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## **FOURTH QUARTER 2012 DATA FROM THE QUARTERLY FINANCIAL REPORT: U.S. MANUFACTURING, MINING, WHOLESALE TRADE, AND SELECTED SERVICE INDUSTRIES**

### **After-Tax Profits and Sales, Fourth Quarter 2012 - Seasonally Adjusted**

#### **Manufacturing Corporations**

U.S. manufacturing corporations' seasonally adjusted **after-tax profits** in the fourth quarter of 2012 totaled \$142.1 billion, up \$7.6 ( $\pm 0.6$ ) billion from the after-tax profits of \$134.5 billion recorded in the third quarter of 2012, but down \$6.4 ( $\pm 0.2$ ) billion from the after-tax profits of \$148.5 billion recorded in the fourth quarter of 2011.

Seasonally adjusted **sales** for the quarter totaled \$1,689.1 billion, up \$37.1 ( $\pm 13.3$ ) billion from the \$1,652.0 billion recorded in the third quarter of 2012, and up \$36.1 ( $\pm 3.8$ ) billion from the \$1,653.0 billion recorded in the fourth quarter of 2011.

Seasonally adjusted after-tax profits per dollar of sales were 8.4 cents for the quarter, compared with 8.1 cents for the third quarter of 2012, and 9.0 cents for the fourth quarter of 2011.

#### **Nondurable Goods Manufacturers**

Nondurable goods manufacturers' seasonally adjusted **after-tax profits** in the fourth quarter of 2012 totaled \$78.8 billion, up \$6.2 ( $\pm 0.9$ ) billion from the after-tax profits of \$72.6 billion recorded in the third quarter of 2012, and up \$7.8 ( $\pm 0.1$ ) billion from the after-tax profits of \$71.1 billion recorded in the fourth quarter of 2011.

Seasonally adjusted **sales** for the quarter totaled \$901.1 billion, up \$21.2 ( $\pm 14.8$ ) billion from the \$879.8 billion recorded in the third quarter of 2012, and up \$3.9 ( $\pm 2.6$ ) billion from the \$897.1 billion recorded in the fourth quarter of 2011.

Seasonally adjusted after-tax profits per dollar of sales were 8.8 cents for the quarter, compared with 8.3 cents for the third quarter of 2012, and 7.9 cents for the fourth quarter of 2011.

#### **Durable Goods Manufacturers**

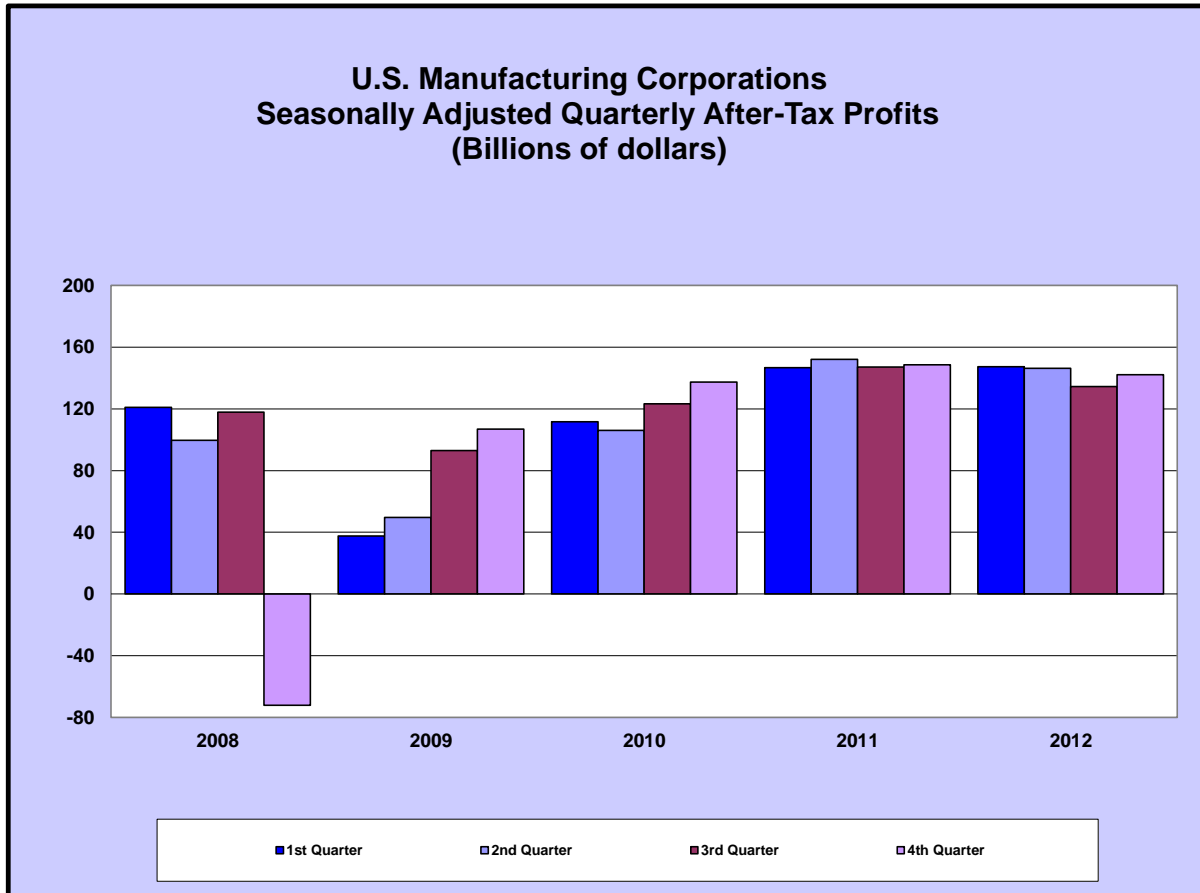
Durable goods manufacturers' seasonally adjusted **after-tax profits** in the fourth quarter of 2012 totaled \$63.3 billion, up \$1.4 ( $\pm 1.0$ ) billion from the after-tax profits of \$61.9 billion recorded in the third quarter of 2012, but down \$14.1 ( $\pm 0.1$ ) billion from the after-tax profits of \$77.4 billion recorded in the fourth quarter of 2011.

