

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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 - 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 **16**, line A2, not in **17**. 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	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in)		
			\$ Bil.	Mil.	Thou.
0634		0630	0631		
1	Newsprint	322122 03			
2	Carbonless paper	322120 21			
	Coated paper (excluding carbonless and photosensitive)				
3	Sheets	322220 03			
4	Rolls	322220 04			
	Uncoated paper (excluding newsprint)				
5	Sheets	322121 10			
6	Rolls	322121 12			
7	Pressure-sensitive base stock, self-adhesive (including paper, film, foil, etc.)	322222 00			

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17 DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES - Continued

Line No.	Materials, parts, and supplies	Census material code	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in)		
			\$ Bil.	Mil.	Thou.
0634		0630	0631		
8	Plastics film and sheet	326100 01			
9	Printing inks	325910 02			
10	Light sensitive films	32 99 01			
11	Light sensitive papers (including photographic base and diffusion transfer paper)	32 99 13			
12	Color proofing materials	333315 00			
13	Unexposed photosensitive printing plates	325992 01			
14	Looseleaf components (including ring-type), metal and plastic . . .	323118 10			
15	Garments purchased to be printed and resold	315000 00			
16	Paperboard (including news, chip, pasted, tablet, check, binders' board) (excluding for shipping)	322130 01			
17	Paperboard containers, boxes, and corrugated paperboard	322210 01			
18	Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) ↴	009700 99			
19	TOTAL (Should equal total reported in 16 , line A1)	771000 00			

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18 Not Applicable.

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19 TYPE OF OPERATION

A. Operations performed (Mark "X" ALL that apply.)

- 0620 294 Publishing
- 300 Printing
- 334 Typesetting/imagesetting
- 344 Platemaking and/or platemaking services
- 299 Postpress services, including binding
- 301 Print brokering
- 465 Embroidering

B. Equipment used (Mark "X" ALL that apply.)

- 309 Lithographic (offset)
- 312 Gravure
- 306 Flexographic
- 302 Screen process
- 328 Quick printing
- 330 Digital printing
- 314 Engraving (printing)
- 304 Letterpress
- 316 Photocopying
- 362 Blueprinting

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20 and 21 Not Applicable.

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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.

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."

Special Reporting Instructions and Definitions -

Stock forms - Standardized products usually manufactured in large quantities and carried in inventory, delivered to end user without customer specified printing and/or other manufacturing features.

Custom forms - Manufactured to customers' specifications.

Label/Form Combination - Any form that incorporates a label into its construction.

Unit Set Forms, Loose or Bound - All carbonless, carbonized, or carbon interleaved forms with an original and one or more copies, with or without stub.

Tabulating Card Set - Any combination of one or more cards assembled and joined with any number of sheets, with or without carbon, held together by a common perforated stub, not in continuous style.

Manifold Book - A bound set of forms intended for manual writing with hand-inserted, reusable carbon.

Pegboard Accounting System - A board with a row or rows of pins and associated pegboard forms that fit onto the board.

Continuous Forms - Single or multiple copy forms, with or without carbon, manufactured from a continuous web and not cut into units prior to execution; zig-zag folded (flat pack) or nonfolded (roll).

Jumbo Roll-Feed Forms - Continuous forms intended for use in high-speed nonimpact printers. The forms go to the end user in a roll.

Self-Mailer Form - A continuous form integrated into a continuous envelope, manufactured so that the outside address and inside product can be printed simultaneously (includes peel-back and insert mailers).

Preprinted Cut Sheets - Single ply, noncontinuous sheets of paper formatted for the collection and/or dissemination of information. These should be reported under the appropriate commercial printing category(ies) in **22**.

Commercial Printing - This list of printed products is categorized by kind of printing press used. Report receipts for any commercial printing done in this establishment in the section following manifold business forms and checkbooks, beginning on line 6.

Photocopying - Report receipts on line 77.

Blueprinting - Report receipts on line 78.

Print Brokering - Report receipts on line 79.

