

**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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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	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>	Bulk surface active intermediates (active weight) . . . . .	325613 03					
<b>2</b>	Bulk surfactants, other than sulfonated oils and assistants (excluding intermediates) Primarily for detergent purposes (active weight) . . . . .	325613 05					
<b>3</b>	Other emulsifiers, wetting agents, penetrants, etc. (active weight) . . . . .	325613 07					
<b>4</b>	Glycerin (100 percent) . . . . .	325611 00					
<b>5</b>	Vegetable oil . . . . .	311200 02					
<b>6</b>	Perfume oil mixtures and blends . . . . .	325620 01					
<b>7</b>	Fatty acids . . . . .	325199 01					
<b>8</b>	Grease and inedible tallow . . . . .	311613 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			
9	Chlorine (100 percent Cl) . . . . .	325181 03	short tons					
10	Hydrochloric acid (100 percent HCl) . . .	325188 07						
11	Sodium hydroxide (100 percent NaOH) (caustic soda) . . . . .	325181 07	short tons					
12	Sodium tripolyphosphate (100 percent (STPP) . . . . .	325188 21						
13	Sodium carbonate (soda ash) (58 percent Na <sub>2</sub> O) . . . . .	325181 04						
14	Other potassium and sodium compounds (Specify kind.) ↴  	325188 19						
15	Refined petroleum products (including mineral oil, naphtha solvents, petrolatum, waxes, etc.) (excluding surface active intermediates) . . . . .	324100 14						
16	Other organic and inorganic chemicals (Specify kind.) ↴  	325100 05						
17	Labels, coupons, instructions, and other printed material . . . . .	323100 03						
18	Containers Plastics . . . . .	326199 29						
19	Metal . . . . .	332400 00						
20	Paperboard containers, boxes, and corrugated paperboard . . . . .	322210 01						
21	Fabricated plastics products (including dispensing pumps and triggers and mist sprayers, excluding containers) . . . . .	326199 37						

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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>22</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>23</b>	<b>TOTAL</b> (Should equal total reported in 16, line A1) . . . . .	771000 00						

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**18-21** 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.

The value of all products shipped in "gift" or "promotional" sets should be distributed among the individual lines for the products included in the set. All direct costs of production and profits should be equitably distributed among the products included in the set.

**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.

**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 -**

Commercial, industrial, and institutional soaps and detergents - Bulk products and products usually sold in containers holding more than 25 pounds or 1 gallon; for commercial, industrial, and institutional use.

Household soaps and detergents - Products usually sold in containers holding less than 25 pounds or gallon; for use by family units.

Soaps - Products, including combination of synthetic organic surface active agents and alkaline detergents, containing more than 25 percent anhydrous soap.

Bulk surfactants - Includes all amphoteric, anionic, cationic, and nonionic bulk surface active agents that reduce surface tension of water or other solvents and are used chiefly as detergents, dispersing agents, emulsifiers, foaming agents, or wetting agents in either aqueous or nonaqueous systems. Exclude surface active agents produced or purchased and sold as active ingredients in formulated products.

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

Light-duty detergents - Detergents products for hand dishwashing and for fine fabrics with little or no phosphate builder.

Heavy-duty phosphate-based detergents - Detergent products for laundry applications with a substantial phosphate builder.

Heavy-duty phosphate-free detergents - Detergent products for laundry applications containing alkaline compounds, but excluding phosphate builders.

Presoaks - Products containing essentially one or more of the following ingredients: alkaline compounds, synthetic organic surface active agents, soap, and soil releasing agents such as (but not confined to) protease, amylase, and lipase (enzymes).

