

If not shown, please enter your 11-digit Census File Number from the address label on page 1

Census File Number

Item 17. CONSUMPTION OF SELECTED MATERIALS DURING 1997

INSTRUCTIONS

1. General – The materials, parts, and supplies listed below are those commonly consumed in the manufacture, processing, or assembly of the products listed in item 18B. Please review the entire list and report separately each item consumed. Leave blank if you do not consume the item. If you use materials, parts, and supplies which are not listed, describe and report them in the "Cost of all other materials . . ." line at the end of this section. If you consumed less than \$25,000 of a listed material, include the value with "Cost of all other materials . . .," Census material code 970099 8.

Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.

If quantities are requested, please use the unit of measure specified.

If the information as requested cannot be taken directly from your book records, REASONABLE ESTIMATES ARE ACCEPTABLE.

2. Valuation of Materials Consumed – The value of the materials, etc., consumed should be based on the delivered cost; i.e., the amount paid or payable after discounts and including freight and other direct charges incurred in acquiring the materials.

Materials received from other plants within your company should be reported at their full economic value (the value assigned by the shipping plant, plus the cost of freight and other handling charges).

If purchases or transfers do not differ significantly from the amounts actually put into production, you may report the cost of purchases or transfers. However, if consumption differs significantly from the amounts purchased or transferred, these amounts should be adjusted for changes in the materials and supplies inventories by adding the beginning inventory to the amount purchased or transferred and subtracting ending inventory.

3. Contract Work – Include as materials consumed those you purchased for use by others making products for you under contract. Amounts paid to the companies doing the contract work should be reported in item 10, line e, and should include freight in and out. On the other hand, materials owned by others but used at this establishment in making products for others under contract or on commission should be excluded.

4. Resales – Cost for products bought and sold or transferred from other establishments of your company and sold without further manufacture, processing, or assembly should be reported in item 10, line b, not in item 17 below. The value of these products shipped by this establishment should be reported in item 18B under Census product code 99989 00 6, "Resales."

Line No.	Materials, parts, and supplies (A)	Census material code (B)	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in) (E)		
			574 Millions	Thou- sands	Dollars
1	Hardwood lumber, rough and dressed	242111 3	\$		
2	Softwood lumber, rough and dressed	242123 8			
3	Hardwood dimension and parts, excluding furniture frames	242620 3			
4	Furniture frames, wood	242661 7			
5	Foam cores for mattresses, including latex, excluding topper pads	300003 1			
6	Formed and slab stock for pillows, cushions, seating, etc. – (urethane)	308601 4			
7	Paddings, battings, and fillings, except rubber and plastics foam	229908 9			
8	Coated or laminated fabrics for upholstery, including vinyl coated	229508 7			
9	WOVEN UPHOLSTERY FABRICS, EXCLUDING TICKING Cotton	221161 3			
10		Other (rayon, nylon, polyester, etc.)	222103 4		
11	Springs, innerspring units, and box spring constructions	349538 9			
12	Constructions (sleeper mechanisms) for dual-purpose sleep furniture	342921 4			
13	Furniture and builders' hardware, including cabinet hardware, casters, glides, handles, hinges, locks, etc.	342901 6			

CONTINUE WITH ITEM 17 ON PAGE 6

Item 17. CONSUMPTION OF SELECTED MATERIALS DURING 1997 – Continued					
Line No.	Materials, parts, and supplies (A)	Census material code (B)	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in) (E)		
			574	574	574
			Millions	Thou-sands	Dollars
14	Cost of all other materials and components, parts, containers, and supplies <i>Describe the three principal materials, etc., included in this value.</i>	970099 8	\$		
15	TOTAL Sum of lines 1–14 should equal item 10, line a		\$		

Item 18A. Not applicable to this report

Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997

INSTRUCTIONS

- General** – The manufactured products and services listed below are generally made in your industry. If you make products that are not listed, describe and report them in the "All other products made in this establishment" section at the end of item 18B. PLEASE DO NOT COMBINE PRODUCT LINES.
If quantities are requested, please use the unit of measure specified.
If the information as requested cannot be taken directly from your book records, REASONABLE ESTIMATES ARE ACCEPTABLE.
If your records are maintained in suites, an estimate of the distribution of these individual pieces (based on a sample of invoices or on cutting orders supplied to your production department) will be acceptable.
- Valuation of Products** – Report the value of the products shipped and services performed at the net selling value, f.o.b. plant to the customer; i.e., after discounts and allowances, and exclusive of freight charges and excise taxes.
If you transfer products to other establishments within your company, you should assign the full economic value to the transferred products; i.e., include all direct costs of production and a reasonable proportion of all other costs and profits.
- Contract Work** – Report PRODUCTS MADE BY OTHERS FOR YOU FROM YOUR MATERIALS on the specific lines as if they were made in this establishment. On the other hand, do not report on the specific product lines PRODUCTS THAT YOU MADE FROM MATERIALS OWNED BY OTHERS. Report only the amount that you received for "commission or contract receipts" under Census product code 93000 00 8.
- Resales** – Do not report on the specific product lines those PRODUCTS BOUGHT AND SOLD OR TRANSFERRED FROM OTHER ESTABLISHMENTS OF YOUR COMPANY AND SOLD WITHOUT FURTHER MANUFACTURE. Report only a value under Census product code 99989 00 6, "Resales."
- Upholstered Wood Household Furniture** should include interior household seats accomodating one or more persons and meeting any of the following criteria:
 - Wood frame with more than the top surface of seat or more than the front of the back covered.
 - Wood construction with loose or detachable back and seat cushions of innerspring, foam, etc.

