

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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 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
		571	574		
1	Hardwood dimension and parts, including furniture frames	242628 6	\$		
2	Plastics products consumed in the form of sheets, rods, tubes, and other shapes	308007 4			
3	Mill shapes and forms, including castings (steel, aluminum, etc.)	330001 9			
4	CORE MATERIAL, EXCLUDING PADDING AND TOPPER PADS Springs, innerspring units, and box spring constructions	349538 9			
5	Constructions (sleeper mechanisms) for dual-purpose sleep furniture	342921 4			
6	Foam core, including latex	300003 1			
7	Woven upholstery fabrics (cotton, nylon, polyester, rayon, etc.), excluding ticking	220200 0			
8	Ticking (mattress)	221141 5			
9	Cotton linters and cotton waste (net weight)	190047 1			
10	Padding, foam (except mattress cores)	308604 8			
11	FILLING MATERIALS (Purchased premade) Cotton felt	190048 9			
12	Insulators, all types, except cotton felt	190049 7			
13	Other cushioning materials	190044 8			
14	Paper and paperboard containers	260091 4			
15	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			
16	TOTAL Sum of lines 1–15 should equal item 10, line a.		\$		

Item 18A – Not applicable to this report

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

INSTRUCTIONS

1. 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.

2. 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.

3. 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.

4. 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."

5. Special Definitions and Instructions

a. Dual-purpose mattress insert – A mattress specifically designed and produced for insertion into sleep sofas, wherein the mattress, when not in use, folds into the sofa unit beneath the surface by means of a mechanical device to which the mattress is attached.

b. Foundations – Spring type, foam, solid (including platform) and other. Do not include foundation components or constructions shipped to other plants of your company for further fabrication into the end product. Do not include foundations incorporated into hybrid type flotation, air, and adjustable ensembles.

c. Sleep System Ensembles:

(1) Hybrid type flotation – Includes (a) a mattress finished in a conventional manner using ticking fabrics which contains a flexible bag, typically vinyl, designed to contain water which is inserted into the upholstery system and (b) a foundation, spring, foam, solid, or otherwise constructed to provide support to and on which the mattress rests. Do not include conventional water beds.

(2) Electric adjustable sleep ensemble – A flexible mattress, with or without accompanying foundation, placed on an adjustable platform which is mounted on a support base and includes an electrically operated mechanism for adjusting the position of the platform and sleep surface.

d. Conventional water bed – A bed consisting of a vinyl bag designed to contain water, a liner, and a heating unit, all designed to be contained within a rigid wood framing system.

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
1	Mattresses	Innerspring mattresses, other than crib size, including those with polyurethane or rubber topper pads and those sold as part of Hollywood beds, excluding inserts (25151)	25151 00 2		\$		
2	OTHER MATTRESSES, INCLUDING CRIB MATTRESSES AND MATTRESS INSERTS (25152)	Crib mattresses, all types, including crib size mattresses made with innersprings, polyurethane, latex foam, hair, cotton felt, etc.	25152 11 7				
3		Foam core mattresses, other than crib size	25152 15 8				
4		Other mattresses, including those made of inflatable air chambers, cotton felt, hair, etc. (do not include mattresses for cribs, foam, hybrid type flotation, air, and adjustable ensembles)	25152 47 1				
5		Mattress inserts for dual-purpose sleep furniture (innerspring and foam), and futons shipped without frames	25152 65 3				
6		Vinyl covered pads for high chairs, playpens, bassinets, babyseats, baby carriages, bumper pads, etc.	23990 98 9				
7	FOUNDATIONS (Excluding innerspring units, foundations incorporated into hybrid type flotation, air, and adjustable ensembles) See special instructions. (25153)	Spring	25153 15 6				
8		Foam	25153 17 2				
9		Other foundations (including platform)	25153 19 8				
10		Dual-purpose sleep furniture, including convertible sofas, jackknife sofa beds and chair beds, studio couches, and futons shipped with frames (25155)	25155 00 3				

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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)		
			581		583	584	Thou- sands
11	SLEEP SYSTEM ENSEMBLES (Excluding conventional water beds) (25156)	Hybrid type flotation ensemble	25156 13 4		\$		
12		Electric adjustable sleep ensemble (excluding hospital beds)	25156 19 1				
13	Conventional water beds		25115 17 1				
14	Hospital beds (25991) (Report bedsprings for hospital beds that are not shipped as part of the bed on page 6, line 7)		25991 00 1				
15	UPHOLSTERED WOOD HOUSEHOLD FURNITURE, EXCEPT DUAL-PURPOSE SLEEP FURNITURE (25120)	Sofas, davenports, settees, and loveseats (excluding chairs sold as part of suites or sectional sofa pieces)	25120 12 2				
16		Swivel chairs with variable height adjustment	25120 31 2				
17		Other chairs, except reclining	25120 35 3				
18		Sectional sofa pieces, including pieces seating one person	25120 41 1				
19		Rockers, including swivel rockers	25120 45 2				
20		Reclining chairs, all types	25120 54 4				
21		Other upholstered wood household furniture (ottomans, hassocks, benches, chaise lounges, etc.) – <i>Specify kind</i>	25120 98 1				
22	Metal bedframes (complete metal bedframes, sold separately, with or without a headboard)		25147 37 2				
23	Sleeper mechanisms		34292 12 8				
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. Specify unit of measure for quantity. For all remaining products, write "Other" and report a single value.</i>	18				
25			26				
26			34				
27			42				
28			59				
29	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				

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
30	MISCELLANEOUS RECEIPTS	Sales of scrap, refuse, and other miscellaneous receipts (including receipts for repair work, etc.)	99980 00 5				\$
31	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				
32	TOTAL value of shipments and other receipts Sum of lines 1–31 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