

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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 manufacturing products for others under contract or on consignment should be excluded.

4. Resales – Cost of 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."

INFORMATION COPY
 DO NOT USE TO REPORT

| Line No. | Materials, parts, and supplies | | Census material code | Unit of measure for quantities | Consumption of purchased materials and of materials received from other establishments of your company | | |
|----------|---|--|------------------------------|--------------------------------|--|--|--|
| | | | | | Quantity | Cost, including delivery cost (freight-in) | |
| | | | | | | (E) | |
| (A) | (B) | (C) | (D) | Millions | Thousands | Dollars | |
| 1 | Materials Used for Wine, Brandy, and Brandy Spirits Manufacturing | Grapes | 017211 4 | Short tons | | \$ | |
| 2 | | PURCHASED WINES | For blending | 208401 0 | Thousand wine gallons | | |
| 3 | | | For other purposes | 208402 8 | | | |
| 4 | | Glass containers used for wine and brandy | 322105 8 | Gross | | | |
| 5 | | Paperboard boxes and containers used for wine and brandy | 265021 6 | | | | |
| 6 | | Cost of all other materials, ingredients, and supplies consumed in wine manufacturing . . . | 190016 6 | | | | |
| 7 | Materials Used in Grain Distilling | CORN | Purchased as grain | 011522 0 | Cwt | | |
| 8 | | | Purchased as grits | 204131 7 | | | |
| 9 | | | Purchased as meal and flakes | 204132 5 | | | |
| 10 | | Other grains (rye, barley, etc.) | 011001 5 | Thousand bushels | | | |
| 11 | | Malt | 208301 2 | Cwt | | | |
| 12 | | Cooperage (including new and recoopered used) | 244950 2 | Thousands | | | |
| 13 | | Cost of all other materials, ingredients, and supplies consumed in distilling operations . . . Describe the three principal materials, etc., included in this value. | 190017 4 | | | | |

CONTINUE WITH ITEM 17 ON PAGE 6

| Item 17. CONSUMPTION OF SELECTED MATERIALS DURING 1997 – Continued | | | | | | | | | |
|--|---|--|------------------------------------|----------------------|--------------------------------|--|----------|--|---------|
| Line No. | Materials, parts, and supplies | | | Census material code | Unit of measure for quantities | Consumption of purchased materials and of materials received from other establishments of your company | | | |
| | | | | | | Quantity | | Cost, including delivery cost (freight-in) | |
| | (A) | (B) | (C) | (D) | (E) | | | | |
| | | | 571 | | 573 | 574 | Millions | Thou-sands | Dollars |
| 14 | Materials Used in Processing and Bottling of Distilled Liquors | NEUTRAL SPIRITS | Used in processing of whiskey | 208512 4 | Thousand tax gallons | | | | |
| 15 | | | Used in processing of vodka | 208514 0 | | | | | |
| 16 | | | Used in processing of gin | 208516 5 | | | | | |
| 17 | | | Used in processing of other liquor | 208518 1 | | | | | |
| 18 | | Aged whiskey | | 208513 2 | | | | | |
| 19 | | Plastics containers used for distilled liquor | | 308015 7 | | | | | |
| 20 | | Glass containers used for distilled liquor | | 322106 6 | | | | | |
| 21 | | Paperboard boxes and containers used for distilled liquor | | 265022 4 | | | | | |
| 22 | | Cost of all other materials, ingredients, and supplies consumed in processing and bottling distilled liquor. <i>Describe the three principal materials, etc., included in this value.</i> | | 190018 2 | | | | | |
| 23 | | TOTAL Sum of lines 1–22 should equal item 10, line a | | | | | | | |

Item 18A – Not applicable to this report

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

Part I. WINES, BRANDY, AND BRANDY SPIRITS

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. 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" in part IV, line 49.

