form for 1977 to the General Accounting Office (GAO) for review pursuant to the Federal Reports Act. The form is essentially identical to the LB form for 1975/76, reviewed by GAO in 1976, and the 1974 LB form, reviewed by GAO in 1975.

Pursuant to the procedures and requirements outlined in Section 10.11 of GAO's Rules and Regulations concerning renewals or revisions of existing plans and report forms, the Supporting Statement of the Commission submitted for the 1975/76 Form, Supporting Statement, Federal Trade Commission Form LB 1975/76, is incorporated by reference in this Supporting Statement of the Commission and is attached. Also attached and incorporated by reference are the Commission's statements denying motions to quash the orders to file 1975 and 1976 forms, and denying motions to reconsider such denials.

Use of Previously Collected Information

On July 26, 1976, GAO advised the Commission that use of the 1975/76 Form LB, applicable to respondent corporations in 1975 and 1976 accounting years, would be consistent with the Federal Reports Act. The Commission served orders to file the 1975/76

Form LB on 475 companies for each year. Previously the Commission had ordered 440 companies to file 1974 LB reports. Of the companies ordered to file, approximately 280 had filed for 1974, and 290 each for 1975 and 1976, prior to the recent termination in the Commission's favor of litigation concerning the 1974 LB form. See In re FTC Line of Business Report Litigation, CCH 1978-2 Trade Cas. ¶ 62152 (D.C. Cir. July 10, 1978), cert. denied, 47 U.S.L.W. 3313 (U.S. Nov. 6, 1978). Many of the delinquent reports have since been filed, and, although it has been necessary to institute contempt proceedings as to some of the companies that failed to file 1974 LB reports even after a final court order to do so, we expect that the balance will be filed as to all three years by February 1979, without further litigation.

The Commission has previously described publication plans for LB data in the 1974 Supporting Statement (at 5-6). Plans for the publication of 1977 data are similar.

Justification for Continued Use

The 1974 LB Form LB Supporting Statement sets forth (at 2) the Commission's principal reasons for initiating the LB Program. Continuation of the LB Program and, more specifically, continued use of the Form LB, are necessary for similar reasons. Because of the delays caused by litigation over the initial rounds of the LB survey, it has not yet been possible for the program to begin to achieve most of its stated goals. In addition, many of these goals are inherently long-term in nature, requiring the collection and publication of LB data for a period of years in order for trends and significant patterns to be discernible.

Publication of data for the years 1974-1976 is unlikely to be possible sooner than late 1979, in view of the fact that the data collection has been significantly incomplete until recently. Publication of and use of data from the 1973 LB survey will not provide a reliable indication of the value of the data sought in LB reports for later years because of material changes made in the LB form for 1974 and subsequent years, as well as the fact that data collection for 1973 was terminated with a significant number of companies not having filed reports.

Extent of Revisions and Reasons Therefor

No changes have been made in the LB form and related materials for 1977 except to add two footnotes indicating the similarity between terms used in the LB report and terms used in Financial Accounting Standards Board Standard No. 14.

Consultations Outside the Agency

Extensive consultation with numerous parties outside the Commission with respect to the development of the 1974 LB Form were detailed in the Supporting Statement for that form (at 6-11). Those consultations are still relevant.

In connection with its orders to file the 1975/76 LB Forms the Commission received numerous communications from companies in the form of motions to quash the orders and motions to reconsider denials of motions to quash, noted previously. During 1977, Commission staff consulted on several occasions with the staff of the Commission on Federal Paperwork, which published its report, A Study of Segmented Financial Reporting, on June 10, 1977.

On May 9, 1977, the Manager of the LB Program, Mr. William F. Long, circulated a memorandum requesting comments on the future development of the form and related materials. The memorandum was sent to all companies in the LB survey and other parties known to Mr. Long to have an interest in the program. Eighty-six written responses were received. In addition, the staff of the program held conferences with several companies in the field to get more extensive comments.

After reviewing the comments received the staff concluded, and the Commission agreed, that no changes should be made at this time, in part because the Commission was unable to draw upon the experience and comments of the many companies in the litigation that had not filed LB reports and chose not to offer constructive comments, perhaps because of the then pending litigation. The Commission has, however, committed itself to invite comments before making major changes in the LB program.

Compliance Burden

Subsequent to the submission of Supporting Statements for the LB Forms for 1974-1976, the Commission has had an opportunity to obtain additional information about estimated and actual costs of completing the LB form. This added data, while fragmentary, tends to confirm the general accuracy of the Commission's a priori estimate that the costs of completing the 1974 LB form would average \$24,000 and would range from under \$10,000 to as much as \$100,000 for a few large diversified companies, and would decrease in subsequent years due to start-up costs associated with the initial effort to relate the requirements of the form to a company's internal structure and recordkeeping system.

Thus an informal survey conducted by the Commission on Federal Paperwork found actual compliance costs ranging from \$1,688 to \$63,600, and averaging \$16,916. Commission on Federal Paperwork, A Study of Segmented Financial Reporting 43 (1977). Another informal survey conducted by the Commission's LB staff found that actual compliance costs for the most diversified companies that had filed LB reports ranged from \$1,500 to \$100,000, averaging \$28,646. Id. at 107. And in the litigation concerning the 1974 LB report, all but five of the estimates of likely compliance costs in the record were within the range estimated by the Commission, and, after company witnesses had testified and been cross examined about their estimates, the court found the five exceptions to be atypically high and in any event overstated. See In re FTC Corporate Patterns Report Litigation, CCH 1977-2 Trade Cas. ¶ 61544, at 72149-52 (D.D.C. 1977), aff'd sub nom. In re FTC Line of Business Report Litigation, supra.

Although GAO has previously concluded that the Commission has done all it reasonably can to minimize compliance costs, the Commission will continue to assess compliance costs and attempt to determine whether they can be reduced and whether the benefits of the program warrant the costs entailed. However, since the likely benefits are long-term in nature, a definitive or meaningful quantification of actual benefits is premature and will be so for several years at least. In the meantime, the Commission will remain receptive to suggestions for reducing the costs of compliance. Thus far we have not received any such suggestions that could be adopted without substantially altering and impairing the nature or probable benefit of the program.

Confidentiality

The Commission intends to adopt for the 1977 LB reports Confidentiality Rules similar to those adopted for prior years. Changes are required to reflect changes in applicable statutes, and the Commission will publish and invite comment on its proposed Confidentiality Rules.

APPENDIX G
Confidentiality Rules and Procedures
for the 1977 Reporting Year

FEDERAL TRADE COMMISSION

**Line of Business Reports Program;
Confidentiality Procedures—Adoption
of Final Procedures as to LB Reports
for 1973, 1974-76, 1977, and Future
Years**

AGENCY: Federal Trade Commission.

ACTION: Adoption of Final Procedures for LB Reports for 1973, 1974-1976, 1977, and Future Years.

SUMMARY: On August 27, 1980, the Federal Trade Commission published a notice (45 FR 57230) adopting final confidentiality procedures for 1977 Line of Business (LB) reports, and proposing to adopt the same rules for 1973-1976 LB reports, and for future years.

On December 16, 1980 (45 FR 82718), the Commission adopted a supplemental interim confidentiality procedure applicable to 1973-1976 LB reports which gave the General Counsel and his or her staff and Commissioners and their assistants access to LB information for certain limited purposes.

The Commission hereby adopts the proposed confidentiality procedures, as modified by the December 16 notice and by additional modifications noted below, for all previously filed LB reports (1973-1977) and for any reports to be filed in the future. With one exception, these procedures are effective on publication. Names of companies filing 1973 LB reports, which were confidential under the 1973 LB rules and procedures (39 FR 30970 (1974)), will be treated as confidential under § 2 of the rules below until January 27, 1981.

ADDRESS: Although most of these procedures become effective immediately, the Commission will receive comments on them. Comments should be addressed to the Secretary, Federal Trade Commission, 6th Street and Pennsylvania Avenue, NW, Washington, D.C. 20580. Comments will be entered on the public record in Room 130 at the above address during normal business hours.

FOR FURTHER INFORMATION ABOUT THESE PROCEDURES CONTACT: Joanne L. Levine (202-523-3800), Office of General Counsel, Federal Trade Commission, Washington, D.C. 20580. For information about LB reporting requirements, call 202-254-8179.

SUPPLEMENTARY INFORMATION: As explained in the Commission's notice of August 27, 1980 (45 FR 57230), after enactment of statutory protection for LB reports in Section 4 of the FTC Improvements Act of 1980, 94 Stat. 374, 375 (1980), the Commission adopted final confidentiality rules and procedures (hereinafter "rules") for 1977 LB reports. Those rules attempted to update, clarify, and improve the interim 1977 LB confidentiality rules (45 FR 18946 (1980)), which in turn were almost identical to confidentiality rules for previous LB reporting years (compare, e.g., 41 FR 28041 (1976)). The notice described how the final 1977 rules differed from the

interim 1977 rules, and explained the reasons for each change. See 45 FR at 57232-33.

In the same notice, the Commission proposed to adopt the final 1977 rules for LB reports filed in previous years (1973-1976) and for future years as well. While all aspects of the rules were open to comment, the Commission particularly invited comment on two issues: whether persons objected generally to retroactive modification of confidentiality rules for the 1973-1976 reporting years, and whether any retroactive modification of the rules for the 1973 reporting year should leave intact the prohibition against disclosing the names of 1973 LB reporting companies. Under the rules for all other years, company names already are public. In addition to publishing the notice, the Commission mailed the proposed rules to all reporting companies.

The Commission received six letters, one of which also incorporated comments previously raised in a motion to quash orders to file 1977 LB reports. The Commission also received two letters commenting on the interim supplemental confidentiality procedure.