Seasonally adjusted **sales** for the quarter totaled \$788.0 billion, up \$15.9 ( $\pm 8.0$ ) billion from the \$772.2 billion recorded in the third quarter of 2012, and up \$32.1 ( $\pm 2.3$ ) billion from the \$755.9 billion recorded in the fourth quarter of 2011.

Seasonally adjusted after-tax profits per dollar of sales were 8.0 cents for the quarter, not statistically different from the 8.0 cents for third quarter of 2012, and 10.2 cents for the fourth quarter of 2011.

## Manufacturing Corporations' Quarterly After-Tax Profits, 2008-2012—Seasonally Adjusted

In fourth quarter 2012, seasonally-adjusted after-tax profits of U.S. manufacturing corporations were stronger in fourth quarter 2012 than in third quarter 2012.



### After-Tax Profits and Sales, Fourth Quarter 2012 - Not Seasonally Adjusted

#### Manufacturing Corporations

U.S. manufacturing corporations' fourth quarter 2012 unadjusted **after-tax profits** totaled \$129.7 billion, down \$6.3 ( $\pm 0.2$ ) billion from the after-tax profits of \$136.0 billion recorded in the fourth quarter of 2011, and down \$7.4 ( $\pm 0.6$ ) billion from the after-tax profits of \$137.2 billion recorded in the third quarter of 2012.

Unadjusted **sales** for the fourth quarter of 2012 totaled \$1,680.5 billion, up \$35.4 ( $\pm 3.8$ ) billion from the \$1,645.1 billion recorded in the fourth quarter of 2011, and up \$22.3 ( $\pm 13.3$ ) billion from third quarter 2012 sales of \$1,658.2 billion.

After-tax profits per dollar of sales were 7.7 cents for the quarter, compared with 8.3 cents for the fourth quarter of 2011, and 8.3 cents for the third quarter of 2012.

#### **Nondurable Goods Manufacturers**

Nondurable goods manufacturers' fourth quarter 2012 unadjusted **after-tax profits** totaled \$71.9 billion, up \$7.7 ( $\pm 0.1$ ) billion from the after-tax profits of \$64.1 billion recorded in the fourth quarter of 2011. At the industry level, year-over-year results were mostly up. Industries reporting increases were pharmaceuticals and medicines, up \$5.8 billion; plastics and rubber products, up \$1.6 billion; food, up \$1.0 billion; all other chemicals, up \$0.9 billion; textile mills and textile product mills, up \$0.3 billion; beverage and tobacco products, up \$0.2 billion; and printing and related support activities, up \$0.1 billion. Industries reporting decreases included basic chemicals, resins, and synthetics, down \$1.8 billion; and petroleum and coal products, down \$0.4 billion.

