

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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	Veneer and plywood	243001 5	\$		
2	Wood other than veneer and plywood	240011 7			
3	Textiles and fabrics	220013 7			
4	Paper and paperboard products; including paperboard boxes, containers, and corrugated paperboard	260001 3			
5	CHEMICALS AND ALLIED PRODUCTS	282104 9			
6	Plastics resins consumed in the form of granules, pellets, powders, liquids, etc., but excluding sheets, rods, tubes, and shapes Paints, varnishes, lacquers, stains, shellacs, japans, enamels, and allied products	285101 2			
7	Printing inks	289300 6			
8	Plastics products consumed in the form of sheets, rods, tubes, and other shapes	308007 4			
9	FABRICATED METAL PRODUCTS	342903 2			
10	(Except castings and forgings) Metal hardware (including hinges, handles, locks, casters, etc.) All other fabricated metal products	340070 2			
11	Castings (rough and semifinished)	330091 0			
12	Forgings	346000 3			
13	SHAPES AND FORMS (Except castings, forgings, and fabricated metal products)	331002 6			
14	Steel All nonferrous shapes and forms	336002 1			

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	Thou- sands	Dollars
15	Specialty transformers and fluorescent ballasts	361201 7	\$		
16	Manufactured products used for advertising specialties, such as pens, pencils, key chains, calendars, magnets, etc.	190094 3			
17	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			
18	TOTAL Sum of lines 1–17 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."

Line No.	Products and services (A)	Census product code (B)	Products shipped and other receipts		
			Value, f.o.b. plant (E)		
			584 Millions	Thou- sands	Dollars
1	Electric Signs (39931) Luminous tubing (neon, argon, hydrogen, etc.) Fluorescent lamp INCANDESCENT BULB SIGNS Electronic variable message displays Other All other electric signs (including combinations of luminous fluorescent and incandescent)	39931 12 6	\$		
2		39931 13 4			
3		39931 14 2			
4		39931 15 9			
5		39931 16 7			

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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			
				Value, f.o.b. plant (E)			
				584 Millions	Thousands	Dollars	
6	Nonelectric Signs; Including Counter and Floor Displays, Point-of-Purchase, and Other Signs and Displays (39932)	METAL	Screen printed signs and displays	39932 01 7	\$		
7			Other printed or unprinted signs and displays	39932 03 3			
8		WOOD	Screen printed signs and displays	39932 05 8			
9			Other printed or unprinted signs and displays	39932 07 4			
10		OTHER THAN WOOD OR METAL	Screen printed signs and displays	39932 09 0			
11			Other printed or unprinted signs and displays	39932 11 6			
12	ADVERTISING SPECIALTIES (39933)	Printed promotional items on purchased materials (Printing on items manufactured at this establishment should be reported on line 19)		39933 11 4			
13		Other than printed – <i>Specify kind</i>		39933 51 0			
14	POSTERS (Including outdoor advertising, car cards, and window posters)	Letterpress		27595 14 9			
15		Screen printed		27598 19 2			
16	DECALCOMANIAS AND PRESSURE-SENSITIVES Self adhesive (Including bumper stickers, etc.)	Letterpress		27596 15 4			
17		Screen printed		27598 25 9			
18	Rubber, vinyl, and mechanical hand stamps; embossing seals, stencils, and other marking devices			39530 00 1			
19	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. For all remaining products, write "Other" and report a single total value.</i>					
20				18			
21				26			
22				34			
23				42			
23	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			
24	MISCELLANEOUS RECEIPTS	Receipts for repair work		99980 61 7			
25		Sales of scrap, refuse, and other miscellaneous receipts (excluding receipts for repair work)		99980 98 9			
26	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			
27	TOTAL value of shipments and other receipts Sum of lines 1–26, column (E)			77000 00 8	\$		

CONTINUE WITH ITEM 22 ON PAGE 8

Items 19-21 - Not applicable to this form

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>)				Area code	Number	Extension
667	1	Telephone		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	