

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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

4. 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.

5. 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."

INFORMATION COPY  
DO NOT USE TO REPORT

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	ENGINES	Diesel and semidiesel	351920 4	\$		
2		Gasoline and other internal combustion engines	351909 7			
3		Integral horsepower motors and generators (1 hp or more)	362120 8			
4		Boat propellers	190088 5			
5	FABRICATED METAL PRODUCTS (Except forgings)	Marine hardware (including shackles, rope sockets, tackle blocks, rope clips, clamps, etc.)	342971 9			
6		Bolts, nuts, screws, washers, rivets, and screw machine products	345001 2			
7		Other fabricated metal products	340077 7			
8		Forgings	346000 3			
9		Castings (rough and semifinished)	330091 0			
10	Shapes and Forms (Except castings, forgings, and fabricated metal products)	Steel	331002 6			
11		ALUMINUM AND ALUMINUM-BASE ALLOY	Sheet, plate, foil, and welded tubing	335301 8		
12			Extruded shapes (including extruded rod, bar, pipe, tube, etc.)	335405 7		
13			All other	335008 9		
14		Other nonferrous shapes and forms	335091 5			
15		Plastics resins consumed in the form of granules, pellets, powders, liquids, etc., but excluding sheets, rods, tubes, and shapes	282104 9			
16		Plastics products consumed in the form of sheets, rods, tubes, and other shapes	308007 4			
17		Glass fiber (textile type, bonded mat type, etc.)	322931 7			

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  571 (B)	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in) (E)		
			574 Millions	Thousands	Dollars
18	Dressed lumber	242103 0	\$		
19	Plywood	243056 9			
20	Carpeting	227002 3			
21	Canvas products	239401 3			
22	Paints, lacquers, stains, varnishes, enamels, japans, shellacs, and allied products	285101 2			
23	Marine nautical and navigation equipment operating by radio signal	381221 1			
24	Bilge pumps	356151 1			
25	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			
26	TOTAL Sum of lines 1-25 should equal item 10, line a		\$		

Item 18A - Not applicable to this report

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

**INSTRUCTIONS**

- 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.
- 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.
- Repair Work - Receipts for repair of boats should be reported on line 34, receipts for repair of nonmilitary ships should be reported on line 35, and all other repair work on line 48.
- 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.
- 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  581 (B)	Unit of measure for quantities  (C)	Products shipped and other receipts			
					Quantity  583 (D)	Value, f.o.b. plant (E)		
						584 Millions	Thousands	Dollars
1	Outboard Motorboats (Excluding sailboats with auxiliary power and lifeboats) (37322) -  (Continued on next page)	WOOD OR METAL	Runabouts	37322 01 3	Number	\$		
2			Utility	37322 02 1				
3			Pontoon boats	37322 11 2				
4			Bass boats	37322 07 0				
5			Fish and ski boats	37322 09 6				
6			Other fish boats	37322 10 4				
7			Other wood or metal outboard motorboats, including cabin cruisers and center consoles	37322 20 3				

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

Line No.	Products and services (A)		Census product code 581 (B)	Unit of measure for quantities (C)	Products shipped and other receipts					
					Quantity 583 (D)	Value, f.o.b. plant (E)				
						584 Millions	Thousands	Dollars		
8	Outboard Motorboats (Excluding sailboats with auxiliary power, and lifeboats) (37322) - Continued	PLASTICS (Reinforced), FIBERGLASS	Runabouts	37322 21 1	Number					
9			Utility	37322 23 7						
10			Cabin cruisers	37322 25 2						
11			Center consoles	37322 27 8						
12			Deck boats	37322 26 0						
13			Bass boats	37322 28 6						
14			Fish and ski boats	37322 22 9						
15			Other fish boats	37322 24 5						
16				Other plastics (reinforced), fiberglass outboard motorboats		37322 31 0				
17	Inboard Motorboats	Runabouts		37323 04 5	Number					
18		CABIN CRUISERS	Less than 12.19m (40 feet) in length	37323 11 0						
19			40 feet or more in length (professional crew not required by Coast Guard)	37323 16 9						
20		Personal watercraft		37999 15 8						
21		Other inboard motorboats, including houseboats		37323 21 9						
22	INBOARD-OUTDRIVE BOATS (37324)	Houseboats		37324 01 9	Number					
23		Runabouts		37324 03 5						
24		Cabin cruisers		37324 05 0						
25		Fish boats		37324 06 8						
26		Other inboard-outdrive boats, including center consoles		37324 08 4						
27	All Other Boats (Sailboats, rowboats, canoes, etc.) (Excluding military and commercial) (37327)	Sailboats, without auxiliary motor, all sizes		37327 02 0	Number					
28		SAILBOATS, WITH AUXILIARY MOTOR	Not more than 6.5 m (21.33 feet) in length			37327 04 6				
29			More than 6.5 m (21.33 feet) but not over 9.0 m (29.53 feet) in length			37327 06 1				
30			More than 9.0 m (29.53 feet) but not over 12.0 m (39.03 feet) in length			37327 08 7				
31			More than 12.0 m (39.03 feet) in length			37327 12 9				
32			Canoes (made from all types of materials)			37327 17 8				
33		Other boats, not elsewhere classified - Specify kind		37327 19 4						
34		Boat repair, military and nonmilitary (excludes ship repair)		37328 00 2						

CONTINUE WITH ITEM 18B ON PAGE 8

Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 - Continued							
Line No.	Products and services  (A)	Census product code	Unit of measure for quantities  (C)	Products shipped and other receipts			
		581		Quantity  (D)	Value, f.o.b. plant (E)		
		(B)			583	584	Thou-
				Millions	sands		
35	Repair of nonmilitary ships	37316 02 3				\$	
36	Nonmilitary self-propelled ships (new construction) - <i>Specify kind</i>	37313 00 4					
37	Boat trailers 26,000 pounds or less GVW	37996 13 9					
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  <i>Receipts for work done for others on their own materials . . . . . Describe below products worked on and kind of work.</i>	93000 00 8					
48	MISCELLANEOUS RECEIPTS  Miscellaneous receipts (including receipts for repair work, research and development, sale of scrap and 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 and other receipts Sum of lines 1-49 column (E)	77000 00 8				\$	

CONTINUE WITH ITEM 19 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 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, page 5.
3. Materials used to produce the items specified below should be reported in item 17, page 5.
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).

Line No.	Item  (A)	Census code  591 (B)	Was this operation performed at this establishment during 1997?  592 (C)		Unit of measure for quantities  (D)	Quantities produced in this establishment and used in manufacturing other products made in this establishment	
			Yes	No		593 (E)	
1	Ferrous foundries	1001 7	1 <input type="checkbox"/>	2 <input type="checkbox"/>	Short tons		
2	NONFERROUS FOUNDRIES (Except die-casting)	Aluminum	1002 5	1 <input type="checkbox"/>	2 <input type="checkbox"/>	↑ Thousand pounds ↓	
3		Copper	1003 3	1 <input type="checkbox"/>	2 <input type="checkbox"/>		
4		Zinc	1004 1	1 <input type="checkbox"/>	2 <input type="checkbox"/>		
5		Other	1005 8	1 <input type="checkbox"/>	2 <input type="checkbox"/>		
6	Nonferrous die-casting foundries	1006 6	1 <input type="checkbox"/>	2 <input type="checkbox"/>			
7	Precision turned products (on screw machines, turning centers, and CNC equipment)	1007 4	1 <input type="checkbox"/>	2 <input type="checkbox"/>			

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.**

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	