Fourth quarter 2012 after-tax profits, at \$71.9 billion, were down \$3.5 ( $\pm 0.9$ ) billion from third quarter 2012 after-tax profits of \$75.4 billion. At the industry level, quarter-over-quarter results were mostly down. Industries reporting decreases were basic chemicals, resins, and synthetics, down \$3.0 billion; beverage and tobacco products, down \$2.9 billion; printing and related support activities, down \$1.5 billion; apparel and leather products, down \$0.5 billion; petroleum and coal products, down \$0.5 billion; paper, down \$0.5 billion; and food, down \$0.2 billion. Industries reporting increases were all other chemicals, up \$2.2 billion; pharmaceuticals and medicines, up \$2.0 billion; and plastics and rubber products, up \$1.6 billion.

Unadjusted **sales** for the fourth quarter of 2012 totaled \$892.3 billion, up \$3.5 ( $\pm 2.6$ ) billion from the \$888.8 billion recorded in the fourth quarter of 2011, but not statistically different from third quarter 2012 sales of \$884.9 billion.

After-tax profits per dollar of sales were 8.1 cents for the quarter, compared with 7.2 cents for the fourth quarter of 2011, and 8.5 cents for the third quarter of 2012.

### **Durable Goods Manufacturers**

Durable goods manufacturers' fourth quarter 2012 unadjusted **after-tax profits** totaled \$57.9 billion, down \$14.0 ( $\pm 0.1$ ) billion from the after-tax profits of \$71.9 billion recorded in the fourth quarter of 2011. At the industry level, year-over-year results were mixed. Industries reporting decreases were motor vehicles and parts, down \$14.5 billion; computer and peripheral equipment, down \$6.5 billion; and machinery, down \$1.6 billion. Industries reporting increases included fabricated metal products, up \$1.5 billion; miscellaneous manufacturing, up \$1.4 billion; electrical equipment, appliances, and components, up \$0.9 billion; wood products, up \$0.9 billion; furniture and related products, up \$0.8 billion; communications equipment, up \$0.8 billion; nonferrous metals, up \$0.8 billion; aerospace products and parts, up \$0.6 billion; all other electronic products, up \$0.5 billion; iron, steel, and ferrous alloys, up \$0.2 billion; and nonmetallic mineral products, up \$0.1 billion.

Fourth quarter 2012 after-tax profits, at \$57.9 billion, were down \$3.9 ( $\pm 1.0$ ) billion from third quarter 2012 after-tax profits of \$61.8 billion. At the industry level, quarter-over-quarter results were mostly down. Industries reporting decreases included machinery, down \$3.4 billion; nonmetallic mineral products, down \$2.5 billion; all other electronic products, down \$2.4 billion; fabricated metal products, down \$1.6 billion; motor vehicles and parts, down \$1.5 billion; iron, steel, and ferrous alloys, down \$0.6 billion; aerospace products and parts, down \$0.6 billion; wood products, down \$0.1 billion and foundries, down \$0.1 billion. Industries reporting increases included computer and peripheral equipment, up \$7.0 billion; electrical equipment, appliances, and components, up \$0.8 billion; communications equipment, up \$0.7 billion; and nonferrous metals, up \$0.4 billion.

Unadjusted **sales** for the fourth quarter of 2012 totaled \$788.3 billion, up \$32.0 ( $\pm 2.3$ ) billion from the \$756.3 billion recorded in the fourth quarter of 2011, and up \$14.9 ( $\pm 8.0$ ) billion from third quarter 2012 sales of \$773.3 billion.

After-tax profits per dollar of sales were 7.3 cents for the quarter, compared with 9.5 cents for the fourth quarter of 2011, and 8.0 cents for the third quarter of 2012.

### **Mining Corporations**

Fourth quarter 2012 unadjusted **after-tax profits** for mining corporations with assets of \$50 million and over were minus \$1.4 billion, down \$6.5 ( $\pm 0.0$ ) billion from the after-tax profits of \$5.0 billion recorded in the fourth quarter of 2011, and down \$2.7 ( $\pm 0.1$ ) billion from after-tax profits of \$1.3 billion recorded in third quarter 2012 .

Unadjusted **sales** for the fourth quarter of 2012 totaled \$80.6 billion, up \$9.9 ( $\pm 0.2$ ) billion from the \$70.7 billion recorded in the fourth quarter of 2011, and up \$3.2 ( $\pm 1.1$ ) billion from third quarter 2012 sales of \$77.4 billion.

After-tax profits per dollar of sales were -1.7 cents for the quarter, compared with 7.1 cents for the fourth quarter of 2011, and 1.7 cents for the third quarter of 2012.

