



# CLEANING PRODUCTS

Industry Breakdown 1997–2001



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# INDUSTRY | Description

## Industry Description –Cleaning Products:

The Cleaning Products industry includes establishments primarily engaged in manufacturing soap and other detergents and in producing glycerin from vegetable and animal fats and oils; specialty cleaning, polishing, and sanitation preparations; and surface active preparations used as emulsifiers, wetting agents, and finishing agents, including sulfonated oils; and perfumes, cosmetics, and other toilet preparations. Also included in this industry are firms that are primarily engaged in manufacturing household, industrial, and street sweeping brooms; and brushes, such as paintbrushes, toothbrushes, toilet brushes, and household and industrial brushes.

## Industry Developments

2001 was a tough year for a lot of cleaning product makers, as consumers pinched pennies in the face of an uncertain economy. To induce consumers to spend, manufacturers are seeking new products and marketing strategies. SC Johnson and other industry leaders are now offering orange-scented household products in an effort to give customers more options and unique alternatives. Companies are also trying to meet market and regulatory demands by making environmentally-friendly products. 3M recently released a safer version of Scotchgard, while many other products are now being made with recycleable materials. Also, in an effort to give consumers more convenience, manufacturers are releasing products that take up less cabinet space and create less mess. Proctor Gamble, Unilever, and Dial all offer laundry detergent capsules, seeking to emulate the success these products have had in European markets.

## SIC Codes:

- 2841 – Soap Detergents
- 2842 – Specialties Cleaning, Polishing Sanitation Preparations
- 2843 – Surface Active Finishing Agents, Sulfonated Oils
- 3991 – Brooms Brushes

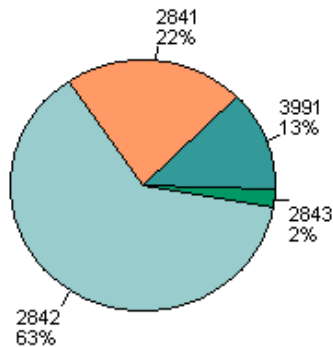
## NAICS Codes:

- 325611 – Soap Other Detergent Manufacturing
- 325612 – Polish Other Sanitation Good Manufacturing
- 325613 – Surface Active Agent Manufacturing
- 339994 – Broom, Brush Mop Manufacturing

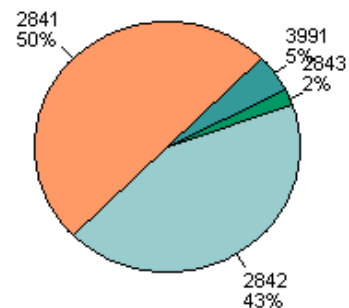
# SIC | 2001 Summary

SIC Code	% of Firms	# of Firms	Employment	Est. Sales (Millions)
2841–Soap Detergents	22%	469	27,264	\$17,771
2842–Specialties Cleaning, Polishing Sanitation Preparations	63%	1,337	43,483	\$15,373
2843–Surface Active Finishing Agents, Sulfonated Oils	2%	45	2,248	\$668
3991–Brooms Brushes	13%	275	15,644	\$1,799
<b>Total</b>		<b>2,126</b>	<b>88,639</b>	<b>\$35,613</b>

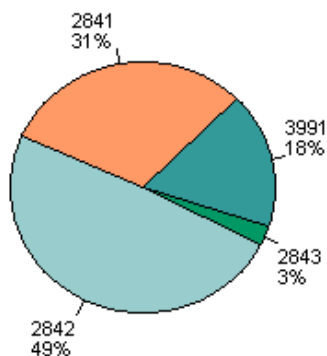
# of Firms 2001 by SIC (%)



Estimated Sales 2001 by SIC (%)



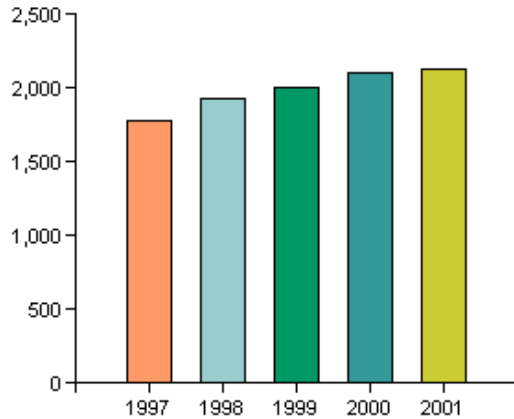
# of Employees 2001 by SIC (%)



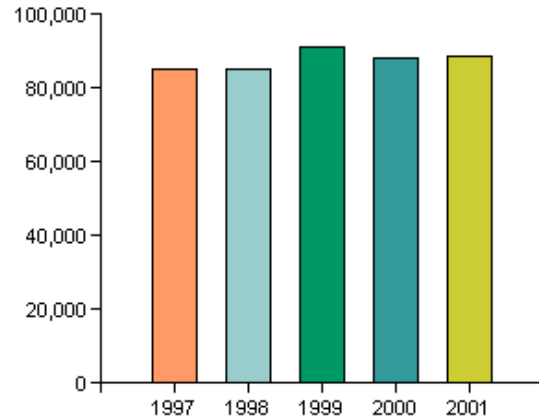
The 2,126 firms and 88,639 employees in the \$35 billion Cleaning Products industry (as defined by SIC) represent approximately 0.6% of all manufacturing firms and approximately 0.4% of all manufacturing employees. SIC 2842 holds a dominant share of each industry statistic, though SIC 2841 (Soaps and Detergents) holds a stronger grip on the industry's sales for 2001.

# SIC | 5 Year Trends

# of Firms



# of Employees

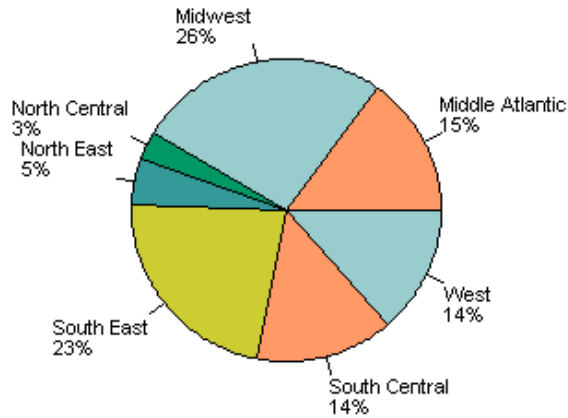


Trends Table	1997	1998	1999	2000	2001
# of Firms	1,783	1,930	2,003	2,106	2,126
# of Employees	85,392	85,388	91,084	88,467	88,639

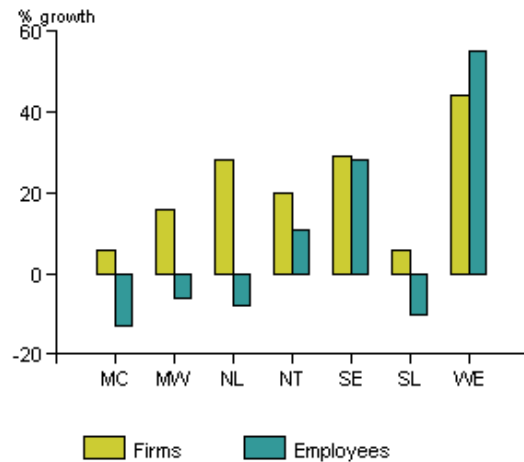
The firm count in this industry has shown moderate growth over the course of the five-year trend. Overall, the number of firms has grown approximately 19% since 1997. Employment showed five-year peak in 1999, with a modest drop in 2000. 2001 demonstrates a nearly level condition, with total employment growth for the trend at approximately 4%.

