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Census File Number

Item 17. CONSUMPTION OF SELECTED MATERIALS DURING 1997

INSTRUCTIONS

1. General – The materials, parts, and supplies listed below are those commonly consumed in the manufacture, processing, or assembly of the products listed in item 18B. 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 which are not listed, describe and report them in the "Cost of all other materials . . ." line 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 970099 8.

Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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.

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.

3. 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 item 10, line e, 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.

4. 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 item 10, line b, not in item 17 below. The value of these products shipped by this establishment should be reported in item 18B under Census product code 99989 00 6, "Resales."

2. 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.

Line No.	Materials, parts, and supplies (A)	Census material code (B)	Unit of measure for quantities (C-1)	Basis (C-2)	Consumption of purchased materials and of materials received from other establishments of your company				
					Quantity (D)	Cost, including delivery cost (freight-in) (E)			
						Millions	Thousands	Dollars	
		571			573	574			
1	Bulk surface active intermediates	284303 5	Thousand pounds	Active weight		\$			
2	BULK SURFACTANTS (Except intermediates) Primarily for detergent purposes	284305 0							
3	OTHER THAN SULFONATED OILS AND ASSISTANTS Other emulsifiers, wetting agents, penetrants, etc.	284306 8							
4	Glycerin	284141 9				100%			
5	Vegetable oil	207011 8							
6	Perfume oil mixtures and blends	284421 5							
7	Fatty acids	289921 9							
8	Grease and inedible tallow	207711 3							
9	Chlorine	281211 3	Short tons	100% Cl					
10	Sodium carbonate (soda ash)	281228 7		58% Na ₂ O					
11	Sodium hydroxide (caustic soda)	281238 6		100% NaOH					
12	Sodium tripolyphosphate (STPP)	281972 0		100%					
13	All other potassium and sodium compounds	281971 2							
14	Refined petroleum products, including mineral oil, naphtha solvents, petrolatum, waxes, etc.; except surface active intermediates	291002 4							
15	All other organic and inorganic chemicals, n.e.c.	280002 7							
16	Labels, coupons, instructions, and other printed material	270011 0							

CONTINUE WITH ITEM 17 ON PAGE 6

Item 17. CONSUMPTION OF SELECTED MATERIALS DURING 1997 – Continued

Line No.	Materials, parts, and supplies (A)		Census material code 571 (B)	Unit of measure for quantities (C-1)	Basis (C-2)	Consumption of purchased materials and of materials received from other establishments of your company			
						Quantity 573 (D)	Cost, including delivery cost (freight-in) (E)		
							574 Millions	Thou- sands	Dollars
17	CONTAINERS	Paperboard containers, boxes, and corrugated paperboard	265001 8				\$		
18		Metal	340001 7						
19		Plastics	308015 7						
20	Fabricated plastics products, including dispensing pumps and trigger and pump sprayers; excluding bottles		308095 9						
21	Cost of all other materials, components, parts, containers, and supplies consumed. <i>Describe the principal materials, etc., included in this value.</i>		970099 8						
22	TOTAL Sum of lines 1-21, should equal item 10, line a						\$		

Item 18A – Not applicable to this report

Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997

INSTRUCTIONS

1. 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 item 18B. 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.

2. 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.

3. 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 product code 93000 00 8.

4. 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 product code 99989 00 6, "Resales."

5. Detailed Data Reported Elsewhere – Items denoted by an asterisk(*) require totals for groups of products covered in the more frequent Current Industrial Reports (CIR). If you report on the CIR forms, the sum of the detailed products should equal the total reported on this census form.

NOTE: Only totals are requested; do not duplicate detail reported.

CONTINUE WITH ITEM 18B ON PAGE 7

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Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 - Continued

DEFINITIONS OF SPECIFIED PRODUCTS

Commercial, industrial, and institutional soaps and detergents - Bulk products and products usually sold in containers holding more than 25 pounds or 1 gallon; for commercial, industrial, or institutional use.

Household soaps and detergents - Products usually sold in containers holding less than 25 pounds or 1 gallon; for use by family units.

Soaps - Products, including combinations of synthetic organic surface active agents and alkaline detergents, containing more than 25 percent anhydrous soap.