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Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
	0734	0730	0731			
1	Manifold business forms					
	Unit set business forms, loose or bound (including label/form combination, tabulating card sets, and other types)	323116 1500				
2	Manifold books and pegboard accounting systems (including manifold sales books)	323116 3100				

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

Line No.	Products and services	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
0734		0730	0731		
3	Manifold business forms - Continued Custom continuous business forms (including label/form combination, jumbo roll-feed, self-mailer, and other types) . . .	323116 5700			
4	Stock continuous business forms (including jumbo roll-feed and other types)	323116 7100			
5	Checkbooks (including inserts and refills) (excluding those in continuous form and die-cut)	323116 9100			
6	Quick printing (<i>Report receipts for photocopying on line 77.</i>) . . .	323114 0100			
7	Digital printing	323115 0100			
8	Lithographic (offset) printing Magazine and periodical printing Magazine and periodical printing (excluding magazines and comics for Sunday newspapers)	323110 1115			
9	Magazine and comic printing for Sunday newspapers (excluding printing of newspaper advertising inserts) (<i>Report newspaper advertising inserts on line 19.</i>)	323110 1121			
10	Label and wrapper printing Label printing	323110 3125			
11	Printed rolls and sheets for packaging purposes (printing only) (<i>Report converting and printing or converting without printing on lines 70 through 75.</i>)	323110 3145			
12	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323110 5100			
13	Financial and legal printing Annual report, SEC filing, prospectus, and other corporate financial printing	323110 7125			
14	Bank and bank form printing (including debit-credit slips, ledger and statement sheets, installment-loan coupons, etc.) (excluding checkbooks)	323110 7155			
15	Other financial and legal printing (including insurance forms, briefs, etc.) (<i>Report checkbooks on line 5.</i>) (<i>Specify products printed.</i>) ↴ 	323110 7165			

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
16	Lithographic (offset) printing - Continued Advertising printing Direct mail advertising printing (including circulars, letters, pamphlets, cards, etc.) (excluding catalogs)	323110 9115				
17	Display advertising printing (including posters and counter, floor display, point-of-purchase, and other advertising display materials)	323110 9225				
18	Signs and displays made of wood, metal, plastic, etc. (Printing of material to be affixed to a sign or display should be reported on line 17.) (Specify products printed.) ↴ 	339950 WYWW				
19	Preprinted newspaper advertising insert printing (advertising supplements not regularly issued)	323110 9235				
20	Other advertising printing (including brochures, pamphlets, magazine inserts, shopping news, etc.) (Specify products printed.) ↴ 	323110 9255				
21	Other lithographic (offset) general job printing Newspapers	323110 B111				
22	Scientific and technical recording chart and chart paper printing	323110 B116				
23	Calendar, map, and atlas printing (including calendar pads and globe covers)	323110 B125				
24	Playing cards, printed	323110 B141				
25	Printed decalcomanias and pressure-sensitives (self-adhesive) (including bumper stickers, etc.) (excluding labels)	323110 B146				
26	Printing on metal (excluding signs and displays)	323110 B151				
27	Art reproductions and picture prints	323110 B176				

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
28	Lithographic (offset) printing - Continued Other lithographic (offset) general job printing - Continued Greeting cards, printed for publication by others	323110 B181				
29	Ticket, credit card, business stationery, and all other lithographic (offset) commercial and general job printing (Specify products printed.) ↴ [Redacted]	323110 B195				
30	Gravure printing Magazine and periodical printing (including magazine and comic supplements for Sunday newspapers) (Report newspaper advertising inserts on line 35.)	323111 1100				
31	Label and wrapper printing Label printing	323111 3125				
32	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 70 through 75.)	323111 3235				
33	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323111 5100				
34	Advertising printing Direct mail advertising printing (including circulars, letters, pamphlets, cards, and printed envelopes) (excluding catalogs)	323111 7111				
35	Advertising printing other than direct mail (including newspaper advertising inserts, advertising display materials, brochures, pamphlets, magazine inserts, etc.) (excluding catalogs) (Specify products printed.) ↴ [Redacted]	323111 7125				
36	Other general commercial gravure printing (including decalcomanias, pressure-sensitives (other than labels), bumper stickers, customized stationery, business cards, etc.) (Specify products printed.) ↴ [Redacted]	323111 9100				

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
37	Flexographic printing Label and wrapper printing Label printing	323112 1A15				
38	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 70 through 75.)	323112 1C25				
39	Financial and legal printing (including annual corporate reports, bank printing, etc.) (Report checkbooks on line 5.)	323112 3321				
40	Advertising printing (including direct mail (other than catalogs), display, magazine and preprinted newspaper inserts, brochures, pamphlets, etc.)	323112 3326				
41	All other commercial flexographic printing (including catalogs, decalcomanias, pressure-sensitives (other than labels), customized stationery, etc.) (Specify products printed.) ↴ 	323112 3392				
42	Screen printing Label printing (including cloth labels)	323113 2100				
43	Printing on garments, apparel accessories, and other fabric articles (excluding labels)	323113 4100				
44	Advertising printing Printed point-of-purchase, counter, window, and floor display materials and advertising posters, inserts, brochures, etc.	323113 6215				
45	Signs and displays (nonelectric) made of wood, plastics, metal, etc. (Printing of material to be affixed to a sign or display should be reported on line 44.) (Specify primary material.) ↴ 	339950 3YWW				
46	Printed decalcomanias and pressure-sensitives (self-adhesive) (including bumper stickers, etc.) (excluding labels)	323113 6346				
47	Printing on metal (excluding signs)	323113 6651				

