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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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

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** – Report as materials consumed those you purchase 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."

**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.

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Line No.	Materials, parts, and supplies  <b>(A)</b>	Census material code  <b>(B)</b>	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in) <b>(E)</b>		
			574 Millions	Thou- sands	Dollars
1	Crude nonmetallic minerals, including limestone, clay, gypsum, talc, etc.	140107 4	\$		
2	Fats, oils, greases, and tallow (animal, including lanolin; marine; vegetable, including carnuba and other vegetable waxes)	207020 9			
3	Alkalies and chlorine	281201 4			
4	Industrial inorganic chemicals (acids, sodium compounds, anhydrous ammonia, etc.; except medicinals)	281900 1			
5	Wood rosin, turpentine, and other wood chemicals, including tall oil	286101 1			
6	Synthetic organic chemicals, not elsewhere classified	286020 3			
7	Refined petroleum products, including naphtha solvents, petrolatum, waxes, etc.	290001 7			
8	Plastics and resin materials (synthetic)	282103 1			
9	CONTAINERS Paperboard boxes, containers, and corrugated paperboard	265001 8			
10	Plastics	308015 7			
11	Metal	340001 7			
12	Cost of all other materials and components, parts, containers, and supplies consumed . . . . . <i>Describe the three principal materials, etc., included in this value.</i>	970099 8			
13	<b>TOTAL</b> Sum of lines 1–12 should equal item 10, line a		\$		

**CONTINUE WITH ITEM 18B ON PAGE 6**

**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  <b>(A)</b>		Census product code	Unit of measure for quantities  <b>(C)</b>	Products shipped and other receipts							
			581 <b>(B)</b>		583 <b>(D)</b>	Value, f.o.b. plant <b>(E)</b>						
						584 Millions	Thou- sands	Dollars				
<b>1</b>	EVAPORATED SALT (Bulk, pressed blocks, and packages) <b>(28991)</b>	Evaporated salt (bulk, pressed blocks, and packaged), except table salt	28991 11 5	Short tons		\$						
<b>2</b>		Table salt	28991 21 4									
<b>3</b>	<b>Fatty Acids (Produced for sale as such, from own or purchased materials) (28992)</b>	SATURATED ACIDS	Stearic acid (40–50 percent stearic content)	28992 11 3	Thousand pounds							
<b>4</b>			Hydrogenated animal and vegetable acids	28992 24 6								
<b>5</b>			Other saturated acids, including hydrogenated fish and marine mammal fatty acids – <i>Specify kind</i>	28992 59 2								
<b>6</b>		UNSATURATED ACIDS	Oleic acid, including white oleic acid and red oil	28992 61 8								
<b>7</b>			Other unsaturated fatty acids, including animal fatty acids other than oleic (I.V. 36–80), vegetable or marine (I.V. max. 115), and other unsaturated fatty acids (I.V. 116 or more)	28992 83 2								
<b>8</b>		TALL OIL FATTY ACIDS	Containing less than 2 percent rosin acids and more than 95 percent fatty acids	28992 92 3								
<b>9</b>			Containing 2 percent or more rosin acids	28992 94 9								
<b>10</b>		GELATIN, EXCEPT READY-TO-EAT DESSERTS <b>(28994)</b>	Food grade, excluding pharmaceutical and photographic	28994 11 9								
<b>11</b>			Pharmaceutical grade, except unfilled capsules	28994 31 7								
<b>12</b>	Other gelatin products, including unfilled capsules, gelatin sheets for theatrical use, and photographic grade and technical (inedible) grade gelatin – <i>Specify kind</i>		28994 97 8									
<b>13</b>	<b>Chemical Preparations, N.E.C., Including Essential Oils, Automotive Chemicals, and Water-treating Compounds (28995)</b>	ESSENTIAL OILS, UNBLENDED (Natural)	Citrus fruit essential oils, including orange, lemon, and lime	28995 13 2								
<b>14</b>			Other essential oils, including spearmint, peppermint, cedar wood, clove, and nutmeg oils	28995 16 5								
<b>15</b>	(Continued on next page)	Fireworks	28995 25 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)	Unit of measure for quantities  (C)	Products shipped and other receipts			
					Quantity  (D)	Value, f.o.b. plant (E)		
						584 Millions	Thou- sands	Dollars
16	Chemical Preparations, N.E.C., Including Essential Oils, Automotive Chemicals, and Water-treating Compounds (28995) Continued		28995 26 4			\$		
17	Pyrotechnics, including flares, jet fuel igniters, railroad torpedoes, toy pistol caps, etc.							
18	Rubber processing preparations, including red lead and 2-mercaptoimidazoline rubber accelerator composition		28995 31 4	Thousand pounds				
19	AUTOMOTIVE CHEMICALS							
20	Antifreeze preparations		28995 34 8	Thousand gallons				
21	Radiator additives		28995 32 2					
22	Crankcase additives (excluding motor oils)		28995 33 0					
23	Brake, transmission, and other automotive fluids		28995 35 5					
24	Engine degreasers		28995 36 3					
25	Carburetor and choke cleaners		28995 37 1					
26	Deicers, windshield, lock, etc.		28995 38 9					
27	Engine starting fluids		28995 40 5					
28	Aerosol tire inflators		28995 42 1					
29	Other automotive chemicals, n.e.c.		28995 45 4					
30	Concrete curing and floor hardening materials		28995 39 7					
31	Drilling mud materials; mud thinners, thickeners, and purifiers		28995 41 3	Thousand pounds				
32	Chemical foundry supplies, chemical, including binders, core oils, core wash, etc.		28995 49 6					
33	Household tints and dyes		28995 53 8	Thousand pounds				
34	Metal-treating compounds (nonoilbase) for nitriding, pickling, drawing, and cutting		28995 59 5					
35	Oil-treating compounds (nonoilbase)		28995 61 1					
36	SIZES (textile, paper, and other)		28995 68 6	Thousand pounds				
37	Writing and stamp pad inks, including indelible ink and marking fluid, excluding drawing inks		28995 72 8					
38	WATER-TREATING COMPOUNDS							
39	Boiler compounds		28995 77 7	Thousand pounds				
40	Swimming pool chemical preparations		28995 73 6					
41	Cooling tower compounds		28995 76 9	↑ Thousand pounds				
42	Other water-treating compounds		28995 78 5	↓				
43	Waterproofing compounds (textile, paper, electrical, leather, masonry, etc.)		28995 81 9					
44	Vitrifiable enamels and glass frit		28995 86 8					
45	Plating compounds		28995 91 8	Thousand pounds				
	Lighter fluids (cigarette, charcoal, etc.)		28995 93 4	Thousand gallons				
	Waxes (animal, vegetable, mineral, including blends), except petroleum waxes and polishing preparations		28995 95 9					
45	(Continued on next page) Distilled water		28995 98 3	Thousand gallons				