Some commenters criticized the manner in which the Commission adopted these confidentiality rules and procedures. Contending that these procedures are substantive in nature, they asserted that, in accordance with 5 U.S.C. 553(d), the procedures' effective date should have been postponed for 30 days after publication. As the Commission has noted twice before, these are not substantive provisions affecting reporting companies' rights or obligations; rather, they govern the Commission's internal procedures. Accordingly, the 30-day waiting period is not required by law. See, e.g., *Reynolds Metals Co. v. Rumsfeld*, 417 F. Supp. 365, 371-72 (E.D. Va. 1976), *aff'd in relevant part*, 564 F.2d 663, 667, 669-70 (4th Cir. 1977), *cert. denied*, 435 U.S. 995 (1978); *Shell Oil Co. v. Department of Energy*, 477 F. Supp. 413, 437 (D. Del. 1979), *aff'd*, 631 F.2d 231 (3rd Cir.), *cert. denied*, 101 S. Ct. 1730 (1981).

Commenters have also suggested that prior to their adoption in final form, the Commission should have republished for comment its proposed 1977 confidentiality procedures after enactment of the Federal Trade Commission Improvements Act of 1980, 94 Stat. 374 (1980). Commenters have not explained why such a republication is necessary. Because Section 4 makes permanent the same protections that were previously provided in riders to the Commission's appropriations (see S. Rep. No. 96-500, 96th Cong., 1st Sess. 12

(1979), reprinted at (1980) *U.S. Code Cong. & Ad. News* 1114), there was no need to reevaluate or republish the rules, which were substantially the same as confidentiality rules based on the earlier appropriations riders (see 45 FR 57230-33).

The fact that only two letters opposed retroactive modification of the confidentiality rules for past years to create a uniform set of procedures for all reporting years indicates that this is not a major concern for most reporting companies. Because all modifications must be consistent with the requirement of Section 4 of the FTC Improvements Act that individual company data may not be disclosed outside the Commission and may not be used for law enforcement purposes, retroactive modifications will not diminish the substantial protections afforded to reporting companies' confidential data. Moreover, as the Commission has explained (45 FR 57232-33), most changes adopted here either are clarifications rather than substantive revisions, or are designed to augment existing protective measures.

Because these rules govern internal Commission procedures, the Commission should be able to modify them when experience proves that a new procedure is necessary or an old one impracticable. Moreover, changes in the rules may be necessitated by changes in the Commission's organization (for example, rules for years prior to 1977 still refer to Commission offices that no longer exist). A uniform set of rules simplifies administration within the Commission and eliminates a source of confusion to reporting companies and other persons outside the Commission. Accordingly, the Commission has determined to adopt, with the further changes described below, the rules proposed on August 27, 1980 (45 FR 57230), for all past, present, and future reporting years. Except for good cause in particular instances, the Commission will endeavor to maintain a uniform set of confidentiality rules for the LB program hereafter.

Included in this determination is a decision to disclose the identities of (but not any data reported by) companies that filed 1973 LB reports. The names of reporting companies for all other years are public, and no company has claimed that it has suffered any harm through such identification. Moreover, no company that filed a 1973 LB report objected to this rules change, even though some of them had earlier objected to release of names under the Freedom of Information Act.

2. The Commission concludes that disclosing the names of 1973 LB reporting companies will not cause them competitive injury or otherwise deprive them of significant protection promised them under the LB rules and the FTC Act.

In many respects, this change in the rules simply makes officially available information that has been or may become public. The list of companies that received orders to file 1973 LB reports is public, and the identity of companies that did in fact file 1973 LB reports can largely be deduced from public records (i.e., by subtracting from a total the companies that filed motions to quash orders to file 1973 LB reports and companies the Commission sued in order to obtain compliance (with those orders before the orders were withdrawn). Also, there is a claim pending that the Commission should be ordered to disclose those names in a pending suit filed under the Freedom of Information Act, *Milliken & Co. v. FTC*, No. 79-1991 (D.D.C.). Because of the risk of harm to reporting companies and because of the desirability of having a uniform set of rules, the rules being adopted today will apply in every respect to 1973 LB report forms. However, because the Commission considers it inappropriate to disclose the names without advance notice, the identity of 1973 LB reporting companies will be treated as confidential LB Report information under § 2 of the rules below, (January 27, 1981).

The Commission's previous notice describes how the proposed rules differ from the rules for the 1973-1976 reporting years (45 FR 57232-33). The following discusses how the final rules differ from those published in that notice, and responds to comments made on the proposed rules. Paragraphs in the rules have been numbered for convenient reference.

Comments. One letter suggested that a reporting company should have access to any marginal notations written by Commission staff on its report form. While such notations may be disclosed to persons other than designated officers and employees of the Commission. This is necessary because the rules require disclosure of such disclosures may occur, and must be an appropriate indication that no LB report information is disclosed. This disclosure protects the reporting company. Furthermore, these notations do not necessarily have any bearing on the particular company, and may include information to which the reporting company is not entitled (e.g., comments on LB program employee's work, and deliberative materials).

Paragraph 4. One comment objected to use of LB data in economic studies, arguing that LB data could be used only for non-analytic "statistical" compilations. The comment also contended that economic studies containing aggregated data could not be used for law enforcement purposes. These objections lack merit. Paragraph 4 is not new; the Commission's confidentiality rules and public statements have consistently declared that LB data may be used in economic studies, and that aggregated data in those studies may be used in connection with the Commission's law enforcement responsibilities. See 39 FR 30970 (1974); 40 FR 21542 (1975); 41 FR 28041 (1976); 120 Cong. Rec. 24358, 37227 (1974); *Supporting Statement: FTC Form LB, 1974 Survey Version* (July 1, 1974), at 2-3, 5-6. Such uses are not prohibited by Section 4 of the FTC Improvements Act (which limits use of individual company LB data to "statistical" purposes) because "statistics" may include analysis of data, and because Section 4 does not limit the uses to which aggregates may be put. Moreover, the same limitation existed in each of the past appropriations riders, yet Congress has never indicated that the use of LB data to conduct economic studies or use of aggregates in enforcement proceedings would contravene either those riders or Section 4.

Paragraph 5. In this and subsequent paragraphs, references to the "Division of Financial Statistics" and to its "Assistant Director" have been changed to the "Line of Business" or "LB" "Program" and to its "Program Manager." This change reflects the restructuring of the Division of Financial Statistics and of the position of Assistant Director for that Division. The LB program and the Quarterly Financial Reports ("QFR") program, which had both been operated within the Division, will be operated as two separate units, each under the direction of its own Program Manager.

This reorganization is intended to simplify administration of the Bureau of Economics. The Division of Financial Statistics has recently had little organizational rule apart from housing the LB and QFR programs, each of which has a separate management, purpose, and location from the other. By dissolving the Division into its two separate components, one level of administration will be removed.

The LB Program Manager will report to the Director of the Bureau of Economics. However, the Director may not have access to individual company LB data; thus, the change in organizational titles does not affect the

prohibitions on access to and use of individual company LB data by the Director. When they were part of the Division of Financial Statistics, members of the QFR staff were "designated" for purpose of Section 4 to have access to individual company LB data. Like the LB program, the QFR program has no law enforcement role, and operates under strict confidentiality procedures (see notice published today and 38 FR 18720, 28162 (1973)). Because staff members' access will continue after the reorganization, it is necessary now expressly to designate staff members of the QFR program as employees authorized to have access to individual company LB data.

Several commenters objected to the provision making "special employees" of the LB program "designated officers and employees" for purposes of access to LB report information, asserting that special employees do not qualify for access under Section 4 of the FTC Improvements Act. As the Commission has already noted, the reference to special employees simply made explicit its existing practice, which had been in effect before the Improvements Act (see 45 FR 57232). While they are assigned to the LB program, special employees are subject to the same restrictions on use and disclosure of data and are subject to the same statutory penalties for unauthorized disclosure as are full-time employees of the LB program. Accordingly, there is no valid legal basis for distinguishing between full-time and special employees.

Significantly, the Bureau of the Census—which operates under a confidentiality statute almost identical to that of the Commission (13 U.S.C. 9)—hires special employees and gives them access to confidential data reported to the Census Bureau. Although a recent statutory amendment specifically authorizes such access (13 U.S.C. 23(c)), the legislative history of this amendment states that it was intended to make clear that the Census Bureau's existing practice of using special employees was lawful. See S. Rep. No. 94-1256, 94th Cong., 2d Sess. 7 (1976) reprinted at (1976) *U.S. Code Cong. & Ad. News* 5463, 5469; H. Conf. Rep. No. 94-1719, 94th Cong., 2d Sess. 14 (1976), reprinted at (1976) *U.S. Code Cong. & Ad. News* 5482. Thus, explicit statutory authority is not necessary in order for special employees to qualify as "employees" for purposes of Section 4. See also H.R. Rep. No. 96-872, 96th Cong., 2d Sess. 3, 8 (1980), reprinted at (1980) *U.S. Code Cong. & Ad. News* 2744, 2750, which shows that Congress and the Justice Department regard a statute limiting access to

investigative documents to "duly authorized officials and employees" of the Justice Department (15 U.S.C. 1313) as unquestionably authorizing special employees of the Justice Department to have access to such documents.