# SIC | Regional Breakdown

**Firm Breakdown by Region 2001**



**% Growth by Region 1997–2001**



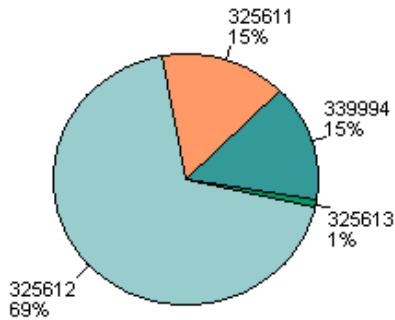
Region	# of Firms in 2001	% Change Since 1997	# of Employees	% Change Since 1997
Middle Atlantic	318	6%	13,813	-13%
Midwest	558	16%	28,414	-6%
North Central	64	28%	1,923	-8%
North East	106	20%	2,829	11%
South East	481	29%	17,317	28%
South Central	305	6%	11,510	-10%
West	293	44%	12,825	55%

No single region dominates this industry, though both the Midwest and South East hold dominant shares. Like national trends, regional trends show positive growth in firm count for each region, with employment showing much less consistent growth. Only the West region can boast notable growth since 1997.

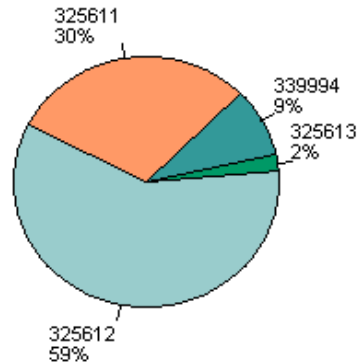
# NAICS | 2001 Summary

NAICS Code	% of Firms	# of Firms	Employment	Est. Sales (Millions)
325611 – Soap Other Detergent Manufacturing	15%	337	13,338	\$8,825
325612 – Polish Other Sanitation Good Manufacturing	69%	1,516	54,862	\$17,318
325613 – Surface Active Agent Manufacturing	1%	27	1,459	\$648
339994 – Broom, Brush Mop Manufacturing	15%	333	20,033	\$2,550
<b>Total</b>		<b>2,213</b>	<b>89,692</b>	<b>\$29,343</b>

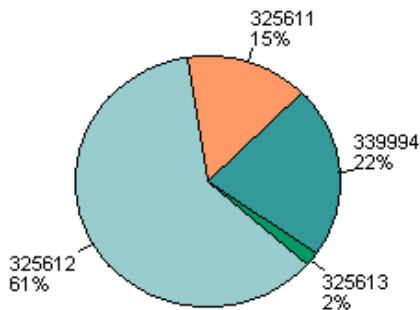
# of Firms 2001 by NAICS (%)



Estimated Sales 2001 by NAICS (%)



# of Employees 2001 by NAICS (%)

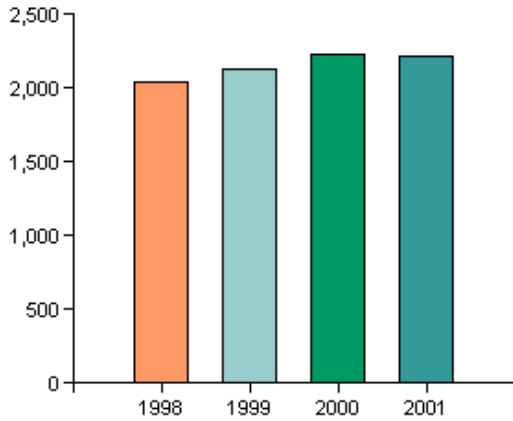


The 2,213 firms and 89,692 employees in the \$29 billion Cleaning Products industry (as defined by NAICS) represent approximately 0.6% of all manufacturing firms and approximately 0.4% of all manufacturing employees. NAICS 325612 (Polish Other Sanitation Good Manufacturing) clearly holds the dominant share of each industry statistic for 2001.

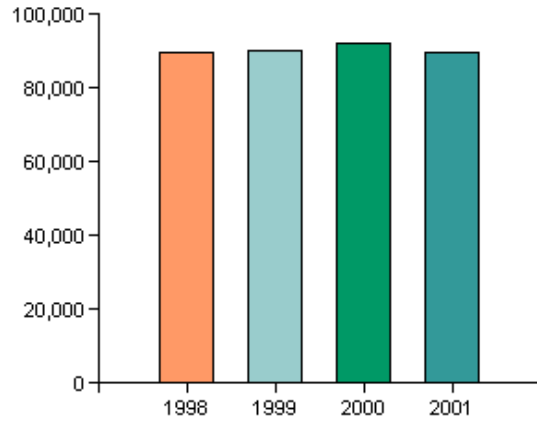


# NAICS | 4 Year Trends

# of Firms



# of Employees

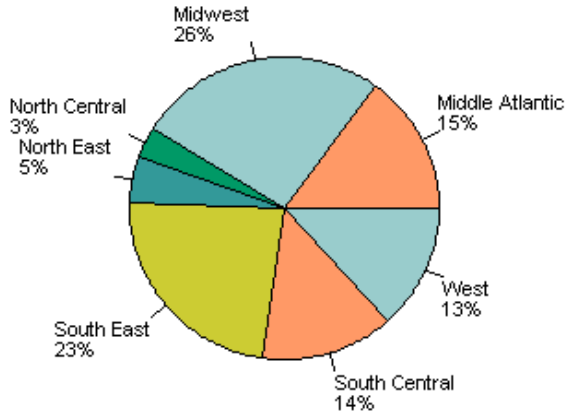


Trends Table	1998	1999	2000	2001
# of Firms	2,045	2,137	2,226	2,213
# of Employees	89,601	90,089	92,491	89,692

NAICS trends reflect very clearly trends shown under SIC classification, with firm count showing a steady but moderate rise. 2001 employment actually decreased slightly, eliminating most of the slim growth shown in the two years previous.

# NAICS | Regional Breakdown

**Firm Breakdown by Region 2001**



**% Growth by Region 1998–2001**



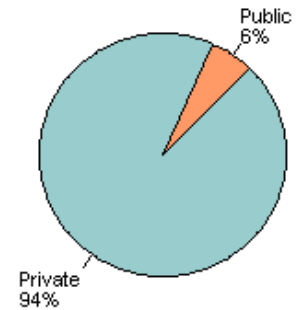
Region	# of Firms in 2001	% Change Since 1998	# of Employees	% Change Since 1998
Middle Atlantic	334	3%	16,353	-4%
Midwest	577	8%	25,984	-7%
North Central	71	18%	1,884	13%
North East	111	9%	2,749	-5%
South East	519	15%	19,301	10%
South Central	307	-3%	12,642	1%
West	293	14%	10,771	7%

The Midwest and South East regions hold the strong shares of production for the industry, combining for almost half of all firms in 2001. Growth across the regions is fairly limited, reflecting the slim growth shown at the national level.

