

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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 greatly 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		
1	Whole milk	112120 00					
2	Fluid skim milk	311511 01					
3	Condensed and evaporated milk	311514 01					
4	Dry milk	311514 07					
5	Cream	311510 01					
6	Butter	311512 00					
7	Natural cheese (excluding cottage cheese)	311513 01					
8	Ice cream mix (excluding lowfat and nonfat)	311520 01					
9	Soybeans, whole, meal, and concentrate	111100 03	short tons				

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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			
10	Other plant based inputs, fresh or dried (including rice, almonds, and oats) (excluding soybeans)	111000 40	short tons					
11	Sweeteners High fructose corn syrup (HFCS) (in terms of solids)	311221 03	↑ 1000 lb ↓					
12	Crystalline fructose (dry fructose)	311221 17						
13	Dextrose and corn syrup (including corn syrup solids (dry weight))	311221 19						
14	Sugar, cane and beet (in terms of sugar solids)	311310 01		short tons				
15	Chocolate (compounds, cocoa, chocolate liquor, coatings, chocolate flavoring, etc.)	311320 01						
16	Whey, liquid, concentrated, dried; and modified whey products	311514 03						
17	Casein and caseinates	001900 35						
18	Fats and oils, all types, purchased	311000 12	1000 lb					
19	Flavorings, natural, imitation, etc. (excluding chocolate)	001900 36						
20	Plastics resins consumed in the form of granules, pellets, powders, liquids, etc.	325211 05						
21	Packaging paper and plastics film (coated and laminated)	001900 84						
22	Plastics products consumed in the form of sheets, rods, tubes, film, and other shapes	326100 13						
23	Containers Glass containers	327213 01						
24	Plastics containers (excluding bags)	326199 28						
25	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			
26	Metal cans, lids, ends, and parts	332431 02						
27	Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) ↗	00970 99						
28	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."

Receiving Stations - Establishments that do not have bottling or pasteurizing operations but receive fluid milk in bulk and ship it, without processing to bottling or other manufacturing plants of the same company, should report on 2012 Economic Census Form TW-48459 "Trucking and Warehousing (Enterprise Support)." Establishments which are engaged in the business of buying bulk fluid milk and selling it at wholesale, without processing or bottling, should report on 2012 Economic Census Form WH-42413, "Dairy Products."

Distribution Points (Relay Stations) - Some plants maintain outlying distribution points (relay stations) to facilitate house-to-house delivery in nearby cities. Such locations should be considered as part of this establishment in preparing this report, provided their primary activity is the distribution of goods to household consumers. Any such locations distributing primarily at wholesale (to retail stores, etc.) should be regarded as manufacturer's sales branches and listed separately on 2012 Economic Census Form WH-42413, "Dairy Products."

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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		
1	Creamery butter, churned in this plant (<i>Report butter churned elsewhere and repackaged in this plant as a resale on line 51.</i>)	311512 0121	↑ 1000 lb ↓					
	Shipped in consumer packages (containers 3 pounds or less)							
2	Shipped in bulk (containers more than 3 pounds)	311512 0111						
3	Anhydrous milkfat (butteroil)	311512 0101						
4	Margarine, butter blends, and butter substitutes	311512 4100						
5	Natural cheese (including cheddar, Swiss, Italian, brick, cream, grated, dried, etc.) (excluding cottage cheese)	311513 1111						
	Natural cheese (excluding lowfat)							
6	Shipped in consumer packages or containers (3 pounds or less)	311513 1121						
	Shipped in bulk (containers more than 3 pounds)							
7	Lowfat natural cheese	311513 1131						
	Shipped in consumer packages or containers (3 pounds or less)							
8	Shipped in bulk (containers more than 3 pounds)	311513 1141						
9	Process cheese	311513 4111						
	Shipped in consumer packages or containers (3 pounds or less)							
10	Shipped in bulk (containers more than 3 pounds)	311513 4221						
11	Cheese food, cheese spread and other related cheese products (including flavored cheese dips)	311513 4261						

