

## 2017 Economic Census

IN-51121 - Software Publishing

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### Location Information

#### DEFINITION OF ESTABLISHMENT

The reporting unit for this questionnaire is an **establishment**. An establishment is generally a single physical location where business is conducted or where services or industrial operations are performed.

#### MAILING ADDRESS

ATTN

Name 1

Store/Plant

Name 2

Number and Street

City, town, village, etc.

State

Select State or Territory

ZIP Code

99999-9999

#### PHYSICAL LOCATION

Please update the physical location if needed.

*(P.O. Box and rural route addresses are not physical locations.)*

Number and Street

City, town, village, etc.

State

Select State or Territory

ZIP Code

99999-9999

#### For Census Bureau Use Only

CFN

## 2017 Economic Census

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### Legal Boundary and Municipality

EIN:  
Store / Plant:  
CFN:

#### LEGAL BOUNDARY AND MUNICIPALITY

Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

- ☐ Yes
- ☐ No
- ☐ No legal boundaries
- ☐ Do not know

In what type of municipality is this establishment physically located?

- ☐ City, village, or borough
- ☐ Town or township
- ☐ Other
- ☐ Do not know

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Item 1: Employer Identification Number

EIN:

Store / Plant:

CFN:

### ITEM 1: EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) used on this establishment's latest 2017 Internal Revenue Service Form 941, Employer's Federal Quarterly Tax Return?

☐ Yes

☐ No

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Item 1: Employer Identification Number - Enter/Update EIN

EIN:  
Store / Plant:  
CFN:

### ITEM 1: EMPLOYER IDENTIFICATION NUMBER

What is this establishment's 9-digit Employer Identification Number (EIN) used on its latest 2017 Internal Revenue Service Form 941, Employer's Federal Quarterly Tax Return?

EIN

99-9999999

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### Item 2: Ownership or Control

EIN:

Store / Plant:

CFN:

#### ITEM 2: OWNERSHIP OR CONTROL

Is your company owned or controlled by another domestic company?

☐ Yes

☐ No

## 2017 Economic Census

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### Item 2: Ownership or Control - Voting Stock Validation

EIN:

Store / Plant:

CFN:

#### ITEM 2: OWNERSHIP OR CONTROL - VOTING STOCK VALIDATION

Does another domestic company own more than 50 percent of the voting stock of your company?

☐ Yes

☐ No

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### Item 2: Ownership or Control - Management and Policy

EIN:

Store / Plant:

CFN:

#### ITEM 2: OWNERSHIP OR CONTROL - MANAGEMENT AND POLICY

Does another domestic company have the power to control the management and policies of your company?

☐ Yes

☐ No

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Item 2: Ownership or Control - Percent of Voting Stock Held

EIN:

Store / Plant:

CFN:

### ITEM 2: OWNERSHIP OR CONTROL - PERCENT OF VOTING STOCK HELD

What percent of voting stock was held by the owning or controlling company?

☐ Less than 50%

☐ 50%

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### Item 2: Ownership or Control - Company Information

EIN:  
Store / Plant:  
CFN:

#### ITEM 2: OWNERSHIP OR CONTROL - COMPANY INFORMATION

What is the name, address, and 9-digit Employer Identification Number (EIN) of the owning or controlling company?

Name of owning or controlling company

Home office address (Number and street)

City, town, village, etc.

State

Select State or Territory

ZIP Code

99999-9999

EIN

99-9999999

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### Item 3: Operational Status

EIN:  
Store / Plant:  
CFN:

#### ITEM 3: OPERATIONAL STATUS

Which of the following best describes this establishment's operational status at the end of 2017?

- ☐ In operation
- ☐ Temporarily or seasonally inactive
- ☐ Ceased operation
- ☐ Sold or leased to another operator
- ☐ Other

Describe

#### CEASED OPERATION OR SOLD OR LEASED INFORMATION

If this establishment ceased operation or was sold or leased to another operator, what was the date?

MMDDYYYY

MMDDYYYY

If this establishment was sold or leased to another operator, what is the name, address, and 9-digit Employer Identification Number (EIN) of this establishment's new owner or operator?

Name of new owner/operator

Mailing Address (Number and Street, P.O. Box, etc.)

City, town, village, etc.