## **Wholesale Trade Corporations**

Fourth quarter 2012 unadjusted **after-tax profits** for wholesale trade corporations with assets of \$50 million and over totaled \$7.3 billion, up \$1.3 ( $\pm 0.1$ ) billion from the after-tax profits of \$5.9 billion recorded in the fourth quarter of 2011, but down \$2.5 ( $\pm 0.1$ ) billion from the after-tax profits of \$9.7 billion recorded in third quarter 2012.

Unadjusted **sales** for the fourth quarter of 2012 totaled \$577.6 billion, up \$40.3 ( $\pm 6.3$ ) billion from the \$537.3 billion recorded in fourth quarter 2011, and up \$23.8 ( $\pm 5.4$ ) billion from third quarter 2012 sales of \$553.8 billion.

After-tax profits per dollar of sales were 1.3 cents for the quarter, compared with 1.1 cents recorded in the fourth quarter of 2011, and 1.8 cents for the third quarter of 2012.

## **Durable Goods Wholesalers**

Durable goods wholesalers' fourth quarter 2012 unadjusted **after-tax profits** for corporations with assets of \$50 million and over totaled \$4.4 billion, up \$0.0 ( $\pm 0.0$ ) billion from the after-tax profits of \$4.3 billion recorded in the fourth quarter of 2011, but down \$1.1 ( $\pm 0.1$ ) billion from third quarter 2012 after-tax profits of \$5.5 billion.

Unadjusted **sales** for the fourth quarter of 2012 totaled \$263.0 billion, up \$23.0 ( $\pm 1.6$ ) billion from the \$240.0 billion recorded in fourth quarter 2011, and up \$13.5 ( $\pm 6.4$ ) billion from third quarter 2012 sales of \$249.5 billion.

After-tax profits per dollar of sales were 1.7 cents for the quarter, compared with 1.8 cents for the fourth quarter of 2011, and 2.2 cents for the third quarter of 2012.

## **Nondurable Goods Wholesalers**

Nondurable goods wholesalers' fourth quarter 2012 unadjusted **after-tax profits** for corporations with assets of \$50 million and over totaled \$2.9 billion, up \$1.3 ( $\pm 0.1$ ) billion from the after-tax profits of \$1.6 billion recorded in the fourth quarter of 2011, but down \$1.3 ( $\pm 0.1$ ) billion from third quarter 2012 after-tax profits of \$4.3 billion.

Unadjusted **sales** for the fourth quarter of 2012 totaled \$314.6 billion, up \$17.2 ( $\pm 7.2$ ) billion from the \$297.4 billion recorded in fourth quarter 2011, and up \$10.3 ( $\pm 6.5$ ) billion from third quarter 2012 sales of \$304.3 billion.

After-tax profits per dollar of **sales** were 0.9 cents for the quarter, compared with 0.6 cents for the fourth quarter of 2011, and 1.4 cents for the third quarter of 2012.

## **Information Corporations**

Fourth quarter 2012 unadjusted **after-tax profits** for information corporations with assets of \$50 million and over totaled \$16.7 billion, up \$11.7 ( $\pm 0.0$ ) billion from the after-tax profits of \$5.1 billion recorded in the fourth quarter of 2011. At the industry level, year-over-year results were mostly up. Industries reporting increases included telecommunications, up \$6.8 billion; publishing industries, except internet, up \$3.1 billion; broadcasting, except internet, up \$1.1 billion; and motion pictures and sound recording industries, up \$0.6 billion. One industry, all other information, reported a slight decrease for the quarter.

Fourth quarter 2012 after-tax profits, at \$16.7 billion, were down \$7.5 ( $\pm 0.2$ ) billion from third quarter 2012 after-tax profits of \$24.3 billion. At the industry level, quarter-over-quarter results were mixed. Industries reporting decreases were telecommunications, down \$7.0 billion; all other information, down \$1.8 billion; and broadcasting, except internet, down \$1.1 billion. Industries reporting increases were publishing industries, except internet, up \$2.1 billion; and motion picture and sound recording industries, up \$0.4 billion.

Unadjusted **sales** for the fourth quarter of 2012 totaled \$254.1 billion, up \$10.8 ( $\pm 0.2$ ) billion from the \$243.3 billion recorded in fourth quarter 2011, and up \$11.5 ( $\pm 1.3$ ) billion from third quarter 2012 sales of \$242.6 billion.

After-tax profits per dollar of sales were 6.6 cents for the quarter, compared with 2.1 cents for the fourth quarter of 2011, and 10.0 cents for the third quarter of 2012.