| Line No. | Products and services | | | Census product code | Unit of measure for quantities | Quantity produced for all purposes | Products shipped and other receipts | | | |
|----------|--|--|-------|---------------------|--------------------------------|------------------------------------|-------------------------------------|----------|------------|---------|
| | | | | | | | Value, f.o.b. plant | | | |
| | (A) | (B) | (C) | (D-1) | (D-2) | (E) | | | | |
| | | | 581 | | 582 | 583 | 584 | Millions | Thou-sands | Dollars |
| 1 | Wines, Brandy, and Brandy Spirits (20840) | GRAPE WINES, 14 PERCENT OR LESS | White | 20840 12 0 | Thousand wine gallons | | | | | |
| 2 | | | Red | 20840 14 6 | | | | | | |
| 3 | | | Rose' | 20840 16 1 | | | | | | |
| 4 | | Other fruit and berry wines, 14 percent or less | | 20840 19 5 | | | | | | |
| 5 | | Dessert wines (excluding specialties) | | 20840 25 2 | | | | | | |
| 6 | | Effervescent wines (including sparkling wines) (naturally and artificially carbonated) | | 20840 31 0 | | | | | | |

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

Census File Number

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

Part I. WINES, BRANDY, AN BRANDY SPIRITS – Continued

| Line No. | Products and services (A) | | Census product code (B) | Unit of measure for quantities (C) | Quantity produced for all purposes (D-1) | Products shipped and other receipts | | | | |
|----------|--|--|---------------------------------------|--|--|-------------------------------------|-----------------------------------|----------|-------------|---------|
| | | | | | | Quantity (D-2) | Value, f.o.b. plant (E) | | | |
| | | | 581 | 582 | 583 | | 584 | Millions | Thou- sands | Dollars |
| 7 | Wines, Brandy, and Brandy Spirits (20840) Continued | SPECIALTIES Vermouth | 20840 41 9 | ↑ Thousand wine gallons ↓ | | | \$ | | | |
| 8 | | | Wine coolers | | 20840 45 0 | | | | | |
| 9 | | | Other specialty wines | | 20840 46 8 | | | | | |
| 10 | | Nonalcoholic wine (of total wine reported in lines 1–9) (quantity only) | | | 20840 10 4 | | | | | |
| 11 | | Beverage brandy, neutral fruit spirits, and neutral brandy (excluding neutral citrus residue brandy) | | 20840 65 8 | Thousand tax gallons | | | | | |
| 12 | | Wine removed from fermenters | | 20840 81 5 | Thousand wine gallons | | | | | |
| 13 | | Brandy and spirits removed from receiving tanks | | 20840 85 6 | Thousand tax gallons | | | | | |
| 14 | Concentrated fruit juice products (not hot pack)(including for fountain use) | | 20874 81 4 | Thousand gallons | | | | | | |
| 15 | Fruit juices, concentrated, hot pack | | 2033A 94 8 | Thousand gallons (single strength equivalent) | | | | | | |

Part II. DISTILLERY PRODUCTION (EXCLUDING BRANDY) 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

a. Columns (D) and (E) – Report the total amount and production value of each specified product made in this establishment during 1997, whether sold, transferred, added to inventory, or used in further processing.

b. Production value for products sold in the raw state or directly after production refers to the actual amounts receivable by you for the products, excluding freight charges and excise taxes.

c. For liquors to be aged by you or otherwise placed in inventory prior to further processing or selling, report only actual cost of producing and barreling the raw products, including the cost of materials, labor, cooperage, and the pro rata share of the overhead generally assigned to such production operations.

d. When transferring products to other establishments within your company, the shipping plants 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. 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" in Part IV, line 49.

| Line No. | Products and services (A) | | Census product code (B) | Unit of measure for quantities (C) | Total production | | | |
|----------|--|---|---------------------------------------|--|----------------------------|-----------------------------------|-----|----------|
| | | | | | Quantity (D) | Value, f.o.b. plant (E) | | |
| | | | 581 | 582 | | 583 | 584 | Millions |
| 16 | PRODUCTS OF DISTILLERIES USED FOR MEDICINAL AND BEVERAGE PURPOSES (20851) (Report industrial alcohol on lines 32–37) | Whiskey (raw) (bourbon, rye, etc.) | 20851 15 0 | ↑ Thousand proof gallons ↓ | | | \$ | |
| 17 | | Vodka (including original and continuous distillation and/or processing operations) | 20851 43 2 | | | | | |
| 18 | | Grain neutral spirits (including neutral citrus residue brandy) | 20851 31 7 | | | | | |
| 19 | | Other distilled liquors (including rum, gin and cane neutral spirits) | 20851 48 1 | | | | | |
| 20 | | Distillers' dried grains, dark and light, and dried solubles | | 20851 65 5 | Short tons | | | |