State

Select State or Territory

ZIP Code

99999-9999

EIN

99-9999999

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Item 4: Months in Operation

EIN:  
Store / Plant:  
CFN:

### ITEM 4: MONTHS IN OPERATION

What was the number of months in operation during 2017?

Check  
if  
None

☐

2017

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### Consolidating Data for Multiple Locations

EIN:

Store / Plant:

CFN:

#### CONSOLIDATING DATA FOR MULTIPLE LOCATIONS

If multiple physical locations (establishments) operate under EIN , report on a **consolidated** basis (sum the total of each location and combine) for:

- Item 5: Sales, Shipments, Receipts, or Revenue
- Item 7: Employment, Annual Payroll, and First Quarter Payroll
- Item 22: Detail of Sales, Shipments, Receipts, or Revenue
- Item 28: Special Inquiries - questions vary by survey (if applicable)

Other Item Questions should be reported **individually** for just this location.

- At the end of the Survey, after Remarks, Item 32: Number of Establishments will ask for the number of locations operated under this EIN. Please provide information for **each** establishment **individually**.
  - Name, Store/Plant, Address, Kind of Business
  - Number of Employees; Annual Payroll; First Quarter Payroll; Sales, Shipments, Receipts, or Revenue

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### General Reporting Guidelines

EIN:  
Store / Plant:  
CFN:

#### GENERAL REPORTING GUIDELINES

##### Reporting Period

Responses should cover calendar year 2017.

- If your fiscal year covers at least 10 months of calendar year 2017, you may report by fiscal year on all items EXCEPT payroll.
- Calendar year figures for payroll may be available from:
  - IRS Form 941 (Employer's Quarterly Federal Tax Return)
  - IRS Form 944 (Employer's Annual Federal Tax Return)
- If you report by fiscal year, indicate the exact dates of the fiscal year on the submission certification screen.

##### Providing Estimates

If book figures are not available, estimates are acceptable.

##### How to Report Dollar Figures:

Dollar figures should be **rounded to thousands** of dollars.

EXAMPLE - if a dollar figure is \$2,036,355.25, report 2036:

Check  
if  
None

☐

2017
\$ <input type="text" value="2036"/> ,000.00

Check  
if  
None

☒

2017
\$ <input type="text"/> ,000.00

EXAMPLE - if a dollar figure is "0" (or less than \$500.00), check the None box:

##### How to Report Percents:

Percents should be **rounded to whole** percents.

EXAMPLE - if figure is 38.76% of total sales, report 39:

2017
<input type="text" value="39"/> %

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Item 5: Sales, Shipments, Receipts, or Revenue Additional Information

EIN:  
Store / Plant:  
CFN:

### ITEM 5: SALES, SHIPMENTS, RECEIPTS, OR REVENUE

#### A. Receipts

What were the total operating receipts?  
For further clarification, click the "Additional Information" link above.

Check  
if  
None

☐

2017

\$

,000.00

#### B. Exports of Goods and Services

**NOTE** - An export is a tangible or intangible product (e.g., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located **outside** the United States (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

**Include:**

- Products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (e.g., foreign parent firms, subsidiaries, branches).

**Exclude:**

- Products provided to domestic subsidiaries of foreign firms.

What were the receipts or revenue for exported goods or services?  
(This is a breakout of the \$,000.00 reported in Item 5A.)

Check  
if  
None

☐

2017

\$

,000.00

## 2017 Economic Census

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### Item 7: Employment and Payroll Additional Information

EIN:  
Store / Plant:  
CFN:

#### ITEM 7: EMPLOYMENT AND PAYROLL

##### Include:

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN)

##### Exclude:

- Temporary staffing obtained from a staffing service
- Contractors, subcontractors, or independent contractors
- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN
- Purchased or managed services, such as janitorial, guard, or landscape services
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services

For further clarification, click the "Additional Information" link above.

#### A. Employment

What was the number of employees for pay period including March 12?	<div>Check if None <input type="checkbox"/></div>	<div>2017 <input type="text"/></div>
---	---	--

#### B. Payroll before deductions

(Exclude employer's cost for fringe benefits.)

1. What was the annual payroll?	<div>Check if None <input type="checkbox"/></div>	<div>2017 \$ <input type="text"/> ,000.00</div>
2. What was the first quarter payroll (January-March 2017)?	<div>Check if None <input type="checkbox"/></div>	<div>\$ <input type="text"/> ,000.00</div>

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Item 9: Value of Inventories Additional Information

EIN:

Store / Plant:

CFN:

### ITEM 9: VALUE OF INVENTORIES

Did this establishment own inventories, regardless of where held, at the end of 2017 and/or 2016?

