

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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

INFORMATION COPY
 DO NOT USE TO REPORT

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		
	Uncoated paper (excluding newsprint)				
1	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			

32303117



CONTINUE WITH **17** ON PAGE 12

CONTINUE ON PAGE 12

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	Paperboard containers, boxes, and corrugated paperboard	322210 01				
11	Printing inks	32 91 12				
12	Light sensitive films	2 992 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	Looseleaf components (including ring-type), metal and plastic	323118 10				
17	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				
18	TOTAL (<i>Should equal total reported in 16, line A1</i>)	771000 00				

INFORMATION COPY
DO NOT USE TO REPORT

18 Not Applicable.

32303125



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

19 TYPE OF OPERATION

A. Operations performed (Mark "X" ALL that apply.)

- 0620 294 Publishing
- 300 Printing
- 318 Prepress services
- 299 Postpress services, including binding
- 301 Print brokering

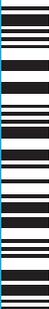
B. Equipment used (Mark "X" ALL that apply.)

- 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

INFORMATION COPY
DO NOT USE TO REPORT

20 and 21 Not Applicable.

32303133



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 total revenue on lines 53 through 58.

Book Printing and Binding - Report on lines 1 through 7.

Binding of Books Printed Elsewhere, and Miscellaneous Postpress Work - Report on lines 8 through 13.

Checkbooks (including refill) - Report receipts on line 14.

Commercial Printing - The list of printed products is categorized by kind of printing press used. Report under whatever categories are appropriate for this establishment, beginning with quick printing on line 17, followed by (in this order): digital printing, lithographic (offset), gravure, flexographic, screen printing, engraving (printing), letterpress, pad, and "other."

Print Brokering - If your receipts are for arranging to have printing done for others and you do no printing yourself, report on line 62.

Photocopying - Report on line 60.

Blueprinting - Report receipts on line 61.

INFORMATION COPY
DO NOT USE TO REPORT

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	Book printing and binding Textbooks, all grades (K through college and other post high school level), teachers' editions, workbooks, and standardized tests	323117 1600				
2	Technical, scientific, and professional books	323117 3100				
3	Religious books	323117 5100				
4	General, book club, mail order, mass market, and other trade books for adults and juveniles (including toy and coloring books)	323117 7800				
5	Other book printing and binding (including reference (encyclopedias, dictionaries, etc.), university press, music, and all other books printed and bound) (Specify kinds of books.) ↴ <div style="border: 1px solid black; height: 20px; width: 100%;"></div>	323117 9100				
6	Books, printing only, not bound	323117 A100				
7	Pamphlets, printing only or printing and binding (excluding advertising pamphlets)	323117 C100				

32303141



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			
8	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 1 through 5.</i>)	323121 1112				
	Hardbound edition binding of elementary, high school, and college textbooks, and technical, scientific, business, and professional books					
9	Hardbound edition binding of general consumer, trade, religious, reference, and other books (including book club and direct mail) (<i>Specify kinds of books.</i>)	323121 1119				
10	Library binding, hardcover binding of periodicals and records, and other hardcover binding of books (excluding edition)	323121 1226				
11	Softcover, pamphlet, and other binding of books and materials printed elsewhere (excluding sample books)	323121 5425				
12	Sample books, swatches, and cards (color, carpet, upholstery, drapery, etc.) (including sample mounting)	323121 5531				
13	Miscellaneous binding and postpress work (including collating, perforating, folding, gluing, die-cutting, gold or foil stamping, etc.) (<i>Specify kind of work.</i>)	323121 7100				
14	Checkbooks (including inserts and refills) (excluding those in continuous form and die-cut)	323116 9100				
15	Blankbooks (including albums, time planners-organizers, ledger and account books, address books, etc., and refills) (excluding checkbooks and looseleaf types)	323118 1100				
16	Looseleaf binders, devices, inserts, forms, and metals (including post binders, components, and products specifically for use in looseleaf binders) (excluding looseleaf filler paper)	323118 3100				
17	Quick printing (<i>Report receipts for photocopying on line 60.</i>) . . .	323114 0100				
18	Digital printing	323115 0100				

INFORMATION COPY
DO NOT USE TO REPORT

32303158



CONTINUE WITH 22 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			
19	Lithographic (offset) printing					
	Magazine and periodical printing					
20	Magazine and periodical printing (excluding magazines and comics for Sunday newspapers)	323110 1115				
	Magazine and comic printing for Sunday newspapers (excluding printing of newspaper advertising inserts) (Report newspaper advertising inserts on line 27.)	323110 1121				
21	Label and wrapper printing					
	Label printing	323110 3125				
22	Printed rolls and sheets for packaging purposes (printing only) (Report conversions and printing or converting without printing on lines 53 through 58.)	323110 3145				
23	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323110 5100				
24	Advertising printing					
	Direct mail advertising printing (including circulars, letters, pamphlets, cards, etc.) (excluding catalogs)	323110 9115				
25	Display advertising printing (including posters and counter, floor display, point-of-purchase, and other advertising display materials)	323110 9225				
26	Signs and displays made of wood, metal, plastics, etc. (Printing of material to be affixed to a sign or display should be reported on line 25.) (Specify primary material.) ↴					
		339950 WYWW				
27	All other lithographic (offset) advertising printing (Specify products printed.) ↴					
		323110 9YWW				
28	Other lithographic (offset) printing					
	Financial and legal printing (Report checkbooks on line 14.) (Specify products printed.) ↴					
29	All other lithographic (offset) printing (including calendars, newspapers, tickets, credit cards, business cards and stationery, etc.) (Specify products printed.) ↴					
		323110 BYWW				

