

Our Foreign Trade in Soaps— A Study of Trends

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UNCLE SAM sponsors cleanliness abroad as he encourages it at home by marketing soaps, the chief weapon of its accomplishment in many lands. This country is also an importer of soap (principally castile and foreign toilet soaps) but in a much smaller way. Exports have much the larger place in our soap trade though there has been a slight but consistent decline from 87 per cent of the total soap trade in 1927 to 83 per cent this last year.

The dollar value of our soap exports and imports combined for 1931 was only a little more than one-half—54 per cent to be exact—of what it was in 1927. In this interval of four years it has undergone a shrinkage of more than \$4,000,000. Every type and kind of soap was affected but toilet soaps were hit hardest, their value in 1931 declining to 36 per cent of the value four years previously. Because separate classes were not provided for powdered and flaked soaps, scouring soaps and scouring powders or shaving soaps prior to 1929 similar comparisons are impossible in the case of these three classes. There were, however, substantial declines in our exports of these soaps this past year when values ran 40, 38 and 22 per cent respectively behind 1929.

Laundry Soaps Most Important Class Among Exports

Soaps within this category comprise around 60 per cent annually of the bulk of our exports and contributed from 44 per cent to 52 per cent of the total value each year of the past five. Laundry soaps therefore overshadow all other kinds in respect to volume and value. Moreover, a close association existed between the decline to 45 per cent in money value and a shrinkage in volume to 51 per cent between the 1931 and 1927 figures. There is evidence from this fact that there was no extensive mark down of prices over this period. Indeed the average value per pound for laundry soaps exported as taken from the export declarations during 1931 was only eight-tenths of a cent under 1927.

Some interesting facts are revealed by the table on next page (Table II).

Although the trend has been unmistakably downward these past five years, there are a few exceptions to be observed in our laundry soap export trade. United Kingdom, British Honduras, Honduras, Bermuda and the Virgin Islands all took more soap from us in 1931 than was the case in 1927. In three instances, however, their larger purchases were made at lower cost to them.

TABLE I—VALUE OF THE SOAP TRADE OF THE UNITED STATES.
Soap Imports.

Item.	1927.	1928.	1929.	1930.	1931.*	1931 Per cent of 1927.
Exports:						
Laundry soaps	\$3,877,999	\$3,376,829	\$3,193,137	\$2,533,552	\$1,756,057	45.3
Toilet and fancy soaps.....	2,801,576	2,298,904	1,983,621	1,234,730	1,020,325	36.4
Powdered and flaked soaps.....	†.....	†.....	230,724	201,548	137,151	59.5‡
Scouring soaps and scouring powders.....	†.....	†.....	735,853	828,575	523,342	71.8‡
Shaving soaps (creams, powders and sticks)...	†.....	†.....	536,839	479,941	420,653	78.4
Other soaps	1,183,152	826,758	596,797	356,290	177,578	15.0
Total	\$7,862,727	\$6,502,491	\$7,276,971	\$5,634,636	\$4,040,106	51.4
Imports:						
Castile soaps	\$ 366,589	\$ 427,152	\$ 419,011	\$ 346,522	\$ 254,378	69.4
Toilet soaps	569,822	574,749	650,606	556,161	376,430	66.0
All other soaps	198,308	182,651	136,715	179,400	184,271	92.9
Total	\$1,134,719	\$1,184,552	\$1,256,332	\$1,082,083	\$ 815,079	71.8
Grand total	\$8,997,446	\$7,687,043	\$8,533,303	\$6,716,719	\$4,855,185	54.0

*Preliminary. †Included in other soaps. ‡1929.

TABLE II—LAUNDRY SOAP.