## **Professional and Technical Services Corporations (except Legal Services)**

Fourth quarter 2012 unadjusted **after-tax profits** for professional and technical services corporations (except legal services) with assets of \$50 million and over totaled \$10.5 billion, up \$3.1 ( $\pm 0.1$ ) billion from the after-tax profits of \$7.4 billion recorded in the fourth quarter of 2011. At the industry level, year-over-year results were mixed. Industries reporting increases were computer systems design and related services, up \$3.0 billion; and scientific research and development services, up \$0.4 billion. One industry, all other professional and technical services, reported a decrease of \$0.2 billion.

Fourth quarter 2012 after-tax profits, at \$10.5 billion, were up \$4.3 ( $\pm 0.1$ ) billion from third quarter 2012 after-tax profits of \$6.2 billion. At the industry level, quarter-over-quarter results were mostly up. Industries reporting increases were computer systems design and related services, up \$3.2 billion; all other professional and technical services, up \$0.8 billion; and scientific research and development services, up \$0.4 billion. One industry, management and technical consulting services, reported a decrease of \$0.1 billion.

Unadjusted **sales** for the fourth quarter of 2012 totaled \$114.3 billion, up \$5.1 ( $\pm 1.1$ ) billion from the \$109.3 billion recorded in fourth quarter 2011, and up \$6.5 ( $\pm 1.3$ ) billion from third quarter 2012 sales of \$107.9 billion.

After-tax profits per dollar of sales were 9.2 cents for the quarter, compared with 6.7 cents for the fourth quarter of 2011, and 5.8 cents for the third quarter of 2012.

### **ACCESS TO QFR DATA**

This press release can be viewed today in portable document format (.pdf) at our QFR internet website <http://www.census.gov/econ/qfr/index.html>. Data in the release are drawn from a more comprehensive data set published in the *Quarterly Financial Report for Manufacturing, Mining, Trade, and Selected Service Industries - Fourth Quarter 2012* (QFR/12-Q4). This quarterly publication is available for downloading at our QFR internet website. The quarterly publication includes summary statements of income and retained earnings, balance sheets, and related financial and operating ratios for manufacturing, mining, trade, and selected service industries. Data presented are classified by industry and asset size.

### **RELIABILITY OF THE ESTIMATES**

Estimates of change presented in this press release are calculated using unrounded data. The calculated difference is then rounded to the nearest unit of measure. Due to this rounding, differences may not add to the totals. The same applies to the calculated confidence intervals. A difference of \$0.0 billion indicates the difference is less than \$0.05 billion. A confidence interval of  $\pm 0.0$  billion indicates a confidence interval with width of less than  $\pm 0.05$  billion on each side of the estimated value.

Data in this press release are based on quarterly financial reports from approximately 11,000 U.S. corporations. The data are estimated from a sample survey and are subject to sampling and nonsampling errors.

Sampling error occurs because only a subset of the entire population is measured. Estimates of sampling error can be computed based on the sample and used to construct confidence intervals around the estimates. Statements of change appearing in this report include 90 percent confidence intervals. Thus, a statement in the report such as "up \$2.5 ( $\pm 0.2$ ) billion" estimates the interval (+\$2.3 billion to +\$2.7 billion) within which the actual value is likely to fall in 90 percent of samples of the same size and design, drawn from the same population. If the range of estimated change contains zero (0), then it is uncertain whether there is an increase or decrease; that is, the change is not statistically different from zero (0). For any comparison cited in the text without a confidence interval, the change is statistically significant at the 90 percent confidence level.

Nonsampling error encompasses all other factors that contribute to the total error of a survey, including response errors, nonresponse, and coverage errors. Although no direct measures of nonsampling error are available, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence. The quarterly publication, *Quarterly Financial Report for Manufacturing, Mining, Trade, and Selected Service Industries - Fourth Quarter 2012* (QFR/12-Q4), includes more detailed explanations of nonsampling and sampling error, and additional measures of sampling variability.

**DATA QUALITY INDICATORS**

The QFR produces two indicators of data quality: the Unit Response Rate (URR) and the Total Quantity Response Rate (TQRR). The URR is defined as the percentage of sampled units (unweighted) that responded to the current quarter’s survey. In determining the URR, a unit is classified as a respondent if it provided adequate information for key QFR data items. The TQRR is defined as the weighted estimated total of a key QFR data item that is either reported by a survey unit or acquired from some other information source (such as a publicly available quarterly or annual report) and that is determined to be equivalent in quality to reported data. The TQRR is calculated for the QFR data items Net sales, Depreciation, Income before income taxes, and Total assets.