For further clarification, click the "Additional Information" link above.

☐ Yes

☐ No

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## 2017 Economic Census

## IN-51121 - Software Publishing

## Item 9: Value of Inventories - Continued Additional Information

EIN:

Store / Plant:

CFN:

## ITEM 9: VALUE OF INVENTORIES

Report inventories owned by this establishment as of December 31 before Last-in, First-out (LIFO) adjustment (if any).

For further clarification, click the "Additional Information" link above.

	Check if None	End of 2017	Check if None	End of 2016
1. Finished goods	<input type="checkbox"/>	\$ <input type="text"/> ,000.00	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
2. Work-in-process	<input type="checkbox"/>	\$ <input type="text"/> ,000.00	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
3. Materials, supplies, fuels, etc.	<input type="checkbox"/>	\$ <input type="text"/> ,000.00	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
4. <b>Total inventories</b> (Add lines 1 through 3.)	<input type="checkbox"/>	\$ <input type="text"/> ,000.00	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
5. LIFO reserve (if any)	<input type="checkbox"/>	\$ <input type="text"/> ,000.00	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
6. <b>Total inventories after LIFO adjustment</b> (Line 4 minus line 5.)	<input type="checkbox"/>	\$ <input type="text"/> ,000.00	<input type="checkbox"/>	\$ <input type="text"/> ,000.00

## 2017 Economic Census

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## Item 10: Inventories by Valuation Method

EIN:

Store / Plant:

CFN:

## ITEM 10: INVENTORIES BY VALUATION METHOD

Using current cost, what was the value of inventories owned by this establishment as of December 31? (If using Last-In, First-Out (LIFO) method of evaluation, adjust to obtain First-In, First-Out (FIFO) or current cost.)

	Check if None	End of 2017
A. LIFO valuation method before adjustment	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
B. First-in, First-out (FIFO)	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
C. Average cost	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
D. Standard cost	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
E. Other valuation method - Describe <input type="text" value="Describe"/>	<input type="checkbox"/>	\$ <input type="text"/> ,000.00
F. TOTAL (Sum of lines A through E should equal Item 9, line 4.)	<input type="checkbox"/>	\$ <input type="text"/> ,000.00

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## Item 17: Principal Business or Activity

EIN:

Store / Plant:

CFN:

**ITEM 17: PRINCIPAL BUSINESS OR ACTIVITY**

Which ONE of the following best describes this establishment's principal kind of business or activity in 2017?

If none of the provided selections seem appropriate, provide a specific description of the primary business activity.

**Select only ONE.****Software publishing**

511210 00A ☐ Software publisher, including developing and publishing or publishing only, include packaged software and software sold online for which you hold the copyright

511210 002 ☐ Sales office of software publishers

777511 061 ☐ Other software publisher's office - Describe

**Other publishing**

777511 062 ☐ Publisher, including directory, map, book, etc. (Exclude publishing exclusively on the Internet.) - Describe type of content

519130 101 ☐ Internet publisher, publishing exclusively on the Internet (Include newspapers, books, periodicals, greeting cards, databases, directories, maps, etc.)

**Other principal business or activity**

541511 001 ☐ Custom computer programming services - writing, modifying, testing, and supporting software to meet the needs of a particular customer, including web design and network software

541511 003 ☐ Software developer or designer, on a contract basis

541512 102 ☐ Computer systems integrator

518210 00G ☐ Application service provider (ASP) - providing computer applications (third-party software) to businesses and individuals on a pay-per-use or periodic fee basis over the Internet

518210 004 ☐ Data processing service bureau - providing data entry, image processing, database management, record conversion, and other computer processing services from central processing centers

773000 001 ☐ Other principal business or activity - Describe

## 2017 Economic Census

## IN-51121 - Software Publishing

Item 22: Detail of Sales, Shipments, Receipts, or Revenue

EIN:

Store / Plant:

CFN:

## ITEM 22: DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Of the \$,000.00 of Sales, Shipments, Receipts, or Revenue reported in **Item 5**, what products and services were included?**Select ALL that apply.**