Line No.	Products and services (A)	Census product code (B)	Products shipped and other receipts			
			Quantity (Number) (D)	Value, f.o.b. plant (E)		
				583	584	584
			Millions	Thou-sands	Dollars	
1	UPHOLSTERED WOOD HOUSEHOLD FURNITURE, EXCEPT DUAL-PURPOSE SLEEP FURNITURE (25120) Sofas, davenports (excluding dual-purpose), settees, and loveseats, excluding chairs sold as part of suites and sectional sofa pieces	25120 12 2		\$		
2	Swivel chairs, with variable height adjustment	25120 31 2				
3	Other chairs, except reclining	25120 35 3				
4	Sectional sofa pieces, including pieces seating one person	25120 41 1				
5	Rockers, including swivel rockers	25120 45 2				
6	Reclining chairs, all types	25120 54 4				
7	Other upholstered wood household furniture (ottomans, hassocks, benches, chaise lounges, etc.) – <i>Specify kind</i>	25120 98 1				
8	Custom-made wood household furniture, except upholstered, sold directly to customers at retail	57121 11 3				

If not shown, please enter your 11-digit Census File Number from the address label on page 1

Census File Number

Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 – Continued

Line No.	Products and services (A)		Census product code (B)	Products shipped and other receipts			
				Quantity (Number) (D)	Value, f.o.b. plant (E)		
					584 Millions	Thou- sands	Dollars
9	Custom-made wood household furniture, upholstered, sold directly to customers at retail		57121 21 2		\$		
10	WOOD FURNITURE FRAMES FOR HOUSEHOLD FURNITURE (24266)	For seating	24266 11 6				
11		Other	24266 13 2				
12	Wood living room tables (all types), except card and telephone tables		25112 41 8				
13	Wood dining room tables, 30 x 40 inches or larger		25113 11 9				
14	Wood dining room chairs		25113 31 7				
15	FOUNDATIONS (Excluding innerspring units, foundations incorporated into hybrid type flotation, air, and adjustable ensembles) (25153)	Spring	25153 15 6				
16		Foam	25153 17 2				
17		Other foundations, including platform – Specify kind	25153 19 8				
18	Dual-purpose sleep furniture; including convertible sofas, jackknife sofa beds and chair beds, studio couches, and futons shipped with frames		25155 00 3				
19	Seats for public conveyances (except aircraft); including automobiles, trucks, buses, and van conversion seats		25312 13 3				
20	Reed and rattan seating, including willow, wicker, and cane		25190 33 1				
21	Other reed and rattan furniture		25190 35 6				
22	ALL OTHER PRODUCTS MADE IN THIS ESTABLISHMENT	<i>Describe and report separately each product with a sales value of \$50,000 or more which cannot be assigned to one of the lines above. Specify unit of measure for quantity. For all remaining products, write "Other" and report a single value.</i>	18				
23			26				
24			34				
25			42				
26	CONTRACT WORK	Receipts for work done for others on their own materials <i>Describe below products worked on and kind of work.</i>	93000 00 8				
27	MISCELLANEOUS RECEIPTS	Sales of scrap, refuse, and other miscellaneous receipts (including receipts for repair work, etc.)	99980 00 5				
28	RESALES	Sales of products bought and sold without further manufacture, processing, or assembly in this establishment. The cost of such items should be reported in item 10, line b.	99989 00 6				
29	TOTAL value of shipments and other receipts Sum of lines 1–28, column (E)		77000 00 8		\$		

Items 19–21 – Not applicable to this report

REMARKS – Please use this space for any explanations that may be essential in understanding your reported data.

Item 22. CERTIFICATION – This report is substantially accurate and has been prepared in accordance with instructions.

Name of person to contact regarding this report (<i>Print or type</i>)				Telephone	Area code	Number	Extension	
667	1			2				
Name of company				Address (<i>Number and street, city, State, ZIP Code</i>)				
Period covered	FROM: Month		Day	Year	TO: Month		Day	Year
	666	1			2			
Signature of authorized person				Title			Date	