

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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	Uncoated paper (excluding newsprint)				
	Sheets	322121 10			
2	Rolls	322121 12			
	Coated paper (excluding carbonless and photosensitive)				
3	Sheets	322220 03			
4	Rolls	322220 04			
5	Newsprint	322122 03			
6	Carbonless paper	322120 21			
7	Pressure-sensitive base stock, self-adhesive (including paper, film, foil, etc.)	322222 00			
8	Plastics film and sheet	326100 01			

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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			
9	Paperboard (including news, chip, pasted, tablet, check, binders' board) (excluding for shipping)	322130 01				
10	Looseleaf components (including ring-type), metal and plastic . . .	323118 10				
11	Printing inks	32 91 12				
12	Light sensitive films	32 992 11				
13	Light sensitive papers (including photographic paper and diffusion transfer paper)	325992 13				
14	Color proofing materials	333315 00				
15	Unexposed photosensitive printing plates	325992 01				
16	Garments purchased to be printed and resold	315000 00				
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 -

Book Publishing - If you are the publisher of books being bound or printed and bound at this establishment, do not report these books on individual lines. Report such revenue on lines 91 through 96.

Book Jackets and Covers - Report printed book jackets on lines 91 through 96. Book covers not used to bind books in this establishment should be reported on line 9.

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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	Blankbooks (including albums, time planners-organizers, ledger and account books, address books, etc., and refills) (excluding checkbooks and looseleaf types)	323118 1100			
2	Looseleaf binders, devices, inserts, forms, and metals (including post binders, components, and products specifically for use in looseleaf binders) (excluding looseleaf filler paper) (<i>Report looseleaf filler paper on line 20.</i>)	323118 3100			
3	Checkbooks (including inserts and refills) (excluding those in continuous form and die-cut)	323116 9100			
4	Bookbinding and miscellaneous postpress work Edition, library, and other hardcover bookbinding of books printed elsewhere (<i>Binding of books printed by you should be reported separately as book printing and binding on lines 10 through 14.</i>)				
	Hardbound edition binding of elementary, high school, and college textbooks, and technical, scientific, business, and professional books	323121 1111			
5	Hardbound edition binding of general consumer, trade, religious, reference, and all other books (including book club and direct mail) (<i>Specify kinds of books.</i>) ↴				
		323121 1119			
6	Library binding, hardcover binding of periodicals and records, and other hardcover binding of books (excluding edition)	323121 1226			
7	Softcover, pamphlet, and other binding of books and materials printed elsewhere (excluding sample books)	323121 5425			

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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	Bookbinding and miscellaneous postpress work - Continued Sample books, swatches, and cards (color, carpet, upholstery, drapery, etc.) (including sample mounting)	323121 5531			
9	Miscellaneous binding and postpress work (including collating, perforating, folding, gluing, die-cutting, gold or foil stamping, etc.) (Specify kind of work.) ↴ [Redacted]	323121 4000			
10	Book printing and binding Textbooks, all grades (K through college and other post high school level), teachers editions, workbooks, and standardized tests	323117 1600			
11	Technical, scientific, and professional books	323117 3100			
12	Religious books	323117 5100			
13	General, book club, mail order, mass market, and other trade books for adults and juveniles (including toy and coloring books)	323117 7800			
14	Other book printing and binding (including reference (encyclopedias, dictionaries, etc.), university press, music, and all other books printed and bound) (Specify kinds of books.) ↴ [Redacted]	323117 9100			
15	Books, printing only, not bound	323117 A100			
16	Pamphlets, printing only or printing and binding (excluding advertising pamphlets)	323117 C100			
17	Tablets, pads, and related products Tablets and pads 8 1/2 in. x 11 in. and 8 1/2 in. x 14 in. (excluding columnar)	322233 3111			
18	All other tablets and pads (including columnar) (Specify products made.) ↴ [Redacted]	322233 3221			
19	Notebooks, bound with wire (excluding columnar), staples, thread, or plastics (including composition, memo, and stenographic) (excluding case made)	322233 3331			

