

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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	Foam mattress cores (including latex) (excluding topper pads) . . .	326150 01			
2	Foam padding (excluding mattress cores)	326299 59			
3	Insulators (excluding cotton felt)	001900 49			
4	Other cushioning materials	001900 44			
5	Woven upholstery fabrics (including cotton, nylon, polyester, rayon, etc.) (excluding ticking)	313200 11			
6	Ticking (mattress)	313210 05			
7	Springs	332610 01			
8	Hardwood dimension and parts (including wood furniture frames)	321000 41			

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CONTINUE WITH **17** ON PAGE 12

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		
9	Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) 7	009700 99			
10	TOTAL (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.

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 -

Conventional water bed - A bed consisting of a vinyl bag that is designed to contain water, a liner, and a heating unit and that is contained within a rigid frame.

Electric adjustable sleep ensembles and mattresses - A flexible mattress, with or without an accompanying foundation, that is placed on an adjustable platform that is mounted on a support base and includes an electrically operated mechanism for adjusting the position of the platform and the sleep surface.

Foundations - Do not include foundation components or constructions shipped to other plants for further fabrication into an end product; do not include foundations incorporated into hybrid-type flotation and electric adjustable sleep ensembles.

Hybrid-type flotation sleep ensembles and mattresses - A mattress, with or without an accompanying foundation, that is finished in a conventional manner by using ticking fabrics; however, the mattress also contains a flexible bag, typically vinyl, that is designed to contain water. Do not include conventional waterbeds.

Mattress insert - A mattress specifically designed and produced for dual-purpose sleep furniture. When not in use, the mattress folds into the furniture unit beneath the surface by means of a mechanical device to which the mattress is attached.

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

Line No.	Products and services	Census product code	Value, of receipts, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
0734		0730	0731		
1	Mattresses, innerspring (including polyurethane, rubber topper pads, and mattresses sold as part of Hollywood beds) (excluding crib-size)	337910 1100			
2	Mattresses, other types (Specify kind) ↴ 	337910 4100			
3	Sleep system ensembles and mattresses (excluding conventional waterbeds)	337910 A100			
4	Foundations (excluding innerspring units) and foundations incorporated into hybrid-type Mattress Topper sleep ensembles and electric adjustable sleep ensembles)	337910 7100			
5	Wire spring units for box springs, innerspring mattresses, dual-purpose sleep furniture, and other upholstered furniture	332612 4311			
6	Metal household furniture, beds (including army, folding, and rollable cots, and bed frames), unupholstered	337124 8131			
7	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			
8		26			
9		34			
10		42			
11		59			
12		67			
13	Contract work - Receipts for work done for others on their materials (Specify products worked on and kind of work.)	999899 2000			
14	Resales - Sales of products bought and sold without further manufacture, processing, or assembly (The cost of such items should be reported in 16, line A2.)	999899 1000			
15	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.)	999899 9000			
16	TOTAL (Should equal total reported in 5)	770000 0000			

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23-25 Not Applicable.

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 (regardless of materials ownership and based on specifications provided by the contracting company)	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

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

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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