

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**17** DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES

**General** - The materials, parts, and supplies listed below are those commonly consumed in the manufacture, processing, or assembly of the products listed in **22**. 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 that are not listed, describe and report them in the "Cost of all other materials . . ." 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 009700 99.

Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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

**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.

**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 **16**, line A5, 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.

**Resales** - INCLUDE ON LINES 9 through 13 only those meat materials that were further processed into sausage, smoked meats, canned meats, etc., during the year. EXCLUDE those materials which you later sold in the same condition as purchased, also exclude purchased carcasses later sold as fresh meat (primal and fabricated cuts, boneless meats, etc.). Cost for such resales should be reported in **16**, line A2. The value of these products shipped by this establishment should be reported in **22** under Census product code 999899 1000, "Resales."

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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)		
					\$ Bil.	Mil.	Thou.
0634		0630	0636	0632	0631		
<b>1</b>	Animals slaughtered		number				
	Cattle						
	Number of head . . . . .	112110 03					
<b>2</b>	Live weight . . . . .	112110 01	1000 lb				
<b>3</b>	Calves		number				
	Number of head . . . . .	112110 07					
<b>4</b>	Live weight . . . . .	112110 05	1000 lb				
<b>5</b>	Sheep and lambs		number				
	Number of head . . . . .	112410 05					
<b>6</b>	Live weight . . . . .	112410 03	1000 lb				

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**17** DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES - 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)			
					\$ Bil.	Mil.	Thou.	
0634		0630	0636	0632	0631			
	Animals slaughtered - Continued							
	Hogs		number					
<b>7</b>	Number of head . . . . .	112210 03						
<b>8</b>	Live weight . . . . .	112210 01	1000 lb					
	Meat materials purchased from other packers (including interplant transfers) (Value of carcasses cut up for resale fresh should be reported as cost of resales in <b>16</b> , line A2.)							
	Fresh and frozen red meats							
<b>9</b>	Beef . . . . .	311610 04						
<b>10</b>	Pork . . . . .	311610 07						
<b>11</b>	Other fresh and frozen red meats	311610 06						
<b>12</b>	Meat materials for sausage and canning not separable by species . .	311611 01						
<b>13</b>	Processed pork (cured, smoked, etc.)	311610 08						
<b>14</b>	Poultry (live, fresh, frozen, and prepared)	001900 42						
<b>15</b>	Spices and curing materials . . . . .	311942 01						
<b>16</b>	Synthetic casings (including cellulosic and fibrous reinforced) . . . . .	326000 23						
<b>17</b>	Packaging paper and plastics film (coated and laminated) . . . . .	001900 84						
<b>18</b>	Bags (plastics, foil, and coated paper) . .	001900 81						
<b>19</b>	Bags (uncoated paper and multiwall) . .	322224 01						
<b>20</b>	Paperboard containers, boxes, and corrugated paperboard . . . . .	322210 01						

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**17** DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES - 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)			
					\$ Bil.	Mil.	Thou.	
0634		0630	0636	0632	0631			
<b>21</b>	Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) ↘	009700 99						
<b>22</b>	<b>TOTAL</b> (Should equal total reported in 16, line A1) . . . . .	771000 00						

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**18** Not Applicable.

**19** TYPE OF OPERATION  
(Mark "X" the ONE box that best describes the operation performed at this establishment during 2012.)

**Method of operation of this establishment**

- 0620 101  Custom slaughtering of livestock or poultry owned by others
- 103  Meat and poultry products processed chiefly from livestock or poultry slaughtered in this establishment
- 105  Manufacturing sausage, smoked meats, canned meats, or meat specialties, from animals slaughtered elsewhere
- 109  Chiefly retailing, wholesaling, or jobbing meats and poultry products purchased and resold

**20 and 21** Not Applicable.

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

**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 22. 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.

**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 code 999899 2000.

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

**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 code 999899 1000, "Resales."

**Reference List** - Examination of titles below will assist you in locating products manufactured in this establishment. Do not combine product lines. If any of your products are not prelisted on this form, report them on lines 67 through 72.

Products made from animals slaughtered in this plant - Report on lines 1 through 34.

