

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

Census File Number

Items 17 and 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.

Exclude the value of gases produced through the mixing of purchased gases and the value of purified gases – these should be reported in REALES. Include the value of any gases extracted from natural deposits and purified, except those extracted and reinjected for EOR (Enhanced Oil Recovery) purposes.

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 receive 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."

These products would include any gases purchased by or transferred to this establishment in bulk for repackaging in cylinders. Report the cost of these bulk gases in item 10, line b, and the cylinders in item 10, line a.

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 form, the sum of the detailed products should equal the total reported on this form.

NOTE: Only 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) | | Census product code | Corresponds to sum of item codes reported on form MA28C | Products shipped and other receipts | | |
|----------|---|--|---------------------|--|-------------------------------------|---------|--|
| | | | | | Value, f.o.b. plant (E) | | |
| | (A) | (B) | (D) | 584 Millions | Thousands | Dollars | |
| 1 | INDUSTRIAL GASES | Acetylene (28132) * | 28132 00 9 | 2106, 2108 | \$ | | |
| 2 | | Carbon dioxide (28133) * | 28133 00 7 | 3110, 3120, 3140 | | | |
| 3 | | Nitrogen (28135) * | 28135 00 2 | 4306 – 4325 | | | |
| 4 | | Oxygen (28136) * | 28136 00 0 | 4406 – 4425 | | | |
| 5 | | Other industrial gases, including argon, hydrogen, helium, and carbon monoxide (28137) * | 28137 00 8 | 4101, 4105, 4204, 4208, 4211, 4213, 4216, 4513, 4613, 4713 | | | |
| 6 | 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> | | 18 | | | |
| 7 | | | | 26 | | | |
| 8 | | | | 34 | | | |
| 9 | | | | 42 | | | |
| 10 | | | | 59 | | | |
| 11 | 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 | | | | |

CONTINUE WITH ITEM 18B ON PAGE 6

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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) | Corresponds to sum of item codes reported on form MA28C (D) | Products shipped and other receipts | | |
| | | | | | Value, f.o.b. plant (E) | | |
| | | | | | 584 Millions | Thou- sands | Dollars |
| 12 | MISCELLANEOUS RECEIPTS | Sales of scrap, refuse, electricity, and other miscellaneous receipts (including receipts for repair work, etc.) | 99980 00 5 | | \$ | | |
| 13 | 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 | | | | |
| 14 | TOTAL value of shipments and other receipts Sum of lines 1–13, 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 | |