# MAJOR | Companies

Company Name	Public/Private	Web Site
Blue Coral Slick 50	Public	<a href="http://www.bluecoral.com">www.bluecoral.com</a>
Church Dwight Co Inc	Public	<a href="http://www.armhammer.com">www.armhammer.com</a>
Cleaning Solutions Group	Public	<a href="http://www.sherwin-williams.com">www.sherwin-williams.com</a>
Clorox Products Manufacturing	Public	<a href="http://www.kingsford.com">www.kingsford.com</a>
Colgate-Palmolive Co	Public	<a href="http://www.colgate.com">www.colgate.com</a>
Dial Corp	Public	<a href="http://www.dialcorp.com">www.dialcorp.com</a>
Goody Products Inc	Private	<a href="http://www.newellco.com">www.newellco.com</a>
Multisorb Technologies Inc	Private	<a href="http://www.multisorb.com">www.multisorb.com</a>
Neutrogena Corp	Private	<a href="http://www.neutrogena.com">www.neutrogena.com</a>
Procter Gamble Co	Public	<a href="http://www.pg.com">www.pg.com</a>
Ralston Purina Co	Public	<a href="http://www.ralston.com">www.ralston.com</a>
SC Johnson	Private	<a href="http://www.scjohnsonwax.com">www.scjohnsonwax.com</a>
STERIS Corp	Public	<a href="http://www.steris.com">www.steris.com</a>
Union Carbide Corp	Public	<a href="http://www.ucarb.com">www.ucarb.com</a>
UOP LLC	Public	<a href="http://www.uop.com">www.uop.com</a>

Industry-wide Ownership



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## INDUSTRY | Sources

The Soap and Detergent Association  
<http://www.cleaning101.com/welcome.html>

Consumer Specialty Products Association  
[http://www.cspa.org/index\\_public.html](http://www.cspa.org/index_public.html)

Cosmetic, Toiletry and Fragrance Association  
<http://www.ctfa.org/>

Alliance for Chemical Awareness  
<http://www.chemicalawareness.org/>

The American Association of Family and Consumer Sciences  
<http://www.aafcs.org/who/index.html>

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## SIC 2841 | Description

### SIC 2841: Soap Detergents

Establishments primarily engaged in manufacturing soap, synthetic organic detergents, inorganic alkaline detergents, or any combination thereof, and establishments producing crude and refined glycerin from vegetable and animal fats and oils. Establishments primarily engaged in manufacturing shampoos or shaving products, whether from soap or synthetic detergents, are classified in Industry 2844; and those manufacturing synthetic glycerin are classified in Industry 2869.

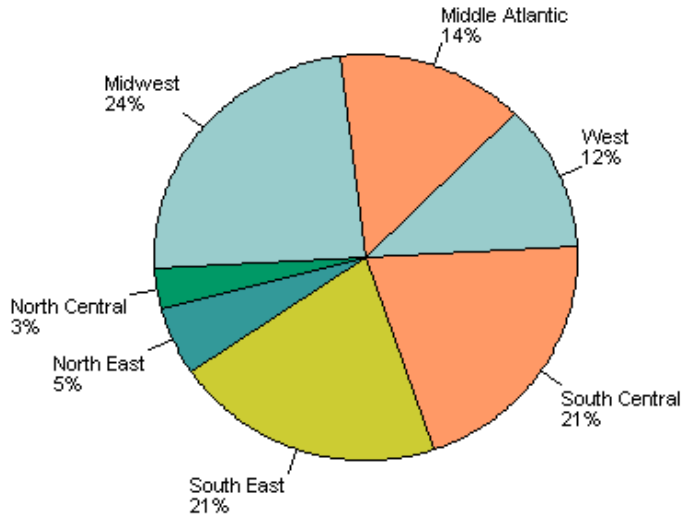
Products manufactured by companies in SIC 2841 include:

- Detergents, synthetic organic and inorganic alkaline
- Dishwashing compounds
- Dye removing cream, soap base
- Glycerin, crude and refined: from fats except synthetic
- Mechanics' paste
- Presoaks
- Scouring compounds
- Soap: granulated, liquid, cake, flaked, and chip
- Textile soap
- Washing compounds



# SIC 2841 | 2001 Summary

SIC Code	# of Firms	# of Employees	Sales (in Millions)
2841	469	27,264	\$17,771

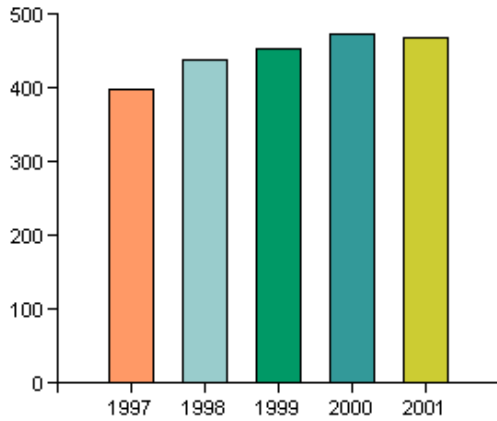


## Regional Breakdown

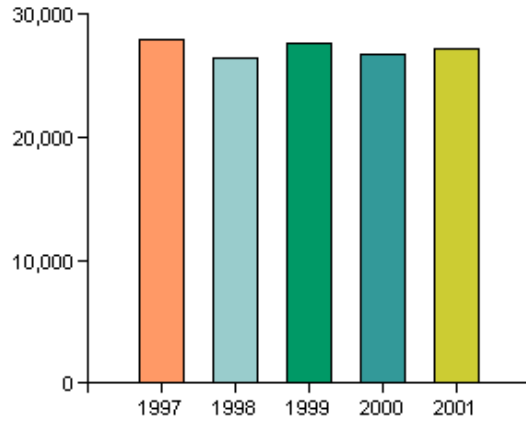
Region	#of Firms
Middle Atlantic	68
Midwest	112
North Central	15
North East	25
South East	98
South Central	97
West	54

# SIC 2841 | 5 Year Trends

# of Firms



# of Employees



Trends Table	1997	1998	1999	2000	2001
# of Firms	398	438	453	473	469
# of Employees	28,046	26,538	27,614	26,736	27,264



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## SIC 2841 | Major Companies

Company Name	Public/Private	Web Site
CK Witco Corp	Public	<a href="http://www.witco.com">www.witco.com</a>
Colgate-Palmolive Co	Public	<a href="http://www.colgate.com">www.colgate.com</a>
Dial Corp	Public	<a href="http://www.dialcorp.com">www.dialcorp.com</a>
Ecolab Inc	Public	<a href="http://www.ecolab.com">www.ecolab.com</a>
Huish Detergents Inc	Private	<a href="http://www.huish.com">www.huish.com</a>
Kimberly-Clark Sani-Fresh	Public	<a href="http://www.kcc.com">www.kcc.com</a>
Neutrogena Corp	Private	<a href="http://www.neutrogena.com">www.neutrogena.com</a>
Procter Gamble Co	Public	<a href="http://www.pg.com">www.pg.com</a>
STERIS Corp	Public	<a href="http://www.steris.com">www.steris.com</a>
Unilever Home Personal Care	Public	<a href="http://www.unilever.com">www.unilever.com</a>

[View a complete list of companies in SIC code 2841.](#)

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## SIC 2842 | Description

### **SIC 2842:Spec Cleaning, Polishing Sanitation Preparations**

Establishments primarily engaged in manufacturing furniture, metal, and other polishes; waxes and dressings for fabricated leather and other materials; household, institutional, and industrial plant disinfectants; nonpersonal deodorants; drycleaning preparations; household bleaches; and other sanitation preparations. Establishments primarily engaged in manufacturing industrial bleaches are classified in Industry 2819, and those manufacturing household pesticidal preparations are classified in Industry 2879.