Products made from animals slaughtered elsewhere - Report on lines 36 through 52.

Cooked or smoked poultry products - Report on line 53.

Canned meats (excluding dog and cat food) containing 20 percent meat or more - Report on lines 25 and/or 49.

Lard sold as such (excluding animal fat shortening) - Report on lines 26 through 27, and/or line 42.

Edible tallow and stearin - Report on line 28.

Baking and frying fats - Report on line 57.

Grease and inedible tallow - Report on lines 54 through 56.

Feed and fertilizer byproducts - Report on lines 58 through 63.

Custom slaughtering - Report on line 35.

Other contract work, miscellaneous receipts, and resales - Report on lines 73 through 75.

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Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
<b>1</b>	Products made from animals slaughtered in this plant Fresh and frozen meat, not canned or made into sausage <i>Beef (Report American bison, buffalo, and hybrids of beef-bison or beef-buffalo on line 12.)</i>							
	Whole carcass and half carcass .	311611 1111						
	Primal cuts, subprimal cuts (boxed beef), boneless, and corned beef . . .	311611 1711						
<b>3</b>	Variety meats (edible organs) .	311611 1661	1000 lb					

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
	Products made from animals slaughtered in this plant - Continued							
	Fresh and frozen meat, not canned or made into sausage - Continued							
	Veal							
4	Whole carcass and half carcass . . . . .	311611 4111						
5	Primal, subprimal, fabricated cuts, and boneless . . . . .	311611 4121						
6	Other edible veal (including edible organs) (Specify kind) ↴							
		311611 4131						
7	Lamb and mutton							
	Whole carcass and half carcass . . . . .	311611 7111						
8	Primal cuts and all other edible lamb and mutton	311611 7121						
9	Pork							
	Whole carcass and half carcass . . . . .	311611 A111						
10	Primal and fabricated cuts (including trimmings) . . . . .	311611 A121						
11	Variety meats (edible organs) . . . . .	311611 A131						
12	Other fresh and frozen meats (including horsemeat for human consumption, and pork rind pellets) (including pork cracklings) (Specify kind) ↴							
		311611 R191						

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**CONTINUE ON PAGE 16**

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts				
					Quantity	Value, f.o.b. plant			
						\$ Bil.	Mil.	Thou.	
0734		0730	0736	0733	0732	0731			
<b>13</b>	Products made from animals slaughtered in this plant - Continued		1000 lb						
	Pork, processed or cured, not canned or made into sausage								
	Sweet-pickled or dry-cured pork, not smoked or cooked	311611 G111							
<b>14</b>	Smoked pork, not otherwise cooked								
	Hams and picnics	311611 G131							
<b>15</b>	Slab bacon	311611 G141							
<b>16</b>	Sliced bacon	311611 G151							
<b>17</b>	Other smoked pork (Specify kind) ↴								
		311611 G161							
<b>18</b>	Boiled ham, barbecue pork (Specify kind) ↴								
		311611 G171							
<b>19</b>	Dry salt pork	311611 G121	1000 lb						
<b>20</b>	Sausage and similar products, not canned								
	Fresh sausage (pork sausage, breakfast links, etc.)	311611 J111							
<b>21</b>	Dry or semidry (salami, cervelat, beef jerky, pepperoni, summer sausage, pork roll, etc.)								
		311611 J121							
<b>22</b>	Frankfurters (including wieners)	311611 J131							

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
23	Products made from animals slaughtered in this plant - Continued							
	Sausage and similar products, not canned - Continued							
24	Jellied goods and similar preparations (headcheese, meat loaves, scrapple, puddings, chili con carne, etc.) . . . . .	311611 J11						
	Other sausage, smoked or cooked (bologna, liverwurst, Polish sausage, etc.) (Specify kind) ↴	311611 J141						
25	Canned meats (excluding dog, cat, and baby food) . . . . .	311611 M100						
26	Lard, sold as such (excluding animal fat shortening)							
	Consumer sizes (containers of 3 pounds or less) . . .	311611 D111						
27	Commercial sizes (containers of more than 3 pounds) . . .	311611 D121						
28	Miscellaneous by-products		↑ 1000 lb ↓					
	Edible tallow and stearin . . . . .	311611 R131						
29	Killing floor offal, scrap, and bones . .	311611 R151						
30	Natural sausage casings (beef, hog, etc.) . . . . .	311611 R141						