CONTINUE WITH ITEM 18B ON PAGE 8

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

Part III. BOTTLED LIQUORS, EXCEPT BRANDY

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

a. Columns (D) and (E) – Report in these columns the quantity and selling value, f.o.b. plant, of all products bottled in this establishment during 1997. For value, report the net selling value of your total production of each product listed. The figures should represent values, f.o.b. plant, after discounts and allowances, and should not include freight charges or excise taxes.

b. Quantity data should equal the sum of the monthly quantity figures submitted each month on the Bureau of Alcohol, Tobacco, and Firearms reports referenced in side spanners for lines 21–31.

c. When transferring products to other establishments within your company, the shipping plants 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.

d. Spirits from Puerto Rico and Virgin Islands and imported spirits that are allowed to be labeled as a product of a foreign country should be reported as a resale on line 49.

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" in Part IV, line 49.

| Line No. | Products and services (A) | | Census product code (B) | Unit of measure for quantities (C) | Total production | | | | |
|-----------|---|---|---|--|----------------------------|-----------------------------------|------------------|---------|--|
| | | | | | Quantity (D) | Value, f.o.b. plant (E) | | | |
| | | | | | | 584 Millions | Thou- sands | Dollars | |
| 21 | Bottled Liquors (Excluding Bottled in Bond) (Corresponds to data reported on 1997 A.T.F. Form 5110.28, part IV, columns (D) and (F), Bureau of Alcohol, Tobacco, and Firearms) | WHISKEY | Unprocessed whiskey | 20853 11 5 | Thousand wine gallons | | | | |
| 22 | | | Blends of whiskey | 20853 13 1 | | | | | |
| 23 | | | Blends with neutral spirits | 20853 16 4 | | | | | |
| 24 | | | Other whiskey | 20853 18 0 | | | | | |
| 25 | | Gin | 20853 22 2 | | | | | | |
| 26 | | Cordials, liquors | 20853 25 5 | | | | | | |
| 27 | | Cocktails and similar compounds | 20853 27 1 | | | | | | |
| 28 | | Vodka | 20853 31 3 | | | | | | |
| 29 | | Rum | 20853 35 4 | | | | | | |
| 30 | | | Other bottled liquors (excluding bottled in bond) – <i>Specify kind</i> | | | | | | |
| 31 | | | Bottled in bond (1997 A.T.F. Form 5110.28, part IV, column (E), Bureau of Alcohol, Tobacco, and Firearms) | 20853 65 1 | | | | | |
| 32 | Ethyl Alcohol (28692) (Report shipments, rather than production, for these products) | MANUFACTURED BY THE WET MILL PROCESS | Pure (natural) | 28692 10 1 | Thousand proof gallons | | | | |
| 33 | | | | Fuel ethanol | | 28692 15 0 | | | |
| 34 | | | | Other denatured (special or complete) (including natural and synthetic, for uses other than rubbing) | | 28692 19 2 | Thousand gallons | | |
| 35 | | MANUFACTURED BY OTHER PROCESSES (DRY MILL/DISTILLATION) | Pure (natural) | 28692 20 0 | Thousand proof gallons | | | | |
| 36 | | | | Fuel ethanol | | 28692 25 9 | | | |
| 37 | | | | Other denatured (special or complete) (including natural and synthetic, for uses other than rubbing) | | 28692 29 1 | Thousand gallons | | |

CONTINUE WITH ITEM 18B ON PAGE 9

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

Census File Number

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

Part IV. OTHER PRODUCTS, SERVICES, AND RECEIPTS

| 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) | | |
| | | | | | 584 Millions | Thou- sands | Dollars |
| 38 | 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> | 18 | | | \$ | | |
| 39 | | 26 | | | | | |
| 40 | | 34 | | | | | |
| 41 | | 42 | | | | | |
| 42 | | 59 | | | | | |
| 43 | | 67 | | | | | |
| 44 | | 75 | | | | | |
| 45 | | 83 | | | | | |
| 46 | | 91 | | | | | |
| 47 | | CONTRACT WORK Receipts for work done for others on their own materials. | 93000 00 8 | | | | |
| 48 | MISCELLANEOUS RECEIPTS Miscellaneous receipts (including receipts for repair work, scrap, refuse, etc.) | 99980 00 5 | | | | | |
| 49 | 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 | | | | | |
| 50 | TOTAL value of shipments, production, and other receipts Sum of lines 1–49, 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 | |