Products manufactured by companies in SIC 2842 include:

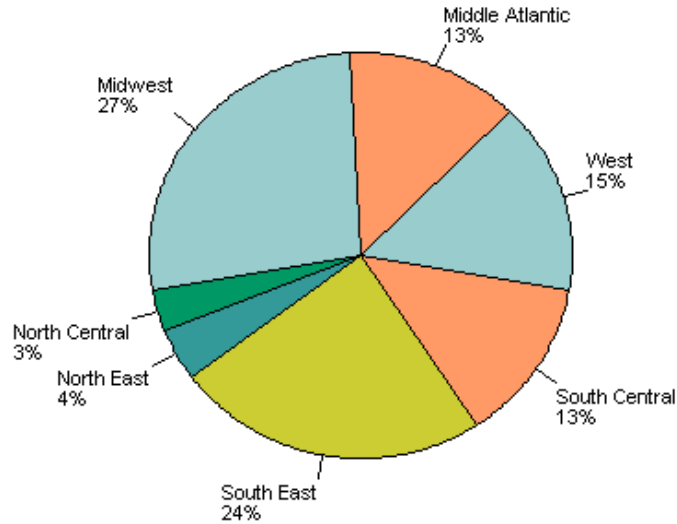
- Ammonia, household
- Aqua ammonia, household
- Beeswax, processing of
- Belt dressing
- Blackings
- Burnishing ink
- Chlorine bleaching compounds, household: liquid or dry
- Cleaning and polishing preparations
- Cloths, dusting and polishing: chemically treated
- Degreasing solvent
- Deodorants, nonpersonal
- Disinfectants, household and industrial plant
- Drain pipe solvents and cleaners
- Dressings for fabricated leather and other materials
- Drycleaning preparations
- Dust mats, gelatin
- Dusting cloths, chemically treated
- Dye removing cream, petroleum base
- Fabric softeners
- Floor wax emulsion
- Floor waxes
- Furniture polish and wax
- Glass window cleaning preparations
- Harness dressing
- Household bleaches, dry or liquid
- Industrial plant disinfectants and odorants
- Ink eradicators
- Ink, burnishing
- Leather dressings and finishes
- Lye, household
- Paint and wallpaper cleaners

- Polishes: furniture, automobile, metal, shoe, and stove
- Re-refining drycleaning fluid
- Rug, upholstery, and drycleaning detergents and spotters
- Rust removers
- Saddle soap
- Sanitation preparations
- Shoe cleaners and polishes
- Sodium hypochlorite (household bleach)
- Stain removers
- Starch preparations, laundry
- Starches, plastics
- Sweeping compounds, oil and water absorbent, clay or sawdust
- Wallpaper cleaners
- Wax removers
- Waxes for wood, fabricated leather, and other materials
- Window cleaning preparations



# SIC 2842 | 2001 Summary

SIC Code	# of Firms	# of Employees	Sales (in Millions)
2842	1,337	43,483	\$15,373

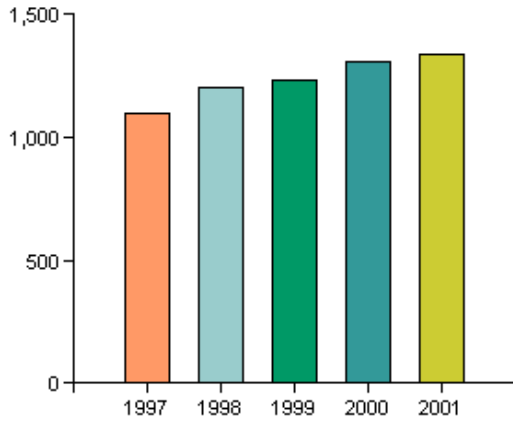


## Regional Breakdown

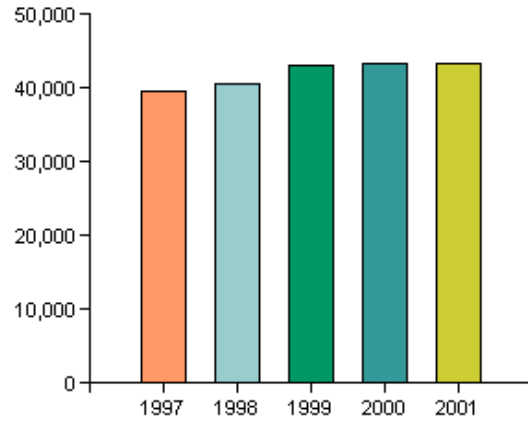
Region	#of Firms
Middle Atlantic	180
Midwest	362
North Central	43
North East	55
South East	320
South Central	175
West	202

# SIC 2842 | 5 Year Trends

# of Firms



# of Employees



Trends Table	1997	1998	1999	2000	2001
# of Firms	1,099	1,201	1,235	1,309	1,337
# of Employees	39,611	40,626	43,159	43,356	43,483

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## SIC 2842 | Major Companies

Company Name	Public/Private	Web Site
Cleaning Solutions Group	Public	<a href="http://www.sherwin-williams.com">www.sherwin-williams.com</a>
Clorox Co	Public	<a href="http://www.clorox.com">www.clorox.com</a>
Ecolab Inc	Public	<a href="http://www.ecolab.com">www.ecolab.com</a>
Enron Corp	Public	<a href="http://www.ots.enron.com">www.ots.enron.com</a>
Honeywell International	Public	<a href="http://www.honeywell.com">www.honeywell.com</a>
Ralston Purina Co	Public	<a href="http://www.ralston.com">www.ralston.com</a>
Sara Lee Household Bodycare	Public	<a href="http://www.saralee.com">www.saralee.com</a>
SC Johnson	Private	<a href="http://www.scjohnsonwax.com">www.scjohnsonwax.com</a>
Union Carbide Corp	Public	<a href="http://www.ucarb.com">www.ucarb.com</a>
UOP LLC	Public	<a href="http://www.uop.com">www.uop.com</a>

[View a complete list of companies in SIC code 2842.](#)

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## SIC 2843 | Description

### **SIC 2843: Surface Active Finishing Agents, Sulfonated Oils**

Establishments primarily engaged in producing surface active preparations for use as wetting agents, emulsifiers, and penetrants. Establishments engaged in producing sulfonated oils and fats and related products are also included.

Products manufactured by companies in SIC 2843 include:

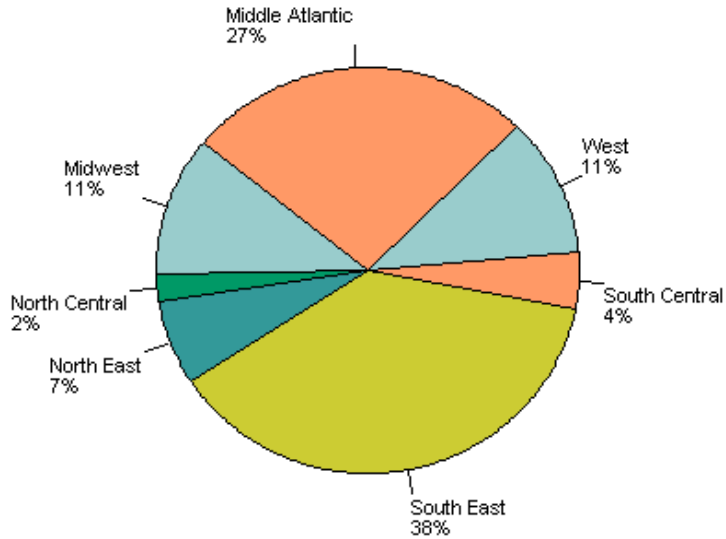
- Assistants, textile and leather processing
- Calcium salts of sulfonated oils, fats, or greases
- Cod oil, sulfonated
- Emulsifiers, except food and pharmaceutical
- Finishing agents, textile and leather
- Mordants
- Oil, turkey red
- Oils, soluble (textile assistants)
- Penetrants
- Sodium salts of sulfonated oils, fats, or greases
- Softeners (textile assistants)
- Soluble oils and greases
- Sulfonated oils, fats, and greases
- Surface active agents
- Textile processing assistants
- Textile scouring compounds and wetting agents
- Thin water (admixture)





