

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 **2**. 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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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 **2** under Census product code 999890 0000, "Resales."

| 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 | Rough and dressed lumber | 321000 19 | | | |
| 2 | Paperboard containers, boxes, and corrugated paperboard | 322210 01 | | | |
| 3 | Electronic components and accessories (including circuit boards and recording heads) | 330000 65 | | | |
| 4 | Parts, specially designed for musical instruments (including actions, strings, mouthpieces, etc.) | 339992 00 | | | |
| 5 | Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) ↴ | 009700 99 | | | |
| | | | | | |
| | | | | | |
| 6 | TOTAL (Should equal total reported in 16 , line A1) | 771000 00 | | | |

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 DO NOT USE TO REPORT

18-21 Not Applicable.

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

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 930000 0000.

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 999890 0000, "Resales."

| 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 | Pianos (nonelectronic), organs, and parts Pianos, nonelectronic (<i>Report electronic pianos on line 5</i>) | 339992 1100 | | | |
| 2 | Organs Pipe and reed organs | 339992 3101 | | | |
| 3 | Other organs, including electronic organs (<i>Specify kind.</i>) ↴ [Redacted] | 339992 3106 | | | |
| 4 | Parts, excluding benches | 339992 5100 | | | |
| 5 | Electronic musical instruments, including electronic pianos and synthesizers, excluding electronic organs | 339992 7116 | | | |
| 6 | Other musical instruments, parts, and accessories Musical instruments, nonelectronic, other types (<i>Specify kind.</i>) ↴ [Redacted] | 339992 7203 | | | |
| 7 | Other musical instrument parts and musical instrument accessories, sold separately, including mouthpieces, music stands, strings (excluding strings for nonelectronic pianos), and drummers' traps, excluding benches and instrument cases (<i>Specify kind of musical instrument parts and accessories.</i>) ↴ [Redacted] | 339992 7331 | | | |
| | 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 "listed products and services". For all remaining products, write "Other" and report a single total value.</i> | | | | |

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CONTINUE WITH 22 ON PAGE 10

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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 | | |
| 8 | | 18 | | | |
| 9 | | 26 | | | |
| 10 | | 34 | | | |
| 11 | | 42 | | | |
| 12 | | 59 | | | |
| 13 | | 67 | | | |
| 14 | Contract work - Receipts for work done for others on their materials (<i>Specify products worked on and kind of work.</i>) ↴ | 930000 0000 | | | |
| 15 | 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>) | 999890 0000 | | | |
| 16 | Miscellaneous receipts, including receipts for repair work, sales of scrap and refuse, etc. | 999800 0000 | | | |
| 17 | TOTAL (<i>Should equal total reported in 5</i>) | 770000 0000 | | | |

23-25 Not Applicable.

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26 SPECIAL INQUIRIES

OTHER ESTABLISHMENT ACTIVITIES

1. Did this establishment design, engineer, or formulate the manufactured products that it sold, produced, or shipped?

0318 Yes

0319 No

2. Which of the following best describes this establishment's primary activity? (Mark "X" only ONE box.)

0362 Providing contract manufacturing services for others

0363 Transforming raw materials or components into new products that this establishment owns or controls

0364 Reselling goods manufactured by others (with or without minor final assembly)

0365 Other - Specify ↴

0366

3. Did this establishment purchase contract manufacturing services from other companies or other establishments of your company to process materials or components that this establishment owns or controls?

0496 Yes, primarily with establishments WITHIN the 50 States and the District of Columbia

0497 Yes, primarily with establishments OUTSIDE of the 50 States and the District of Columbia

0498 No

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 →

| | | | | | |
|------|-------|------|----|-------|------|
| FROM | Month | Year | TO | Month | Year |
| | | | | | |

| | |
|---|-------|
| Name of person to contact regarding this report | Title |
| | |

| | | | | | | | | | | |
|-----------|-----------|--------|---|--|-----------|-----|-----------|--------|---|--|
| Telephone | Area code | Number | | | Extension | Fax | Area code | Number | | |
| | | | - | | | | | | - | |

| | | | | |
|-------------------------|----------------|-------|-----|------|
| Internet e-mail address | Date completed | Month | Day | Year |
| | | | | |

Thank you for completing your 2007 ECONOMIC CENSUS form.

PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

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