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts				
					Quantity	Value, f.o.b. plant			
						\$ Bil.	Mil.	Thou.	
0734		0730	0736	0733	0732	0731			
31	Products made from animals slaughtered in this plant - Continued								
	Miscellaneous by-products - Continued								
	Other miscellaneous by-products of slaughtering plants (including pulled wool and glue stock) (excluding sausage casings) (Specify kind) ↴								
		311611 R161							
32	Animals slaughtered for pet food . . . . .	311611 R171							
33	Custom slaughtering of animals . . . . .	311611 R181							
34	Hides, skins, and pelts . . . . .	311611 P100							
35	Leather, finished and unfinished . . . . .	316110 1700							
36	Products made from animals slaughtered elsewhere								
	Pork, processed or cured, not canned or made into sausage								
	Sweet-pickled or dry-cured, not smoked or cooked . . . . .	311612 1111							
37	Dry salt pork . . . . .	311612 1121							
38	Smoked pork, not otherwise cooked								
	Hams and picnics	311612 1231							
39	Slab bacon . . . . .	311612 1341							
40	Sliced bacon . . . . .	311612 1451							
41	Boiled ham, barbecue pork, and other cooked meats . . . . .	311612 1671							

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
	Products made from animals slaughtered elsewhere - Continued							
	Pork, processed or cured, not canned or made into sausage - Continued							
42	Lard . . . . .	311612 1781						
	Other smoked pork, not otherwise cooked (Specify kind) ↴							
43		311612 1561						
	Sausage and similar products, not canned (Report similar products made from poultry on line 53)		1000 lb					
44	Fresh (pork sausage, breakfast links, etc.)	311612 4111						
45	Dry or semidry (salami, cervelat, pepperoni, beef jerky, summer sausage, pork roll, etc.) . . . .	311612 4221						
46	Frankfurters (including wieners) .	311612 4331						
	Other sausage, smoked or cooked (bologna, liverwurst, Polish sausage, etc.) (Specify kind) ↴							
47		311612 4441						
	Jellied goods and similar preparations (headcheese, meat loaves, scrapple, puddings, chili con carne, etc.) (Specify kind) ↴							
48		311612 4451						
49	Canned meats (excluding dog, cat, and baby food) . . . . .	311612 7100						

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts				
					Quantity	Value, f.o.b. plant			
						\$ Bil.	Mil.	Thou.	
0734		0730	0736	0733	0732	0731			
	Products made from animals slaughtered elsewhere - Continued								
	Other processed, frozen, or cooked meats								
	Frozen ground meat patties, portion control meats, pork rind pellets (including pork cracklings), and other processed, frozen or cooked meats . . . . .	311612 A511							
50									
51	Boxed meat (beef, pork, lamb, etc.) . . .	311612 A111							
52	Collagen sausage casings . . . . .	311612 A611							
53	Processed poultry and small game (excluding soups), containing 20 percent or more poultry or meat . . .	311615 D100							
54	Lard, inedible tallow, and other greases (excluding wool grease)		↑ 1000 lb ↓						
	Rendered lard (excluding canned), not made in meat packing plants . .	311613 2113							
55	Inedible tallow (including inedible animal stearin) . . . . .	311613 2112							
56	Other animal and marine grease (excluding wool grease) . . . . .	311613 2131							
57	Baking or frying fats (shortening), 100 percent animal fat or blends of vegetable oil and animal fat, edible . . . . .	311225 2821							
58	Frozen dinners (beef, pork, and poultry pies) and nationality foods . . . . .	311412 1800							
59	Animal and marine feed and fertilizer by-products								
	Meat and bone meal . .	311613 5111							
60	Dry rendered tankage . .	311613 5221							
61	Foods, vegetable oil . . .	311613 5271	1000 lb						