Country	1927		1928		1929		1930		1931†	
	Pounds	Value	Pounds	Value	Pounds	Value	Pounds	Value	Pounds	Value
United Kingdom...	2,760,144	\$173,611	2,984,248	\$200,079	2,921,991	\$192,811	3,158,565	\$219,765	2,866,422	\$182,709
Canada	9,552,740	704,933	9,355,327	702,914	10,035,426	760,395	9,023,530	686,250	7,085,636	531,681
Br. Honduras	418,306	35,821	465,539	32,141	474,326	30,478	443,494	27,917	457,811	26,333
Honduras	796,911	64,959	772,208	46,659	880,680	73,216	1,138,075	84,674	1,361,196	89,425
Nicaragua	637,391	49,144	464,424	39,864	545,496	44,521	519,527	35,262	468,227	28,604
Panama	2,794,034	170,716	2,906,659	158,205	3,957,855	225,391	2,394,709	138,068	2,207,627	112,317
Mexico	6,646,597	508,392	1,036,172	82,656	1,018,870	80,865	482,464	38,560	263,011	20,175
Newfoundland	285,254	20,335	291,176	21,029	276,250	19,913	243,625	18,091	249,579	16,690
Jamaica	1,174,258	72,714	1,183,503	71,352	1,446,517	85,843	1,110,563	64,868	802,368	38,740
Bermudas	139,134	12,217	209,303	16,922	228,023	18,698	300,816	24,250	240,268	18,127
Other B. W. I.	639,793	41,711	576,850	37,221	747,131	46,725	622,686	38,774	457,481	26,499
Virgin Islands	262,732	16,432	222,269	13,631	245,855	14,080	341,322	17,433	310,158	14,295
Cuba	3,869,908	263,330	1,363,957	114,078	471,089	44,755	382,467	33,252	135,489	10,048
Dominican R.	2,836,008	222,831	3,237,897	325,223	3,745,789	288,167	2,735,769	194,697	2,009,607	141,505
Haiti	8,849,755	580,658	7,955,111	522,314	5,609,954	364,520	3,822,440	235,398	1,658,563	80,345
Colombia	302,810	25,883	330,937	27,294	304,082	25,496	174,571	11,763	173,265	10,291
Peru	153,232	14,089	101,757	10,619	53,631	4,486	27,702	2,488	7,984	686
Philippine Is.	12,324,975	744,980	11,644,156	724,561	12,816,390	753,519	9,289,242	549,609	7,050,144	348,084
Other countries ..	1,734,751	150,243	2,515,913	230,067	1,565,101	119,258	1,594,856	112,433	685,341	38,456
Total	56,228,733	\$3,877,999	47,617,406	\$3,376,829	47,344,456	\$3,193,137	37,866,423	\$2,533,552	28,819,546	\$1,756,057

†Preliminary.

The Philippine Islands for the first time last year since 1927 yielded to Canada as our best customer for laundry soaps. There was a very marked contraction in our business with the Islands while the loss of volume in our trade with our northern neighbor was less than half as great. Canada had held second place prior to last year but the better quality product sold in the Canadian market not infrequently was responsible for Canada leading the Islands in value of laundry soap exports. A drastic falling off occurred in exports to Mexico, Cuba and Peru to which countries we shipped in 1931 only 4, 3½ and 5 per cent in the order indicated of the quantity exported thither in 1927. Haiti, too, a country that ranked third as a market prior to 1931, placed orders here last year for only 18 per cent of the amount of soap shipped to it in 1927.

The mass purchasing power of many Latin-American countries (they together with the Caribbean area furnished us with a market for 37 per cent of our laundry soap exports last year and a larger proportion in preceding years) derives from consumers who use laundry soaps for general household purposes, i. e., bathing, laundry, scrubbing, etc. Adverse economic conditions prevalent the past several years in many of these countries have curtailed their ability to buy. This no doubt is probably the greatest single factor responsible for our smaller exports to Latin America. Duties on soaps entering Cuba were raised in 1927. This played a definite part in affecting soap exports to that country. And then, too, the fact should

not be lost sight of that a majority of the Latin American countries are lending every encouragement toward fostering the development of domestic soap industries. In consequence it should be realized that some of the laundry soap business in Latin America that we formerly enjoyed, may be lost to us permanently.

