



## Production of major in November 2021 **Production of major industrial products**





# Production of major industrial products in November 2021

#### **Content-related works**

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### **Preface**

This publication contains data on the production of major products or assortment groups representing particular divisions of the Polish Classification of Goods and Services (PKWiU 2015) for Section B "Products of Mining and Quarrying" and section C "Manufacturing Products" obtained in the monthly survey.

The aim of the publication is to present changes in the production of industrial products based on data expressed in physical units of measure in particular months of the last two years. Selection of presented industrial products reflects the needs of a wide range of users, including among others, government administration, producers' associations and individual producers and scientific research institutions.

Presenting this publication we hope that the data will be a valuable source of information on production of the most significant products in Poland. At the same time, we will appreciate any comments and suggestions regarding the scope of data contained in this publication, which will allow for its better adaptation to the needs of users.

Taking the opportunity, we would like to thank all the respondents participating in the monthly survey on the production of industrial products, carried out on the P-02 form "Report on production and inventory of industrial products". Your commitment contributed to compiling this publication.

Director of Enterprises Department

/-/ Katarzyna Walkowska

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### Symbols

Symbol	Description
(-)	magnitude zero
(0)	magnitude not zero, but less than 0.5 of a unit
(.)	data not available, classified data (statistical confidentiality) or providing data impossible or purposeless
(*)	revised data
of which	indicates that not all elements of the sum are given

### Main abbreviations

Symbol	Description
Cu	copper
dam³	cubic decametre
GWh	gigawatt-hour
hm³	cubic hectometre
km	kilometer
MVA	megavolt-ampere
MW	megawatt
PLN	Polish zloty
thousand hectolitre 10%	thousand hectolitre of converted volume of product with 10% component content

### Introduction

The survey of the production of industrial products in physical units of measure complements the survey of sold production of industry, and allows for monthly assessment of trends of domestic production. The publication contains data on manufactured production in Poland for 299 products or assortment groups representing major fields of industrial production.

The data were prepared on the basis of a monthly product survey carried out on the P-02 form "Report on production and inventory of industrial products". The survey covers enterprises manufacturing industrial products regardless of their type of business activity, with number of persons employed exceeding 49 persons.

Products or assortment groups are presented according to the PRODPOL nomenclature based on the Polish Classification of Goods and Services (PKWiU 2015) and the European PRODCOM List. In some cases, products are presented according to additional groupings, constituting the sum of selected items from the PRODPOL nomenclature.

Table 1 presents the data on production of products in November 2021 along with production dynamics indicators in relation to the previous month and to corresponding period of the previous year. In the indices there are taken into account corrections made for previous periods.

Table 2 presents the data on production of products retrospectively, by the months of the current and previous year. The sum of data from particular months does not always have to be consistent with the cumulative data (i.e. from the beginning of the year to the end of the reporting month), because slight adjustments of up to 3% at country level for a given product are taken into account only in cumulative data. Data corrected in relation to the data presented in the previous month are marked with an asterisk.

### **Executive summary**

In November 2021, the product survey carried out on the P-02 form "Report on production and inventory of industrial products" covered more than 7,000 statistical units with 50 or more persons employed that manufactured products specified in the PRODPOL nomenclature for monthly surveys in 2021.

Out of the 302 products and assortment groups presented, in November 2021 manufactured production of 184 was higher than in November 2020. Increase was noted for, among others, bicycles, motor gasoline, vodka, fruit and vegetables juice, agricultural tractors, computers, diesel oils, lorries and road tractors for semi-trailers, beer, sugar, coke, ripened rennet cheese, lignite, pesticides, steel tubes, hot rolled products, electricity, paints and varnishes, slaughter products of cattle and calves, public transport vehicles, wheat flour, tyres. For 113 items, production was lower than a year ago, including for passenger cars, footwear with leather uppers, combustion engines for vehicles, polypropylene, soap, gas cookers with oven, automatic washing machines for households, non-coniferous sawnwood, crude steel, fuel oils, polyvinyl chloride not mixed with any other substances, coniferous sawnwood, lead-acid accumulators for motor vehicles, slaughter products of pigs, cigarettes, poultry, butter. In November 2021 in comparison to November 2020, unchanged remained the production of sweetened or flavoured waters. Data on production of natural gas, float glass and surface ground glass, insulated wires and conductors and containers is not published as it was not possible to obtain production data from some economic entities.