<b>Total Quantity Response Rates and Unit Response Rates <sup>1,2</sup></b>					
<b>For Corporations in NAICS Manufacturing, Mining, Wholesale Trade, Information, and Professional and Technical Services (except Legal Services), By Sector</b>					
Industry	Total Quantity Response Rate				Unit Response Rate
	Net sales	Depreciation	Income before income taxes	Total assets	
	(percent)				(percent)
All manufacturing .....	86.4	87.6	92.0	90.3	63.7
All mining .....	92.2	94.0	93.9	93.6	71.9
All wholesale trade .....	83.8	89.1	85.9	85.7	67.0
All information .....	95.6	97.0	97.9	95.8	74.4
All professional and technical services (except legal services) .....	74.6	82.7	82.2	78.8	61.8

<sup>1</sup>For more information, see the Introduction, Survey Methodology section, in the *Quarterly Financial Report for Manufacturing, Mining, Trade, and Selected Service Industries*.

<sup>2</sup>Imputation Rate = 100% - TQRR.

<b>Manufacturing, Mining, Wholesale Trade and Selected Service Industries</b>	
<b>Schedule of Release Dates for Calendar Year 2013</b>	
First Quarter 2013	June 10, 2013
Second Quarter 2013	September 9, 2013
Third Quarter 2013	December 9, 2013

**Table 1. U.S. Manufacturing Corporations - Selected Financial Data**

	Seasonally adjusted <sup>1</sup>			Not Seasonally adjusted		
	4Q	3Q	4Q	4Q	3Q	4Q
	2012	2012	2011	2012	2012 <sup>2</sup>	2011 <sup>2</sup>
Rate of return (after taxes):						
Cents per dollar of sales .....	8.41	8.14	8.98	7.72	8.27	8.27
Percent on equity (annual rate) .....	N/A	N/A	N/A	14.18	14.96	15.63
	(million dollars)					
Sales .....	1,689,060	1,651,971	1,653,002	1,680,508	1,658,242	1,645,072
Income after income taxes .....	142,114	134,501	148,504	129,723	137,158	136,018
Dividends paid (cash) .....	N/A	N/A	N/A	69,761	48,270	54,696

<sup>1</sup>For information on adjustment for seasonal variation, see the Introduction, Survey Methodology section, in the *Quarterly Financial Report for Manufacturing, Mining, Trade, and Selected Service Industries*, or at the QFR internet website <http://www.census.gov/econ/qfr/collection.html>.

<sup>2</sup>Revised.

**Table 2. U.S. Manufacturing Corporations - Seasonally Adjusted Sales and Net Income After-Tax<sup>1</sup>**

Industry group and year	Sales				After-tax profits			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	(million dollars)				(million dollars)			
All manufacturing:								
2001 .....	1,112,734	1,090,077	1,057,557	1,035,130	1,776	11,968	9,453	12,851
2002 .....	1,022,249	1,046,131	1,063,695	1,083,421	26,856	34,294	39,327	39,565
2003 .....	1,099,276	1,070,392	1,104,477	1,119,641	60,473	46,437	50,993	78,844
2004 .....	1,179,591	1,218,165	1,245,707	1,289,279	77,920	83,808	87,185	98,888
2005 .....	1,295,854	1,318,239	1,377,939	1,418,043	92,932	96,313	104,576	107,163
2006 .....	1,438,728	1,448,874	1,460,402	1,434,219	123,181	112,770	121,298	112,821
2007 .....	1,447,574	1,488,283	1,532,261	1,591,535	120,996	127,010	74,099	120,651
2008 .....	1,612,286	1,681,036	1,673,289	1,404,943	121,126	99,745	117,846	(72,135)
2009 .....	1,231,301	1,222,164	1,299,242	1,358,269	37,540	49,631	92,951	106,881
2010 .....	1,386,996	1,424,557	1,456,783	1,487,685	111,601	105,964	123,283	137,416
2011 .....	1,573,742	1,615,026	1,643,695	1,653,002	146,814	152,171	147,116	148,504
2012 .....	1,691,700	1,650,279	1,651,971	1,689,060	147,273	146,283	134,501	142,114
All nondurable manufacturing:								
2001 .....	505,910	504,724	488,153	475,079	30,703	32,524	26,317	22,600
2002 .....	461,546	477,640	496,733	519,456	25,948	27,563	29,856	35,028
2003 .....	538,696	512,304	532,616	530,259	43,150	32,675	28,495	44,353
2004 .....	569,496	590,162	604,538	632,141	40,832	45,737	50,145	54,622
2005 .....	634,918	643,814	691,854	709,691	55,635	56,360	61,652	66,458
2006 .....	715,718	720,147	729,519	707,262	68,405	70,437	72,060	66,511
2007 .....	709,493	747,268	764,498	823,004	70,047	73,019	67,352	72,982
2008 .....	848,528	920,495	916,119	716,332	73,044	75,432	83,751	(9,063)
2009 .....	629,112	644,614	687,293	722,164	44,595	53,556	61,759	71,982
2010 .....	743,095	752,569	762,061	791,176	63,053	47,802	63,537	71,208
2011 .....	858,772	900,009	901,827	897,105	78,302	84,477	76,577	71,082
2012 .....	915,117	875,128	879,820	901,053	76,360	79,083	72,634	78,832
All durable manufacturing:								
2001 .....	606,824	585,353	569,404	560,051	(28,927)	(20,556)	(16,864)	(9,749)
2002 .....	560,703	568,491	566,962	563,965	908	6,731	9,471	4,537
2003 .....	560,580	558,088	571,861	589,382	17,323	13,762	22,498	34,491
2004 .....	610,095	628,003	641,169	657,138	37,088	38,071	37,040	44,266
2005 .....	660,936	674,425	686,085	708,352	37,297	39,953	42,924	40,705
2006 .....	723,010	728,727	730,883	726,957	54,776	42,333	49,238	46,310
2007 .....	738,081	741,015	767,763	768,531	50,949	53,991	6,747	47,669
2008 .....	763,758	760,541	757,170	688,611	48,082	24,313	34,095	(63,072)
2009 .....	602,189	577,550	611,949	636,105	(7,055)	(3,925)	31,192	34,899
2010 .....	643,901	671,988	694,722	696,509	48,548	58,162	59,746	66,208
2011 .....	714,970	715,017	741,868	755,897	68,512	67,694	70,539	77,422
2012 .....	776,583	775,151	772,151	788,007	70,913	67,200	61,867	63,282

