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 9700998.

Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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 9998900 6, "Resales."


## Item 17. CONSUMPTION OF SELECTED MATERIALS DURING 1997 - Continued



If "Yes," indicate in column (C) by marking appropriately, which of the specified operations were performed in this establishment during 1997. Where "YES" is marked, show in column (D) the approximate number of production workers on all shifts usually engaged in the specified operation.

| $\begin{gathered} \dot{0} \\ \underset{\sim}{0} \\ \underset{Z}{3} \end{gathered}$ | Operation <br> (A) | Census code | Was this operation performed in this establishment during 1997? <br> (C) |  | Number of production workers (on all shifts) usually employed when operated (estimate if necessary) <br> (D) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  | Yes | No |  |
| 1 | Electroplating and other plating | 018 | ${ }_{1} \square$ | $2 \square$ |  |
| 2 | Galvanizing and other hot dip coating | 026 | ${ }_{1} \square$ | $2 \square$ |  |
| 3 | Heat treating of metals for production purposes | 034 | ${ }_{1} \square$ | $2 \square$ |  |
| 4 | Precision turned products (on screw machines, turning centers, and CNC equipment) | 042 | ${ }_{1} \square$ | $2 \square$ |  |
| 5 | Machine shop | 059 | ${ }_{1} \square$ | $2 \square$ |  |
| 6 | Tool and die shop (if separate from machine shop) for jigs, fixtures, dies, and other special tooling | 067 | ${ }_{1} \square$ | $2 \square$ |  |
| 7 | Pattern shop (foundry patterns only - metal, wood, etc.) | 075 | ${ }_{1} \square$ | $2 \square$ |  |
| 8 | Sheet metal work, aluminum or steel | 083 | ${ }_{1} \square$ | $2 \square$ |  |
| 9 | Stamping and blanking of metals | 091 | ${ }_{1} \square$ | $2 \square$ |  |
| 10 | Painting, lacquering, and enameling on metals | 109 | ${ }_{1} \square$ | $2 \square$ |  |
| 11 | Welding of steel plate for manufacturing production | 117 | ${ }_{1} \square$ | $2 \square$ |  |
| 12 | Welding repair shop | 125 | ${ }_{1} \square$ | $2 \square$ |  |

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

## 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 93000008.
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 9998900 6, "Resales."


CONTINUE ON PAGE 8

|  | Products and services |  |  |  | Census <br> product <br> code <br> 581 <br> (B) | Products shipped and other receipts Value, f.o.b. plant (E) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  | 584 Millions |  |
|  |  |  |  |  |  |  |
| 16 | Fluid power valves, hose fittings, assemblies, and parts (corresponds to the sum of item codes 1201-2277 as reported on CIR form MA35N, Fluid Power Products, for 1997 |  |  |  | 34920009 | \$ | 1 |
| 17 | Industrial valves, except fluid power valves |  |  |  | 34910000 |  | ! |
|  | Fabricated pipe and pipe fittings made from purchased pipe - Specify type of metal |  |  |  |  |  |  |
| 18 |  |  |  |  |  |  | i |
|  |  |  |  |  | 34980003 |  | 1 \| |
| 19 | Other metal valves and pipe fittings (except garden hose products and plumbers' brass goods; report those on lines 41-46) |  |  |  | 34940007 |  | 1 1 |
| 20 | Dies and interchangeable cutting tools, except metal-cutting, for machines and power-driven handtools |  |  |  | 34235002 |  | 1 |
| 21 | Cutting tools, machine tool accessories, and machinists' precision measuring devices, for machine tools and for other metalworking machinery |  |  |  | 35450006 |  | 1 |
| 22 | Industrial molds and mold boxes (except ingot molds; report those on lines 41-46) |  |  |  | 35442003 |  | ! |
| 23 | Special dies and tools, die sets, jigs, and fixtures |  |  |  | 35441005 |  | 1 |
| 24 | Fabricated steel plate work (boiler shop products), incuding weldments, heat exchangers, tanks, vessels, and gas cylinders |  |  |  | 34430001 |  | 1 |
| 25 | Sheet metal work |  |  |  | 34440008 |  | 1 |
| 26 | $\begin{aligned} & \hline \text { JOB } \\ & \text { STAMPINGS } \end{aligned}$ | Automotive |  |  | 34650002 |  | 1 |
|  |  | Other |  |  |  |  | 1 |
| 27 |  |  |  |  | 34692004 |  | 1 |
| 28 | Flexible metal hose and tubing - Specify kind of metal |  |  |  |  |  | 1 |
|  |  |  |  |  |  |  | 1 |
|  |  |  |  |  | 35994003 |  | 1 \| |
|  | Hardware, not elsewhere classified - Specify kind and use |  |  |  |  |  | 1 \| |
|  |  |  |  |  |  |  | 1 |
| 29 |  |  |  |  | 34290007 |  | 1 \| |
| 30 | Electroplating, plating, polishing, and anodizing (performed on metals) |  |  |  | 34710004 |  | 1 |
| 31 | Etching, engraving, coating, and allied services (performed on metals) |  |  |  | 34790006 |  | 1 |
| 32 | Receipts for machine shop job work and job order repairs |  |  |  |  |  | 1 |
|  |  |  |  |  | 35995000 |  | 1 \| |
| 33 | Fabricated Plastics Products NOT Made On Turning Centers (Excluding pipe, bottles, plumbing ixtures, foam products, aminates, unsupported shapes, and custom compounding of purchased resins and color concentrates; report those on lines 41-46) | FOR <br> TRANSPORTA- <br> TION, <br> BUILDING <br> OR <br> CONSTRUCTION, <br> ELECTRICAL <br> OR <br> ELECTRONIC, <br> OR FURNITURE <br> COMPONENTS <br> OR <br> FURNISHING <br> APPLICATIONS | Reinforced or fiberglass products |  | 3089A 006 |  | 1 |
|  |  |  | Not reinforced or fiberglass |  |  |  |  |
|  |  |  |  | For transportation - Specify whether motor vehicle, aircraft/aerospace, or |  |  | 1 |
|  |  |  |  |  |  |  | 1 |
|  |  |  |  |  |  |  | 1 |
|  |  |  |  |  | 30891006 |  | 1 |
|  |  |  |  |  |  |  | 1 |
| 35 |  |  |  | hardware; report hardware on line 40) | 30898001 |  | 1 |
| 36 |  |  |  |  |  |  | 1 \| |
|  |  |  |  | For electrical or electronic applications | 30892004 |  | 1 \| |
|  |  |  |  | For furniture components or |  |  | , |
|  |  |  |  | furnishings | 30897003 |  | 1 |
|  |  | For industrial machinery |  |  | 30893002 |  | 1 |
|  |  | Plastics dinnerware, tableware, kitchenware, or oven/microwave ware (except cups; report those on line 40) |  |  |  |  |  |
| 39 |  |  |  |  | 30895007 |  | 1 |
|  |  | Other plastics products - Specify kind |  |  |  |  | 1 |
| 40 |  |  |  |  | 30890001 |  | 1 |



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.