Paragraphs 5, 12. Specified persons in the Commission's Office of the Secretary are designated to have access to some LB report information to the extent necessary for official recordkeeping purposes within the Commission. The need for such a provision became clear during the Commission's consideration of requests by some companies that their LB report information not be included in published aggregates. In evaluating these requests, limited information regarding the companies' LB data, as well as information on LB disclosure avoidance procedures, necessarily was included in memoranda to the Commission. Because the current rules did not permit members of the Secretary's Office to have access to LB information, these memoranda could not be stored with other official Commission memoranda, nor could members of the Secretary's Office be present to transcribe minutes of any Commission meetings in which LB data might be discussed. This change corrects that situation. It is contemplated that the example above represents one of the very few situations where such access will be necessary; and where necessary, only limited amounts of LB report information will be involved. The Secretary's office has no enforcement duties, and will be subject to the confidentiality strictures described in the rules. The Office is accustomed to handling and maintaining the confidentiality of sensitive, nonpublic information, and this limited access should not adversely affect the confidentiality of reporting companies' data.

Paragraphs 8, 13. Some commenters suggested that persons with access to LB data should be forever barred from participating in regulatory activities afterwards. Such automatic disqualification—which takes no account of the amount of information examined or remembered, nor of its relevance to particular proceedings—is overly broad. In the event that persons who have seen a reporting company's LB data are involved in a law enforcement proceeding relating to that company, the appropriate procedure is case-by-case consideration of whether disqualification or recusal of such persons is necessary, or whether other measures would suffice to ensure compliance with Section 4. The rules require that, on termination of

their LB assignment, officers and employees must certify that they have not retained any individual company LB data. As an added reminder, the rules will also require them to certify that they understand that LB data ordinarily may not be used or disclosed outside the LB program.

Paragraph 11. On December 16, 1980, the Commission adopted an interim procedure for 1973–1978 LB reporting years, which gives the General Counsel's Office and Commissioners and their assistants access to LB reports for purposes of litigation involving the LB program and for administration of the confidentiality rules and procedures (45 FR 82718). For the reasons stated in that notice, the Commission adopts this as a permanent provision for all reporting years. (This is a change from the procedures proposed in August 1980, in that those procedures did not give the Commissioners and their assistants access for these purposes.)

Some comments objected on grounds that access by the General Counsel and Commissioners would be used for law enforcement purposes. Section 4 forbids such use, and there is no basis for assuming that these officers and employees will disregard their statutory obligations. Moreover, it must be stressed that the occasions for which access is permitted, and the amount of LB report information that might be disclosed, are strictly limited; the procedure does not contemplate that these persons will have wholesale access to LB data.

15(e). A few comments objected to this exception to the Commission's confidentiality procedures, arguing that it could permit the Commission to subpoena a copy of an LB report that a company has retained in its files. This provision does not reflect a change from rules for past years. Rather, it simply repeats in the "limitations" section language that has appeared elsewhere in the rules and procedures. See 40 FR 21542 (1975); 41 FR 28041 (1976). Furthermore, Congress has been aware that the Commission might, for law enforcement purposes, obtain directly from a reporting company financial information classified by product line, and Congress apparently did not consider that to be inconsistent with the restrictions it imposed on LB reports. See 120 Cong. Rec. 37225, 37227 (1974). This exception is consistent with Section 4 of the Improvements Act, which states that "information for carrying out specific law enforcement responsibilities of the Commission shall be obtained under practices and procedures in effect on the date of the

enactment of the Federal Trade Commission Improvements Act of 1980, or as changed by law." It is not presently the Commission's policy to authorize its staff to use compulsory process to obtain a company's retained file copy of an LB report, as distinguished from authorizing compulsory process to obtain financial information classified by industry category. Cf. *Appeal of FTC Line of Business Report Litigation*: 595 F. 2d 685, 697–701 (D.C. Cir.), cert. denied, 439 U.S. 958 (1978).

Lastly, some comments have suggested that the Commission defer collecting LB data for 1977 until various events have occurred, such as the holding of hearings, issuance of reports from the General Accounting Office, and the like. These comments are irrelevant to the confidentiality rules and procedures. To the extent that they are appropriate at all, they should have been raised in a timely motion to quash orders to file the 1977 LB reports. In any event, the Commission has given careful consideration to the value of the LB program and will continue to do so as the products of research using LB data become available.

FEDERAL TRADE COMMISSION Line of Business Reporting Program

Confidentiality Procedures for the 1973–1977 and Future Reporting Years

Notice is hereby given that the Federal Trade Commission has approved and adopted certain procedures prescribing the confidential handling and use of reports filed by companies pursuant to an Order to File Special Report under the Line of Business ("LB") Program. The rules and procedures shall apply to reports previously filed for the 1973, 1974, 1975, 1976, and 1977 reporting years, and to reports that may be filed for future years. The Commission intends, to the extent feasible, to maintain a uniform set of confidentiality rules and procedures for all LB reporting years.

Definitions

For purposes of these procedures, the following definitions apply:

"LB Report" means a report filed by a company pursuant to an Order to File Special Report under the LB Program. For the purposes of these rules, it includes identifiable individual company data contained in or taken from an LB Report form. It does not include information written on a separate form if that information was not obtained from a Reporting Company.

not disclose nonpublic information a Reporting Company.

Confidentiality of LB Reports with respect to Persons Outside the Commission

These rules and procedures are prescribed by the undesignated final paragraph of Section 6 of the Federal Trade Commission Act, as amended by Public Law No. 96-252, 94 Stat. 374, 375 (1980), 15 U.S.C.A. 46 (Sept. 1980 Supp.), paragraph states:

“(a) No officer or employee of the Commission shall publish or disclose information to the public, or to any Federal agency, whereby any line-of-business data developed by a particular establishment or individual can be identified. No one other than designated sworn officers and employees of the Commission may examine line-of-business reports from individual establishments and information provided in the line-of-business program administered by the Commission shall be used only for statistical purposes. Information for carrying out specific law enforcement responsibilities of the Commission shall be obtained under procedures and procedures in effect on the date of enactment of the Federal Trade Commission Improvements Act of 1980, or as amended by law.

“(b) Under these rules and procedures, the Commission will not disclose LB Reports to any person outside the Commission, including Congress, parties to court proceedings, governmental agencies, and members of the public, except pursuant to a superseding act of Congress; or pursuant to an order of a court, but only after all avenues for judicial relief have been exhausted. In the event that the Commission receives a subpoena for an LB Report, it will promptly notify the Reporting Company. Under Section 10 of the Federal Trade Commission Act, 15 U.S.C. 50, any officer or employee of the Commission shall make public any information developed by the Commission, without its consent, unless directed by a court, to be deemed guilty of a crime.

“(c) Upon conviction, the officer or employee may be punished by a fine not exceeding five thousand dollars (\$5,000) or imprisonment not exceeding one year, or by fine and imprisonment, in the discretion of the court. The Commission shall also punish unauthorized disclosures of LB Reports to be punishable under 18 U.S.C. 641. The Commission also shall punish the stealing, conversion, or unauthorized conveyance of LB Reports to be punishable under 18 U.S.C. 641.

Confidentiality of LB Reports Within the Commission

“(d) Access to and use of LB Reports within the Commission shall be restricted to persons authorized to

have access to and use of LB Reports shall not release any LB Report, or in any way provide access to them, to anyone not authorized to have access. LB Reports may be used for aggregated statistical and other economic reports authorized by the Commission. The latter reports may be utilized in connection with any Commission investigation or proceeding for carrying out specific law enforcement responsibilities of the Commission. However, they shall not be compiled in such a way that LB data furnished by a particular Reporting Company can be identified. LB Reports shall not be made available to any person within the Commission for use in connection with any Commission investigation or proceeding for carrying out specific law enforcement responsibilities of the Commission. However, this restriction shall not limit the authority of the Commission to require by subpoena or other compulsory process the production of any information or data from any source outside the Commission for use in connection with an investigation or proceeding for carrying out specific law enforcement responsibilities of the Commission.

“(e) Access to and use of LB Reports within the Commission shall be restricted to the following offices and divisions: (a) the Line of Business Program, Bureau of Economics; (b) the Quarterly Financial Reports Program, Bureau of Economics, whose staff members will be considered LB Program employees for purposes of these rules in connection with their access to LB Reports; (c) the Data Processing and Information Systems Division of the Office of the Executive Director, under the conditions described below. Sworn officers and employees of these units (including special employees of the LB Program) are designated to have access for purposes of Section 6 of the FTC Act. Additionally, the General Counsel and his or her staff, Commissioners and their assistants, and the Secretary of the Commission and his or her staff may have access to LB Reports under the conditions described below. The Commission members, officers, and employees described above also are designated officers and employees for purposes of Section 6 of the FTC Act.

“(f) The LB Program plans, develops and prepares for public dissemination statistical and economic reports, such as the Annual Line of Business Report and staff working papers. The Program's employees shall have access to and use of LB Reports for planning, developing and preparing such statistical and economic reports. Procedures sufficient to assure that LB data furnished by a

particular Reporting Company cannot be identified shall be developed and implemented by the LB Program in connection with each statistical or other economic report to be disseminated which is derived from LB data.

“(7) With respect to each such report, the Program Manager of the LB Program shall certify to the Director, Bureau of Economics, that he or she has reviewed and approved the procedures applied thereto. Also, if marginal notations that are not defined as “LB Reports” are to be disclosed to persons other than sworn designated officers and employees of the Commission, the Program Manager shall first certify that no LB Report information is disclosed.

“(8) Employees of the LB Program shall not participate in any Commission investigation or proceeding for carrying out specific law enforcement responsibilities of the Commission. Any employee who transfers into or out of the Division shall be formally notified in writing that he or she is subject to these rules, to Section 10 of the FTC Act, and to 18 U.S.C. 641 and 1905. No employee (including a special employee) shall be assigned to or remain in this Program unless he or she certifies that, during such assignment and after its termination for any reason, he or she will abide by the limitations in these rules and amendments to them; will not use or disclose LB Reports except in conformity with these rules; and that after any such assignment's termination he or she will not retain possession of any documents or materials which contain data furnished by a Reporting Company that have not been or may not be disclosed pursuant to these rules. Upon leaving the Program each employee shall certify that he or she does not possess any such documents or materials, and understands that LB Report information may not be used or disclosed outside the LB Program, except as authorized by these rules.

