

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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	Unexposed photosensitive printing plates	325992 01			
2	Light sensitive films	325992 11			
3	Light sensitive papers (including photographic paper and diffusion transfer paper)	325992 13			
4	Color proofing materials	333315 00			
	Uncoated paper (excluding newsprint)				
5	Sheets	322121 10			
6	Rolls	322121 12			

CONTINUE WITH **17** ON PAGE 12

32305112

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		
7	Coated paper (excluding carbonless and photosensitive)				
	Sheets	322220 03			
8	Rolls	322220 04			
9	Newsprint	322122 03			
10	Carbonless paper	322120 21			
11	Pressure-sensitive base stock, self-adhesive (including paper, film, foil, etc.)	322222 00			
12	Paperboard (including news, chip, pasted, tablet, check, binders' board) (excluding for shipping)	322130 01			
13	Plastics film and sheet	326100 01			
14	Printing inks	325910 02			
15	Looseleaf components (including ring-type), metal and plastic	323118 10			
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 (<i>Specify the principal materials, etc., included in this value.</i>) ↴	009700 99			
19	TOTAL (<i>Should equal total reported in 16, line A1</i>)	771000 00			
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 37 through 42.

Book Manufacturing Activities - Report books being both printed and bound at this location on lines 13 through 19. Report binding of books printed elsewhere and miscellaneous binding and postpress work done at this establishment on lines 7 through 12.

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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	Prepress services other than platemaking (including film, assembled flats, color separations, typesetting, imagesetting, etc.)	323122 1100			
2	Printing plates and cylinders, prepared for printing (excluding blank plates and blank cylinders) (Report manufacturing of blank plates or blank cylinders on lines 37 through 42.)				
	Lithographic	323122 3106			
3	Flexographic	323122 3117			
4	Gravure	323122 3126			
5	All other plates prepared for printing (excluding blank plates) (Specify kind of plates.) ↴				
		323122 3192			
6	Etching and engraving metal nameplates	332812 0808			

32305146



CONTINUE WITH **22** ON PAGE 15

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

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			
7	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 13 through 17.</i>) Hardbound edition binding of elementary, high school, and college textbooks, and technical, scientific, business, and professional books	32321 1112				
8	Hardbound edition binding of general consumer, trade, religious, reference, and other books (including book club and direct mail) (<i>Specify kinds of books.</i>) ↴ [Redacted]	323121 1119				
9	Library binding, hardcover binding of periodicals and records, and other hardcover binding of books (excluding edition)	323121 1226				
10	Softcover, pamphlet, and other binding of books and materials printed elsewhere (excluding sample books)	323121 5425				
11	Sample books, swatches, and cards (color, carpet, upholstery, drapery, etc.) (including sample mounting)	323121 5531				
12	Miscellaneous binding and postpress work (including collating, perforating, folding, gluing, die-cutting, gold or foil stamping, etc.) (<i>Specify kind of work.</i>) ↴ [Redacted]	323121 7100				
13	Book printing and binding Textbooks, all grades (K through college and other post high school level), teachers' editions, workbooks, and standardized tests	323117 1600				
14	Technical, scientific, and professional books	323117 3100				
15	Religious books	323117 5100				
16	General, book club, mail order, mass market, and other trade books for adults and juveniles (including toy and coloring books)	323117 7800				
17	Other book printing and binding (including reference (encyclopedias, dictionaries, etc.), university press, music, and all other books printed and bound) (<i>Specify kinds of books.</i>) ↴ [Redacted]	323117 9100				

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32305153



CONTINUE WITH **22** ON PAGE 16

CONTINUE ON PAGE 16

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			
18	Books, printing only, not bound	323117 A100				
19	Pamphlets, printing only or printing and binding (excluding advertising pamphlets)	323117 C100				
	Commercial printing (including job)					
20	Quick printing (Report receipts for photocopying on line 44)	323140 000				
21	Digital printing	323150 100				
	Lithographic (offset) printing					
	Magazines and periodicals (including comics and magazine supplements for newspapers) (Specify products printed.) ↴					
22		323110 1YWW				
23	Label printing	323110 3125				
24	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 37 through 42.)	323110 3145				
25	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323110 5100				
	Financial and legal printing (Specify products printed.) ↴					
26		323110 7YWW				
	Advertising printing (Specify products printed.) ↴					
27		323110 9YWW				
	Other general lithographic (offset) job printing (Specify products printed.) ↴					
28		323110 BYWW				
	Gravure printing (Specify products printed.) ↴					
29		323111 WYWW				

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32305161



CONTINUE WITH **22** ON PAGE 17

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

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			
30	Commercial printing (including job) - Continued Flexographic printing Label and wrapper printing (Specify products printed.) ↴	323112 1YWW				
31	Other flexographic printing (Specify products printed.) ↴	323112 3YWW				
32	Screen printing (including labels, apparel, and other products) (Specify products printed.) ↴	323113 WYWW				
33	Engraving printing (including security, social, and commercial) (Report metal nameplate engraving on line 6.) (Specify products printed.) ↴	323119 EYWW				
34	Letterpress printing (Specify products printed.) ↴	323119 WYWW				
35	Pad printing (Specify products printed.) ↴	323119 J102				
36	Commercial printing using a process not listed above (Report receipts for photocopying, blueprinting, and print brokering on lines 44 through 46.) (Specify the process used and products printed.) ↴	323119 J104				
37	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				
38		26				

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32305179



CONTINUE WITH **22** ON PAGE 18

CONTINUE ON PAGE 18

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		
39		34			
40		42			
41		59			
42		67			
43	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			
44	Receipts for photocopying and duplicating	999899 9054			
45	Receipts for blueprinting services	999899 9057			
46	Receipts for services as print broker	999899 9060			
47	Sales of scrap and refuse	999899 9003			
48	Other miscellaneous receipts (including receipts for repair work, etc.)	999899 9090			
49	TOTAL (Should equal total reported in 5)	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

CONTINUE WITH **26** ON PAGE 20

CONTINUE ON PAGE 20

32305195



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
Telephone	□ □ □	- □ □ □ □ □ □ □ □	- □ □ □ □ □

	Area code	Number
Fax	□ □ □	- □ □ □ □ □ □ □ □

E-mail address

	Month	Day	Year
Date completed	□ □	□ □	□ □ □ □

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

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