Line No.	Products and services	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
	0734	0730	0731		
	Soaps and detergents, commercial, industrial, and institutional				
<b>1</b>	Hard surface cleaners (dry, liquid, and aerosol) . . . . .	325611 141			
<b>2</b>	Laundry detergents (dry and liquid) . . . . .	325611 1231			
<b>3</b>	Dishwashing detergents (dry and liquid) . . . . .	325611 1331			
<b>4</b>	Metal cleaners . . . . .	325611 1411			
<b>5</b>	Scouring cleaners . . . . .	325611 1511			
<b>6</b>	Dairy, farm, and food plant cleaners, sanitizers, etc. . . . .	325611 1611			
<b>7</b>	All other soaps, detergents, and cleaners (bars, liquids, pastes, chips, flakes, granules, powder and aerosols) <i>(Specify kind)</i> ↴ [ ]	325611 1751			
	Household detergents				
<b>8</b>	Dry laundry detergents (heavy-duty, phosphate free) and household liquid laundry detergents (light-duty and heavy-duty)	325611 4611			
<b>9</b>	Liquid and dry alkaline automatic dishwashing detergents . . .	325611 4512			
<b>10</b>	Liquid and dry alkaline hard surface cleaners (including degreasers, liquid and dry alkaline scouring cleaners) . . . . .	325611 4513			
	Household soaps				
<b>11</b>	Bath, facial, and hand soaps (excluding specialty cleaners) . . .	325611 7410			
<b>12</b>	Other household soaps (excluding specialty cleaners, bath, facial, and hand soaps) <i>(Specify kind)</i> ↴ [ ]	325611 7420			

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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			
<b>13</b>	Glycerin, natural Refined (all grades, 100 percent basis) . . . . .	325611 A102				
<b>14</b>	Crude (100 percent basis) . . . . .	325611 A101				
<b>15</b>	Household bleaches (chlorine and nonchlorine) . . . . . Specialty cleaning and sanitation products Disinfectants (nonagricultural)	325612 1100				
<b>16</b>	Industrial and institutional . . . . .	325612 5111				
<b>17</b>	Household . . . . .	325612 5491				
<b>18</b>	Glass window cleaning preparations (excluding automotive windshield washer fluid) Industrial and institutional . . . . .	325612 5421				
<b>19</b>	Household . . . . .	325612 5411				
<b>20</b>	Automotive windshield washer fluid . . . . .	325612 5431				
<b>21</b>	Oven cleaners . . . . .	325612 5441				
<b>22</b>	Toilet bowl cleaners Industrial and institutional . . . . .	325612 5461				
<b>23</b>	Household . . . . .	325612 5451				
<b>24</b>	Drain pipe solvents . . . . .	325612 5471				
<b>25</b>	Bathroom, tub, and tile cleaners . . . . .	325612 5481				

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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			
	Specialty cleaning and sanitation products - Continued					
	Laundry aids					
<b>26</b>	Industrial and institutional liquid laundry fabric softeners and rinses . . . . .	325612 5831				
<b>27</b>	Dry and liquid laundry fabric softeners and rinses, dryer sheets, and starch preparations (including permanent types)	325612 5871				
	Other laundry aids (including ironing aids and dry cleaning spotting preparations) ( <i>Specify kind</i> ) ↴					
<b>28</b>		325612 5861				
	Air and room fresheners, aerosol type (excluding potpourri)					
<b>29</b>	Industrial and institutional . . . . .	325612 5321				
<b>30</b>	Household . . . . .	325612 5351				
	Rug and upholstery cleaners					
<b>31</b>	Industrial and institutional . . . . .	325612 54F1				
<b>32</b>	Consumer . . . . .	325612 54E1				
<b>33</b>	Household ammonia . . . . .	325612 54G1				
<b>34</b>	Waterless hand cleaners . . . . .	325612 54J2				
	Other specialty detergents (including sweeping compounds, wallpaper cleaners, etc.) ( <i>Specify kind</i> ) ↴					
<b>35</b>		325612 54J5				
	Polishing preparations and related products					
	Automobile polish and cleaners					
<b>36</b>	Industrial and institutional . . . . .	325612 7121				
<b>37</b>	Household . . . . .	325612 7111				