Bulk surfactants - Includes all amphoteric, anionic, cationic, and nonionic bulk surface active agents that reduce the surface tension of water or other solvents and are used chiefly as detergents, dispersing agents, emulsifiers, foaming agents, or wetting agents in either aqueous or nonaqueous systems. Exclude surface active agents produced or purchased and sold as active ingredients in formulated products.

Light-duty detergents - Detergent products for hand dishwashing and for fine fabrics with little or no phosphate builder.

Heavy-duty phosphate-based detergents - Detergent products for laundry applications with a substantial phosphate builder.

Heavy-duty phosphate-free detergents - Detergent products for laundry applications containing alkaline compounds, but excluding phosphate builders.

Presoaks - Products containing essentially one or more of the following ingredients: alkaline compounds, synthetic organic surface active agents, soap, and soil releasing agents such as (but not confined to) protease, amylase, and lipase (enzymes).

Line No.	Products and services *Item corresponds to products reported on Current Industrial (CIR) Reports		Census product code 581	Unit of measure for quantities (C)	Products shipped and other receipts				
					Quantity 583	Value, f.o.b. plant (E)			
						584	Thou-	Dollars	
(A)	(B)	(C)	(D)	Millions	sands				
1	Soaps and Detergents, Commercial, Industrial, and Institutional (28411)	SOAPS, EXCEPT SPECIALTY CLEANERS	Chips, flakes, granulated, powdered, and sprayed, including washing powders	28411 12 2	Thousand pounds				
2			Liquid (potash and other, excluding shampoos)	28411 14 8	Thousand gallons				
3			Other soaps - Specify kind	28411 19 7	Thousand pounds				
4		HARD SURFACE CLEANERS	Dry	28411 20 5	Thousand gallons				
5			Liquid	28411 22 1	Thousand gallons				
6			Aerosol	28411 27 0	Thousand gallons				
7		LAUNDRY DETERGENTS	Dry	28411 29 6	Thousand pounds				
8			Liquid	28411 30 4	Thousand gallons				
9		DISH-WASHING DETERGENTS	Dry	28411 31 2	Thousand pounds				
10			Liquid	28411 32 0	Thousand gallons				
11		Commercial, industrial, and institutional metal cleaners	28411 33 8	Thousand pounds					
12		Scouring cleaners	28411 34 6	Thousand gallons					
13		Dairy, farm, and food plant cleaners, sanitizers, etc.	28411 35 3	Thousand gallons					
14		All other commercial industrial and institutional cleaners, including dry cleaners, liquid, dry and aerosol	28411 36 1						
15	Detergents, Household (28412)	ALKALINE DETERGENTS	Automatic dishwashing detergents	Liquid	28412 01 3	Thousand gallons			
16			Dry	28412 03 9	Thousand pounds				
17		Hard-surface cleaners, including degreasers	Liquid	28412 04 7	Thousand gallons				
18			Aerosol	28412 05 4	Thousand gallons				
19			Dry	28412 06 2	Thousand pounds				
20		Scouring cleaners	Liquid	28412 09 6	Thousand gallons				
21			Dry	28412 10 4	Thousand pounds				
22		All other alkaline detergents	28412 11 2						