Description	Select	Product Code
1. System software publishing <a href="#">More</a>	<input type="checkbox"/>	7008975000
a. Operating systems software publishing	<input type="checkbox"/>	7008975003
b. Network software publishing	<input type="checkbox"/>	7008975006
c. Database management software publishing	<input type="checkbox"/>	7008975009
d. Development tools and programming languages software publishing	<input type="checkbox"/>	7008975012
e. Published systems software, not elsewhere classified	<input type="checkbox"/>	7008975015
2. Published applications software <a href="#">More</a>	<input type="checkbox"/>	7009000000
a. General business productivity and home use applications publishing <a href="#">More</a>	<input type="checkbox"/>	7009000003
b. Game software publishing	<input type="checkbox"/>	7009000006
c. Cross-industry application software publishing <a href="#">More</a>	<input type="checkbox"/>	7009000009
d. Vertical market application software publishing <a href="#">More</a>	<input type="checkbox"/>	7009000012
e. Utilities software publishing <a href="#">More</a>	<input type="checkbox"/>	7009000015
f. Other application software publishing	<input type="checkbox"/>	7009000018
3. Customization and integration of packaged software <a href="#">More</a>	<input type="checkbox"/>	7012035000
4. Application service provisioning <a href="#">More</a>	<input type="checkbox"/>	7014275000
5. Information technology (IT) technical consulting services <a href="#">More</a>	<input type="checkbox"/>	7014225000
6. Trade, career, technical and professional development training programs	<input type="checkbox"/>	7003950000
7. Business process management services <a href="#">More</a>	<input type="checkbox"/>	7014300000
8. IT technical support services	<input type="checkbox"/>	7014475000

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a. Software related technical support services More	<input type="checkbox"/>	7014475003
b. Hardware related technical support services	<input type="checkbox"/>	7014475006
c. Combined hardware and software technical support services	<input type="checkbox"/>	7014475009
d. Auditing and assessing computer operations	<input type="checkbox"/>	7014475012
e. Data recovery services	<input type="checkbox"/>	7014475015
f. Disaster recovery services (Business continuity services)	<input type="checkbox"/>	7014475018
g. Computer forensics	<input type="checkbox"/>	7014475021
h. Domain name registration services	<input type="checkbox"/>	7014475024
i. Other IT technical support services	<input type="checkbox"/>	7014475027
9. Licensing of rights to use intellectual property protected by copyright, excluding audiovisual works and musical compositions and recordings More	<input type="checkbox"/>	7009581000

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## 2017 Economic Census

## IN-51121 - Software Publishing

Item 22: Detail of Sales, Shipments, Receipts, or Revenue - Continued

EIN:

Store / Plant:

CFN:

## ITEM 22: DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Of the \$,000.00 of Sales, Shipments, Receipts, or Revenue reported in Item 5, what was the value for each product or service?

Description	Value	Product Code
1. System software publishing More		
a. Operating systems software publishing	\$ <input type="text"/> ,000.00	7008975003
b. Network software publishing	\$ <input type="text"/> ,000.00	7008975006
c. Database management software publishing	\$ <input type="text"/> ,000.00	7008975009
d. Development tools and programming languages software publishing	\$ <input type="text"/> ,000.00	7008975012
e. Published systems software, not elsewhere classified	\$ <input type="text"/> ,000.00	7008975015
Subtotal	\$ <input type="text"/> ,000.00	7008975000
2. Published applications software More		
a. General business productivity and home use applications publishing More	\$ <input type="text"/> ,000.00	7009000003
b. Game software publishing	\$ <input type="text"/> ,000.00	7009000006
c. Cross-industry application software publishing More	\$ <input type="text"/> ,000.00	7009000009
d. Vertical market application software publishing More	\$ <input type="text"/> ,000.00	7009000012
e. Utilities software publishing More	\$ <input type="text"/> ,000.00	7009000015
f. Other application software publishing	\$ <input type="text"/> ,000.00	7009000018
Subtotal	\$ <input type="text"/> ,000.00	7009000000
3. Customization and integration of packaged software More	\$ <input type="text"/> ,000.00	7012035000
4. Application service provisioning More	\$ <input type="text"/> ,000.00	7014275000
5. Information technology (IT) technical consulting services More	\$ <input type="text"/> ,000.00	7014225000
6. Trade, career, technical and professional development training programs	\$ <input type="text"/> ,000.00	7003950000
7. Business process management services More	\$ <input type="text"/> ,000.00	7014300000