“(9) The Director of the Bureau of Economics shall not have access to LB Reports. He or she shall, however, have supervisory responsibility and authority with respect to the LB Program. Such responsibility and authority shall include approving any reports prepared by the Program, making recommendations with respect to the preparation of such reports, and exercising any other supervisory control not requiring access to individual LB Reports.

“(10) The Data Processing and Information Systems Division may have access to LB Reports, but only during and for the purpose of electronic processing of information and data

contained in LB Reports. The Division may employ the services of an outside computer facility for purposes of computer processing of LB data, subject to the restriction that no one other than designated sworn employees of the Federal Trade Commission may examine the LB Reports from individual Reporting Companies. Any such outside computer facility shall sign an agreement assuring that the facility and its employees abide by this restriction and other applicable restrictions in these rules and the FTC Act.

(11) Upon notification to the General Counsel by the LB Program Manager that a Reporting Company has failed adequately to comply with an order to File Special Report under the LB Program, the General Counsel and his or her staff and the Commissioners and their assistants may have access to parts of that company's LB Report which are required to evaluate the noncompliance and to advise and represent the Commission with respect to, and to make decisions concerning, any proceeding initiated because of a refusal or failure of the reporting company to file an adequate LB Report. Also, the General Counsel and his or her staff and the Commissioners and their assistants may have access to LB Reports in connection with matters directly related to pending or anticipated litigation concerning the LB Program, and to administration of these rules and procedures. Such access shall not be inconsistent with these confidentiality rules and procedures or with Section 6 of the FTC Act.

(12) For official recordkeeping purposes, the following persons in the Office of the Secretary may have access to documents containing, or to Commission meetings discussing, nonpublic information derived from or relating to LB Reports: the Secretary, Deputy Secretary, Attorney-Advisor to the Secretary, Chief of the Records Division, and their assistants; and employees of the Minutes Branch of the Records Division. Their access will be limited to that required for official recordkeeping purposes related to the LB Program, including attendance at and transcription of Commission meetings, preparation of Commission minutes, and filing of Commission records. Documents which contain information from an LB Report shall be kept, when not in use, in a locked drawer, cabinet, or safe. However, memoranda, minutes, transcripts, and other such records from which LB Report information has first been deleted may be stored and used without being subject to restrictions applicable to LB Reports.

(13) Any Commission member, officer, or employee who has access to an LB Report shall first be required to certify that, during the assignment and after its termination for any reason, he or she will abide by the limitations in these rules and amendments to them; will not use or disclose LB Reports except in conformity with these rules; and that after termination of the assignment requiring access to LB Reports, he or she will not retain possession of any documents or materials that contain data furnished by a Reporting Company that have not been or may not be disclosed pursuant to these rules. At the end of the assignment the employee shall then certify that he or she does not possess any such documents or materials, and understands that LB Report information may not be used or disclosed outside the LB Program, except as authorized by these rules.

Security of LB Reports

(14) All Commission members, officers, and employees authorized to have access to and use of LB Reports shall, while in possession of any such material, be personally responsible for ensuring that unauthorized personnel do not obtain access to such material, and for observing the following procedures:

(a) All LB Reports and reproductions of LB data from individual Reporting Companies (such as tabulations, punch cards, tapes or printouts, etc.) shall be conspicuously marked "confidential" or marked with words conveying a similar meaning.

(b) The offices containing LB Reports and reproductions of LB data from individual Reporting Companies shall be locked except during periods of occupancy.

(c) All LB Reports and reproductions of LB data from individual Reporting Companies shall be stored in locked drawers, files, or cabinets except when being used.

(d) All LB Reports and reproductions of LB data from individual Reporting Companies shall be returned to the LB Program immediately after any authorized use of such material is no longer required, except for information in official Commission records, as described in ¶12.

Limitations

(15) The rules and procedures set forth above shall not apply to:

(a) Disclosure to a court of an LB Report of a Reporting Company in connection with a proceeding initiated because of a refusal or failure of that company to file an adequate LB Report; however, any such LB Report will either be filed in a manner which protects its

confidentiality (such as filing under seal), or the Reporting Company will be given an opportunity to seek such protection from the court;

(b) The identity of a Reporting Company;

(c) Information furnished by a Reporting Company in a document other than an LB Report (e.g., a motion to quash or other motion challenging an Order to File Special Report under the LB Program); such information shall be treated as confidential or publicly accessible pursuant to §§ 4.9, 4.10, and 4.11 of the Commission's procedures and rules of practice, depending on the nature of the document and the information it contains. Pursuant to § 4.10(e) of the Commission's rules, information in such documents should be marked or otherwise identified as confidential in order to receive confidential treatment.

(d) Information or data which are supplied to the Commission in response to a compulsory process order other than an Order to File Special Report under the LB Program, or which the Commission has obtained through means other than an Order to File Special Report under the LB Program. Such information shall be disclosed or treated as confidential in accordance with other laws, including Sections 6(f) and 21 of the FTC Act, as amended by 94 Stat. 374, 385-388, 15 U.S.C.A. 46(f), 57b-2.

(e) The authority of the Commission to require by subpoena or other compulsory process the production of any information or data from any source outside the Commission for use in connection with an investigation or proceeding for carrying out specific law enforcement responsibilities of the Commission.

By direction of the Commission, dated November 27, 1981.

Carol M. Thomas,

Secretary.

[FR Doc. 81-36879 Filed 12-24-81; 6:45 am]
BILLING CODE 6750-01-M

Quarterly Financial Reports Program Confidentiality Procedures

AGENCY: Federal Trade Commission

ACTION: Technical modifications of confidentiality procedures for quarterly financial reports to reflect organizational changes.

SUMMARY: Confidentiality procedures for the Commission's Quarterly Financial Reports Program have been modified slightly to reflect organizational changes in the

APPENDIX H

Line of Business Company List, 1977

LINE OF BUSINESS COMPANY LIST, 1977

A.E. STALEY MANUFACTURING CO.
A.O. SMITH CORPORATION
ADDRESSOGRAPH-MULTIGRAPH CORP. 17
ADOLPH COORS COMPANY
AGWAY, INC.
AIR PRODUCTS & CHEMICALS, INC.
AIRCO, INC.
AKZONA, INC.
ALBANY INTERNATIONAL CORP
ALLEGHENY LUDLUM INDUSTRIES, INC.
ALLIED CHEMICAL CORP.
ALLIED PRODUCTS CORP.
ALLIS-CHALMERS MFG. CO.
ALUMINUM COMPANY OF AMERICA
AMAX INC.
AMERICAN AIR FILTER CO., INC.
AMERICAN BRANDS, INC.
AMERICAN CAN COMPANY
AMERICAN CRYSTAL SUGAR COMPANY
AMERICAN CYANAMID CO.
AMERICAN GREETINGS CORP.
AMERICAN HOME PRODUCTS CORP
AMERICAN HOSPITAL SUPPLY CORP.
AMERICAN MAIZE-PRODUCTS CO.
AMERICAN MOTORS CORP.
AMERICAN STANDARD INC.
AMERICAN TELEPHONE AND TELEGRAPH CO.
AMERON INC
AMF INCORPORATED
AMSTAR CORPORATION
AMSTED INDUSTRIES, INCORPORATED
ANCHOR HOOKING CORP.
ANHEUSER BUSCH, INC.
ARCATA NATIONAL CORP.
ARCHER-DANIELS-MIDLAND CO.
ARMCO STEEL CORP.
ARMSTRONG CORK COMPANY
ASARCO INCORPORATED
ASHLAND OIL INC.
ATLANTIC RICHFIELD CO.
AVCO CORP.
AVON PRODUCTS, INC.
B.A.T. INDUSTRIES LIMITED
B.F. GOODRICH CO.
BABCOCK INTERNATIONAL, INC.
BABCOCK & WILCOX
BANGOR PUNTA CORP.

BARTON BRANDS, LTD.
BASSETT FURNITURE INDUSTRIES, INC.
BAUSCH & LOMB, INC.
BEATRICE FOODS CO.
BECTION DICKINSON & CO.
BELL & HOWELL COMPANY
BELOIT CORP.
BEMIS CO., INC.
BENDIX CORP.
BETHLEHEM STEEL CORP.
BLACK & DECKER MFG. CO.
BOBBIE BROOKS INC.
BOEING COMPANY
BOISE CASCADE CORP.
BORDEN INC.
BORG-WARNER CORP.
BRISTOL-MYERS COMPANY
BROWN GROUP, INC.
BRUNSWICK CORP.
BUDD COMPANY
BULOVA WATCH COMPANY, INC.
BURLINGTON INDUSTRIES, INC.
BURROUGHS CORP.
C-I-T. FINANCIAL CORP.
CASOT CORP.
CALIFORNIA & HAWAIIAN SUGAR REFINERY
CAMPBELL SOUP COMPANY
CAMPBELL TAGGART, INC.
CANNON MILLS CO.
CAPITOL INDUSTRIES-EMI INC.
CARBORUNDUM COMPANY
CARGILL INCORPORATED
CARNATION COMPANY
CARRIER CORP.
CATERPILLAR TRACTOR COMPANY
CBS, INC.
CECO CORP.
CELANESE CORPORATION
CENTRAL SOYA CO., INC.
CHAMPION INTERNATIONAL CORPORATION
CHAMPION SPARK PLUG CO.
CHELSEA INDUSTRIES, INC.
CHEMETRON CORP. 2/
CHICAGO PNEUMATIC TOOL COMPANY
CHROMALLOY AMERICAN CORP.
CHRYSLER CORP.
CIBA GEIGY CORP.
CINCINNATI MILACRON, INC.
CITIES SERVICE COMPANY
CITY INVESTING CO.