# SIC 2843 | 2001 Summary

SIC Code	# of Firms	# of Employees	Sales (in Millions)
2843	45	2,248	\$668

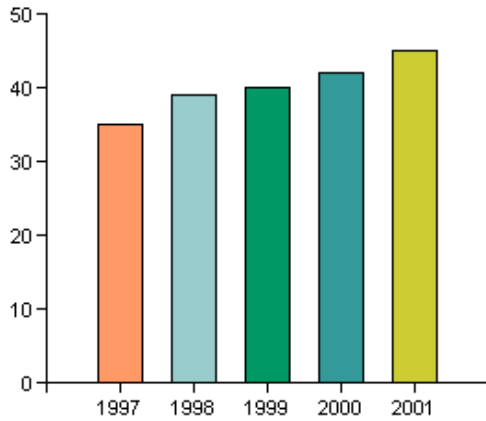


## Regional Breakdown

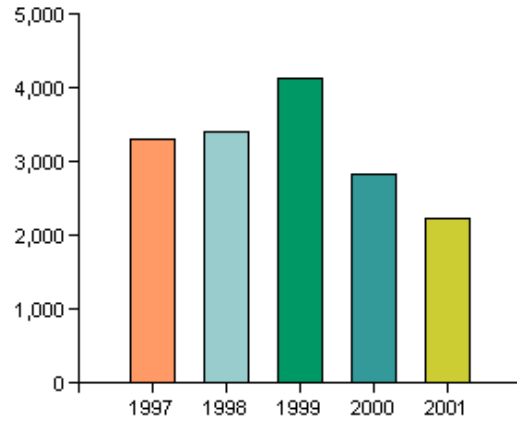
Region	#of Firms
Middle Atlantic	12
Midwest	5
North Central	1
North East	3
South East	17
South Central	2
West	5

# SIC 2843 | 5 Year Trends

# of Firms



# of Employees



Trends Table	1997	1998	1999	2000	2001
# of Firms	35	39	40	42	45
# of Employees	3,312	3,412	4,126	2,832	2,248

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## SIC 2843 | Major Companies

Company Name	Public/Private	Web Site
BASF Corp	Public	<a href="http://www.basf.com">www.basf.com</a>
Huntsman Corp	Private	<a href="http://www.huntsmancorp.com">www.huntsmancorp.com</a>
LonzaGroup	Private	<a href="http://www.lonza-us.com">www.lonza-us.com</a>
Rhodia Inc	Public	<a href="http://www.us.rhodia.com">www.us.rhodia.com</a>
Stepan Co	Public	<a href="http://www.stepan.com">www.stepan.com</a>

[View a complete list of companies in SIC code 2843.](#)

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## SIC 3991 | Description

### SIC 3991: Brooms Brushes

Establishments primarily engaged in manufacturing household, industrial, and street sweeping brooms; and brushes, such as paintbrushes, toothbrushes, toilet brushes, and household and industrial brushes.

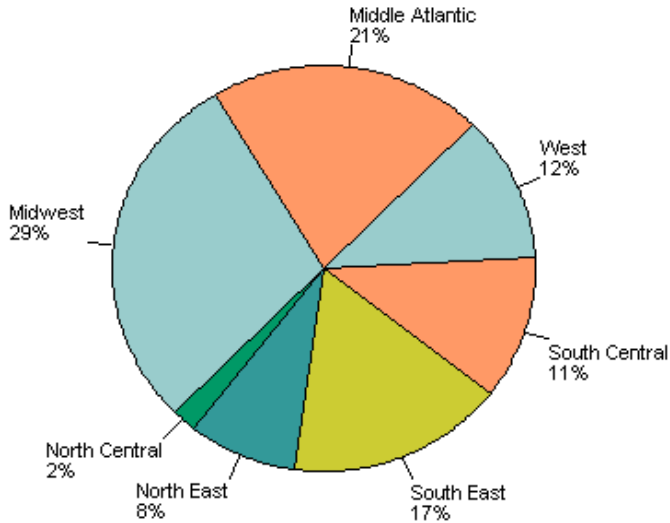
Products manufactured by companies in SIC 3991 include:

- Artists' brushes, hand
- Hair pencils (artists' brushes)
- Paint rollers
- Paintbrushes
- Push brooms
- Shaving brushes
- Street sweeping brooms, hand and machine
- Toothbrushes, except electric
- Varnish brushes
- Whisk brooms
- Brooms, hand and machine: bamboo, wire, fiber, splint, or other
- Brushes for vacuum cleaners, carpet sweepers, and other rotary
- Brushes, household and industrial
- Toilet brushes



# SIC 3991 | 2001 Summary

SIC Code	# of Firms	# of Employees	Sales (in Millions)
3991	275	15,644	\$1,799

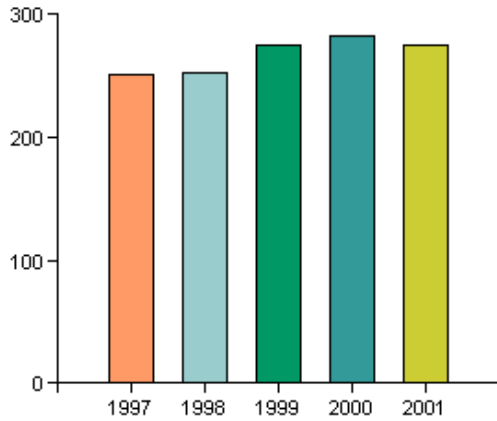


## Regional Breakdown

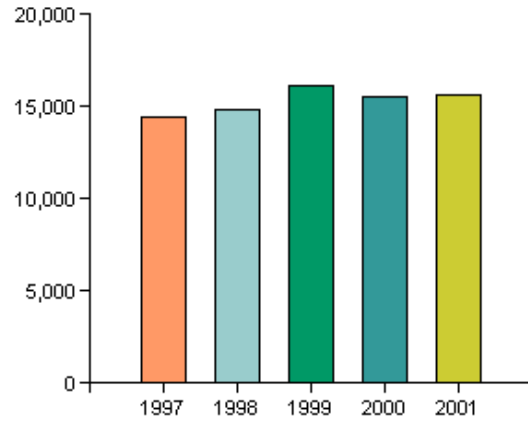
Region	#of Firms
Middle Atlantic	58
Midwest	79
North Central	5
North East	23
South East	46
South Central	31
West	32

# SIC 3991 | 5 Year Trends

# of Firms



# of Employees



Trends Table	1997	1998	1999	2000	2001
# of Firms	251	252	275	282	275
# of Employees	14,423	14,812	16,185	15,543	15,644



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## SIC 3991 | Major Companies

Company Name	Public/Private	Web Site
EZ Paintr Corp	Public	<a href="http://www.newellco.com">www.newellco.com</a>
Goody Products Inc	Private	<a href="http://www.newellco.com">www.newellco.com</a>
Helmec Products Corp	Private	<a href="http://www.helmec.com">www.helmec.com</a>
Linzer Products Corp	Private	
Quickie Manufacturing Corp	Private	
Risdon-AMS	Private	<a href="http://www.risdon.com">www.risdon.com</a>
Rubberset Co	Public	<a href="http://www.sherwin-williams.com">www.sherwin-williams.com</a>
Team Technologies Inc	Private	
Tru*Serv Manufacturing	Private	<a href="http://www.truserv.com">www.truserv.com</a>

[View a complete list of companies in SIC code 3991.](#)

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## NAICS 325611 | Description

### NAICS 325611: Soap Other Detergent Mfg

This U.S. industry comprises establishments primarily engaged in manufacturing and packaging soaps and other detergents, such as laundry detergents; dishwashing detergents; toothpaste gels, and tooth powders; and natural glycerin.