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Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 - Continued							
Line No.	Products and services  <b>(A)</b>		Census product code  581 <b>(B)</b>	Unit of measure for quantities  <b>(C)</b>	Products shipped and other receipts		
					Quantity  583 <b>(D)</b>	Value, f.o.b. plant <b>(E)</b>	
						584 Millions	Thou- sands
46	Chemical Preparations, N.E.C., Including Essential Oils, Automotive Chemicals, and Water-treating Compounds (28995) - Continued	Other industrial chemical specialties, including fluxes, insulation products (heat, electrical, other), plastics wood preparations, and embalming preparations - Specify kind	28995 97 5			\$	
47	Soap and other detergents - Specify kind		28410 00 9				
48	Specialty cleaning and sanitation products (including cat litter) - Specify kind		28423 00 2				
49	Automobile body polish and cleaners, household		28424 12 5				
50	Automobile body polish and cleaners, industrial and institutional		28424 13 8				
51	Other industrial organic chemicals - Specify kind		28698 00 9				
52	Adhesives and sealants - Specify kind		28910 00 8				
53	Printing ink - Specify kind		28930 00 6				
54	LUBRICATING OILS AND GREASES	Lubricating and similar oils, including hydraulic fluids, quenching and cutting oils, transformer oils, and liquid rust preventives	29920 21 2	Thousand barrels			
55		Lubricating greases	29920 31 1				
56	ALL OTHER PRODUCTS MADE IN THIS ESTABLISHMENT	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.	18				
57			26				
58			34				
59	CONTRACT WORK	Receipts for work done for others on their own materials . . . . . Describe below products worked on and kind of work.	93000 00 8				
60	MISCELLANEOUS RECEIPTS	Sales of scrap, refuse, electricity, and other miscellaneous receipts (including receipts for repair work, etc.)	99980 00 5				
61	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				
62	<b>TOTAL value of shipments and other receipts</b> Sum of lines 1-61, column (E)		77000 00 8			\$	

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**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> )			
<b>Period covered</b>	FROM: Month	Day	Year	TO: Month	Day	Year
	666	1		2		
Signature of authorized person			Title		Date	