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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			
	Polishing preparations and related products - Continued					
	Furniture polish and cleaners					
<b>38</b>	Industrial and institutional . . . . .	325612 7141				
<b>39</b>	Household . . . . .	325 12 7 31				
	Floor polish					
	Water emulsion					
<b>40</b>	Household . . . . .	325612 7151				
<b>41</b>	Industrial and institutional . . . . .	325612 7161				
<b>42</b>	Liquid (nonemulsion) . . . . .	325612 7171				
	Other than liquid form (including paste and cake) ( <i>Specify kind</i> ) ↴					
<b>43</b>		325612 7181				
<b>44</b>	Shoe polishes and cleaners . . . . .	325612 7191				
<b>45</b>	Leather dressings and finishes (excluding shoe polish) . . . . .	325612 71A1				
	Other polishing preparations and related products (including metal polish and polishing cloths and papers) ( <i>Specify kind</i> ) ↴					
<b>46</b>		325612 71B1				

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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			
	Surfactants, finishing agents and assistants					
	Assistants and finishes, textile and leather					
	Textile					
<b>47</b>	Assistants .....	325613 0111				
<b>48</b>	Finishes .....	325613 0121				
<b>49</b>	Leather assistants and finishes .....	325613 0131				
<b>50</b>	Bulk surfactants (surface active agents) .....	325613 0241				
<b>51</b>	All shaving preparations .....	325620 1200				
<b>52</b>	Consumer use hair shampoos containing soap, or synthetic organic chemicals (including products with additives for coloring, dandruff removal, etc.) .....	325620 7122				
<b>53</b>	Toothpaste (including gels and toothpowder) .....	325611 D100				
<b>54</b>	Creams, lotions and oils (excluding shaving, hair, and deodorant)	325620 D300				
<b>55</b>	Miscellaneous end use chemicals and chemical products (excluding urea) <i>(Specify kind)</i> ↴	325199 T100				
<b>56</b>	Synthetic organic chemicals for use as flavor and perfume materials, mixed and unmixed .....	325199 H100				
<b>57</b>	Other synthetic organic chemicals <i>(Specify kind)</i> ↴	325199 R100				
<b>58</b>	Miscellaneous cyclic and acyclic chemicals and chemical products (excluding fatty acid esters) <i>(Specify kind)</i> ↴	325199 V100				
<b>59</b>	Household and institutional pesticides and chemicals (excluding personal insect repellents) .....	325320 7147				
<b>60</b>	Automotive chemicals .....	325998 E100				
<b>61</b>	Water treating compounds (excluding swimming pool and cooling tower) .....	325998 A142				

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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			
<b>62</b>	Lubricating oils (including hydraulic fluids, quenching and cutting oils, transformer oils, liquid rust preventives, etc.), made from refined petroleum . . . . .	324191 0111				
<b>63</b>	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> )					
<b>64</b>						
<b>65</b>						
<b>66</b>						
<b>67</b>						
<b>68</b>						
<b>69</b>	Contract work - Receipts for work done for others on their materials ( <i>Specify products worked on and kind of work.</i> )					
<b>70</b>	Resales - Sales of products bought and sold without further manufacture, processing, or assembly ( <i>The cost of such items should be reported in 19, line A2.</i> ) . . . . .					
<b>71</b>	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.) . . . . .					
<b>72</b>	<b>TOTAL</b> ( <i>Should equal total reported in 5</i> ) . . . . .					

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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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		2012		
		\$ Bil.	Mil.	Thou.
2.	Report the costs incurred by this establishment for contract manufacturing purchases in 2012 . . . . .	1013		
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		

**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**

		2012		
		\$ Bil.	Mil.	Thou.
2.	Report the value of sales, shipments, receipts, or revenue generated in 2012 from contract manufacturing performed at this location for others ( <b>regardless of materials ownership and based on specifications provided by the contracting company</b> ) . . . . .	1019		

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

Telephone

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

Fax

Area code	Number
<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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