CLARK EQUIPMENT CO.
CLUETT, PEABODY & CO. INC.
COATS & CLARK, INC.
COCA-COLA CO.
COLGATE-PALMOLIVE CO.
COLLINS & AIKMAN CORP
COLT INDUSTRIES, INC.
COMBUSTION ENGINEERING, INC.
CONE MILLS CORP.
CONGOLEUM CORP.
CONSOLIDATED FOODS CORP.
CONTINENTAL GROUP, INC.
CONTINENTAL OIL CO.
CONTROL DATA CORP.
COOPER INDUSTRIES, INC.
CORNING GLASS WORKS
CPC INTERNATIONAL INC.
CRANE CO.
CROWN CORK & SEAL CO., INC.
CROWN ZELLERBACH CORP
CULBRO CORPORATION
CUMMINS ENGINE CO. INC.
CYCLOPS CORP
D.H. BALDWIN CO.
DART INDUSTRIES INC.
DAYCO CORP
DEERE & CO.
DEERING MILLIKEN INC.
DEL MONTE CORP
DELUXE CHECK PRINTERS, INC.
JENNISON MANUFACTURING CO.
DESOTO INC.
DIAMOND INTERNATIONAL CORP.
DIAMOND SHAMROCK CORP.
DOVER CORP.
DOW CHEMICAL CO.
DRESSER INDUSTRIES INC.
DRY CREEK CORP.
E.I. DU PONT DE NEMOURS & CO.
E.T. BARWICK INDUSTRIES, INC. 1/
EASTMAN KODAK CO.
EATON CORP.
ELI LILLY & CO.
ELTRA CORP.
EMERSON ELECTRIC CO.
EMHART CORP.
ENGELHARD MINERALS & CHEMICALS CORP.
ESMARK INC.
ETHYL CORP.
EVANS PRODUCTS COMPANY

EXXON CORPORATION
FABERGE INC
FAIRCHILD INDUSTRIES, INC.
FALSTAFF BREWING CORP.
FARMERS UNION GRAIN TERMINAL ASSOC.
FEDERAL COMPANY
FERRO CORP.
FIRESTONE TIRE AND RUBBER COMPANY
FLEETWOOD ENTERPRISES, INC.
FLINTKOTE COMPANY
FMC CORPORATION
FORD MOTOR COMPANY
FOREMOST-MCKESSON, INC.
FRANKLIN MINT CORP
FRUEHAUF CORPORATION
G.D. SEARLE & CO.
GAF CORPORATION
GANNETT COMPANY, INC.
GATX CORP.
GENERAL DYNAMICS CORP.
GENERAL ELECTRIC COMPANY
GENERAL FOODS CORPORATION
GENERAL HOST CORPORATION
GENERAL INSTRUMENT CORP
GENERAL MILLS, INC.
GENERAL MOTORS CORPORATION
GENERAL TELEPHONE AND ELECTRONICS CORP
GENERAL TIRE AND RUBBER COMPANY
GENESCO, INC.
GEORGE A. HORMEL AND COMPANY
GEORGIA-PACIFIC CORPORATION
GETTY OIL COMPANY
GF BUSINESS EQUIPMENT INC.
GIFFORD HILL & CO., INC.
GILLETTE COMPANY
GL CORP
GOLD KIST, INC.
GOODYEAR TIRE AND RUBBER COMPANY
GOULD, INC.
GRANITEVILLE CO
GREAT ATLANTIC & PACIFIC TEA CO.
GREAT LAKES CARBON CO.
GREAT NORTHERN NEKOOSA CORP
GREAT WESTERN UNITED CORP
GREYHOUND CORPORATION
GRUMMAN CORPORATION
GULF AND WESTERN INDUSTRIES INC
GULF OIL CORPORATION
GULF RESOURCES & CHEMICAL CORP
H J HEINZ CO.

HALLMARK CARDS INC.
HANES CORP.
HARRIS CORP.
HART SCHAFFNER AND MARX
HERCULES INCORPORATED
HERSHEY FOODS CORPORATION
HEUBLEIN, INC.
HEWLETT-PACKARD CO.
HOBART CORPORATION
HOLLY SUGAR CORP.
HONEYWELL, INC.
HOOVER CO.
HOUDAILLE INDUSTRIES, INC.
HUFFMAN MANUFACTURING CO
HUGHES AIRCRAFT CO.
HYSTER CO.
I.U. INTERNATIONAL CORPORATION 3/
IBM CORPORATION
IC INDUSTRIES INC.
ICI AMERICAN HOLDINGS, INC.
IDEAL BASIC INDUSTRIES INC.
ILLINOIS TOOL WORKS, INC.
INCO UNITED STATES INC.
INDIAN HEAD, INC.
INGERSOLL RAND COMPANY
INLAND STEEL COMPANY
INSILCO CORP
INTERCO INCORPORATED
INTERLAKE, INC.
INTERNATIONAL HARVESTER COMPANY
INTERNATIONAL MINERALS & CHEMICALS COR.
INTERNATIONAL PAPER COMPANY
INTERNATIONAL TEL. & TELEGRAPH. CORP.
INTERPACE CORPORATION
IOWA BEEF PROCESSORS, INC.
J.P. STEVENS AND COMPANY, INC.
JANTZEN, INC.
JIM WALTER CORPORATION
JOHNS-MANVILLE CORPORATION
JOHNSON & JOHNSON
JONATHAN LOGAN, INC.
JOSEPH E. SEAGRAM AND SONS, INC.
JOSEPH SCHLITZ BREWING CO.
JOSTENS, INC.
JOY MANUFACTURING CO.
KAISER ALUMINUM AND CHEMICAL CORP.
KAISER INDUSTRIES CORPORATION 1/
KELLOGG COMPANY
KELLWOOD COMPANY
KENNECOTT COPPER CORPORATION

KERR-MCGEE CORPORATION
KIMBERLY CLARK CORP.
KNIGHT-RIDDER NEWSPAPERS, INC.
KOHLER CO.
KOPPERS COMPANY, INC.
KORACORP INDUSTRIES, INC.
KRAFTCO CORPORATION
LADISH CO. INC.
LEAR SIEGLER, INC.
LENOX, INC.
LEVER BROTHERS COMPANY 4/
LEVI STRAUSS & CO.
LIBBEY-OWENS FORD COMPANY
LIBBY, MCNEILL AND LIBBY, INC. 4/
LIGGETT GROUP, INC.
LIPTON (THOMAS J.) INC. 5/
LITTON INDUSTRIES, INC.
LOCKHEED CORP.
LOEWS CORPORATION
LONE STAR INDUSTRIES, INC.
LTV CORPORATION
LYKES-YOUNGSTOWN CORPORATION
M. LOWENSTEIN AND SONS, INC.
MACMILLAN, INC.
MAGIC CHEF INC.
MANHATTAN INDUSTRIES, INC.
MARATHON MFG. CO.
MARATHON OIL COMPANY
MARTIN MARIETTA CORPORATION
MASCO CORP.
MASONITE CORPORATION
MATTEL INC.
MCA, INC.
MCDONNELL DOUGLAS CORPORATION
MCDONOUGH CO.
MCGRAW-EDISON COMPANY
MCGRAW-HILL INC.
MEAD CORPORATION
MEDUSA CORP. & SUBSIDIARIES
MERCK & CO. INC.
MIDLAND ROSS CORP.
MILTON BRADLEY CO.
MINNESOTA MINING AND MFG. COMPANY
MOBIL CORP.
MOMASCO CORPORATION
MONSANTO COMPANY
MOORE BUSINESS FORMS, INC.
MOTOROLA, INC.
MUNSINGWEAR, INC.
MURRAY OHIO MFG CO.

V L INDUSTRIES INC
VABISCO INC.
VASHUA CORP.
NATIONAL CAN CORPORATION
NATIONAL DISTILLERS & CHEMICAL CORP
NATIONAL GYPSUM COMPANY
NATIONAL SERVICES INDUSTRIES INC.
NATIONAL STEEL CORP
NATIONAL UNION ELECTRIC
VCR CORPORATION
NESTLE COMPANY INC 5/
NEW YORK TIMES COMPANY
MORRIS INDUSTRIES, INC.
NORTH AMERICAN PHILIPS CORPORATION
NORTHROP CORPORATION
NORTHWEST INDUSTRIES, INC.
NORTON COMPANY
NORTON SIMON, INC.
OCCIDENTAL PETROLEUM CORPORATION
OGDEN CORPORATION
OHIO BRASS CO
OLIN CORPORATION
OMARK INDUSTRIES, INC.
OSCAR MAYER & CO. INC.
OUTBOARD MARINE CORP
OVERHEAD DOOR CORP
OWENS CORNING FIBERGLAS CORP.
OWENS ILLINOIS INC. AS CORP.
OXFORD INDUSTRIES INC
P. R. MALLORY & COMPANY INC
PACCAR INC
PALM BEACH INC.
PARKER-HANNIFIN CORP.
PEAVEY CO
PENNWALT CORP
PEPSICO INC.
PERKIN-ELMER CORP.
PET INCORPORATED
PFIZER INC
PHELPS DODGE CORPORATION
PHILIP MORRIS INC
PHILIPS INDUSTRIES INC
PHILLIPS PETROLEUM CO.
PILLSBURY CO
PITNEY-BOWES INC.
POLAROID CORP
PPG INDUSTRIES INC
PROCTOR AND GAMBLE CO.
PULLMAN INCORPORATED
PUROLATOR, INC