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## 8. IT technical support services

a. Software related technical support services More	\$		,000.00	7014475003
b. Hardware related technical support services	\$		,000.00	7014475006
c. Combined hardware and software technical support services	\$		,000.00	7014475009
d. Auditing and assessing computer operations	\$		,000.00	7014475012
e. Data recovery services	\$		,000.00	7014475015
f. Disaster recovery services (Business continuity services)	\$		,000.00	7014475018
g. Computer forensics	\$		,000.00	7014475021
h. Domain name registration services	\$		,000.00	7014475024
i. Other IT technical support services	\$		,000.00	7014475027
<b>Subtotal</b>	\$		,000.00	7014475000
9. Licensing of rights to use intellectual property protected by copyright, excluding audiovisual works and musical compositions and recordings More	\$		,000.00	7009581000
10. All other products and services, not elsewhere classified				
a. All other products and services, not elsewhere classified - write-in #1				
Pick one		Describe	\$	
			,000.00	9000000003
b. All other products and services, not elsewhere classified - write-in #2				
Pick one		Describe	\$	
			,000.00	9000000006
c. All other products and services, not elsewhere classified - write-in #3				
Pick one		Describe	\$	
			,000.00	9000000009
<button>Add Additional Products</button>				
<b>TOTAL - Sum of lines should equal total Sales, Shipments, Receipts, or Revenue reported in Item 5</b>				
	\$		,000.00	9900000000

## 2017 Economic Census

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### Item 26: Business Cooperative

EIN:

Store / Plant:

CFN:

#### ITEM 26: BUSINESS COOPERATIVE

A cooperative is a business or organization owned by, controlled by, and operated for the benefit of members using its services. Members (also known as user-owners) can be individuals or organizations, and benefit from the use of services, products, and/or earnings generated by the co-op. This includes purchasing co-ops, member/patron organizations, member-controlled non-profits, consumer co-ops, marketing co-ops, worker co-ops, etc.

Is this establishment a cooperative?

☐ Yes

☐ No

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## 2017 Economic Census

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Item 28: Special Inquiries - Method of Software Access or Distribution

EIN:  
Store / Plant:  
CFN:

**ITEM 28: SPECIAL INQUIRIES - METHOD OF SOFTWARE ACCESS OR DISTRIBUTION**Estimate the percent of receipts from total software revenue reported in **ITEM 22** by type of access or distribution.

	2017	
1. Physical media (CD-ROM/DVD-ROM)	<input type="text"/>	%
2. Digital distribution (Internet or LAN downloads)	<input type="text"/>	%
3. Cloud access (subscriptions, pay as you go, etc.)	<input type="text"/>	%
4. <b>TOTAL</b> (Sum of lines 1 through 3 should equal 100%.)	<input type="text"/>	%

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Item 31: Remarks

EIN:  
Store / Plant:  
CFN:

### ITEM 31: REMARKS

Please use this space for any explanations that may be essential in understanding your reported data. (Maximum length is 1,000 characters.)

You have 1000 characters remaining

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Item 32: Number of Establishments

EIN:  
Store / Plant:  
CFN:

### ITEM 32: NUMBER OF ESTABLISHMENTS

How many establishments operated under EIN at the end of 2017?

2017

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### Item 32: Number of Establishments - Establishment Information

EIN:  
Store / Plant:  
CFN:

#### ITEM 32: NUMBER OF ESTABLISHMENTS - ESTABLISHMENT INFORMATION

Name		
<input type="text"/>		
Secondary Name	Store/Plant	
<input type="text"/>	<input type="text"/>	
Number and Street		
<input type="text"/>		
City, town, village, etc.	State	ZIP Code
<input type="text"/>	Select State or Territory 	99999-9999
Describe kind of business at this location		
<input type="text"/>		

For employees that worked at more than one location, report the employment and payroll data for employees at the ONE location where they spent most of their working time.

What was the number of employees for pay period including March 12?	2017 <input type="text"/>
What was the annual payroll?	2017 \$ <input type="text"/> ,000.00
What was the first quarter payroll (January - March 2017)?	2017 \$ <input type="text"/> ,000.00
What were the sales, shipments, receipts, or revenue?	2017 \$ <input type="text"/> ,000.00

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