

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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

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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	Thou-	Dollars
			Millions	sands	Dollars
1	Rough and dressed lumber	242101 4	\$		
2	Paperboard containers, boxes, and corrugated paperboard	265001 8			
3	Paints, varnishes, lacquers, japans, enamels, and allied products	285101 2			
4	ELECTRONIC AND OTHER ELECTRICAL EQUIPMENT AND COMPONENTS, EXCEPT COMPUTER EQUIPMENT Loudspeakers, microphones, and tuners (all types)	365150 2			
5	Electronic components and accessories including circuit boards and recording heads	367000 7			
6	All other	360083 0			
7	Parts, specially designed for musical instruments (including actions, strings, mouthpieces, etc.)	393101 1			
8	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			
9	<b>TOTAL</b> Sum of lines 1–8 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."

**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 forms, the sum of the detailed CIR products should equal the total reported on this census form.

**NOTE:** Only CIR totals are requested; do not duplicate detail reported on the CIR.

Line No.	Products and services  <b>(A)</b>		Census product code  <b>(B)</b>	Products shipped and other receipts		
				Value, f.o.b. plant <b>(E)</b>		
				584 Millions	Thou- sands	Dollars
<b>1</b>	PIANOS <b>(39311)</b>	Verticals, uprights, or consoles	39311 41 0	\$		
<b>2</b>		Grand pianos	39311 51 9			
<b>3</b>	ORGANS <b>(39312)</b>	Pipe and reed	39312 11 1			
<b>4</b>		Electronic	39312 51 7			
<b>5</b>	PIANO AND ORGAN PARTS <b>(39313)</b>	Piano parts (actions, attachments, strings, tuning pins, etc.; except benches)	39313 11 9			
<b>6</b>		Organ parts and materials (except benches)	39313 51 5			
<b>7</b>	OTHER MUSICAL INSTRUMENTS <b>(39314)</b>	Woodwinds	39314 13 3			
<b>8</b>		Brass winds	39314 15 8			
<b>9</b>		Nonelectronic fretted or string instruments (such as harps, harpsichords, guitars, banjos, etc.)	39314 27 3			
<b>10</b>		Electronic musical instruments, including synthesizers	39314 37 2			
<b>11</b>		Percussion musical instruments (cymbals, drums, vibraphones (nonelectronic), etc.)	39314 88 5			
<b>12</b>		Other nonelectronic musical instruments (including accordions, harmonicas, bagpipes, etc.) – <i>Specify kind</i>	39314 98 4			
<b>13</b>		Accessories and parts, sold separately, such as reed mouthpieces, strings (excluding piano strings), music stands, drummers' traps, etc., (except instrument cases and benches)	39314 31 5			
<b>14</b>	Speakers, including loudspeaker systems and loudspeakers sold separately, microphones, home-type electronic kits, and commercial equipment, (except broadcast; including public address systems) (corresponds to the sum of item codes 5076–5095 on Census Form MA36M, Radio Receivers, Television Sets, Phonographs, Record Players, Speakers, and Related Equipment, for 1997)*		36515 00 5			
<b>15</b>	Consumer high-fidelity components (corresponds to the sum of item codes 3010–3056 and 3061–3066 as reported on Census Form MA36M, Radio Receivers, Television Sets, Phonographs, Record Players, Speakers, and Related Equipment, for 1997)*		36514 00 8			

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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  <b>(B)</b>	Products shipped and other receipts		
			Value, f.o.b. plant <b>(E)</b>		
			584 Millions	Thou- sands	Dollars
16	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	\$		
17		26			
18		34			
19		42			
20		59			
21		67			
22	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			
23	MISCELLANEOUS RECEIPTS  Miscellaneous receipts (including receipts for repair work, etc.)	99980 00 5			
24	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			
25	<b>TOTAL value of shipments and other receipts</b> Sum of lines 1-24, 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	
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	