QUAKER OATS COMPANY
QUESTOR CORP
R J REYNOLDS INDUSTRIES, INC
R R DONNELLEY & SONS CO
RALSTON PURINA CO
RAPID-AMERICAN CORP.
RAYBESTOS-MANHATTAN, INC.
RAYTHEON CO
RCA CORPORATION
REDMAN INDUSTRIES, INC.
REEVES BROTHERS, INC.
REICHHOLD CHEMICALS INC.
RELIANCE ELECTRIC CO
RELIANCE UNIVERSAL, INC.
REPUBLIC CORP.
REPUBLIC STEEL CORPORATION
REVERE COPPER & BRASS INC
REXNORD, INC
REYNOLDS METALS COMPANY
ROCKWELL INTERNATIONAL CORP.
ROHM & HAAS CO
RONSON CORP
ROPER CORPORATION
RUSS TOGS INC.
RUSSELL CORPORATION
SAXON INDUSTRIES INC.
SCM CORPORATION
SCOTT PAPER CO
SCOVILL MFG CO
SHELL OIL CO
SHERWIN WILLIAMS CO.
SIGNAL COMPANIES, INC
SIGNODE CORPORATION
SIMMONS COMPANY
SINGER CO
SKYLINE CORPORATION
SOUTHLAND CORP.
SPERRY RAND CORP
SPRINGS MILLS INC
SPS TECHNOLOGIES, INC.
SQUARE D CO.
SQUIBB CORP.
ST JOE MINERALS CORPORATION
ST REGIS PAPER CO
STACKPOLE CARBON CO., INC
STANDARD BRANDS INC
STANDARD OIL CO. (INDIANA)
STANDARD OIL COMPANY (OHIO)
STANDARD OIL COMPANY OF CALIFORNIA
STANLEY WORKS

STAUFFER CHEMICAL CO
STEELCASE, INC.
STERLING DRUG INC
STEWART-WARNER CORP.
STOUFFER CORPORATION 5/
STUDEBAKER WORTHINGTON INC
SUN COMPANY, INC.
SUNBEAM CORPORATION
SUNDSTRAND CORP
SYBRON CORP
TALLEY INDUSTRIES INC
TECUMSEH PRODUCTS CO
TELEDYNE INC
FENNECO INC
TEXACO INC
TEXAS INDUSTRIES INC
TEXAS INSTRUMENTS, INC.
TEXTRON INC
THOMAS INDUSTRIES INC
TIME INCORPORATED
TIMES MIRROR COMPANY
TIMEX CORPORATION
TIMKEN COMPANY
TORO COMPANY
TRIANGLE PUBLICATIONS INC
TRIBUNE CO. INC.
TRW INC
J.B. (HOLDINGS) U.S. LTD.
JARCO INC
JUNION CAMP CORPORATION
JUNION CARBIDE CORP
UNION OIL COMPANY OF CALIFORNIA
JUNIROYAL INC.
UNITED BRANDS COMPANY
UNITED STATES GYPSUM COMPANY
UNITED STATES STEEL CORPORATION
UNITED STATES TOBACCO CO.
UNITED TECHNOLOGIES CORP.
US INDUSTRIES INC
VARIAN ASSOCIATES INC.
VF CORPORATION
VULCAN MATERIALS CORPORATION
W.F. HALL PRINTING CO.
W.R. GRACE AND COMPANY
WALCO NATIONAL CORP.
WALLACE-MURRAY CORP.
WALTER KIDDE & COMPANY, INC.
WARNACO INC
WARNER LAMBERT CO
WEAN UNITED INC

WEST POINT PEPPERELL INC.
WESTERN PUBLISHING CO., INC
WESTINGHOUSE ELECTRIC CORP
WESTVACO CORPORATION
WEYERHAEUSER COMPANY
WHEELABRATOR-FRYE INC
WHEELING PITTSBURGH STEEL CORP
WHIRLPOOL CORPORATION
WHITE CONSOLIDATED INDUSTRIES INC
WHITE MOTOR CORP.
WHITTAKER CORP.
WICKES CORP
WILLIAM WRIGLEY JR. CO.
WILLIAMS COMPANIES
XEROX CORPORATION
ZENITH RADIO CORPORATION
ZURN INDUSTRIES INC

- 1/ EXCUSED FROM FILING DUE TO BANKRUPTCY OR DISSOLUTION
- 2/ MERGED WITH ALLEGHENY LUDLUM INDUSTRIES, INC.
- 3/ DROPPED FROM SAMPLE. DID NOT MEET SELECTION CRITERIA.
- 4/ AFFILIATE OF UNILEVER LTD.
- 5/ AFFILIATE OF NESTLE ALIMENTANA S.A.

APPENDIX I

Line of Business Program Reports,
Research Papers, and Research in Process,
March 1985

Line of Business Program Reports,
Research Papers, and Research in Process,
March, 1985

I. Annual Line of Business Reports

- 1973 (published March 1979) (incomplete data sample)
- 1974 (published September 1981)
- 1975 (published September 1981)
- 1976 (published May 1982)
- 1977 (published this report)

II. LB Research Papers Published

1. Long, William F., Lean, David F., Ravenscraft, David J., and Wagner Curtis L. III, Benefits and Costs of the Federal Trade Commission's Line of Business Program, Volume I: Staff Analysis, Bureau of Economics Staff Report to the Federal Trade Commission, September, 1982. (Research Paper #20)
2. Martin, Stephen, and Ravenscraft, David J., "Aggregation and Studies of Industrial Profitability," Economics Letters, Vol. X. 1982, pp. 161-165. (Research Paper #22)
3. Ravenscraft, David J., "Structure-Profits Relationships at the Line of Business and Industry Levels," Review of Economics and Statistics, February, 1983, 22-31. (Research Paper #4)
4. Scherer, F.M., "Concentration, R&D, and Productivity Change," Southern Economic Journal, (July, 1983). (Research Paper #24)
5. _____, "The Propensity to Patent," International Journal of Industrial Economics, Vol I. No. 1, 1983. (Research Paper #5)
6. _____, "Demand-Pull and Technological Invention: Schmookler Revisited," Journal of Industrial Economics, March, 1982, pp. 225-238. (Research Paper #6)
7. _____, "Regulatory Dynamics and Economic Growth" in Wachter, M., and Wachter, S. eds, Towards a New U.S. Industrial Policy? University of Pennsylvania Press, 1981, pp. 289-320. (Research Paper #26).

8. _____, "Research and Development, Patenting and the Micro-Structure of Productivity Growth," American Patent Law Association Quarterly Journal, Vol. X. Numbers 1-2, 1982, pp. 60-70. (Research Paper #27)
9. _____, "Inter-Industry Technology Flows and Productivity Growth," Review of Economics and Statistics, November, 1982, pp. 627-634. (Research Paper #7)
10. _____, "Using Linked Patent and R&D Data to Measure Inter-Industry Technology Flows," in Griliches, Zvi, ed. R&D, Patents and Productivity, NBER Conference Volume (Chicago: University of Chicago Press, 1984). (Research Paper #8)
11. _____, "Inter-industry Technology Flows in The U.S.," Research Policy, August, 1983. (Research Paper #28)
12. _____, "R & D and Declining Productivity Growth," American Economic Review, May, 1983, (Papers and Proceedings), 215-218. (Research Paper #29)
13. Scott, John T., "Multimarket Contact and Economic Performance," Review of Economics and Statistics, August, 1982, pp. 368-375. (Research Paper #15)
14. Weiss, Leonard W., "The Extent and Effects of Aggregate Concentration," Journal of Law and Economics, June, 1983. (Research Paper #31)
15. _____, and Pascoe, George A. Jr., and Martin, Stephen, "The Size of Selling Costs," Review of Economics and Statistics, November, 1983, pp. 668-672. (Research Paper #10)
16. Scott, John T., "Firm Versus Industry Variability in R&D Intensity", in Griliches, Zvi, ed, R&D, Patents and Productivity, NBER Conference Volume (Chicago: University of Chicago Press, 1984). (Research Paper #35)
17. Long, William F., and Ravenscraft, David J., "The Usefulness of Accounting Profit Data: A Comment on Fisher and McGowan," American Economic Review, (June, 1984). (Research Paper #33)
18. Martin, Stephen, "Market, Firm, and Economic Performance," Saloman Brothers Center, New York University, Monograph 1983-1 (Research Paper #12)

19. _____, "Structure and Performance of U.S. Wholesale Trade," Managerial and Decision Economics, (Forthcoming). (Research Paper #21)
20. Scherer, Frederic M., and Ravenscraft, David J., "Growth By Diversification: Entrepreneurial Behavior in Large-Scale United States Enterprises," Zeitschrift fuer Nationaloekonomic, (Forthcoming, 1984). (Research Report #38)
21. Long, William F., and Ravenscraft, David J., "The Impact of Concentration and Elasticity on Line of Business Profitability," Economic Letters, (Forthcoming, 1984). (Research Paper #44)
22. Benvignati, Anita, "International Pricing by U.S. Manufacturing Firms," in Rugman, A. M., and Eden, Lorraine, Multinationals and Transfer Pricing, (New York: St. Martins Press, Forthcoming). (Research Paper #37)
23. Scott, John T., "Capital Costs and Profitability," International Journal of Industrial Organization, (Forthcoming, 1984). (Research Paper #30)
24. Feinberg, Robert, "'Sales at Risk': A Test of the Mutual Forbearance Theory of Conglomerate Behavior", Journal of Business, April, 1985, pp. 225-241. (Research Paper #17)
25. Schmalensee, Richard, "Do Markets Differ Much?" American Economic Review, (Forthcoming). (Research Paper #45)
26. Meta Systems, Empirical Test of Economic Model for Innovation in the Chemical Industry: A report to the Environmental Protection Agency December, 1984; based partially on research with the FTC's Line of Business data (see FTC LB research papers #39 and 40).