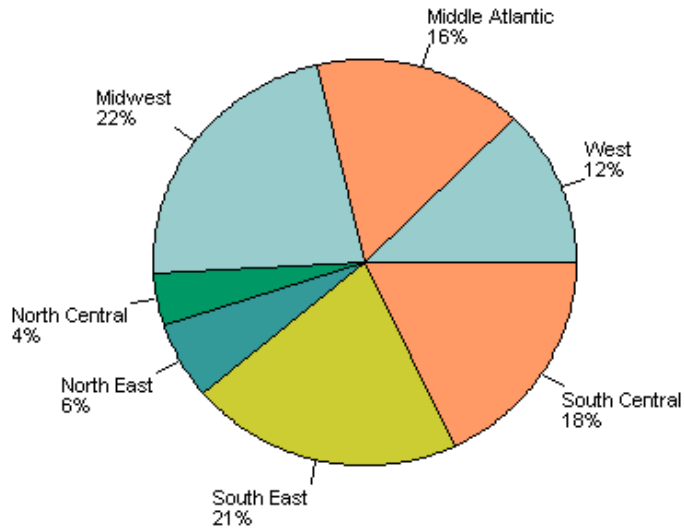
Products manufactured by companies in NAICS 325611 include:

- Bar soaps manufacturing
- Dentifrices manufacturing
- Detergents (e.g., dishwashing, industrial, laundry) manufacturing
- Dishwasher detergents manufacturing
- Glycerin (i.e., glycerol), natural, manufacturing
- Hand soaps (e.g., hard, liquid, soft) manufacturing
- Laundry soap, chips, and powder manufacturing
- Mechanic's hand soaps and pastes manufacturing
- Presoaks manufacturing
- Scouring cleansers (e.g., pastes, powders) manufacturing
- Soaps (e.g., bar, chip, powder) manufacturing
- Toothpastes, gels, and tooth powders manufacturing
- Waterless hand soaps manufacturing



# NAICS 325611 | 2001 Summary

NAICS Code	# of Firms	# of Employees	Sales (in Millions)
325611	337	13,338	\$8,825

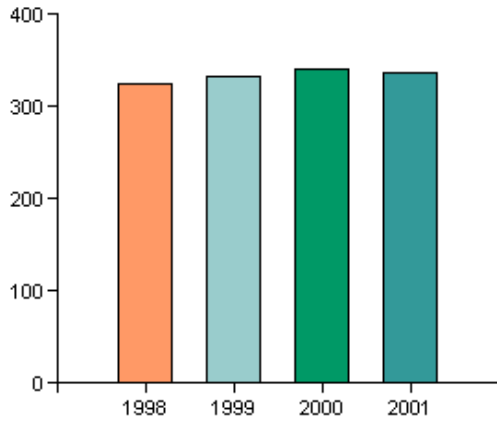


## Regional Breakdown

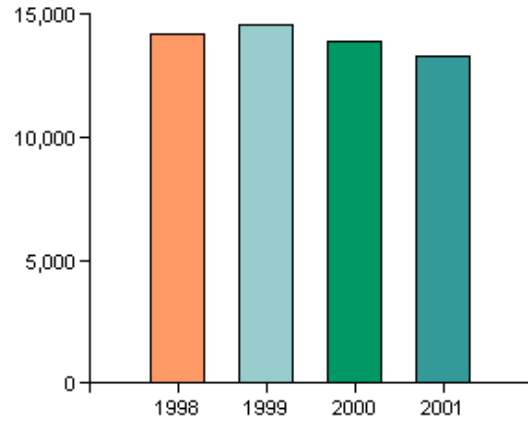
Region	#of Firms
Middle Atlantic	54
Midwest	75
North Central	14
North East	21
South East	70
South Central	61
West	42

# NAICS 325611 | 4 Year Trends

# of Firms



# of Employees



Trends Table	1998	1999	2000	2001
# of Firms	325	332	341	337
# of Employees	14,192	14,606	13,914	13,338

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## NAICS 325611 | Major Companies

Company Name	Public/Private	Web Site
Colgate-Palmolive Co	Public	<a href="http://www.colgate.com">www.colgate.com</a>
Dial Corp	Public	<a href="http://www.dialcorp.com">www.dialcorp.com</a>
Ecolab Inc	Public	<a href="http://www.ecolab.com">www.ecolab.com</a>
Huish Detergents Inc	Private	<a href="http://www.huish.com">www.huish.com</a>
Kimberly-Clark Sani-Fresh	Public	<a href="http://www.kcc.com">www.kcc.com</a>
Melaleuca Inc	Private	<a href="http://www.melaleuca.com">www.melaleuca.com</a>
Neutrogena Corp	Private	<a href="http://www.neutrogena.com">www.neutrogena.com</a>
Procter Gamble Co	Public	<a href="http://www.pg.com">www.pg.com</a>
STERIS Corp	Public	<a href="http://www.steris.com">www.steris.com</a>
Unilever Home Personal Care	Public	<a href="http://www.unilever.com">www.unilever.com</a>

[View a complete list of companies in NAICS code 325611.](#)

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## NAICS 325612 | Description

### NAICS 325612: Polish Other Sanitation Good Mfg

This U.S. industry comprises establishments primarily engaged in manufacturing and packaging polishes and specialty cleaning preparations.

Products manufactured by companies in NAICS 325612 include:

- Airfreshners manufacturing
- Ammonia, household–type, manufacturing
- Automobile polishes and cleaners manufacturing
- Beeswax polishes and waxes manufacturing
- Bleaches, formulated for household use, manufacturing
- Brass polishes manufacturing
- Buffing compounds manufacturing
- Cloths, dusting and polishing, chemically treated, manufacturing
- Copper cleaners manufacturing
- Degreasing preparations, household–type, manufacturing
- Deodorants (except personal) manufacturing
- Disinfectants, household–type and industrial, manufacturing
- Drain pipe cleaners manufacturing
- Drycleaning preparations manufacturing
- Fabric softeners manufacturing
- Floor polishes and waxes manufacturing
- Furniture polishes and waxes manufacturing
- Glass and tile cleaning preparations manufacturing
- Ink eradicators manufacturing
- Kitchen degreasing and cleaning preparations manufacturing
- Laundry bluing manufacturing
- Lye, household–type, manufacturing
- Metal polishes (i.e., tarnish removers) manufacturing
- Oven cleaners manufacturing
- Polishes (e.g., automobile, furniture, metal, shoe) manufacturing
- Polishing preparations manufacturing
- Recycling drycleaning fluids
- Rug cleaning preparations manufacturing
- Rust removers manufacturing
- Saddle soaps manufacturing
- Shoe polishes and cleaners manufacturing
- Silver polishes manufacturing
- Soot removing chemicals manufacturing
- Spot removers (except laundry presoaks) manufacturing
- Starches, laundry, manufacturing

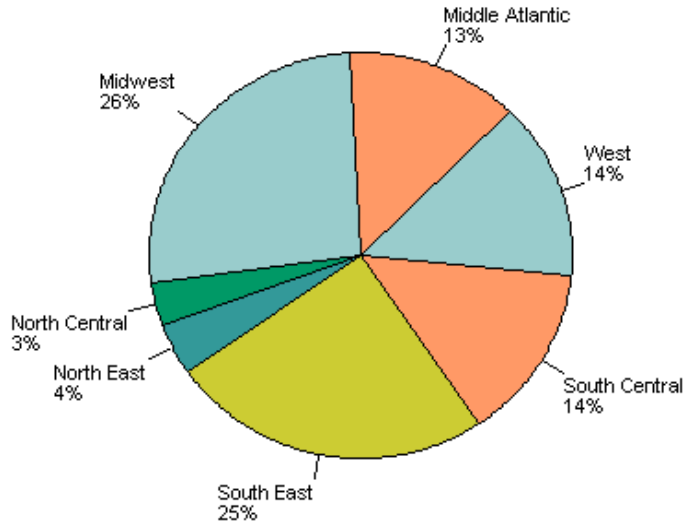
- Sweeping compounds, absorbent, manufacturing
- Toilet bowl cleaners manufacturing
- Tub and tile cleaning preparations manufacturing
- Wallpaper cleaners manufacturing
- Wax removers manufacturing
- Waxes, polishing (e.g., floor, furniture), manufacturing
- Window cleaning preparations manufacturing