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
62	Animal and marine feed and fertilizer by-products - Continued  Animal oil mill products (including all other animal oils, fatty acids, animal oil foots, and acidulated soap stock)	311613 5281						
63	Other feed and fertilizer by-products (including poultry fats and by-products, feather meal, blood meal, and raw products for pet food) (Specify kind) ↴	311613 5243						
64	Young chickens (usually under 20 weeks of age) (including bulk, chilled, frozen, whole, and parts)	311615 1600						
65	Prepared sauces (mustard, worcestershire, soy, horseradish, and sauces used as a condiment to meat, vegetable, and seafood) (excluding tomato based sauces and sauces comprised of 20% or more meat)	311941 4200	1000 gal					
66	Canned catsup	311421 D401						
67	All other products made in this establishment (Specify and report each product with sales value of \$50,000 or more that cannot be assigned to one of the pre-listed products and services. For all remaining products, write "Other" and report a single total value.)	18						
68		26						
69		34						
70		42						

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued								
Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
71		59						
72		67						
73	Contract work - Receipts for work done for others on their materials (Specify products worked on and kind of work.) ↴							
		999899 2000						
74	Resales - Sales of products bought and sold without further manufacture, processing, or assembly (The cost of such items should be reported in 19, line A2.) . . . . .	999899 1000						
75	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.) . . . . .	999899 9000						
76	<b>TOTAL</b> (Should equal total reported in 5) . . . . .	770000 0000						

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23-25 Not Applicable.

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**26** SPECIAL INQUIRIES

**A. PURCHASE OF CONTRACT MANUFACTURING**

1. Did this establishment **purchase** contract manufacturing services from other companies or foreign plants of your company in 2012?

**Include:**

- Products for which the manufacturing (i.e., transforming or otherwise processing materials or components based on specifications provided by your company) was outsourced to other companies.
- Products for which the manufacturing was performed by your company's foreign plants.

**Exclude:**

- Services for packaging and assembling.
- Purchases of merchandise for resale (sale of products bought and sold without further processing or transformation).

1011  Yes - Go to line 2

1012  No - Go to **B**

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2. Report the costs incurred by this establishment for contract manufacturing purchased in 2012 . . . . . 1013

2012		
\$ Bil.	Mil.	Thou.
[ ] [ ] [ ]	[ ] [ ] [ ] [ ] [ ]	[ ] [ ] [ ] [ ]

3. Report the value of sales, shipments, receipts, or revenue generated in 2012 from products whose purchases were reported as contract manufacturing costs in line 2 . . . . . 1015

2012		
\$ Bil.	Mil.	Thou.
[ ] [ ] [ ]	[ ] [ ] [ ] [ ] [ ]	[ ] [ ] [ ] [ ]

**B. RECEIPTS FROM CONTRACT MANUFACTURING**

1. Did this establishment **provide** contract manufacturing services to others in 2012 (*regardless of materials ownership*)?

**Include:**

- Products manufactured at this location (i.e., transforming or otherwise processing materials or components based on specifications provided by the contracting company).
- Products manufactured and transferred to other plants of your company.
- Products manufactured and exported.

**Exclude:**

- Services for packaging and assembling.
- Sales of products purchased and sold without further processing or transformation.

1017  Yes - Go to line 2

1018  No - Go to **30**

2. Report the value of sales, shipments, receipts, or revenue generated in 2012 from contract manufacturing performed at this location for others (**regardless of materials ownership and based on specifications provided by the contracting company**) . . . . . 1019

2012		
\$ Bil.	Mil.	Thou.
[ ] [ ] [ ]	[ ] [ ] [ ] [ ] [ ]	[ ] [ ] [ ] [ ]

Please describe the product(s) being manufactured for others at this establishment. ↴

1020

**27-29** Not Applicable.

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REMARKS (Please use this space for any explanations that may be essential in understanding your reported data.)

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**30** CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

Yes

No - Enter time period covered →

FROM	Month	Year	TO	Month	Year
	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>

Name of person to contact regarding this report

Title

Area code	Number	Extension
<input type="text"/>	<input type="text"/>	<input type="text"/>

Fax	Area code	Number
<input type="text"/>	<input type="text"/>	<input type="text"/>

E-mail address

Date completed	Month	Day	Year
	<input type="text"/>	<input type="text"/>	<input type="text"/>

**Thank you for completing your 2012 ECONOMIC CENSUS form.  
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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