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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		
	Tablets, pads, and related products - Continued				
20	Looseleaf paper fillers, school and commercial types	322233 3441			
21	Wrapped ream paper (excluding looseleaf fillers, photographic and photocopy paper, and paper for facsimile machines)	322233 3551			
	Manifold business forms				
22	Unit set business forms, loose or bound (including label/form combination, tabulating card sets, and other types)	323116 1500			
23	Manifold books and pegboard accounting systems (including manifold sales books)	323116 3100			
24	Custom continuous business forms (including label/form combination, jumbo roll-feed, self-mailer, and other types)	323116 5700			
25	Stock continuous business forms (including jumbo roll-feed and other types)	323116 7100			
26	Quick printing (<i>Report receipts for photocopying on line 98.</i>)	323114 0100			
27	Digital printing	323115 0100			
	Lithographic (offset) printing				
	Magazine and periodical printing				
28	Magazine and periodical printing (excluding magazines and comics for Sunday newspapers)	323110 1115			
29	Magazine and comic printing for Sunday newspapers (excluding printing of newspaper advertising inserts) (<i>Report newspaper advertising inserts on line 38.</i>)	323110 1121			
	Label and wrapper printing				
30	Label printing	323110 3125			
31	Printed rolls and sheets for packaging purposes (printing only) (<i>Report converting and printing or converting without printing on lines 91 through 96.</i>)	323110 3145			
32	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323110 5100			

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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			
33	Lithographic (offset) printing - Continued Financial and legal printing Annual report, SEC filing, prospectus, and other corporate financial printing	323110 7125				
34	Bank and bank form printing (including debit-credit slips, ledger and statement sheets, installment-loan coupons, etc.) (excluding checkbooks)	323110 7155				
35	Other financial and legal printing (including insurance forms, briefs, etc.) (Report checkbooks on line 34.) (Specify products printed.) ↴	323110 7165				
36	Advertising printing Direct mail advertising printing (including circulars, letters, pamphlets, cards, etc.) (excluding catalogs)	323110 9115				
37	Display advertising printing (including posters and counter, floor display, point-of-purchase, and other advertising display materials)	323110 9225				
38	Preprinted newspaper advertising insert printing (advertising supplements not regularly issued)	323110 9235				
39	Other advertising printing (including brochures, pamphlets, magazine inserts, shopping news, etc.) (Specify products printed.) ↴	323110 9255				
40	Other lithographic (offset) general job printing Newspapers	323110 B111				
41	Scientific and technical recording chart and chart paper printing	323110 B116				
42	Calendar, map, and atlas printing (including calendar pads and globe covers)	323110 B125				
43	Playing cards, printed	323110 B141				
44	Printed decalcomanias and pressure-sensitives (self-adhesive) (including bumper stickers, etc.) (excluding labels)	323110 B146				
45	Printing on metal (excluding signs and displays)	323110 B151				

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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			
	Lithographic (offset) printing - Continued					
	Other lithographic (offset) general job printing - Continued					
46	Art reproductions and picture prints	323110 B176				
47	Greeting cards, printed for publication by others	323110 B181				
48	Ticket, credit card, business stationery, and all other lithographic (offset) commercial and general job printing (Specify products printed.) ↴ [Redacted]	323110 B195				
	Gravure printing					
49	Magazine and periodical printing (including magazine and comic supplements for Sunday newspapers) (Report newspaper advertising inserts on line 54.)	323111 1100				
	Label and wrapper printing					
50	Label printing	323111 3125				
51	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 91 through 96.)	323111 3235				
52	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323111 5100				
	Advertising printing					
53	Direct mail advertising printing (including circulars, letters, pamphlets, cards, and printed envelopes) (excluding catalogs)	323111 7111				
54	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				
55	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			
56	Flexographic printing Label and wrapper printing Label printing	323112 1A15				
57	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 91 through 96.)	323112 1C25				
58	Financial and legal printing (including annual corporate reports, bank printing, etc.) (Report checkbooks on line 3.)	323112 3321				
59	Advertising printing (including direct mail (other than catalogs), display, magazine and preprinted newspaper inserts, brochures, pamphlets, etc.)	323112 3326				
60	All other commercial flexographic printing (including catalogs, decalcomanias, pressure-sensitives (other than labels), customized stationery, etc.) (Specify products printed.) ↴ 	323112 3392				
61	Screen printing Label printing (including cloth labels)	323113 2100				
62	Printing on garments, apparel accessories, and other fabric articles (excluding labels)	323113 4100				
63	Printed point-of-purchase, counter, window, and floor display materials and advertising posters, inserts, brochures, etc.	323113 6215				
64	Printed decalcomanias and pressure-sensitives (self-adhesive) (including bumper stickers, etc.) (excluding labels)	323113 6346				
65	Printing on metal (excluding signs)	323113 6651				
66	Printing on glass or plastics containers for others	323113 6656				
67	All other commercial and general screen printing (excluding on textiles) (including customized stationery) (Specify products printed.) ↴ 	323113 6691				