CONTINUE WITH ITEM 18B ON PAGE 8

Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 – Continued										
Line No.	Products and services *Item corresponds to products reported on Current Industrial (CIR) Reports			Census product code 581	Unit of measure for quantities (C)	Products shipped and other receipts				
						Quantity 583	Value, f.o.b. plant (E)			
							584	Thou-	Dollars	
(A)	(B)	(C)	(D)	Millions	sands					
23	Detergents, Household – Continued (28412)	HOUSEHOLD LAUNDRY DETERGENTS	Dry	Light-duty	28412 21 1	↑ Thousand pounds ↓		\$		
24				Heavy-duty, phosphate based	28412 24 5					
25				Heavy-duty, phosphate free	28412 26 0					
26		Liquid		Light-duty	28412 31 0	↑ Thousand gallons ↓				
27				Heavy-duty	28412 35 1					
28		Presoaks			28412 61 7	↑				
29		Soaps (Except Specialty Cleaners, Household) (28413)	TOILET SOAPS (Excluding medicated soaps)	Bars	Deodorant	28413 12 8	↑ Thousand pounds ↓			
30	Non-deodorant				28413 13 6					
31	Novelty				28413 14 4					
32	Liquids				28413 15 1	Thousand gallons				
33	Other household soaps (bars, liquids, pastes, chips, flakes, granules, and powders), including mechanics' hand soaps (except waterless) and medicated soaps containing therapeutic, medicinal, or germicidal additives used as more than a deodorant				28413 98 7					
34	GLYCERIN, NATURAL (28414)	Crude (100-percent basis)			28414 11 8	↑ Thousand pounds ↓				
35		Other – Specify kind			28414 19 3					
36	Household Bleaches (Chlorine and nonchlorine) (28422)	LIQUID (corresponds to item code 3221 as reported on CIR Form MA28A 1997)*	Chlorine (sodium hypochlorite, etc.)			28422 44 2	↑ Thousand gallons ↓			
37			Nonchlorine (hydrogen peroxide, etc.)			28422 45 9				
38		DRY (corresponds to item code 3231 as reported on CIR Form MA28A, 1997)*	Chlorine (chlorinated isocyanurates, etc.)			28422 54 1	↑ Thousand pounds ↓			
39			Nonchlorine (sodium perborates, etc.)			28422 55 8				
40	Specialty Cleaning and Sanitation Products (28423)	GLASS WINDOW CLEANING PREPARATIONS (Except automotive)	Household			28423 12 7				
41			Industrial and institutional			28423 13 5				
42		Automotive windshield washer fluid				28423 15 0				
43		Oven cleaners				28423 21 8				
44		TOILET BOWL CLEANERS	Household			28423 24 2				
45			Industrial and institutional			28423 25 7				
46		Drain pipe solvents				28423 28 3				
47	(Continued on next page)	Bathroom, tub, and tile cleaners			28423 30 9					

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Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 - Continued

Line No.	Products and services *Item corresponds to products reported on Current Industrial (CIR) Reports			Census product code 581	Unit of measure for quantities (C)	Products shipped and other receipts			
						Quantity 583	Value, f.o.b. plant (E)		
							584	Thou-	Dollars
(A)	(B)	(C)	(D)	Millions	sands				
48	Specialty Cleaning and Sanitation Products Continued (28423)	DISINFECTANTS NONAGRICULTURAL AIDS	Household	28423 33 3			\$		
49		Industrial and institutional	28423 34 1						
50		LAUNDRY AIDS	Fabrics softeners and rinses	Liquid, household	28423 42 4				
51				Liquid, industrial and institutional	28423 43 2				
52				Dry	28423 40 8				
53			Dryer sheets	28423 47 3					
54			Laundry starch preparations, including permanent types	28423 50 7					
55			Other aids, including ironing aids and dry cleaning spotting preparations	28423 52 3					
56		RUG AND UPHOLSTRY CLEANERS	Consumer	28423 51 5					
57			Industrial and institutional	28423 53 1					
58		Household ammonia	28423 71 3						
59		AIR AND ROOM FRESHENERS	Aerosol	Household	28423 82 0				
60				Industrial and institutional	28423 83 8				
61			Other (Report potpourri on line 90)	Household	28423 86 1				
62				Industrial and institutional	28423 87 9				
63		Cat litter, except natural and untreated materials	28423 90 3						
64		Other specialty cleaning and sanitation products, including sweeping compounds, waterless hand cleaners, and cleaners for wallpapers, window shades and walls - Specify kind	28423 98 6						
65		Polishing Preparations and Related Products (28424)	AUTOMOBILE BODY POLISH AND CLEANER	Household	28424 12 5				
66	Industrial and institutional			28424 13 3					
67	FURNITURE POLISHES AND CLEANERS		Household	28424 16 6					
68			Industrial and institutional	28424 17 4					
69	FLOOR POLISH		Water emulsion	Household	28424 20 8	↑ Thousand gallons			
70				Industrial and institutional	28424 22 4				
71			Liquid (nonemulsion)	28424 23 2	↓ Thousand pounds				
72			Other than liquid form, including paste and cake	28424 25 7					
73	Shoe polishes and cleaners		28424 43 0						
74	Leather dressing and finishes, excluding shoe polish		28424 63 8	Thousand pounds					
75	Other polishing preparations and related products, including metal polishes and polishing cloths and papers - Specify kind		28424 98 4						