Indicators of the dynamics of manufacturing industrial products were different in various sectors. In November 2021 in comparison to November 2020, in the divisions Food products and Beverages increased the production of e.g. vinegar (by 38.1%), vodka (by 32.2%), fruit and vegetable juice (by 31.9%), prepared meals and dishes based on vegetables (by 29.7%). standardized cream (by 18.4%), beer (by 17.7%), frozen salt water fish (by 16.6%), kefir, sour milk and sour cream (by 16.1%), sugar (by 15.9%), unsweetened, non-flavoured mineral and aerated waters (by 14.9%). In the division Wearing apparel production increased e.g. of women's or girls' suits and ensembles (by 130.7%), women's or girls' jackets (by 52.3%), men's or boys' suits and ensembles (by 52.0%), women's or girls' overcoats and similar articles (by 40.0%), men's or boys' jackets and blazers (by 14.6%), men's or boys' trousers, overalls and shorts (by 8.4%). In the divisions Wood and products of wood and Paper and paper products production increased e.g. of sacks and bags of paper (by 17.0%), assembled parquet panels of wood other than for mosaic floors (by 15.9%), sanitary towels and similar articles of paper pulp (by 13.7%), assembled parquet panels of wood for mosaic floors (by 11.1%), windows of wood (by 11.1%), cartons and boxes of paper and paperboard (by 9.8%), corrugated paperboard (by 7.9%), flat pallets and pallet collars of wood (by 5.7%), paper and paperboard (by 5.5%). In the divisions Coke, briquette and refined petroleum products and Chemical products production increased e.g. light fuel oils (by 125.3%), paints and varnishes, based on polyesters, weight of the solvent more than 50% (by 42.5%), motor gasoline (by 34.7%), paints and varnishes, based on acrylic or vinyl polymers, weight of the solvent more than 50% (by 27.8%), expansible polystyrene (by 26.8%), motor oils (by 24.5%), potassic fertilizers (by 17.3%), pesticides (by 11.6%). In the division Rubber and plastic products production increased e.g. of tyres for tractors (by 22.4%), plastic sacks and bags (by 17.1%), rigid tubes, pipes and hoses of polymers of ethylene (by 14.5%), plates, sheet, film, foil of cellular polymers of styrene (by 9.5%), rigid tubes, pipes and hoses of polymers of vinyl chloride (by 5.1%). In the division Other non-metallic mineral products production increased of ceramic ridge tiles (by 60.2%), bricks made of clay (by 45.7%), gypsum plasters (by 33.6%), structural-wall clay hollow bricks (by 32.3%), structural-wall tiles of calcium-silicate (by 31.3%), multiple glazed units (by 23.3%), ceramic roof tiles (by 20.8%). In the division Basic metals production increased e.g. of brass (by 759.1%), wire of aluminium (by 177.2%), copper and copper alloy bars, rods and profiles (by 53.3%), refined unwrought lead (by 42.1%), bronze (by 33.3%), seamless tubes (by 30.3%), copper plates, sheets and strip (by 27.7%). In the divisions *Computer, electronic and optical products* and *Electrical equipment* production increased of e.g. single-phase current motors (by 78.1%), insulated power cables (by 29.0%), computers (by 22.7%), gas meters (by 14.9%), air-cooled transformers (by 14.9%). In the division *Machinery and equipment* production increased e.g. of loaders for general use in agriculture (by 83.5%), scarifiers and cultivators (by 54.7%), lathes for working metal (by 52.0%), agricultural tractors (by 27.6%), field sowers (by 22.9%). In the divisions *Motor vehicles* and *Other transport equipment* production increased e.g. of sea-going boats for pleasure or sports (by 102.3%), bicycles (by 35.9%), rail goods wagons (by 33.8%), lorries and road tractors for semi-trailers (by 21.0%), public transport vehicles (by 7.1%). In the division *Furniture* production increased e.g. of seats convertible into beds (by 12.5%), wooden furniture for the dining-room and living-room (by 6.6%).