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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			
68	Engraving (printing) Security	323119 E111				
69	Social	323119 E116				
70	Business stationery and other commercial engraving (printing) (Specify products printed.)					
71	Letterpress printing Magazine and periodical printing	323119 C135				
72	Label and wrapper printing Label printing	323119 3125				
73	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 91 through 96.)	323119 3139				
74	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323119 C155				
75	Advertising printing (including direct mail (other than catalogs), display advertising materials, newspaper and magazine inserts, brochures, circulars, etc.)	323119 9100				
76	Financial and legal printing (Report checkbooks on line 3.)	323119 C145				
77	Other letterpress general job printing Printed decalcomanias and pressure-sensitives (self-adhesive) (including bumper stickers, etc.) (excluding labels)	323119 C227				
78	Tag printing (including embossed) and business form printing (excluding manifold, financial, legal, and looseleaf forms)	323119 C228				
79	Ticket, coupon, and food and beverage check printing (including transportation and amusement)	323119 C233				
80	Calendars and calendar pads	323119 C235				

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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			
81	Letterpress printing - Continued Other letterpress general job printing - Continued	323119 C241				
	Embossing or embossing and printing plastic cards (credit, ID, etc.)					
82	All other general commercial letterpress printing (including customized stationery and business cards) (Specify products printed.) ↴ [Redacted]	323119 C292				
	Pad printing (Specify products printed.) ↴ [Redacted]					
83	Commercial printing using a process not previously listed (Report receipts for photocopying, blueprinting, and print brokering on lines 98 through 100.) (Specify the process used and products printed.) ↴ [Redacted]	323119 J102				
	Prepress services Typesetting, imagesetting, and other prepress services other than platemaking (including color separations and other filmwork for platemaking)		323119 J104			
84	Printing plates and cylinders, prepared for printing (excluding blank plates and blank cylinders) (Report blank plates or blank cylinders on lines 91 through 96.)	323122 1100				
	Lithographic		323122 3106			
85	Flexographic	323122 3117				
86	Gravure	323122 3126				
87	Other plates prepared for printing (excluding blank plates) (Specify kind of plates.) ↴ [Redacted]	323122 3192				
	Etching and engraving metal nameplates		332812 0808			

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CONTINUE WITH **22** ON PAGE 22

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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>)					
91		18				
92		26				
93		34				
94		42				
95		59				
96		67				
97	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				
98	Receipts for photocopying and duplicating	999899 9054				
99	Receipts for blueprinting services	999899 9057				
100	Receipts for services as print broker	999899 9060				
101	Sales of scrap and refuse	999899 9003				
102	Other miscellaneous receipts (including receipts for repair work, etc.)	999899 9090				
103	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 purchased 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

27-29 Not Applicable.

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 →

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

Name of person to contact regarding this report

Title

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

Tele-
phone

Fax

Area code	Number
□ □ □	□ □ □ □ □ □

E-mail address

Date completed

Month	Day	Year
□ □	□ □	□ □ □ □

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

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