<sup>1</sup>For information on adjustment for seasonal variation, see the Introduction, Survey Methodology section, in the *Quarterly Financial Report for Manufacturing, Mining, Trade, and Selected Service Industries*, or at the QFR internet website <http://www.census.gov/econ/qfr/collection.html>.

**Table 3. U.S. Manufacturing, Mining, Wholesale Trade, and Selected Service Industries –  
Not Seasonally Adjusted Sales and Profits**

	Sales			Operating profits <sup>1</sup>			After-tax profits		
	4Q	3Q	4Q	4Q	3Q	4Q	4Q	3Q	4Q
	2012	2012 <sup>2</sup>	2011 <sup>2</sup>	2012	2012 <sup>2</sup>	2011 <sup>2</sup>	2012	2012 <sup>2</sup>	2011 <sup>2</sup>
	(million dollars)								
All manufacturing <sup>3</sup> .....	1,680,508	1,658,242	1,645,072	112,662	131,112	104,206	129,723	137,158	136,018
All nondurable manufacturing .....	892,250	884,915	888,790	57,815	70,357	52,985	71,870	75,378	64,143
Food .....	175,887	163,788	167,102	10,993	11,841	11,226	7,492	7,692	6,490
Beverage and tobacco products .....	43,851	45,186	41,907	7,713	9,707	7,667	7,059	9,943	6,823
Textile mills and textile product mills .....	9,584	9,642	9,032	484	633	183	339	515	45
Apparel and leather products .....	23,406	23,802	23,249	2,098	2,295	1,607	1,787	2,324	1,754
Paper .....	32,008	32,350	31,666	1,812	2,665	2,202	1,231	1,722	1,242
Printing and related support activities .....	16,643	16,981	16,247	1,030	1,300	517	(397)	1,104	(492)
Petroleum and coal products .....	340,321	340,542	347,654	10,936	14,082	5,704	22,506	23,014	22,918
Chemicals .....	204,834	205,525	206,552	19,488	23,887	21,549	28,550	27,324	23,665
Basic chemicals, resins, and synthetics <sup>4</sup> .....	65,785	67,878	68,086	3,359	4,646	2,189	1,079	4,098	2,897
Pharmaceuticals and medicines <sup>4</sup> .....	83,671	82,081	84,537	9,340	12,662	12,797	18,829	16,801	13,063
All other chemicals <sup>4</sup> .....	55,378	55,566	53,929	6,789	6,580	6,563	8,642	6,425	7,706
Plastics and rubber products .....	45,715	47,099	45,380	3,263	3,947	2,330	3,303	1,741	1,699
All durable manufacturing .....	788,258	773,327	756,282	54,848	60,755	51,221	57,853	61,780	71,875
Wood products .....	18,278	18,294	15,267	1,087	951	330	726	820	(177)
Nonmetallic mineral products .....	25,155	28,428	23,655	627	2,528	487	(343)	2,173	(482)
Primary metals .....	56,078	58,833	58,492	2,836	3,562	2,552	2,692	3,006	1,748
Iron, steel, and ferroalloys <sup>4</sup> .....	28,981	31,184	31,174	644	1,316	786	150	781	(8)
Nonferrous metals <sup>4</sup> .....	21,688	22,253	22,303	1,525	1,539	1,158	2,058	1,664	1,275
Foundries <sup>4</sup> .....	5,409	5,397	5,016	667	707	609	484	561	482
Fabricated metal products .....	72,819	74,775	70,462	4,624	6,888	4,305	4,407	6,006	2,937
Machinery .....	108,149	108,721	103,050	8,391	10,361	8,565	6,872	10,253	8,482
Computer and electronic products .....	155,698	147,690	158,634	15,812	13,619	15,501	20,922	15,632	26,052
Computer and peripheral equipment <sup>4</sup> .....	54,520	47,951	53,143	9,168	5,916	7,870	8,398	1,436	14,850