Newfoundland and the Virgin Islands provide very good illustrations of compact markets of limited dimensions offering fairly steady demand for American laundry soaps.

Philippine Islands Most Prolific Buyer of Toilet Soaps

Toilet soaps accounted on the average for from 25 to 30 per cent of the value of all soap exports during the last five years and nearly one-quarter of all that we sold abroad last year went to this far-off dependency in the Pacific. We have increased our annual sales there more than 47 per cent in volume since 1927. According to declared values, the decline in the average price per pound for the Philippines from about 25 cents in 1927 to 16 cents last year was appreciably less than the scaling down in values affecting all toilet soap exports from 34 cents per pound to 21 cents during this period.

Four other countries—China, British India, Norway and Canada—in the order indicated, ranked after the Philippines in 1931 and combined, were credited with another 34 per cent of our exports in 1931. The first two countries were in third and fifth place respectively in 1927, the Philippines being fourth while Cuba and the United Kingdom, in that year leader and “runner-up” dropped to ninth and seventh

places respectively in 1931. Canada was number six in the relative rank of buyers in 1927 while our trade with Norway was so small as to pass almost unnoticed. Last year exports to the latter country were revealed as more than twenty-seven times larger as compared with 1927. This was the more unusual in the face of many instances of trade losses during this period. The average price of 7½ cents per pound in 1927 and about 8½ cents last year suggests the likelihood that these exports to Norway may have been largely toilet soap base or perhaps due to the requirements of Norwegian custom regulations, soaps we would consider as of the household or laundry order where necessarily described as toilet soaps on export declarations.

An examination of the tabulated statistics below will show that that the markets for toilet soaps of American manufacture are considerably diversified geographically. From British South Africa, Peru, Ceylon, Sweden, Australia—to name a few countries not already mentioned—orders are received by American soapers to swell the total of our export trade.

The Far East (India, China, the Philippines and the East Indies) offers us an excellent market for toilet soaps as is attested by the fact that 46 per cent of the total volume worth nearly half a million dollars or 48 per cent of the entire value of our exports in 1931 went to these countries including insignificant quantities shipped to Australia and New Zealand. A total prohibition on soap imports into the former country established early in 1930 has resulted in our trade with Australia reaching the vanishing point from a figure in excess of \$100,000 during 1927. Were it not for this brake on our trade impetus and a sharp slump in exports to New Zealand, it is likely that our exports to the Far East would have been materially larger last year. As it was our soapers have been able to increase their sales volume in that area from 35 per cent in 1927 to 46 per cent last year, based on total exports of toilet soap in either case, although the money spent for such soaps in the United States in 1931 was over 42 per cent less than the value of our exports to the Far East in 1927. China had the narrowest range in per pound price, from 16

TABLE III.—TOILET AND FANCY SOAPS.
Soap Exports.