CONTINUE WITH ITEM 18B ON PAGE 10

Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 – Continued											
Line No.	Products and services *Item corresponds to products reported on Current Industrial (CIR) Reports				Census product code 581	Unit of measure for quantities	Products shipped and other receipts				
							Quantity 583		Value, f.o.b. plant (E)		
	(A)				(B)	(C)	(D)	584 Millions	Thou-sands	Dollars	
76	Surfactants, Finishing Agents and Assistants (28430)	ASSISTANTS AND FINISHES, TEXTILE AND LEATHER (Except tanning agents and surfactants)	Textile	Assistants	28430 31 2	↑ Thousand pounds ↓					
77				Finishes	28430 61 9						
78			Leather assistants and finishes		28430 55 1						
79		Bulk surfactants (surface active agents)			28430 85 8						
80	Shaving soaps and creams				28441 49 1						
81	Perfume oil mixtures and blends				28442 11 9						
82	Liquid synthetic organic shampoos for consumer use				28443 15 8						
83	Toothpaste, including gels and toothpowder				28444 21 4						
84	Hand lotions				28446 25 0						
85	Bath salts, tablets, oils, and bubble baths				28447 71 2						
86	Miscellaneous allied paint products, including paint and varnish removers, etc. (Corresponds to sum of item codes 5523-5598 on Current Industrial Report Form MA28F, Paints and Allied Products, for 1997)*				28515 00 5						
87	Miscellaneous end-use chemicals and chemical products				28696 00 3						
88	Miscellaneous cyclic and acyclic chemicals and chemical products excluding fluorocarbon gases, carbon bisulfide (disulfide), and fatty acid esters				28697 19 1						
89	Household and Institutional Pesticides	INSECTICIDES FOR CRAWLING INSECTS, EXCLUDING FUMIGANTS	Aerosol		2879E 21 9						
90			Nonaerosol		2879E 23 5						
91			Aerosol insecticides for flying insects, excluding fumigants		2879E 11 0						
92	Insect repellants for human use				28799 40 1						
93	Other saturated fatty acids, including hydrogenated fish and marine mammal fatty acids				28992 59 2	Thousand pounds					
94	Automotive chemicals, antifreeze				28995 34 8	Thousand gallons					
95	Boiler water treating compounds				28995 77 7	Thousand pounds					
96	Lighter fluids (cigarette, charcoal, etc.)				28995 93 4	Thousand gallons					
97	Lubricating oils (including hydraulic fluids, quenching and cutting oils, transformer oils, liquid rust preventives, etc.), not made in a refinery				29920 21 2	Thousand barrels					
98	Potpourri (mixtures of flowers, foliage, fruits, and vines dried and chemically preserved by this establishment)				39999 81 8						
99	ALL OTHER PRODUCTS MADE IN THIS ESTABLISHMENT	<i>Describe and report separately each product with a sales value of \$50,000 or more which cannot be assigned to one of the lines above. Specify unit of measure for quantity. For all remaining products, write "Other" and report a single total value.</i>			18						
100					26						
101					34						
102					42						
103					59						

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Item 18B. PRODUCTS AND SERVICES OF THIS ESTABLISHMENT DURING 1997 – Continued

Line No.	Products and services (A)	Census product code (B)	Unit of measure for quantities (C)	Products shipped and other receipts			
				Quantity (D)	Value, f.o.b. plant (E)		
					584 Millions	Thou- sands	Dollars
104	CONTRACT WORK Receipts for work done for others on their own materials <i>Describe below products worked on and kind of work.</i>	93000 00 8			\$		
105	MISCELLANEOUS RECEIPTS Sales of scrap, refuse, electricity, and other miscellaneous receipts (including receipts for repair work, etc.)	99980 00 5					
106	RESALES Sales of products bought and sold without further manufacture, processing, or assembly. Report the cost of such items in item 10, line b.	99989 00 6					
107	TOTAL value of shipments and other receipts Sum of lines 1–106, column (E)	77000 00 8			\$		

Items 19–21 – Not applicable to this report

REMARKS – Please use this space for any explanations that may be essential in understanding your reported data.

Item 22. CERTIFICATION – This report is substantially accurate and has been prepared in accordance with instructions.

Name of person to contact regarding this report (<i>Print or type</i>)				Telephone	Area code	Number	Extension
Name of company				Address (<i>Number and street, city, State, ZIP Code</i>)			
FROM: Month		Day	Year	TO: Month		Day	Year
Signature of authorized person		Title				Date	