Communications equipment <sup>4</sup> .....	32,417	31,043	34,104	3,445	3,527	3,134	5,587	4,868	4,779
All other electronic products <sup>4</sup> .....	68,761	68,696	71,386	3,199	4,175	4,497	6,937	9,327	6,423
Electrical equipment, appliances, and components .....	44,324	45,613	44,009	3,354	3,429	2,907	5,923	5,169	4,981
Transportation equipment .....	250,681	236,507	230,891	13,230	14,368	13,116	11,117	13,327	25,030
Motor vehicles and parts <sup>4</sup> .....	163,116	153,659	147,306	5,457	6,556	5,338	5,422	6,929	19,887
Aerospace products and parts <sup>4</sup> .....	70,640	66,586	67,425	6,248	6,089	6,187	4,641	5,195	4,012
Furniture and related products .....	15,893	15,745	13,720	792	1,002	333	484	686	(339)
Miscellaneous manufacturing .....	41,183	38,720	38,103	4,095	4,048	3,124	5,054	4,709	3,643
All mining <sup>3</sup> .....	80,614	77,440	70,739	12,172	12,214	13,288	(1,404)	1,278	5,047
All wholesale trade <sup>3</sup> .....	577,588	553,810	537,333	13,781	15,141	11,434	7,273	9,746	5,939
Wholesale trade, durable goods .....	262,988	249,466	239,974	7,502	7,726	6,350	4,351	5,482	4,313
Wholesale trade, nondurable goods .....	314,600	304,344	297,358	6,279	7,415	5,084	2,922	4,264	1,626
All information <sup>3</sup> .....	254,115	242,621	243,338	35,520	40,405	36,978	16,737	24,251	5,077
Publishing industries, except internet .....	49,745	46,394	50,131	9,742	8,268	9,876	12,150	10,078	9,005
Motion picture and sound recording industries .....	12,217	11,007	11,574	2,237	1,973	1,879	1,250	883	611
Broadcasting, except internet .....	29,683	27,848	29,123	5,837	6,287	6,148	5,450	6,566	4,383
Telecommunications .....	135,785	133,062	130,808	14,099	21,139	15,247	(5,864)	1,160	(12,683)
All other information .....	26,685	24,310	21,702	3,606	2,738	3,828	3,750	5,564	3,761
All professional and technical services <sup>3,5</sup> .....	114,334	107,864	109,274	8,517	7,513	8,125	10,508	6,241	7,367
Computer systems design and related services .....	42,647	39,030	40,775	4,671	3,895	4,773	8,354	5,202	5,401
Management and technical consulting services .....	18,147	17,747	16,765	772	995	663	418	568	407
Scientific research and development services .....	9,833	9,419	10,235	(296)	(490)	(295)	(607)	(1,023)	(963)
All other professional and technical services .....	43,707	41,667	41,498	3,370	3,113	2,984	2,342	1,494	2,522

<sup>1</sup>Operating profits are profits before nonoperating income, expense items, and income taxes.

<sup>2</sup>Revised.

<sup>3</sup>Manufacturing data are the quarterly results of companies within that division with total assets of \$250 thousand and over at the time of sample selection; whereas, data for mining, wholesale trade, information, and professional and technical services corporations (except legal services), represent the quarterly results of companies with total assets of \$50 million and over at the time of sample selection.

<sup>4</sup>Included in major industry above.

<sup>5</sup>Except legal services.