In November 2021 in comparison to November 2020, in the division Food products production decreased of canned beef and veal meat (by 33.6%), buckwheat groats and meal (by 29.4%), vegetable pickles (by 15.8%), pasta (by 13.6%), poultry cuts (by 11.8%), edible evaporated salt (by 8.8%), slaughter products of pigs (by 7.1%), sugar confectionery containing cocoa (by 6.5%), butter (by 6.2%). In the divisions Wearing apparel and Leather and related products production decreased of leather of bovine animals (by 37.9%), footwear with leather uppers (by 34.4%), women's or girls' trousers, overalls and shorts (by 22.7%), hosiery (by 20.5%), women's or girls' dresses and skirts (by 19.2%), women's or girls' blouses and shirts (by 18.4%), men's or boys' shirts (by 13.2%). In the divisions Wood and products of wood and Paper and paper products production decreased of non-coniferous sawnwood (by 14.2%), napkins and napkin liners for babies (by 10.7%), toilet paper (by 9.6%), coniferous sawnwood (by 8.6%), soda or sulphate wood pulp (by 4.3%), veneers (by 4.2%), fibreboard of wood or ligneous materials (by 4.0%). In the divisions Coke, briquette and refined petroleum products and Chemical products production decreased of acetic acid (by 62.2%), hair care products (by 48.6%), paints and varnishes other than colodium containing in solution more than 50% of solvent by weight (by 34.4%), heavy fuel oils (by 28.1%), polypropylene (by 22.6%), soap (by 20.4%). In the division Rubber and plastic products production decreased of plastic doors (by 34.8%), tubes, pipes and hoses of vulcanised rubber other than hard rubber (by 25.7%), plastic boxes, cases, crates (by 8.1%), tyres for agricultural machinery (by 6.8%). In the division Other non-metallic mineral products production decreased e.g. of structural-floor clay hollow bricks (by 42.7%), factory made mortars (by 11.3%), building bituminous felt (by 8.2%), clinker (by 5.7%). In the division Basic metals production decreased of pig iron (by 20.2%), crude steel (by 13.5%), unwrought unalloyed refined copper (by 4,0%). In the division Fabricated metal products production decreased of iron or steel reservoirs and similar containers for solids, of a capacity > 300 litres (by 52.4%), aluminium windows (by 18.8%), conductors not electrically insulated (by 16.3%), aluminium doors (by 3.7%), steel doors (by 3.2%). In the divisions Computer, electronic and optical products and Electrical equipment production decreased of food grinders, mixers and juice extractors (by 70.2%), telephone sets, excluding cellular phones (by 56.8%), electricity meters (by 52.7%), gas-electric cookers (by 22.5%), domestic gas cookers with an oven (by 16.2%). In the division Machinery and equipment production was lower e.g. of engines, excluding aircraft, vehicle and cycle engines (by 50.9%), machinery for construction, road and drainage work (by 27.1%), cash registers (by 7.8%), pick-up balers (by 5.7%), concrete mixers (by 5.4%). In the division Motor vehicles production decreased of passenger cars (by 37.2%), internal combustion engines for vehicles (by 29.6%). In the division Furniture production decreased of kitchen furniture of wood (by 6.4%), wooden bedroom furniture (by 1.6%).

Compared to October, in November 2021 production decreased for 192 products. In the divisions coverings energy raw materials production decreased of petroleum oils and oils obtained from bituminous minerals (by 4.6%). In the division *Food products* production decreased of vegetable pickles (by 23.3%), edible rock salt (by 22.9%), frozen salt water fish (by 22.6%), frozen vegetables (by 21.4%), rendered pork fat suitable for consumption (by 19.6%), milk and cream powder