Country	—1927—		—1928—		—1929—		—1930—		—1931†—	
	Pounds	Value	Pounds	Value	Pounds	Value	Pounds	Value	Pounds	Value
Denmark	288,063	\$ 70,822	192,652	\$ 50,936	7,729	\$ 5,561	8,833	\$ 5,893	22,884	\$ 4,763
Norway	20,678	14,912	11,202	6,241	9,096	3,534	202,182	19,938	454,290	38,513
Sweden	290,108	89,131	272,148	30,088	12,339	5,792	7,210	2,153	2,870	1,311
United Kingdom...	841,532	442,121	381,761	247,177	336,803	160,561	250,369	88,814	194,878	64,256
Canada	334,824	71,513	436,230	80,854	250,197	69,046	119,153	33,178	323,832	35,238
Panama	266,501	76,959	255,025	69,437	328,614	89,917	228,482	60,703	270,822	67,472
Mexico	131,171	36,809	128,003	30,635	145,173	28,251	74,816	15,330	39,167	7,017
Cuba	926,803	257,614	256,719	104,497	201,329	69,754	92,381	38,223	74,917	23,893
Dominican R.	200,794	50,188	166,528	44,691	239,145	51,488	133,123	33,839	93,525	22,658
Argentina	128,542	43,787	149,131	33,024	110,124	24,851	54,793	13,156	40,165	8,684
Colombia	270,250	103,086	222,955	114,160	237,695	108,942	105,531	27,245	36,915	9,691
Venezuela	149,141	67,520	95,915	60,566	149,875	80,862	77,368	38,347	60,068	17,958
Br. India	810,296	272,741	821,093	275,003	888,698	376,297	481,110	179,538	460,197	143,467
China	645,900	105,085	1,069,668	206,932	853,756	123,352	1,125,513	151,889	464,439	68,269
Java and Madura..	122,253	38,373	167,361	43,391	188,213	51,259	102,660	23,077	190,955	47,310
Philippine Is.....	797,536	199,188	721,172	170,034	1,068,603	197,800	1,175,928	191,190	1,176,162	187,225
Australia	212,995	100,966	159,366	79,431	73,513	12,924	10,588	5,040	249	133
N. Zealand	163,231	70,719	93,144	37,387	73,596	19,012	25,969	6,552	9,967	2,717
Br. So. Africa.....	212,185	98,728	158,357	63,142	148,235	59,091	175,413	38,657	262,703	39,945
Br. Malaya	58,270	37,245	61,651	35,312	60,242	29,923	73,045	34,884	26,262	19,655
Ceylon	49,498	29,377	50,227	32,973	50,878	31,888	35,638	26,022	47,118	23,014
Other countries ..	1,266,341	524,692	1,366,788	482,993	1,151,656	383,516	882,571	231,062	809,630	188,136
Total	8,186,892	\$2,801,576	7,237,096	\$2,298,904	6,585,509	\$1,983,621	5,442,681	\$1,234,730	5,062,015	\$1,020,325

†Preliminary.

In contrast with its position in respect to laundry soap purchases, Latin America contributes much less business (only 12 per cent for 1931) in toilet soaps. Panama which placed sixth in relative rank last year took from us 80 per cent as much toilet soap as the six other countries for which our exports are listed separately in the above table.

in 1927 to 15 cents last year. The price per pound according to declared values dropped 3 cents from 34 cents in the case of British India, but there were also some rather wide fluctuations. For example, the Philippines as already stated from 25 cents per pound to 16 cents; New Zealand 16 cents less at 27 cents in 1931; Java down to 25 cents from 31 cents while

Ceylon was 10 cents lower at 49 cents per pound in 1931.

appreciable difference existed in value which in the case of Canada was 65 per cent of 1929

TABLE IV.—SCOURING SOAPS AND SCOURING POWDERS.

Country	1929		1930		1931†	
	Pounds	Value	Pounds	Value	Pounds	Value
Sweden	230,516	\$ 24,717	377,296	\$ 35,698	248,414	\$ 28,377
United Kingdom	1,326,158	67,573	1,423,734	69,960	1,217,995	64,058
Canada	2,370,628	145,595	2,519,245	142,708	1,836,134	94,564
Panama	297,232	19,283	473,433	29,462	297,434	20,235
Mexico	308,447	28,774	265,161	25,902	178,168	18,485
Cuba	1,840,773	80,177	1,989,372	102,061	703,796	41,528
Argentina	231,078	21,920	302,416	28,690	211,199	18,519
Brazil	180,200	20,695	159,318	16,701	207,923	21,782
Chile	279,774	27,449	679,792	65,184	176,394	17,850
Uruguay	170,511	16,354	259,616	25,855	151,170	14,273
China	223,245	11,668	213,785	11,175	139,454	6,990
Japan	147,506	12,487	155,574	15,114	156,313	17,271
Philippine Islands	283,898	15,242	143,118	9,350	197,918	13,275
Australia	689,508	69,563	682,431	63,800
New Zealand	244,048	24,809	147,474	13,939	41,927	3,728
U. of S. A.	343,244	28,741	284,525	26,868	376,927	40,576
Other countries	1,514,969	120,806	1,711,793	146,108	1,413,081	104,591
Total	10,681,735	\$735,853	11,788,083	\$828,575	7,554,247	\$526,102
†Preliminary						

