

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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 | Softwood plywood | 243601 2 | | | |
| 5 | Hardwood plywood | 243510 5 | | | |
| 6 | Hardwood veneer | 243530 3 | | | |
| 7 | Particleboard (wood) | 249310 4 | | | |
| 8 | Medium density fiberboard (MDF) | 249330 2 | | | |
| 9 | Hardboard (wood fiberboard) | 249340 1 | | | |
| 10 | Furniture frames, wood | 242661 7 | | | |
| 11 | Paints, varnishes, lacquers, shellacs, japans, enamels, and allied products | 285101 2 | | | |
| 12 | Adhesives and sealants | 289100 0 | | | |
| 13 | Plastics resins consumed in the form of granules, pellets, powders, liquids, etc., but excluding sheets, rods, tubes, and shapes | 282104 9 | | | |
| 14 | Plastics parts, components, sheets, and other shapes (excluding plastics resins) | 308009 0 | | | |
| 15 | Flat glass (plate, float, and sheet) | 321101 8 | | | |
| 16 | Mirrors, framed and unframed | 323150 3 | | | |
| 17 | Fabrics, all types | 220390 9 | | | |

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 Millions | 574 Thou- sands | 574 Dollars |
| 18 | Furniture and builders' hardware (including cabinet hardware, glides, handles, hinges, locks, casters, etc.) | 342901 6 | \$ | | |
| 19 | Paperboard containers, boxes, and corrugated paperboard | 265001 8 | | | |
| 20 | Cost of all other materials and components, parts, containers, and supplies consumed <i>Describe the three principal materials, etc. included in this value.</i> | 970099 8 | | | |
| 21 | TOTAL Sum of lines 1–20 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.
- 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
- 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 Furniture** – Upholstered furniture should include interior household seats accommodating one or more persons and meeting any of the following criteria:
 - Wood frame with more than the top surface of the seat or more than the front of the back covered.
 - Wood construction with loose or detachable back and seat cushions of innerspring, foam, etc.
 - Household seats with metal frame having more than the top surface of the seat or more than the front of the back covered, except metal dinette and kitchen chairs, folding chairs, and outdoor furniture which are not classified as upholstered furniture.

| 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 Millions | 583 Thou- sands |
| 1 | WOOD LIVING ROOM, LIBRARY, FAMILY ROOM, AND DEN FURNITURE (25112) (Continued on next page) | Cabinets (including record, music, sewing, smoking, etc.) (Report sewing machine, radio, phono, and television cabinets on lines 51–53; ready-to-assemble cabinets on lines 38 and 41.) | 25112 19 4 | \$ | |
| 2 | | | 25112 33 5 | | |
| 3 | | | 25112 35 0 | | |
| 4 | | | 25112 41 8 | | |
| 5 | | | 25112 51 7 | | |
| 6 | | | 25112 71 5 | | |

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Item 18B. 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 (Number) 583 (D) | Value, f.o.b. plant (E) | | |
| | | | | | 584 Millions | Thou- sands | Dollars |
| 7 | WOOD LIVING ROOM, LIBRARY, FAMILY ROOM, AND DEN FURNITURE (25112) – Continued | Wall units (desk, bookcase, and storage type) | 25112 81 4 | | \$ | | |
| 8 | | Other seating (including settees, loveseats, benches, stools) | 25112 91 3 | | | | |
| 9 | | Other nonupholstered living room furniture (secretaries, breakfronts, bars, magazine racks, smoking stands, ornamental screens, whatnots, hanging shelves, telephone tables and chairs, etc.) – <i>Specify kind</i> | 25112 98 8 | | | | |
| 10 | WOOD DINING ROOM AND KITCHEN FURNITURE (Except kitchen cabinets) (25113) | Tables, 30 x 40 inches and greater, dining room | 25113 11 9 | | | | |
| 11 | | Chairs, dining room | 25113 31 7 | | | | |
| 12 | | Buffets and servers, dining room | 25113 51 5 | | | | |
| 13 | | China and corner cabinets, dining room | 25113 71 3 | | | | |
| 14 | | Other dining room and kitchen seating | 25113 91 1 | | | | |
| 15 | | Other dining and kitchen furniture (including junior dining furniture sets) – <i>Specify kind</i> | 25113 99 4 | | | | |
| 16 | WOOD KITCHEN CABINETS AND VANITIES | Wood kitchen cabinets, stock line | 24341 00 0 | | | | |
| 17 | | Wood kitchen cabinets, custom | 24342 00 8 | | | | |
| 18 | | Vanities and other cabinet work | 24343 00 6 | | | | |
| 19 | WOOD BEDROOM FURNITURE (25115) (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.) | Beds (excluding headboards, headboard beds, bunk beds, cribs, cradles, hollywood beds, and youth beds) | 25115 11 4 | | | | |
| 20 | | Headboards and headboard beds (including padded) | 25115 13 0 | | | | |
| 21 | | Bunk beds (excluding mattresses and detachable springs) | 25115 15 5 | | | | |
| 22 | | Conventional water beds | 25115 17 1 | | | | |
| 23 | | Dressers, vanities, and dressing tables | 25115 21 3 | | | | |
| 24 | | Wardrobes, chifforobes, armoires, wardrobe type cabinets | 25115 33 8 | | | | |
| 25 | | Chests of drawers | 25115 35 3 | | | | |
| 26 | | Cedar chests | 25115 41 1 | | | | |
| 27 | | Night tables and stands | 25115 61 9 | | | | |
| 28 | | Other nonupholstered bedroom furniture (including commodes, bed rails, chairs, valet stands, etc.) – <i>Specify kind</i> | 25115 98 1 | | | | |
| 29 | INFANTS' AND CHILDREN'S WOOD FURNITURE (25116) | Cribs (including springs sold as part of the crib) | 25116 11 2 | | | | |
| 30 | | Seating (chairs, nursery seats, high chairs, etc.) | 25116 21 1 | | | | |
| 31 | | Other bedroom furniture, including youth beds | 25116 31 0 | | | | |
| 32 | | Other infants' and children's furniture | 25116 98 9 | | | | |