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
48	Screen printing - Continued Printing on glass or plastics containers for others	323113 6656				
49	All other commercial and general screen printing (including customized stationery) (excluding on textiles) (Specify products printed.) ↘ 	323113 6656				
50	Engraving (printing) Security	323119 E111				
51	Social	323119 E116				
52	Business stationery and other commercial engraving (printing) (Specify products printed.) ↘ 	323119 E125				
53	Letterpress printing Magazine and periodical printing	323119 C135				
54	Label and wrapper printing Label printing	323119 3125				
55	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 70 through 75.)	323119 3139				
56	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323119 C155				
57	Advertising printing (including direct mail (other than catalogs), display advertising materials, newspaper and magazine inserts, brochures, circulars, etc.)	323119 9100				
58	Financial and legal printing (Report checkbooks on line 5.) . . .	323119 C145				

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
59	Letterpress printing - Continued					
	Other letterpress general job printing					
60	Printed decalcomanias and pressure-sensitives (self-adhesive) (including bumper stickers, etc.) (excluding labels)	323119 C227				
	Tag printing (including embossed) and business form printing (excluding manifold, financial, legal, and looseleaf forms)	323119 C228				
61	Ticket, coupon, and food and beverage check printing (including transportation and amusement)	323119 C233				
62	Calendars and calendar pads	323119 C235				
63	Embossing or embossing and printing plastic cards (credit, ID, etc.)	323119 C241				
64	All other general commercial letterpress printing (including customized stationery and business cards) (Specify products printed.)					
		323119 C292				
65	Pad printing (Specify products printed.)					
		323119 J102				
66	Commercial printing using a process not previously listed (Report receipts for photocopying, blueprinting, and print brokering on lines 77 through 79.) (Specify the process used and products printed.)					
		323119 J104				
67	Blankbooks (including albums, time planners-organizers, ledger and account books, address books, etc., and refills) (excluding checkbooks and looseleaf types)	323118 1100				
68	Looseleaf binders, devices, inserts, forms, and metals (including post binders, components, and products specifically for use in looseleaf binders) (excluding looseleaf filler paper)	323118 3100				
69	Miscellaneous binding and postpress work (including collating, perforating, folding, gluing, die-cutting, gold or foil stamping, etc.) (Specify kinds of work done.)					
		323121 7100				

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
	All other products made in this establishment (<i>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.</i>)					
70		18				
71		26				
72		34				
73		42				
74		59				
75		67				
76	Resales - Sales of products bought and sold without further manufacture, processing, or assembly (<i>The cost of such items should be reported in 16, line A2.</i>)	999899 1000				
77	Receipts for photocopying and duplicating	999899 9054				
78	Receipts for blueprinting services	999899 9057				
79	Receipts for services as print broker	999899 9060				
80	Sales of scrap and refuse	999899 9003				
81	Other miscellaneous receipts (including receipts for repair work, etc.)	999899 9090				
82	TOTAL (<i>Should equal total reported in 5</i>)	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 purchases 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 **C**

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

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26 SPECIAL INQUIRIES - Continued

C. FRANCHISE

1. Was this establishment operating under any trademark(s) or brand name(s) authorized by a franchisor in 2012? (Mark "X" only ONE box.)

0237 Yes - franchisee-owned establishment

0238 Yes - franchisor-owned establishment

0239 No

2. If yes, provide the trademark(s) or brand name(s) below.

0235

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27-29 Not Applicable.

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

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 →

	Month	Year		Month	Year
FROM	□ □	□ □ □ □	TO	□ □	□ □ □ □

Name of person to contact regarding this report

Title

Area code	Number	Extension
□ □ □	□ □ □ □ □ □ □ □	□ □ □ □

Area code	Number
□ □ □	□ □ □ □ □ □ □ □

E-mail address

	Month	Day	Year
Date completed	□ □	□ □	□ □ □ □

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

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