III. LB Research Papers and Reports

1. Long, William F., "Advertising Intensity, Market Share, Concentration and Degree of Cooperation," September, 1980.
2. _____, "Impact of Alternate Allocation Procedures on Econometric Studies of Structure and Performance," July, 1981.
3. Mueller, Dennis C., "Economies of Scale and Concentration," September, 1980.
4. Ravenscraft, David J., "Structure-Profit Relationships at the Line of Business and Industry Levels," July, 1981. (Publication #3)
5. Scherer, F. M., "The Propensity to Patent," September, 1980. (Publication #5)
6. _____, "Demand Pull and Technological Invention: Smookler Revisited," January, 1981. (Publication #6)
7. _____, "Inter-Industry Technology Flows and Productivity Growth," September, 1981. (Publication #9)
8. _____, "Using Linked Patent and R&D Data to Measure Inter-Industry Technology Flows," September, 1981.
9. Weiss, Leonard W., and Pascoe, George A. Jr., "Some Early Results on the Concentration Profits Relationship from the FTC's Line of Business Data," July, 1981.
10. _____, Martin, Stephen and Pascoe, George A. Jr., "The Size of Selling Costs," September, 1981. (Publication #15)
11. Long, William F., "The Effects of Inter-firm Cooperation and Economies of Scale on Product Improving Research and Development Expenditures," December, 1981.
12. Martin, Stephen, "Market, Firm, and Economic Performance: An Empirical Analysis," July, 1982. (Publication #18)
13. _____, "Modeling Profitability at the Line of Business Level," January, 1982.

14. Ravenscraft, David J., "Intracompany Transfer Pricing and Profitability," December, 1981.
15. Scott, John T., "Multimarket Contact and Economic Performance," April, 1981. (Publication #13)
16. Weiss, Leonard W., and Pascoe, George A. Jr., "The Extent and Permanence of Market Dominance," January, 1982.
17. Feinberg, Robert, "'Sales-At-Risk': The Importance of Multi-market Contacts in American Manufacturing," December, 1982. (Publication #24)
18. Kwoka, John E., Jr. and Ravenscraft, David J., "Collusion vs. Rivalry: Price Cost Margins by Line or Business", January, 1985.
19. Long, William F., "Market Share, Concentration and Profits: Intra-industry and Inter-industry Evidence," December, 1982.
20. Long, William F., Lean, David F., Ravenscraft, David J., and Wagner, Curtis L., III, "Benefits and Costs of the Federal Trade Commission's Line of Business Program," September, 1982. (Publication #1)
21. Martin, Stephen, "On the Profitability of Wholesale Trade," June, 1982. (Publication #19)
22. _____, and Ravenscraft, David J., "Aggregation and Studies of Industrial Profitability," December, 1981. (Publication #2)
23. Ravenscraft, David J., "Economies of Integration," December, 1982.
24. Scherer, F. M., "Concentration, R&D, and Productivity Change," May, 1982. (Publication #4)
25. _____, "Technological Change and the Modern Corporation," September, 1982.
26. _____, "Regulatory Dynamics and Economic Growth," April, 1981. (Publication #7)
27. _____, "Research and Development, Patenting, and the Micro-Structure of Productivity Growth," June, 1981. (Publication #8)
28. _____, "Inter-industry Technology Flows in the U.S.," June, 1981. (Publication #11)

29. _____, "R&D and Declining Productivity Growth," 1983. (Publication #12)
30. Scott, John T. and Pascoe, George A. Jr., "Capital Costs and Profitability," September, 1983. (Publication #23)
31. Weiss, Leonard W., "The Effects of Conglomerate Mergers on Profits and Growth," July, 1982. (Publication #14)
32. Weiss, Leonard W., and Pascoe, George A. Jr., "Adjusted Concentration Ratios in Manufacturing 1972," July, 1982. (Publication #20)
33. Long, William F., and Ravenscraft, David J., "The Usefulness of Accounting Profit Data: A Comment on Fisher and McGowan". (Fisher, Franklin, and McGowan, John, "On the Misuse of Accounting Rates of Return to Infer Monopoly Profits," American Economic Review 73, March 1983, pp. 82-97). (Publication #17)
34. Scott, John T., and Pascoe, George A. Jr., "An Alternative Interpretation of Seller Concentration, Capital Intensity, and Profitability," August, 1983.
35. _____, "Firm Versus Industry Variability in R&D Intensity," in R&D, Patents, and Productivity, NBER Conference Volume (September, 1984). (Publication #16)
36. Benvignati, Anita, "Domestic Profit Advantages of Multinational Firms," January, 1985.
37. _____, "An Empirical Investigation of International Transfer Pricing by U.S. Manufacturing Firms," August, 1983. (Publication #22)
38. Scherer, Frederic M., and Ravenscraft, David J., "Growth By Diversification: Entrepreneurial Behavior in Large-Scale United States Enterprises," August, 1983. (Publication #20)
39. Meta Systems, Inc., Cambridge, Mass. "Aggregate Production Function Results Using FTC Line of Business Data," Memorandum from Meta Systems, Inc. to Ed Leviton, EPA, June 30, 1983. (Publication # 26)
40. Meta Systems, Inc. "Patent Equation Results from the FTC Line of Business Data," Memorandum from Meta Systems, Inc. to Ed Leviton, EPA, July 6, 1983. (Publication #26)

41. Scott, John T., and Pascoe, George A. Jr., "Anticipated Transactions Costs, The Value of Assets, and the Viability of Market-Enforced Structural Competition," December, 1984.
42. Martin, Stephen, and Lunn, John, "Market Structure, Firm Structure, and Research and Development," September, 1983.
43. Sannella, Alexander, "Segment Reporting: The Cost Allocation Issue," November, 1983.
44. Long, William F., and Ravenscraft, David J., "The Impact of Concentration and Elasticity on Line of Business Profitability," November, 1983. (Publication #21)
45. Schmalensee, Richard, "Do Markets Differ Much?" February, 1984. (Publication #25)
46. Weiss, Leonard W., and Pascoe, George A. Jr., "Concentration X-Inefficiency, and Mr. Peltzman's Superior Firms," October 24, 1984.
47. Kessides, Ioannis, "A Model of Differentiated Oligopoly: Some Empirical Results," October 1, 1984.
48. Scherer, F.M., and Ravenscraft, David J., "Determinants of the Merger Accounting Choice," December, 1984.
49. Scott, John T., and Pascoe, George A. Jr., "Beyond Firm and Industry Effects on Profitability in Imperfect Markets," September, 1984.
50. Scherer, F. M., and Ravenscraft, David J., "Mergers and Financial Performance." December, 1984.

IV. LB Research in Process

Anterasian, Catherine (DBA Candidate, Graduate School of Business, Stanford University).

"Sources and Effects of Market Share Movements."

This study is an exploration of a number of reciprocal causation hypotheses concerning market share, marketing expenditures and the profitability of individual lines of business, utilizing a form of "path analysis". It will separately model longitudinal data (for the years 1974, 1975, 1976) from the LB and PIMS data bases in order to contrast the obtained results.

Benvignati, Anita (Consultant, independent practice).

"Commodity Composition of U.S. Intrafirm Exports."

The study seeks to discover possible differences in the commodity composition of U.S. international trade, as contrasted with its purely open-market exports, and will then examine its relevance for the trade, technology and employment policies of the United States.

Bradburd, Ralph M. (Associate Professor of Economics, Williams College).

"Concentration, Profitability and Promotional Effort."

The research will assess the possible measurement biases of calibrating selling expenses by media advertising alone, especially with reference to producer goods industries. The author will employ a classification criterion (developed in a prior study) that should allow a more rigorous distinction between producer and consumer goods industries and possible associated behavioral differences.

Bradburd, Ralph M. (Associate Professor of Economics, Williams College).

"Multiple Viable Production Strategies."

The study will seek to distinguish between cases where a low cost disadvantage ratio (CDR) implies difficult conditions of entry from those cases where the low CDR indicates the existence of viable production techniques with lower asset intensities than those used by the larger firms in the industry. This promises a refinement of the approach to measuring the extent of barriers to small scale entry. The refined measure (or measures) will be utilized in a simultaneous model of concentration, profitability and selling expense.

Browne, Paul (Assistant Professor, Department of Management, Wharton School, University of Pennsylvania)
Futterman, Dorothea (Assistant Professor, Department of Management, Wharton School, University of Pennsylvania)
Klavans, Richard (DBA Candidate, Department of Management, Wharton School, University of Pennsylvania).

"Measures and Performance Effects of Corporate Diversification."

This study seeks to (1) develop measures that reflect business unit roles and corporate diversification patterns and (2) identify correlates of business unit performance using these measures as well as standard measures of corporate and industry attributes. Specific hypotheses will be tested concerning both the patterns of corporate diversification and the correlates of performance at the business level.

Buzzell, Robert (Professor, Harvard Business School)
Marshall, Cheri (DBA Candidate, Harvard Business School and Assistant Professor, School of Business Administration, University of North Carolina).

"A Comparison of PIMS and Line of Business Data in Performance Analyses."

This research will provide a comparison of relationships between profitability, market structure, and strategic variables, relationships that have been studied separately within PIMS and the Line of Business Program. This study will test the reliability and robustness of central findings of the two programs and should generate insights into the determination of business performance as well as providing a useful comparison of LB and PIMS data.