INFORMATION COPY
DO NOT USE TO REPORT

32303166



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.	
			0731			
30	Gravure printing Magazine and periodical printing (including magazine and comic supplements for Sunday newspapers) (Report newspaper advertising inserts on line 35.)	323111 1100				
31	Label and wrapper printing Label printing	323111 3125				
32	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 53 through 58.)	323111 3235				
33	Catalog and directory printing (including direct mail catalogs, business reference services directories, and all other catalogs and directories)	323111 5100				
34	Advertising printing Direct mail advertising printing (including circulars, letters, pamphlets, cards, and printed envelopes) (excluding catalogs)	323111 7111				
35	Advertising printing other than direct mail (including newspaper advertising inserts, advertising display materials, brochures, pamphlets, magazine inserts, etc.) (excluding catalogs) (Specify products printed.)	323111 7125				
36	Other general commercial gravure printing (including decalcomanias, pressure-sensitives (other than labels), bumper stickers, customized stationery, business cards, etc.) (Specify products printed.)	323111 9100				
37	Flexographic printing Label and wrapper printing Label printing	323112 1A15				
38	Printed rolls and sheets for packaging purposes (printing only) (Report converting and printing or converting without printing on lines 53 through 58.)	323112 1C25				
39	Financial and legal printing (including annual corporate reports, bank printing, etc.) (Report checkbooks on line 14.)	323112 3321				

INFORMATION COPY
DO NOT USE TO REPORT

32303174



CONTINUE WITH 22 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			
40	Flexographic printing - Continued Advertising printing (including direct mail (other than catalogs), display, magazine and preprinted newspaper inserts, brochures, pamphlets, etc.)	323112 3326				
41	All other commercial flexographic printing (including catalogs, decalcomanias, pressure-sensitives (other than labels), customized stationery, etc.) (Specify products printed.) ↴ [Redacted]	323112 3392				
42	Screen printing Label printing (including cloth labels)	323113 2100				
43	Printing on garments, apparel accessories, and other fabric articles (excluding labels)	323113 4100				
44	Advertising printing Printed point-of-purchase, counter, window, and floor display materials and advertising posters, inserts, brochures, etc.	323113 6215				
45	Signs and displays (nonelectric) made of wood, plastics, metal, etc. (Printing of material to be affixed to a sign or display should be reported on line 44.) (Specify primary material.) ↴ [Redacted]	339950 3YWW				
46	All other commercial screen printing (Specify products printed.) ↴ [Redacted]	323113 6YWW				
47	Engraving (printing) (including security, social and other commercial engraving printing) (Report engraving of gravure cylinders on line 51 and engraving of metal nameplates on lines 53 through 58.) (Specify kind of products engraved.) ↴ [Redacted]	323119 EYWW				
48	Commercial letterpress printing (Specify products printed.) ↴ [Redacted]	323119 WYWW				
49	Pad printing (Specify products printed.) ↴ [Redacted]	323119 J102				

INFORMATION COPY
DO NOT USE TO REPORT

32303182



CONTINUE WITH **22** ON PAGE 19

CONTINUE ON PAGE 19

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			
50	Commercial printing using a process not previously listed (Report receipts for photocopying, blueprinting, and print brokering on lines 60 through 62.) (Specify the process used and products printed.) ↴	323119 J104				
51	Prepress services Printing plates and cylinders prepared for printing (excluding blank plates and blank cylinders) (Report manufacture of blank printing plates or blank cylinders on lines 53 through 58.) (Specify kind of plates.) ↴	323122 3YWW				
52	Other prepress services (including typesetting, imagesetting, color separations and other filmwork for platemaking) (Specify kind of prepress service.) ↴	323122 1100				
53	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				
54		26				
55		34				
56		42				
57		59				
58		67				
59	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				
60	Receipts for photocopying and duplicating	999899 9054				

INFORMATION COPY
DO NOT USE TO REPORT

32303190



CONTINUE WITH **22** ON PAGE 20

CONTINUE ON PAGE 20

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			
61	Receipts for blueprinting services	999899 9057				
62	Receipts for services as print broker	999899 9060				
63	Sales of scrap and refuse	999899 9003				
64	Other miscellaneous receipts (including receipts for repair work, etc.)	999899 9090				
65	TOTAL (Should equal total reported in 5)	770000 0000				

INFORMATION COPY
 DO NOT USE TO REPORT

23-25 Not Applicable.

32303208



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

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**

**INFORMATION COPY
DO NOT USE TO REPORT**

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 **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.

32303216

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

**INFORMATION COPY
DO NOT USE TO REPORT**

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"/>

Fax	Area code	Number
<input type="text"/>	<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.**

32303224