Sweden in 1931 gave us less than 1 per cent of the business in point of volume that we had from that country in 1927. Similarly, Denmark which in 1927 purchased from us practically the same quantity of toilet soap as Sweden, limited its buying to under 8 per cent and in value not quite 7 per cent of 1927. Aside from the Scandinavian countries, the United Kingdom has been our only European customer of importance in recent years but here again we suffered a substantial loss—about 77 per cent in volume and 86 per cent in value or in actual dollars a shrinkage of nearly \$380,000 in the past five years. It seems evident that much of the decline in our European exports can be attributed to the inability of American soap manufacturers to meet domestic competition in those markets since it occurred before 1930 and therefore in advance of the business recession of the last two years. We appear to be holding our own in Canada, although both 1929 and 1930 witnessed smaller exports than 1928. However, the value of our exports in 1931 was only about half what it reached in 1927 despite little difference in the volume.

Canadian Sales Lead in Scouring Soaps and Scouring Powders

During each of the past three years since the classification was first inaugurated, Canada has topped all other countries in its purchases from us of soaps of this description. In volume our business in Canada last year fared about the same as our exports at large in this class which were 70 per cent of the 1929 figure. But a more

while this particular class as a whole ran only 22 per cent behind 1929.

Scouring soaps and powders made up but about one-eighth of the value of our soap exports in 1931. Along with Canada, United Kingdom and Cuba have been the only outstanding marketing outlets for soaps of this description in the last three years dividing between them 50 and 55 per cent of the volume and about 40 per cent of the value of the exports. Australia gave us an annual business of nearly 700,000 pounds in each of the two years, 1929 and 1930 and worth between \$60,000 and \$70,000 to us each year but 1931 saw the effects of the embargo on imports, our trade being negligible.

Slight gains between 1929 and 1931 were reflected in our exports to Sweden, Panama, Brazil and Japan with a 10 per cent increase in volume and 41 per cent greater value for the Union of South Africa thus evidencing a possible improvement in the quality of the products supplied that market.

Sales of Powdered and Flaked Soaps Also Show Falling Off

Canada maintained front rank in this, the smallest class among our exports, with an average of 50 per cent of the exports to its credit for 1929 and 1930. However, shipments last year were but 30 per cent of what they had been two years prior and barely 20 per cent in value.

Cuba dropped from second position in 1929 to fourth in 1931. United Kingdom with gains recorded each year, moved up from third place

and was second last year. Likewise, Panama became a better customer by buying 90,000 pounds more of these soaps in 1931 than two years previously, a gain of approximately 70 per cent.

in 1929 have held the same relative positions in each of the past three years.

Denmark and the Netherlands though figuring comparatively little in this section of our soap export trade were consistent gainers in

TABLE V.—POWDERED AND FLAKED SOAPS.

Country	1929		1930		1931†	
	Pounds	Value	Pounds	Value	Pounds	Value
United Kingdom	151,718	\$ 12,839	183,575	\$ 10,358	287,740	\$ 19,004
Canada	1,057,631	89,752	1,242,802	91,970	322,138	23,682
Panama	131,653	10,921	118,799	11,843	224,702	16,654
Mexico	96,045	15,649	36,584	5,227	25,671	2,847
Cuba	286,621	26,646	178,141	19,041	149,038	13,857
Argentina	105,205	20,852	62,189	10,955	25,928	3,234
Other countries	492,631	54,065	447,251	52,154	666,179	57,873
Total	2,321,504	\$230,724	2,269,341	\$201,548	1,701,396	\$137,151
†Preliminary.						