Cohen, Wesley M. (Assistant Professor of Economics and Social Science, Carnegie-Mellon University)
Mowery, David C. (Assistant Professor of Economics and Social Science, Carnegie-Mellon University).

"The Internal Characteristics of the Firm and the Level and Composition of Research and Development Spending."

The researchers will examine the influence of internal characteristics of the firm upon its R&D investment behavior at both the corporate and the industry levels. They will attempt to measure interfirm differences in expertise, strategic objectives, internal structures and financial situations, and then explore the interaction of such differences with the firm's market environment.

Cohen, Wesley M. (Assistant Professor of Economics and Social Science, Carnegie-Mellon University)
Mowery, David C. (Assistant Professor of Economics and Social Science, Carnegie-Mellon University).

"A Financial Model of Firms in the Pesticide Industry: Regulatory Impact Estimation". (Special Tabulation)

This work responds to a request from an Environmental Protection Agency research contractor, Data Resources, Incorporated, for data aggregates potentially useful in constructing a financial model to estimate the agency's regulatory impacts on firms in the pesticide industry. Messrs. Cohen and Mowery will compile annual aggregate LB data for relevant firms, using the same form provided by the FTC in the Annual Line of Business Reports for the years 1973-77. The LB consultants will also compile 1973-77 Compustat data in an annual aggregate form for these same companies.

Feinberg, Robert M. (Associate Professor of Economics, The Pennsylvania State University).

"A Search for Industry Effects of Large Conglomerate Mergers".

This research examines 14 mergers occurring between 1974 and 1977, combining firms in the FTC-LB sample. In order to give industry effects the best chance of appearing, only acquired market positions of five percent or more will be analyzed; Census of Manufactures data on seller concentration and price-cost margins for 1972 and 1982 will be compared.

Hoskisson, Robert E. (Assistant Professor, Department of Management, Texas A & M University)

Zeithaml, Carl P. (Assistant Professor, Department of Management, Texas A & M University).

"An Examination of the Market Share-Profitability Tradeoff: Industry and Strategic Differences".

The purpose of this study is to identify differences in the profitability-market share tradeoff that may be attributed to industry characteristics. Whether firms seek market share at the expense of profitability or vice versa is the subject of a growing literature. Firms in the data base will be divided into different groups based on industry differences. The use of key strategic measures present in the line of business data base will allow the researchers to identify strategic differences among the performance groups.

Kessides, Ioannis (Assistant Professor of Economics, The University of Maryland).

"A Model of Differentiated Product Oligopoly."

The researcher will develop a theoretical model of structure, conduct and performance in oligopoly and attempt to test whether cost and demand factors exert an independent influence on performance not captured by observed differences in market shares.

Long, William F. (Manager, Line of Business Program).

"Firm Size, Concentration, and Profitability: A Direct Test of Demsetz' Hypothesis."

Profitability and market share data for a "small firm" sample, based on QFR filings for 1974-77, and a "large firm" sample, based on LB filings for the same years, will be employed to test the hypothesis that profitability differs between large and small firms. The test will be conducted for each of about 260 industries in the manufacturing sector.

Long, William F. (Manager, Line of Business Program).

"Selectivity Bias in Published Line of Business Data: Evidence from Quarterly Financial Report Filings."

Approximately 3,300 companies which filed QFR, but not LB, data for 1974-77 will be classified. Using product line sales information supplied by a company, its primary LB industry category will be determined. Selected financial data items will be aggregated within each industry category. Profit ratios will be calculated for this "small firm" sample, industry by industry, and compared to the published ratios in the Annual Line of Business Reports for the same years.

Marshall, Cheri (DBA Candidate, Harvard Business School and Assistant Professor, School of Business Administration, University of North Carolina).

"Determinants of and Performance Impacts of Vertical Integration."

The purpose of this research is to provide insights on both the determinants and performance effects of vertical integration. With respect to determinants, it will be interested in factors which promote (or retard) its extension. In the analysis of performance effects, the role of the organizational form of the vertically integrated firm will also be incorporated into the analysis.

Montgomery, Cynthia (Associate Professor, Policy and Control, Graduate School of Business Administration, University of Michigan)

Seth, Anju (DBA Candidate, Graduate School of Business Administration, University of Michigan).

"Barriers to Entry and the Core Skills of Entering Firms."

The focus of this study is the exploration of possible differential effects of entry barriers and how such barriers can be overcome by specific new entrants. Firms entering manufacturing industries between 1972-77 will be identified and possible links between specific entry barriers and characteristics (and key competences) of the entering firms will be explored. In particular, the researchers will empirically assess the hypothesis that the competences of entering firms serve as "gateways" to entry, and that existing firms which enter and prosper in industries characterized by high specific entry barriers are those with identifiable skills in these areas.

Nichols, Len (Assistant Professor of Economics, Wellesley College).

"Economic Welfare and the Directions of Line of Business Diversification."

The research focuses on the impact of LB diversification upon social welfare. It will first determine LB category pairs that are undertaken jointly by firms to a degree that exceeds what would be predicted by chance. It will then theoretically outline (together with implications for social welfare) and empirically assess the competing hypotheses that offer possible explanations for the determined pairs. The empirical results generated will be used, along with the theoretically determined welfare implications, to make recommendations for merger policy.

Ravenscraft, David J. (Staff Economist, Line of Business Program).

"The Measurement of Vertical Integration."

The accuracy of various measures of vertical integration will be analyzed. In particular, indices devised by Adelman (1955), Gort (1962), Laffer (1969), Rusin and Atwood (1976), Newman (1978), Tucker and Welder (1977), and Maddigan (1981) are compared with a transfer based measure developed by Ravenscraft (1983).

Ravenscraft, David J. (Staff Economist, Line of Business Program).

"The Causes and Consequences of Vertical Integration."

The study will derive a profit and vertical integration equation from a two industry model with vertical integration connections in production. The model will incorporate differences in buyer, supplier and seller concentration, market share, uncertainty, relative barriers to entry, elasticity of demand, and technological flows, all of which are expected to influence incentives to vertically integrate.

Ross, David R. (Assistant Professor of Economics, Williams College).

"Categorical Variable Analysis of the Structure-Performance Relationship."

A log linear probability model employing categorical variables will be used to test hypotheses about relationships between variables in standard structure-performance analyses. This approach offers a convenient way to explore complex interactions between variables when hypotheses about such interactions are limited to patterns or directions of association.

Rumelt, Richard P. (Professor, Graduate School of Management, UCLA).

"Diversification and Profitability."

This study will develop an objective measure of diversification strategy and reinterpret work on diversification strategy, industry structure, and profitability using this measure. A metric will be constructed under which the closeness of product activities is measured by the probability that a firm having one will also have the other.

Rumelt, Richard P. (Professor, Graduate School of Management, UCLA).

"Intra-Industry Heterogeneity."

This research will use line of business data to measure the degree to which firms' long-term profit rates differ relative to industries' rates. Previous work with COMPUSTAT data suggests that the variance among firms within industries is three to fifteen times as large as the variance in profit rates among industries. This finding questions models based upon an industry-homogeneity assumption and suggests an important locus of market imperfections is at the firm rather than industry level.

Scherer, Frederic M. (Professor of Economics, Swarthmore College)
Ravenscraft David J. (Staff Economist, Line of Business Program).

"The Behavioral Effects of Conglomerate Mergers, Takeovers, and Sell-Offs."

This project is a large-scale investigation of the links between mergers and profitability. The 1955-77 merger history of each LB will be traced, and variables, measuring the extent to which the LB assets are determined from merger as compared to internal growth, will be developed. Profitability will then be related to these variables, holding other firm and industry-industry variables constant. A control will also be utilized for the mode of merger accounting (purchase vs. pooling of interest).

Scott, John T. (Associate Professor of Economics, Dartmouth College)
Pascoe, Jr. George A. (Staff Economist, Line of Business Program).

"Interindustry Knowledge-Flow Spillover Effects of R&D."

The study will test the hypothesis that knowledge-spillover flows are a function of the "technological distance" between firms and industries. It will attempt to measure these differences between firms as well as industries by examining the overlap in R&D expenditures (by firms or industries) across industries, utilizing probability theory, to distinguish between nonpurposive behavior and a purposive exploitation of the closeness of certain industry categories.

Terleckyj, Nestor E. (Vice President, National Planning Association).

"Magnitude, Incidence and Timing of the Economic Effects of Government R&D Programs."

The research will empirically assess the hypothesis that government-funded R&D projects stimulate private investments in new technologies, capitalizing on the results of government projects. It will seek to explore possible interactions between R&D in different lines of business within the same company and possible interactions among the same lines of business owned by different companies. An attempt will be made to estimate the magnitude of these effects over time with the data now available.

Wagner, Curtis L. III. (PhD Candidate, American University
and Starr Economist, Line of Business Program).

“Strategy and Interfirm Organization.”

This study will explore possible relationships between firm strategy (with respect to its pattern of diversification) and the degree of cooperation or rivalry prevailing within markets. A classification effort will determine the strategic type of each of the leading firms in a market. From this a strategic homogeneity variable will be developed, which will be treated as a possible element of a market's structure. Additionally, the study will test the hypothesis that the effects of other structural variables, in particular, concentration, will be qualitatively different in markets that are strategically heterogeneous (many strategic types) as opposed to strategically homogeneous markets.

**EXPLANATION OF ADJUSTMENTS
TO SCHEDULE IV(A) DATA**

Schedule IV(B)
Sheet ___ of ___

FTC Use Only	
(4-B)	
4	02

Control No.

Sch. IV(A) Line Number (11-12)	Column C Amount DR (CR) (13-20)	Column G Amount DR (CR) (21-28)	FTC Use Only (29)	Description of Adjustment
(9-10) 01				
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