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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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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
1	Perfume oil mixtures and blends	284421 5	\$		
2	Perfume materials (synthetic organic)	286931 1			
3	Essential oils, natural	289951 6			
4	Bulk surfactants (surface active agents) other than sulfonated oils and fats	284307 6			
5	Fats, oils, greases, and tallow; animal, including lanolin; marine; vegetable, including carnauba and other vegetable waxes	207020 9			
6	Refined petroleum products; including mineral oil, naphtha solvents, petrolatum, waxes, etc.	291102 2			
7	Alcohols	286955 0			
8	Other synthetic organic chemicals, including halogenated hydrocarbons	286906 3			
9	Silicates	281970 4			
10	Fabricated plastics products, except plastics containers, including dispensing pumps and trigger and mist sprayers	308095 9			
11	CONTAINERS Plastics; including jars, tubes, tubs, and bottles	308015 7			
12	Glass	322101 7			
13	Paper and paperboard; including shipping containers, setup and folding cartons, etc.	260012 0			
14	Metal	340001 7			

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Item 17. CONSUMPTION OF SELECTED MATERIALS DURING 1997 – Continued					
Line No.	Materials, parts, and supplies (A)	Census material code 571 (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
15	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	\$		
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 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.

The value of all products shipped in "gift" or "promotional" sets should be distributed among the individual lines for the products included in the set. All direct costs of production and profits should be equitably distributed among the products included in the set.

The value of any product included in these sets that is NOT manufactured by this establishment should be reported under RESALES. (See instruction 4.)

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. Detailed Data Reported Elsewhere – Items denoted by an asterisk (*) require totals for groups of products covered in the Current Industrial Reports (CIR) survey MA28G, Pharmaceutical Preparations. If you report on the CIR form, the sum of the detailed CIR products should equal the total reported on this census form.

NOTE: Only CIR totals are requested; do not duplicate detail reported on the CIR.

Line No.	Products and services * Item corresponds to products reported on Current Industrial Reports (CIR) (A)	Census product code 581 (B)	Products shipped and other receipts		
			Value, f.o.b. plant (E)		
			584 Millions	Thou-sands	Dollars
1	SHAVING PREPARATIONS (28441) Shaving soap and cream	28441 49 1	\$		
2	Aftershave preparations (all forms)	28441 56 6			
3	Other shaving preparations, including preshave preparations and styptics –Specify kind	28441 59 0			

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

Line No.	Products and services * Item corresponds to products reported on Current Industrial Reports (CIR)				Census product code 581	Products shipped and other receipts			
						Value, f.o.b. plant (E)			
						584	Thousands	Dollars	
(A)						(B)			
4	PERFUMES, TOILET WATER, AND COLOGNES (28442)	Perfume oil mixture and blends			28442 11 9	\$			
5		Perfumes			28442 23 4				
6		Toilet waters			28442 35 8				
7		Colognes			28442 45 7				
8	Hair Preparations (Including shampoos) (28443)	SHAMPOOS (Including products with additives for tints, colorings, or dandruff removal)	Containing soap	Professional	28443 11 7				
9				Consumer use	28443 12 5				
10		Synthetic organic chemicals	Liquid	Professional	28443 14 1				
11				Consumer use	28443 15 8				
12				Cream and gels		28443 18 2			
13				HAIR TONICS (Including hair and scalp conditioners)		Professional	28443 20 8		
14				Consumer use	28443 22 4				
15		HAIR MOUSSE		Professional	28443 27 3				
16				Consumer use	28443 28 1				
17		PERMS		Consumer use (complete and refill)		28443 36 4			
18				Professional		28443 39 8			
19		Hair dressings; including brilliantines, creams, and pomades				28443 41 4			
20		HAIR COLORING PREPARATIONS (bleaches, dyes, rinses, tints, etc.)		Professional		28443 52 1			
21				Consumer use		28443 53 9			
22		HAIR SPRAY		Aerosol		28443 63 8			
23				Nonaerosol		28443 64 6			
24		Hair rinses, excluding color rinses				28443 65 3			
25		Other hair preparations, including heat setting wave solutions – Specify kind				28443 95 0			
26		DENTRIFICES, MOUTH-WASHES, GARGLES, AND RINSES (28444)	Toothpaste, including gels and toothpowder			28444 21 4			
27	Denture cleaners			28444 31 3					
28	Other oral hygiene products; including mouthwashes, rinses, breath fresheners, dental floss, and dental adhesives; excluding toothbrushes and toothpicks (Report antiseptic mouthwashes and gargles on line 59)			28444 98 2					
29	Creams, Lotions and Oils (Excluding shaving, hair, bath, and deodorant) (28446)	CREAMS	Cleansing creams		28446 11 0				
30			Foundation creams		28446 13 6				
31			Lubricating creams, including hormone creams		28446 15 1				
32			Moisturizing cream		28446 17 7				
33			Other creams, except eye and manicuring creams – Specify kind		28446 19 3				
33	(Continued on next page)								

Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 – Continued								
Line No.	Products and services * Item corresponds to products reported on Current Industrial Reports (CIR)			Census product code	Products shipped and other receipts			
					Value, f.o.b. plant (E)			
	(A)	(B)	581	584	Millions	Thousands	Dollars	
34	Creams, Lotions and Oils (Excluding shaving, hair, bath, and deodorant) – (28446) Continued	LOTIONS AND OILS	Suntan lotions and oils	28446 21 9	\$			
35			Sunscreens and sunblocks	28446 22 7				
36			Cleansing lotions	28446 23 5				
37			Cosmetic oils, including baby oil but excluding suntan oils	28446 24 3				
38			Hand lotions	28446 25 0				
39			Body lotions	28446 26 8				
			Other lotions and oils; excluding hair, shaving, and bath – <i>Specify kind</i>					
40					28446 29 2			
41	Other Cosmetics and Toilet Preparations (28447)		Lip preparations (lipstick, lip gloss, lip conditioners, etc.)	28447 11 8				
42			Blushers	28447 15 9				
43			Eye preparations (mascara, eye shadow, eye liners, eye creams, etc.)	28447 21 7				
44			Feminine hygiene douches and deodorants – all types (Report medicated douches on line 57)	28447 25 8				
45			UNDERARM DEODORANTS	Aerosol and spray type	28447 31 6			
46				Roll-on, solid, etc.	28447 35 7			
47			MANICURING PREPARATIONS	Nail enamels and polishes	28447 41 5			
48				Nail enamel and polish removers	28447 45 6			
				Other manicuring preparations, including nail and cuticle conditioners and creams – <i>Specify kind</i>				
49					28447 51 4			
50			POWDER	Talcum and toilet powder	28447 55 5			
51				Face powder (pressed and loose)	28447 61 3			
				Other powder; including foot powder, etc. – <i>Specify kind</i>				
52					28447 65 4			
53				Bath salts, tablets, oils, and bubble bath	28447 71 2			
54				Premoistened towelettes, including wipes for babies	28447 75 3			
55				Facial scrubs and masks	28447 81 1			
56		Depilatories	28447 85 2					
		Other cosmetics and toiletries – <i>Specify kind</i>						
57			28447 95 1					
58	PHARMACEUTICAL PREPARATIONS FOR HUMAN USE (Except diagnostics)	Acting on the central nervous system and the sense organs (corresponds to the sum of CIR item codes 5211–5298)*	28342 00 4					
59		Acting on the digestive or genito-urinary system (corresponds to the sum of CIR item codes 5511–5598)*	28345 00 7					
60		Acting on the skin (corresponds to the sum of CIR item codes 5611–5698)*	28346 00 5					
61		Affecting parasitic and infective diseases (corresponds to the sum of CIR item codes 5811–5898)*	28348 00 1					

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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)	Unit of measure for quantities (C)	Products shipped and other receipts				
					Quantity (D)	Value, f.o.b. plant (E)			
						Millions	Thou- sands	Dollars	
62	Toilet soaps, in bars, except medicated soaps	BARS	28413 12 8	↑ Thousand pounds ↓		\$			
63		Deodorant							28413 13 6
64		Nondeodorant							28413 14 4
65		Liquids	28413 15 1	Thousand gallons					
66	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>							
67			18						
68			26						
69			34						
70			42						
71	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					
72	MISCELLANEOUS RECEIPTS	Sales of scrap, refuse, electricity, and other miscellaneous receipts (including receipts for repair work, etc.)		99980 00 5					
73	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					
74	TOTAL value of shipments and other receipts Sum of lines 1-73, 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