(by 16.1%), buckwheat groats and meal (by 15.1%), poultry carcasses (by 13.3%), poultry cuts (by 12.5%). In the divisions Wearing apparel and Leather and related products production decreased of panty hose and tights (by 22.0%), women's or girls' overcoats and similar articles (by 19.9%), men's or boys' jackets and blazers (by 18.0%), leather of bovine animals (by 17.3%), footwear with uppers of textile materials (by 12.0%), men's or boys' overcoats and similar articles (by 11.4%). In the divisions Wood and products of wood and Paper and paper products production decreased of sacks and bags of paper (by 15.3%), fibreboard of wood or ligneous materials (by 9.8%), coniferous sawnwood (by 7.7%), toilet paper (by 6.5%). In the divisions Coke, briquette and refined petroleum products and Chemical products production decreased of hair care products (by 40.9%), paints and varnishes other than colodium containing in solution more than 50% of solvent by weight (by 26.2%), heavy fuel oils (by 21.0%), paints and varnishes, based on acrylic or vinyl polymers in an aqueous medium (by 20.9%), polyethylene (by 16.7%), polypropylene (by 16.0%). In the division Rubber and plastic products production decreased of tyres for agricultural machinery (by 21.1%), plastic floor, wall, ceiling coverings (by 15.2%), plastic doors, windows and their frames (by 11.2%). In the division Other non-metallic mineral products production decreased of building blocks of light concrete (by 19.8%), building bituminous felt (by 19.6%), factory made mortars (by 19.3%), structural-floor clay hollow bricks (by 18.2%), non-woven glass fibre webs, felts, mattresses and boards (by 16.7%), cement (by 13.9%), structural-wall tiles of calcium-silicate (by 13.4%), products of heat insulation of mineral wools (by 12.1%). In the division Basic metals production decreased of brass (by 37.9%), crude steel (by 24.2%), pig iron (by 23.4%), welded tubes (by 18.5%), sheets and strips of non-alloy steel coated with zinc (by 14.2%), hot-rolled steel rods and bars (by 10.8%). In the division Fabricated metal products production decreased of radiators for central heating of iron or steel (by 17.7%), aluminium windows (by 16.2%), conductors not electrically insulated (by 9.4%), cans other than for preserving food and drink of iron or steel, of a capacity < 50 l (by 8.7%). In the divisions Computer, electronic and optical products and Electrical equipment production decreased of food grinders, mixers and juice extractors (by 61.7%), telephone sets, excluding cellular phones (by 37.0%), electricity meters (by 21.9%), computers (by 19.5%), water meters (by 12.7%). In the division Machinery and equipment production decreased of engines, excluding aircraft, vehicle and cycle engines (by 32.1%), field sowers (by 19.3%), pick-up balers (by 17.3%), machining centres, unit construction machines and multi-station transfer machines for working metal (by 16.9%). In the divisions Motor vehicles and Other transport equipment production decreased e.g. of rail goods wagons (by 33.8%), passenger cars (by 19.3%). In the division Furniture production decreased e.g. of wooden bedroom furniture (by 7.5%).

Compared to the previous month, in November 2021 production increased for 106 products. In the divisions covering energy raw materials production increased of lignite (by 10.5%). In the divisions Food products and Beverages production increased of wheat groats and meal (by 30.0%), vodka (by 29.7%), canned beef and veal meat (by 14.3%), frozen salt water fish fillets (by 12.5%), fruit wines (by 11.1%). In the division Wearing apparel production increased of women's or girls' suits and ensembles (by 191.6%), women's or girls' dresses and skirts (by 10.7%), women's or girls' jackets (by 9.9%). In the divisions Wood and products of wood production increased of assembled parguet panels of wood for mosaic floors (by 24.9%). In the divisions Coke, briquette and refined petroleum products and Chemical products production increased of light fuel oils (by 152.2%), phenol (by 83.4%), toluene (by 44.6%), acetic acid (by 22.1%), paints and varnishes, based on polyesters, weight of the solvent more than 50% (by 19.8%), 6-hexanelactam (by 19.5%). In the divisions Rubber and plastic products and Other non-metallic mineral products production increased e.g. of tyres for tractors (by 13.7%), ceramic ridge tiles (by 6.0%), plastic boxes, cases, crates (by 5.1%), boards, sheets and similar articles of plaster, other than faced or reinforced with paper only (by 4.8%). In the division Basic metals production increased of bronze (by 346.3%), cold-rolled steel sheet width 600 mm or wider (by 74.1%), wire of aluminium (by 73.6%), copper and copper alloy bars, rods and profiles (by 28.7%), wire of steel (by 18.2%), refined unwrought lead (by 14.9%), seamless tubes (by 10.3%). In the division *Electrical equipment* production increased of LED light bulbs (by 63.4%), automatic drying machines for households (by 49.0%), dish washing machines for households (by 20.8%), filament lamps (by 17.0%). In the division *Machinery and equipment* production increased of agricultural tractors (by 43.7%), machine tools for machining metals (by 41.2%), lathes for working metal (by 35.7%), concrete mixers (by 12.1%), machinery and equipment for construction, road and drainage work (by 11.9%). In the division *Motor vehicles* production increased of public transport vehicles (by 160.6%), lorries and road tractors for semitrailers (by 56.6%), vehicle compression-ignition engines (by 26.6%).