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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		
12	Cheese substitutes and imitations		1000 lb					
	Products substituting for natural cheese	311513 7111						
13	Products substituting for processed cheese and related products	311513 7121						
14	Raw liquid whey	311513 A100						
15	Cottage cheese (including bakers', pot, and farmers' cheese)	311513 7100	1000 lb					
16	Yogurt (excluding frozen)	311511 A100						
17	Fluid milk and cream, bulk sales (including whole milk, 2% reduced fat, 1% lowfat, skim or fat free milk, flavored milk, buttermilk, eggnog, etc.)	311511 1300						
	Packaged fluid milk and related products (including cartons, bottles, cans, and dispenser cans) (excluding ultra-high temperature processing (U.H.T.) and flavored)							
18	Whole fluid milk	311511 5111						
19	2% reduced fat milk, 1% lowfat milk, and 0.5% milk	311511 5211						
20	Fat free or skim milk	311511 5311						
21	Other fluid milk related products (including heavy cream, light coffee cream, unflavored sour cream, half and half, and whipped topping with butterfat base) (Specify kind) ↘	311511 5491						

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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		
22	Dry milk products and mixtures Dry milk, nonfat, infants' formula, and other types (instant chocolate milk, weight control products, whole milk powder, malted milk powder, etc.), shipped in consumer type packages (3 pounds or less)	311514 1911						
23	Dry milk, whole, nonfat, and other, food grade (bakeries, confectioners, meat packers, etc.), shipped in bulk (more than 3 pounds)	311514 1A11						
24	Dry and modified dry whey products (including whey protein concentrates and dry lactose), food grade (bakeries, confectioners, meat packers, etc.), shipped in bulk (more than 3 pounds)	311514 1691						
25	Dry milk products and mixtures (dry milk, dry buttermilk, dry whey, etc.), feed grade, shipped in bulk (more than 3 pounds)	311514 18A1						
26	Milk products (including evaporated, condensed, milk-based infants' formula (liquid), whole milk, ultra-high temperature processing (U.H.T.) fluid milk, and other), shipped in consumer-type cans (excluding substitutes) . . .	311514 5500						
27	Concentrated milk products shipped in bulk (including barrels, drums, and tanks) Feed grade (including concentrated whey and buttermilk)	311514 7111						
28	Food grade Concentrated whey in terms of solids (excluding all types of ice cream mixes) .	311514 7121						
29	All other types of food grade concentrated milk products (excluding ice cream and ice cream mixes)	311514 7131						

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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		
30	Dairy product substitutes (including dry coffee whitener, infants' formula, sour cream, whipped topping, canned liquid infants' formula, dietary supplements, and weight control products)	311514 D100	1000 lb					
31	Ice cream mixes and related products (including lowfat and nonfat, sherbet, yogurt, milkshake, and other milk-based mixes)	311514 A300	1000 gal					
32	Perishable dairy product substitutes (including soy milk, rice milk, almond milk, oat milk, flavored dip, whipped topping, coffee whitener, sour cream, flavored milk drink substitutes, etc.)	311511 D100						
33	Ice cream (including custards)		1000 gal					
	Ice cream (excluding lowfat and nonfat)							
	Shipped in container sizes (less than 3 gallons)							
	Shipped in bulk (containers 3 gallons or more)							
34	Novelty forms	311520 0331						
35	Ice cream, lowfat and nonfat	311520 04A1						
36	Other frozen desserts (yogurt, sherbet, water ices, mellorine, frozen pudding, etc.)	311520 05J1						
37	Other packaged milk products (including flavored sour cream dips, flavored milks (excluding sold bulk), eggnog, buttermilk, acidophilus, reconstituted, reduced or lactose free milk, etc.) (Specify kind) ↴							
38		311511 G100						

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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		
39	Canned and fresh fruit juices, nectars, and concentrates	311421 K100						
40	Soft drinks, non-carbonated Fruit drinks, cocktails and ades, with or without some real juice or concentrates	312111 A411	1000 gal					
41	Iced tea, with or without flavorings, canned or bottled	312111 A321						
42	All other types, fruit drinks, cocktails and ades, with or without some real juice or concentrates (<i>Specify kind</i>) ↴ 	312111 A311	1000 gal					
43	Bottled water, non-carbonated, processed or pasteurized (excluding artificially carbonated and sterile)	312112 0100						
44	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>) 	18						
45		26						
46		34						
47		42						
48		59						
49		67						

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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			
50	Contract work - Receipts for work done for others on their materials (<i>Specify products worked on and kind of work.</i>) 7	999899 2000							
51	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							
52	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.)	999899 9000							
53	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 **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"/>

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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