# NAICS 325612 | 2001 Summary

NAICS Code	# of Firms	# of Employees	Sales (in Millions)
325612	1,516	54,862	\$17,318

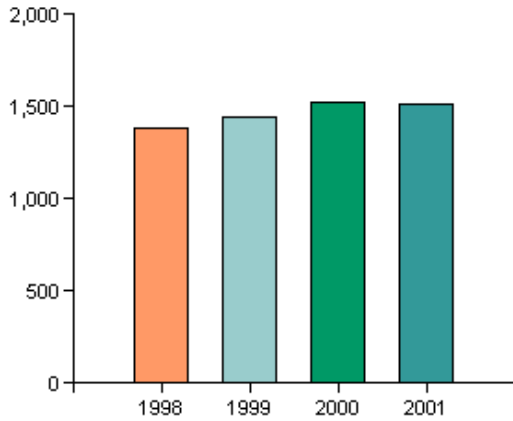


## Regional Breakdown

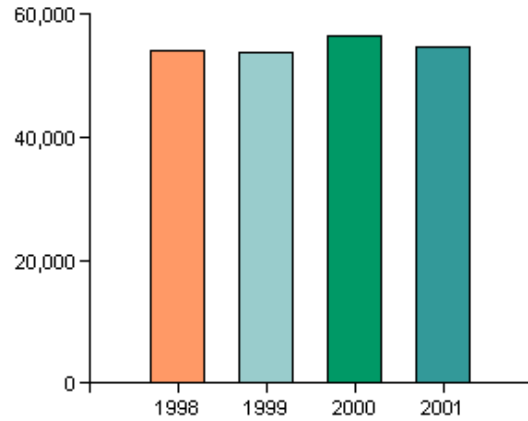
Region	#of Firms
Middle Atlantic	202
Midwest	401
North Central	52
North East	61
South East	376
South Central	209
West	215

# NAICS 325612 | 4 Year Trends

# of Firms



# of Employees



Trends Table	1998	1999	2000	2001
# of Firms	1,384	1,447	1,520	1,516
# of Employees	54,210	53,753	56,603	54,862

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## NAICS 325612 | Major Companies

Company Name	Public/Private	Web Site
Blue Coral Slick 50	Public	<a href="http://www.bluecoral.com">www.bluecoral.com</a>
Clorox Co	Public	<a href="http://www.clorox.com">www.clorox.com</a>
Ecolab Inc	Public	<a href="http://www.ecolab.com">www.ecolab.com</a>
Enron Corp	Public	<a href="http://www.ots.enron.com">www.ots.enron.com</a>
Honeywell International	Public	<a href="http://www.honeywell.com">www.honeywell.com</a>
Ralston Purina Co	Public	<a href="http://www.ralston.com">www.ralston.com</a>
SC Johnson	Private	<a href="http://www.scjohnsonwax.com">www.scjohnsonwax.com</a>
Spectrum Brands	Private	<a href="http://www.unind.com">www.unind.com</a>
Union Carbide Corp	Public	<a href="http://www.ucarb.com">www.ucarb.com</a>
UOP LLC	Public	<a href="http://www.uop.com">www.uop.com</a>

[View a complete list of companies in NAICS code 325612.](#)

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## NAICS 325613 | Description

### NAICS 325613: Surface Active Agent Mfg

This U.S. industry comprises establishments primarily engaged in (1) manufacturing bulk surface active agents for use as wetting agents, emulsifiers, and penetrants, and/or (2) manufacturing textiles and leather finishing agents used to reduce tension or speed the drying process.

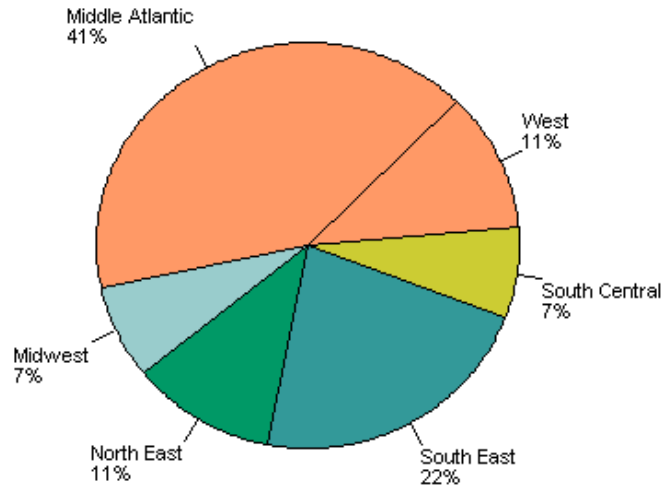
Products manufactured by companies in NAICS 325613 include:

- Assistants, textile and leather finishing, manufacturing
- Emulsifiers (i.e., surface-active agents) manufacturing
- Finishing agents, textile and leather, manufacturing
- Mordants manufacturing
- Oils, soluble (i.e., textile finishing assistants), manufacturing
- Penetrants manufacturing
- Softeners, leather or textile, manufacturing
- Surface active agents manufacturing
- Textile finishing assistants manufacturing
- Textile scouring agents manufacturing
- Turkey red oil manufacturing
- Wetting agents manufacturing



# NAICS 325613 | 2001 Summary

NAICS Code	# of Firms	# of Employees	Sales (in Millions)
325613	27	1,459	\$648

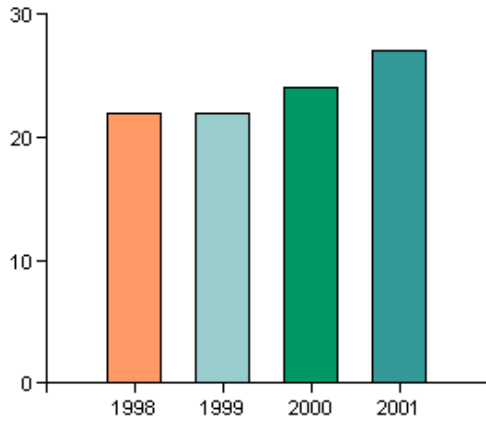


## Regional Breakdown

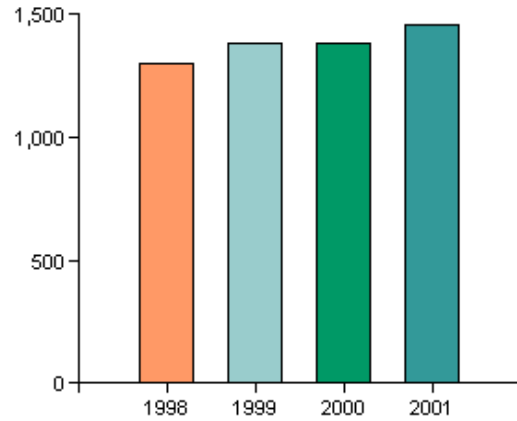
Region	#of Firms
Middle Atlantic	11
Midwest	2
North East	3
South East	6
South Central	2
West	3

# NAICS 325613 | 4 Year Trends

# of Firms



# of Employees



Trends Table	1998	1999	2000	2001
# of Firms	22	22	24	27
# of Employees	1,303	1,381	1,382	1,459



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## NAICS 325613 | Major Companies

Company Name	Public/Private	Web Site
BASF Corp	Public	<a href="http://www.basf.com">www.basf.com</a>
Cognis Corp	Private	<a href="http://www.cognis-us.com">www.cognis-us.com</a>
Kelco Biopolymers	Public	<a href="http://www.monsanto.com">www.monsanto.com</a>
Rhodia Inc	Public	<a href="http://www.us.rhodia.com">www.us.rhodia.com</a>
Stepan Co	Public	<a href="http://www.stepan.com">www.stepan.com</a>

[View a complete list of companies in NAICS code 325613.](#)

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## NAICS 339994 | Description

### **NAICS 339994: Broom, Brush Mop Mfg**

This U.S. industry comprises establishments primarily engaged in manufacturing brooms, mops, and brushes.