Summarizing the production in the period January-November 2021, in comparison with the corresponding period of the previous year increase of production was recorded for 201 items, including: boards, sheets and similar articles of plaster, other than faced or reinforced with paper only (by 176.7%), single-phase current motors (by 105.6%), sea-going boats for pleasure or sports (by 66.8%), machining centres, unit construction machines and multi-station transfer machines for working metal (by 60.4%), loaders for general use in agriculture (by 59.9%), women's or girls' suits and ensembles (by 43.8%), wooden furniture for the dining-room and living-room (by 40.3%), bicycles (by 39.8%), refrigerated show-cases and counters (by 36.3%), LED light bulbs (by 33.9%), frozen salt water fish (by 31.7%), kitchen and bathroom mixing valves (by 30.7%), flat pallets and pallet collars of wood (by 29.8%), ball and roller bearings (by 28.0%), vacuum cleaners (by 27.1%), rendered pork fat suitable for consumption (by 26.4%), coke (by 26.4%), flat bars, rods and profiles of aluminium (by 25.6%), electric ovens for buildingin (by 24.8%), heat insulation of mineral wools (by 24.6%), multi-phase current motors (by 24.6%), bricks made of clay (by 23.0%), frozen salt water fish fillets (by 22.7%), chemical fibres (by 22.5%), copper and copper alloy bars, rods and profiles (by 22.5%), gypsum plasters (by 22.4%), unsplit bovine leather for shoes (by 22.4%), plastic floor, wall, ceiling coverings (by 21.6%), structural-wall clay hollow bricks (by 21.0%), paints, varnishes and similar coatings (by 20.6%), tyres for lorries and buses (by 20.3%), flat cold-rolled steel products width less than 600 mm (by 20.1%), multiple glazed units (by 19.3%), copper plates, sheets and strip (by 19.2%), tyres for passenger cars (by 19.1%), seamless tubes (by 18.4%), ceramic sanitary fixtures (by 17.2%), rubber products (by 16.8%), fruit wines (by 16.0%), tyres for tractors (by 16.0%), cartons and boxes of paper and paperboard (by 15.5%), conductors not electrically insulated (by 15.5%), wire of steel (by 15.4%), corrugated paperboard (by 14.8%).

In the period January–November 2021 compared with the corresponding period of the previous year, production decreased for 96 items, e.g.: bronze (by 65.2%), iron or steel reservoirs and similar containers for solids, of a capacity > 300 litres (by 40.5%), textile sacks and bags (by 40.0%), men's or boys' suits and ensembles (by 39.2%), special fabrics including pile fabrics and terry towelling (by 35.8%), polyethylene (by 34.1%), women's or girls' overcoats and similar articles (by 33.8%), butadiene-1,3 (by 32.7%), ethylene (by 32.2%), women's or girls' dresses and skirts (by 28.7%), electricity meters (by 28.3%), buckwheat groats and meal (by 27.9%), polyvinyl chloride not mixed with any other substances (by 25.0%), canned beef and veal meat (by 24.9%), panty hose and tights (by 23.9%), propylene (by 22.1%), machinery for construction, road and drainage work (by 20.4%), barley groats and meal (by 20.0%), public transport vehicles (by 18.5%), women's or girls' blouses and shirts (by 17.7%), men's or boys' shirts (by 17.5%), men's or boys' jackets and blazers (by 17.1%), acetic acid (by 17.0%), paints and varnishes, based on polyesters, weight of the solvent more than 50% (by 16.7%), pasta (by 16.3%), footwear with leather uppers (by 16.3%), paints and varnishes other than colodium containing in solution more than 50% of solvent by weight (by 16.0%), polypropylene (by 15.3%), textile floor coverings (by 14.9%).

Unchanged remained the production of processed liquid milk.

### Methodological notes

The data were compiled on the basis of a monthly survey of production of industrial products on the P-02 form "Report on production and inventory of industrial products". In case of electricity, the data are derived from specialist surveys conducted by Ministry of Energy and Energy Regulatory Office.