Because steam laundries are virtually unknown in many of the countries in which we merchandise other types of soaps and due, also as a general rule, to the abundance of cheap domestic labor in the Latin American countries particularly, soaps in powdered or flaked form have not attained the widespread popularity they enjoy among housewives in the U. S. A. For these reasons it will be some years doubtless before we are able to increase substantially our sales abroad in these lines of soaps.

volume during the three years past. Norway and Java last year were likewise above 1929, thus recovering from a diminution of export volume occurring in 1930. Our Italian business in 1931 was worth approximately half what it totaled in 1929 but the volume of it suffered less.

Other Soaps

In this group are placed all exports to which the classifications provided do not properly apply. Without knowledge, therefore, of the

TABLE VI.—SHAVING SOAPS (CREAMS, POWDERS AND STICKS).

Country	1929		1930		1931†	
	Pounds	Value	Pounds	Value	Pounds	Value
Denmark	24,932	\$ 10,435	40,084	\$ 12,022	51,209	\$ 11,323
Germany	38,262	24,513	53,562	19,133	11,082	5,242
Italy	85,095	28,281	34,281	11,412	51,382	14,894
Netherlands	38,975	19,402	50,763	11,785	65,923	15,583
Norway	17,577	10,995	16,199	6,618	30,206	7,537
Sweden	42,607	22,834	119,545	34,738	110,386	23,487
Switzerland	20,885	13,926	18,606	13,214	12,544	5,167
United Kingdom	237,956	99,934	377,459	130,105	404,359	113,114
Canada	107,226	34,270	139,416	50,668	164,554	44,018
Cuba	27,460	9,920	9,014	3,882	12,158	3,512
British India	46,237	23,340	10,222	6,439	7,106	5,365
Java and Madura	14,513	10,645	9,723	8,438	16,920	12,360
Australia	18,143	9,964	4,076	2,764	15,256	3,080
U. of S. A.	97,565	74,714	32,717	14,400	72,343	23,456
Venezuela	10,644	8,517	13,802	11,257	5,540	4,812
Other countries	231,950	135,149	265,688	143,016	252,641	127,703
Total	1,060,027	\$536,839	1,194,157	\$479,941	1,283,609	\$420,653
†Preliminary.						

Shaving Soaps Show Steady Gains

An increase of slightly more than 20 per cent in volume between 1929 and 1931 contrasted with a shrinkage in value of like proportions. Nevertheless, despite lower price returns, heavier exports marked our trade last year with seven countries, including the three foremost buyers—the United Kingdom, Canada and Sweden. These three accounted for a trifle more than 50 per cent of the total quantity (it was 36 per cent in 1929) and except for Sweden

exact nature of the composition of this class, comment is deemed unnecessary save to point out that the greater bulk of such soaps go to the United Kingdom and Canada with substantial amounts also shipped to Mexico and the Philippines. The details are given in the table below.

Imports Represent One-sixth of Our Soap Trade

For the past five years imports have varied very little from an annual average percentage

of approximately one-sixth of the total value of our trade in soap products.

Toilet soaps have led consistently in value, the imports in 1931 being 34 per cent below 1927. Our principal sources of supply are France, the United Kingdom and Germany with the first-named in the lead though its ratio has declined steadily from 66 per cent in 1928 to 51 per cent last year. Except for 1927, the United Kingdom has averaged about one-quarter of the toilet soap imports each year. Germany well to the rear of the other two countries has entrenched itself strongly if one may judge by the fact that we received nearly five times as much toilet soap from Germany last year as in 1927. The United States pays more for its toilet soaps from the United Kingdom than either France or Germany and naturally, the price according to custom returns last year

would be expected to be somewhat lower than 1927. As a matter of fact it was about 5 cents per pound less.

