

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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  571 (B)	Unit of measure for quantities  (C)	Consumption of purchased materials and of materials received from other establishments of your company		
				Quantity  573 (D)	Cost, including delivery cost (freight-in)  (E)	
					574 Millions	Thou-sands
1	Organic and inorganic pigments	280023 3	↑ Thousand pounds ↓		\$	
2	Carbon black	289501 9				
3	Plastics resins consumed in the form of granules, pellets, liquids, etc., but excluding sheets, rods, tubes, and shapes	282104 9				
4	Paints, varnishes, lacquers, shellacs, japans, enamels, and allied products, including all ink vehicles and varnishes	285110 3				
5	Wood rosin, turpentine, and other wood chemicals	286104 5				
6	Hydrocarbon oils and solvents	290010 8	↑ Thousand gallons ↓			
7	Oxygenated solvents	286905 5				
8	Metal containers	340001 7				
9	Cost of all other materials and components, parts, containers, and supplies consumed . . . . . <i>Describe the principal materials, etc., included in this value.</i>	970099 8				
10	<b>TOTAL</b> Sum of lines 1-9 should equal item 10, line a				\$	

CONTINUE WITH ITEM 18A ON PAGE 6

**Item 18A. TYPE OF OPERATION CONDUCTED AT THIS ESTABLISHMENT DURING 1997**

Line No.	Item  <b>(A)</b>		Key	Mark (X) appropriate box  <b>(B)</b>
1	OPERATIONS PERFORMED	Manufacturing only	401	651 0 <input type="checkbox"/>
2		Blending only	402	652 8 <input type="checkbox"/>
3		Blending inks for others on their own materials (Report value of contract work done on line 29 of item 18B)		
4	Both manufacturing and blending		404	654 4 <input type="checkbox"/>

**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.
- 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."

**DEFINITIONS OF SPECIFIED PRODUCTS**

**LETTERPRESS INKS**

- News Inks** – Include inks for printing newspapers, black and color. Do not include web offset news ink.
- Packaging Inks** – Include all letterpress inks for the packaging industry. Report all letterpress folding carton, corrugated, multiwall bag, label, and paper cup inks.
- Other Letterpress Inks** – Include all letterpress inks not specified above, including publication inks. Letterpress inks for sheet-fed printing should be reported here.

- Publication Inks** – Include inks for publication printing by the gravure process. Include extenders and transparent whites sold to the publication gravure industry.
- Other Gravure Inks** – Include all gravure inks not specified above.

**LITHOGRAPHIC AND OFFSET INKS**

- News and Nonheat-Set Web Offset Inks** – Include inks for printing newspapers by the web offset process, both black and color, including nonheat types. Do not include letterpress news inks.
- Publication and Commercial Web Inks** – Include all heat-set web offset inks.
- Sheet-Fed Inks** – Include all sheet-fed lithographic inks for the packaging industry and general printing. Include metal decoration, dry offset, and letterset inks.
- Other Lithographic and Offset Inks** – Include all lithographic inks not specified above.

**FLEXOGRAPHIC (INCLUDING EXTENDERS)**

- Packaging Inks** – Include inks for printing by the flexographic process sold to the packaging industry, including extenders and transparent whites. *Differentiate between water and solvent type flexographic inks.*
- News and Commercial Inks** – Include inks for printing newspapers and for commercial use by the flexographic process. Include extenders and transparent whites.
- Other Flexographic Inks** – Include all flexographic inks not specified above.

**GRAVURE (INCLUDING EXTENDERS)**

- Packaging Inks** – Include inks sold to the packaging industry. Report all gravure folding carton, paper wrapper, label, film, and foil inks. Include extenders and transparent whites sold to the packaging gravure industry.

**NON-IMPACT/DIGITAL INKS**

- Inkjet inks** – Include all continuous jet, drop-on-demand, bubble-jet and other inkjet inks for all applications.
- Electrophotographic Printing Inks** – Include all liquid and dry electrophotographic inks for non-impact printing. Do NOT include dry toners for office copiers, laser printers or facsimile machines.
- Other Non-Impact Printing Inks** – Include all electronic, ion deposition, magnetographic, thermal transfer and other non-impact printing inks not specified above.

**CONTINUE WITH ITEM 18B ON PAGE 7**

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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 (Thousand pounds)  (D)	Value, f.o.b. plant (E)		
					584 Millions	Thou- sands	Dollars
1	Printing Inks <b>(28931)</b>	LETTERPRESS INKS News inks	28931 05 3		\$		
2		Packaging inks	28931 15 2				
3		Other letterpress inks, including publication inks – <i>Specify kind</i>  	28931 17 8				
4	LITHOGRAPHIC AND OFFSET INKS <b>(28932)</b>	News and nonheat web offset inks	28932 31 7				
5		Publication and commercial web inks	28932 32 5				
6		Sheet-fed inks	Packaging inks	28932 35 8			
7			General inks	28932 44 0			
8		Other lithographic and offset inks – <i>Specify kind</i>  	28932 46 5				
9	GRAVURE INKS <b>(28933)</b>	Packaging inks	Solvent types	28933 41 4			
10			Water types	28933 42 2			
11		Publication inks	Solvent types	28933 44 8			
12			Water types	28933 46 3			
13		Other gravure inks – <i>Specify kind</i>  	28933 49 7				
14	FLEXOGRAPHIC INKS <b>(28934)</b>	Packaging inks	Solvent types	28934 82 6			
15			Water types	28934 83 4			
16		News and commercial inks	28934 87 5				
17		Other flexographic – <i>Specify kind</i>  	28934 89 1				
18	NON-IMPACT/DIGITAL INKS <b>(28936)</b>	Inkjet inks	28936 11 0				
19		Electrophotographic printing inks	28936 21 9				
20		Other non-impact/digital inks – <i>Specify kind</i>  	28936 31 8				
21	PRINTING INKS, N.E.C. <b>(28937)</b>	Textile printing inks	28937 71 2				
22		Screen printing inks	28937 85 2				
23		Other printing inks, including stencil inks – <i>Specify kind</i>  	28937 99 3				

CONTINUE WITH ITEM 18B ON PAGE 8

Item 18. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 – Continued									
Line No.	Products and services  (A)		Census product code  581 (B)	Products shipped and other receipts					
				Quantity (Thousand pounds)  583 (D)	Value, f.o.b. plant (E)				
					584 Millions	Thou-sands	Dollars		
24	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. For all remaining products, write "Other" and report a single total value.</i>	18		\$				
25			26						
26			34						
27			42						
28			59						
29			67						
30			75						
31			83						
32			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				
33	MISCELLANEOUS RECEIPTS	Sales of scrap, refuse, electricity and other miscellaneous receipts (including receipts for repair work, etc.)	99980 00 5						
34	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						
35	<b>TOTAL value of shipments and other receipts</b> Sum of lines 1–34, 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	