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

## 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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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."
5. Produced and Consumed - Forgings, foundries, and screw machine products - Report the quantities produced and used in manufacturing other products made in this establishment in item 19. Note that the materials used to produce these items should be reported in item 17.

|  | Materials, parts, and supplies(A) |  | Census material code | Consumption of purchased materials and of materials received from other establishments of your company |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Cost, including delivery cost (freight-in) <br> (E) |
|  |  |  | 1 (B) | $\begin{array}{\|l\|} \hline 574 \\ \hline \end{array}$ <br> Millions | Thousands Dollars |
| 1 | PUMPS | Hydraulic and pneumatic fluid power pumps, motors, and hydrostatic transmissions |  | 3594124 | \$ | । |
| 2 |  | Other pumps, except hydraulic | 3561024 |  | i |
| 3 | FLUID POWER PRODUCTS (Hydraulic and pneumatic) EXCEPT PUMPS AND MOTORS | Valves | 3492717 |  | । |
| 4 |  | Cylinders and rotary actuators | 3593019 |  | $1 \quad 1$ |
| 5 |  | Hose or tube fittings and assemblies | 3492618 |  | $\begin{array}{ll} 1 & 1 \\ 1 & 1 \\ \hline \end{array}$ |
| 6 |  | Filters | 3569217 |  |  |
| 7 |  | Other fluid power products, (except pumps, compressors, valves, cylinders, rotary actuators, hose or tube fittings and assemblies, and filters) | 1900893 |  | 1 \| |
|  | FABRICATED METAL PRODUCTS (Except forgings) | Metal tanks, heat exchangers, steam condensers, and other boiler products; fabricated steel plate and weldments | 3443108 |  |  |
|  |  | All other fabricated metal products | 3400769 |  | 1 1 <br> 1 1 |
| 10 | Forgings |  | 3460003 |  | $\begin{array}{ll}1 \\ 1 & 1 \\ 1 & 1\end{array}$ |
| 11 | CASTINGS (Rough and semifinished) | Iron and steel | 3320017 |  | 1 |
| 12 |  | Aluminum and aluminum-base alloy | 3360054 |  | $\begin{aligned} & 1 \\ & \text { \| } \end{aligned}$ |
| 13 |  | All other nonferrous castings | 3360039 |  | 1 |

Item 17. CONSUMPTION OF SELECTED MATERIALS DURING 1997 - Continued


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 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."
5. Detailed Data Reported Elsewhere - Items denoted by an asterisk ( ${ }^{*}$ ) require totals for groups of products covered in the more frequent Current Industrial Reports (CIR). If you report on the CIR forms, 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. from the address label on page 1

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


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


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


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


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

Item 19. SELECTED PRODUCTS PRODUCED IN THIS ESTABLISHMENT AND USED IN MANUFACTURING OTHER PRODUCTS MADE IN THIS ESTABLISHMENT

## INSTRUCTIONS

1. Report below the quantity of each listed item produced in this establishment and used in manufacturing other products made in this establishment
2. Purchases or receipts of the items specified below should be reported only in item 17.
3. Materials used to produce the items specified below should be reported in item 17
4. Quantities produced for sale as such and not for incorporation in other products should be reported in item 18B.
5. Report quantities in the unit of measure specified in column (D).


Items 20 and 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.