Data are collected according to groupings indicated in the PRODPOL nomenclature for monthly surveys in the reporting year. The nomenclature is based on the Polish Classification of Goods and Services (PKWiU 2015) — introduced on January 1, 2016 for use in statistics, registration, documentation and accounting, and also in official registers and public administration information systems (Regulation of the Council of Ministers of 4 September 2015, Journal of Laws, item 1676) and on the PRODCOM List used in the European Union.

### 1. The subjective and objective scope of the study

The monthly survey covers legal entities, organizational units without legal personality (excluding budgetary units and establishments) and natural persons conducting business activities, with the number of persons employed exceeding 49. Units producing electricity are included in the survey regardless of the number of persons employed. The survey applies to all business entities which manufacture products specified in the PRODPOL nomenclature for a given reporting year, regardless of the kind of economic activity classified according to the Polish Classification of Activities (PKD 2007).

The survey of production of industrial products does not include the following units:

- trade units, which ordered the manufacture of goods in a production company and did not provide raw materials for the manufacture of these goods,
- running only publishing activities and not directly involved in the printing preparation process or printing process,
- engaged only in activities related to the production of films, video recordings, television programs, sound and music recordings and not directly involved in the process of reproduction of sound recordings, video recordings or reproduction of computer storage media.

The survey provides data on the quantity of production of finished products manufactured on own account or under subcontracting, from material provided by the customer, as of the end of the reporting month. The processing or modification of a purchased product, which did not change the characteristics of its use and purpose, is not considered as production.

The basic principle in determining the quantity of production is its homogeneity which allows aggregation of particular product ranges.

In order to obtain comparable data on the production of industrial products, the PRODPOL nomenclature is used. It contains a list of products with the symbol and the name of the product or assortment group and assigned to them units of measure in which production should be reported. This allows the units to report the data on production of products which belong to the same category but are traded under different own names, in one PRODPOL grouping under the same name and in the same unit of measure.

The PRODPOL nomenclature is compliant at six-digit level with the PKWiU 2015 classification and at eight-digit level with the PRODCOM List. 10- and 12-digit groupings result from the demands reported by domestic users. The PRODPOL nomenclature is updated annually and is available on the Statistics Poland website

https://stat.gov.pl/Klasyfikacje/doc/prodpol/opis\_mc2021.html.

It is very important to determine the unit of measurement for each grouping that corresponds to physical characteristics and intended use of particular type of product.

In most cases, the data is collected in the physical units of measure. For non-homogeneous product groupings, if they have at least one common feature defining their properties, conventional units of measure are used. A typical example of the use of conventional units of measure are chemical products in which the quantity is expressed in terms of pure ingredient. For groupings containing products of considerable diversity, e.g. pharmaceutical products, it is not possible to use physical units of measure. In this case, data are collected only on the value of sold production in current prices expressed in thousands zloty.

In cases where one unit of measure does not specify sufficiently the functional features of a given product as well as the volume of its production, several units of measure are used at the same time.

Monthly data on production of industrial products may be subject to monthly revisions up to 14 months after the end of the reporting year. The revisions result from the specificity of the survey of production of industrial products related to difficulties in classifying certain products to relevant headings of PRODPOL nomenclature and to short period for preparing monthly data by reporting units.

### 2. Explanation of basic concepts

**Manufactured production** is the result of manufacturing processes mutually interrelated and conditioned, occurring at a given time.

Manufactured production includes the total quantity of finished products produced in the reporting period, both from manufacturer's own raw material and from raw material provided by another enterprise or individual person. It also includes the total volume of semi-finished products, parts, sets of machinery and equipment, regardless of whether they were intended for sale or to the parent company, to other plants of the same company, or intended for further processing (assembly) in the enterprise. Therefore, manufactured products include products manufactured by the enterprise, meeting certain standards, technical conditions or contractual terms concluded between the contractor and the recipient. Products made of secondary raw material are considered as production, if they are of utility and are a direct result of the manufacturing work of the enterprise. The production also includes the so-called by-products, created in the production process simultaneously with the main product.

**Sold production of industrial products** is the quantity and value of products of own production or production ordered in another enterprise from provided materials, sold outside of the enterprise in the reporting period, regardless of the moment of their production.

**Finished products** are products that are not further processed within the same enterprise in which they were produced, that means products completely finished and completed, after passing the entire production process. Finished goods should comply with certain standards, and in case of lack of such requirements — with specifications or contractual conditions concluded between the manufacturer and the recipient.