Castile soaps come next in order of importance among our imports. Spain and Italy furnish us the bulk of this soap with practically the same quantities coming from each during each of the past five years. Total imports in 1931 in volume were 15 per cent in excess of 1927 but showed a loss of 30 per cent in value.

"All other soaps" include a small quantity of medicated soaps, Turkey-red oil soaps containing castor oil and other items to even a lesser degree. Such soaps have comprised 20 to 25 per cent of all imports since 1928 and in the year previously about 33 1-3 per cent. They come chiefly from the United Kingdom and France and have dropped off but slightly since 1927.

TABLE VII.—OTHER SOAPS.

Country	1929		1930		1931†	
	Pounds	Value	Pounds	Value	Pounds	Value
United Kingdom	3,095,089	\$163,546	1,081,388	\$ 55,381	511,625	\$ 20,956
Canada	1,089,882	120,541	816,341	95,761	468,565	63,309
Mexico	268,938	43,258	214,008	23,604	84,613	8,676
Cuba	233,858	26,044	63,381	8,989	35,940	4,360
Argentina	137,153	27,844	57,214	12,826	28,942	9,262
British India	36,668	24,024	37,242	21,362	15,065	4,271
Philippine Islands	235,113	13,305	374,687	22,773	329,547	14,680
Other countries	1,449,833	177,735	1,038,296	115,594	496,995	52,064
Total	6,546,534	\$596,797	3,682,557	\$356,290	1,971,292	\$177,578

†Preliminary.

TABLE VIII.—CASTILE SOAP.

Country	1927		1928		1929		1930		1931†	
	Pounds	Value	Pounds	Value	Pounds	Value	Pounds	Value	Pounds	Value
France	371,426	\$ 29,201	660,063	\$ 48,393	1,064,126	\$ 80,226	907,689	\$ 56,352	552,532	\$ 31,363
Italy	1,101,937	173,555	1,201,943	154,566	1,231,046	170,967	1,243,449	147,702	1,001,240	117,127
Spain	854,039	154,507	1,348,462	201,503	1,144,627	153,309	1,453,836	137,404	1,129,537	98,890
Other countries	68,098	9,326	192,200	22,690	165,715	14,509	59,107	5,064	70,450	6,998
Total	2,395,500	\$366,589	3,402,668	\$427,152	3,605,514	\$419,011	3,664,081	\$346,522	2,753,759	\$254,378

TOILET SOAP.

France	943,353	\$271,694	1,324,409	\$334,823	1,231,993	\$363,668	1,017,664	\$268,665	687,465	\$169,029
United Kingdom	569,550	237,278	502,155	173,996	369,942	138,017	392,157	147,346	330,360	117,030
Germany	33,170	12,308	64,722	19,038	219,322	71,763	252,909	74,621	157,538	44,169
Other countries	106,443	48,542	120,289	46,892	217,826	77,158	191,086	65,529	149,121	46,202
Total	1,652,516	\$569,822	2,011,625	\$574,749	2,039,083	\$650,606	1,853,816	\$556,161	1,324,484	\$376,430

ALL OTHER.

France	775,063	\$ 68,275	832,603	\$ 73,304	422,075	\$ 38,416	336,765	\$ 25,266	392,310	\$ 23,977
Germany	317,631	21,110	214,279	21,504	254,974	42,867	335,805	43,219	430,929	72,921
United Kingdom	260,498	39,183	454,804	73,029	538,955	92,327	720,033	99,742	597,424	72,992
Other countries	633,394	69,740	203,783	14,814	119,309	13,105	111,727	11,173	183,430	14,381
Total	1,976,586	\$198,308	1,705,469	\$182,651	1,335,313	\$186,715	1,504,330	\$179,400	1,604,093	\$184,271

†Preliminary.