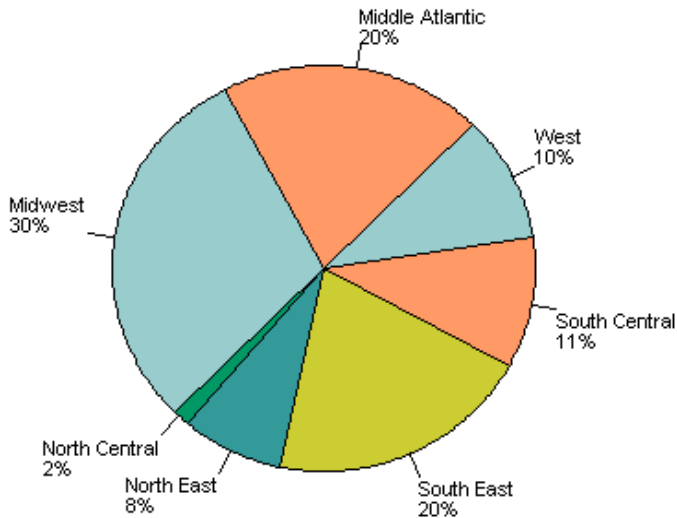
Products manufactured by companies in NAICS 339994 include:

- Brooms, hand and machine, manufacturing
- Brushes, household–type and industrial, manufacturing
- Brushes, paint (except artists'), manufacturing
- Cloths (except chemically treated), dusting and polishing, manufacturing
- Hairbrushes manufacturing
- Mops, floor and dust, manufacturing
- Paint rollers manufacturing
- Paintbrushes manufacturing
- Shaving brushes manufacturing
- Toothbrushes (except electric) manufacturing



# NAICS 339994 | 2001 Summary

NAICS Code	# of Firms	# of Employees	Sales (in Millions)
339994	333	20,033	\$2,550

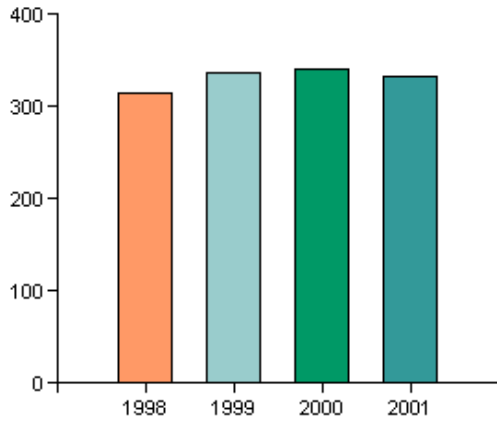


## Regional Breakdown

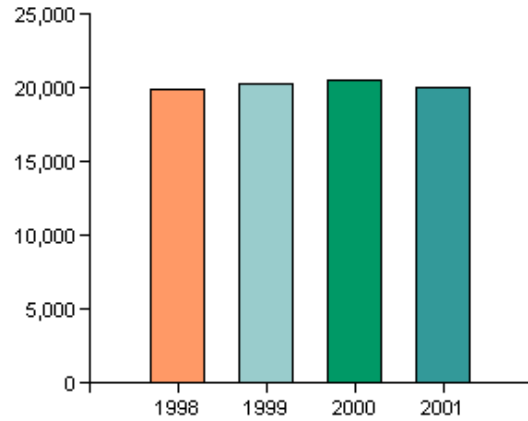
Region	#of Firms
Middle Atlantic	67
Midwest	99
North Central	5
North East	26
South East	67
South Central	35
West	33

# NAICS 339994 | 4 Year Trends

# of Firms



# of Employees



Trends Table	1998	1999	2000	2001
# of Firms	314	336	341	333
# of Employees	19,896	20,349	20,592	20,033

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## NAICS 339994 | Major Companies

Company Name	Public/Private	Web Site
Carlisle Sanitary Maintenance	Public	<a href="http://www.carlisle.com">www.carlisle.com</a>
Electrolux Corp	Private	<a href="http://www.electroluxusa.com">www.electroluxusa.com</a>
EZ Paintr Corp	Public	<a href="http://www.newellco.com">www.newellco.com</a>
Fluid Management Inc	Public	<a href="http://www.fluidman.com">www.fluidman.com</a>
Goody Products Inc	Private	<a href="http://www.newellco.com">www.newellco.com</a>
Rubbermaid Cleaning Products	Public	<a href="http://www.rubbermaid.com">www.rubbermaid.com</a>
Rubberset Co	Public	<a href="http://www.sherwin-williams.com">www.sherwin-williams.com</a>
Sherwin-Williams Co	Public	<a href="http://www.sherwin-williams.com">www.sherwin-williams.com</a>
Tru*Serv Manufacturing	Private	<a href="http://www.truserv.com">www.truserv.com</a>

[View a complete list of companies in NAICS code 339994.](#)

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# APPENDIX

## Classification Systems

**SIC** (Standard Industrial Classification) was the official governmental system used to categorize the reporting of industrial activity data, until 1987. Although being officially retired, SIC codes are still widely used as a classification system.

**NAICS** (North American Classification System) is the U.S. government's official system used to categorize industrial data. It was first published in 1997, and was devised to reflect the modern North American economy. NAICS first came into existence in 1997, and were compiled by Harris InfoSource as early as 1998. Although NAICS codes are just beginning to achieve widespread usage, they offer more relevancy, consistency, and flexibility than SIC codes. For more information on NAICS codes, please see [www.harrisinfo.com/naics](http://www.harrisinfo.com/naics).

Note: The systematic differences between NAICS and SIC codes, combined with the fact that NAICS codes are still developing as a system, may result in informational variations between NAICS and SIC sections of the report.

## Major Companies

Major Companies is a compilation based upon sales and employment figures from the Harris Core Database. This list does not completely reflect all major companies in a given industry or classification.

## Harris InfoSource

For over 30 years, Harris InfoSource has been providing high quality information on U.S. business establishments – particularly in the manufacturing and technology sectors. In addition to these industry reports, Harris InfoSource offers a variety of information products that help professionals locate leads, qualify prospects, and create highly targeted strategic marketing campaigns.

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For more information, please visit [www.harrisinfo.com](http://www.harrisinfo.com).

## Regional Breakdown

The regions, as used in this report, are defined as:

**Midwest:**

Illinois, Indiana, Michigan, Ohio, Wisconsin, Minnesota, Iowa, Kentucky

**Middle Atlantic:**

New Jersey, New York, Pennsylvania, Delaware, Maryland, West Virginia, Washington D.C.

**Northeast:**

Connecticut, Massachusetts, New Hampshire, Rhode Island, Vermont, Maine

**Southeast:**

Alabama, Florida, Georgia, Kentucky, Mississippi, N. Carolina, S. Carolina, Tennessee, Virginia

**North Central:**

N. Dakota, S. Dakota, Nebraska, Kansas, Colorado, Montana, Wyoming

**South Central:**

Oklahoma, Missouri, Texas, New Mexico, Louisiana, Arkansas

**West:**

Washington, Oregon, California, Nevada, Utah, Idaho, Arizona, Hawaii, Alaska

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