CONTINUE WITH ITEM 18B ON PAGE 8

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) | | |
| | | | 581 | | 583 | 584 | Millions |
| 33 | Wood Outdoor Furniture, Unpainted Wood Furniture, and Ready-to-Assemble Wood Furniture (25117) | Porch, lawn, beach, and similar outdoor furniture | 25117 25 0 | | \$ | | |
| 34 | | Unpainted wood furniture, assembled (furniture-in-the-white), including bookcases, chairs, tables, desks, chests of drawers, vanities, etc. – <i>Specify kind</i> | 25117 48 2 | | | | |
| 35 | | READY-TO-ASSEMBLE WOOD HOUSEHOLD FURNITURE, UNPAINTED OR FINISHED, SOLD IN KITS | 25117 63 1 | | | | |
| 36 | | Seating | 25117 65 6 | | | | |
| 37 | | Kitchen furniture | 25117 67 2 | | | | |
| 38 | | Bedroom furniture | 25117 75 5 | | | | |
| 39 | | Home entertainment centers | 25117 77 1 | | | | |
| 40 | | Shelving | 25117 81 3 | | | | |
| 41 | | Home/Office computer furniture | 25117 83 9 | | | | |
| 42 | WOOD FURNITURE FRAMES FOR HOUSEHOLD FURNITURE (24266) | For seating | 24266 11 6 | | | | |
| 43 | | Other | 24266 13 2 | | | | |
| 44 | Hardwood furniture parts, completely fabricated and ready for assembly (except frames) | | 24262 81 8 | | | | |
| 45 | UPHOLSTERED WOOD HOUSEHOLD FURNITURE, EXCEPT DUAL-PURPOSE SLEEP FURNITURE (If your records are in "suites," see procedure for estimating for lines 19–28 above.) | Sofas, davenports (excluding dual-purpose), settees, and loveseats (excluding chairs sold as part of suites and sectional sofa pieces) | 25120 12 2 | | | | |
| 46 | | Swivel chairs with variable height adjustment | 25120 31 2 | | | | |
| 47 | | Other chairs, except reclining | 25120 35 3 | | | | |
| 48 | | Sectional sofa pieces (including pieces seating one person) | 25120 41 1 | | | | |
| 49 | | Rockers, including swivel rockers | 25120 45 2 | | | | |
| 50 | | Reclining chairs, all types | 25120 54 4 | | | | |
| 51 | WOOD TELEVISION, RADIO, STEREO, AND SEWING MACHINE CABINETS (25170) (Report ready-to-assemble kits on lines 38 and 41) | Television cabinets and combinations (television, stereo, and radio) | 25170 15 0 | | | | |
| 52 | | Audio cabinets, including radio, stereo, phonograph, and speaker cabinets | 25170 18 4 | | | | |
| 53 | | Sewing machine cabinets | 25170 21 8 | | | | |
| 54 | HOUSEHOLD FURNITURE, EXCEPT WOOD OR METAL (25190) | Plastics and fibrous glass cabinets, including radio, phonograph, television, stereo, and combinations thereof | 25190 11 7 | | | | |
| 55 | | Other plastics and fibrous glass household furniture, including seating | 25190 15 8 | | | | |
| 56 | | Reed and rattan seating (including willow, wicker, and cane) | 25190 33 1 | | | | |
| 57 | | Other reed and rattan furniture | 25190 35 6 | | | | |
| 58 | | Other household furniture, n.e.c. – <i>Specify kind and material</i> | 25190 98 4 | | | | |

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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 (Number) (D) | Value, f.o.b. plant (E) | | |
| | | | | 584 Millions | Thou- sands | Dollars |
| 59 | Custom made wood household furniture, except upholstered, sold directly to customers at retail | 57121 11 3 | | \$ | | |
| 60 | Custom made wood household furniture, upholstered, sold directly to customers at retail | 57121 21 2 | | | | |
| 61 | Wood office furniture | 25210 00 6 | | | | |
| 62 | Plastics laminated fixture tops (including drain boards, sink, cabinet, table, counter, and fixture tops) | 25412 00 8 | | | | |
| 63 | Mirrors made of purchased glass (framed, decorated, and undecorated) | 32315 21 0 | | | | |
| 64 | 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 total value.</i> | 18 | | | | |
| 65 | | 26 | | | | |
| 66 | | 34 | | | | |
| 67 | | 42 | | | | |
| 68 | | 59 | | | | |
| 69 | | 67 | | | | |
| 70 | | CONTRACT WORK <i>Receipts for work done for others on their own materials. Describe below products worked on and kind of work.</i> | 93000 00 8 | | | |
| 71 | MISCELLANEOUS RECEIPTS Sales of scrap, refuse, and other miscellaneous receipts (including receipts for repair work, etc.) | 99980 00 5 | | | | |
| 72 | RESALES Sales of products bought and sold without further manufacture, processing, or assembly in this establishment. Report the cost of such items in item 10, line b. | 99989 00 6 | | | | |
| 73 | TOTAL value of shipments and other receipts Sum of lines 1-72, 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 | | Month | Day | Year | Month | Day | Year |
| 666 | 1 | | | | 2 | | |
| Signature of authorized person | | | Title | | Date | | |