

**DEFINITIONS AND SPECIAL INSTRUCTIONS**

**1. Scope of survey**

This survey covers all firms in the United States producing consumer-type chocolate and confectionery and industrial chocolate, excluding cough drops, medicated candy, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are not included in this survey.

**2. Figures to be reported**

Companies with more than one establishment manufacturing the products covered by this survey are requested to complete a separate form for each location. If you have not received a separate report form for each of your establishments, please call the contact shown on the report form or write to the U.S. Census Bureau for additional forms.

**a. Quantity and value of shipments**

The figures on quantity and value of shipments should include the physical shipments of all consumer-type confectionery products sold or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Products bought and resold without further manufacture or packaging should not be included in shipments in sections I, II, or III.

**b. Materials consumed**

Report the amounts and value of materials used in the manufacture of consumer-type confectionery items reported in product sales under sections I, II, and III. Do not include ingredients to make products excluded from sections I, II, and III, such as cough drops, medicated candies, salted nuts, unsweetened popcorn, fountain syrups, or other noncandy items.

The value of materials consumed should be based on the delivered cost, i.e., the amount paid or payable after discounts, but including freight and other direct charges incurred in acquiring the materials. Report the actual value (i.e., cost) of materials consumed, regardless of date or purchase.

Materials transferred from other plants within your company should be assigned their full economic value, as assigned by the shipping plant, plus cost of freight and handling charges.

**c. Unit of measure**

*Quantity* — Report all quantities in thousands of pounds.

*Value* — Report all values in thousands of dollars.

**3. Definitions****a. Product type****CHOCOLATE-TYPE CONFECTIONERY PRODUCTS**

Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders.

Products comprising various types of chocolate-type and nonchocolate-type pieces (such as certain boxed assortments) should be reported as chocolate-type assortments. Fund-raising products should be included under the appropriate category.

*Solid* — Including hollow molded and containing no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars, etc.

*Solid with inclusions* — Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

*Enrobed or molded with bakery product center* — Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

*Enrobed or molded with candy, nuts, fruit, or granola center* — Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, granola, caramel, peanuts, etc.

*Panned* — Products manufactured using the panning process.

*Assortments and others* — Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall in any of the above combinations of product types.

**OTHER CHOCOLATE PRODUCTS**

Comprised of coatings, both chocolate and compound, including baking chocolate sold in bars and chips through retail outlets; chocolate chips and other chocolate coatings

## CURRENT INDUSTRIAL REPORTS SERIES

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### DEFINITIONS AND SPECIAL INSTRUCTIONS — Continued

#### 3. Definitions — Continued

##### a. Product type — Continued

sold to bakers, ice cream manufacturers, biscuit and cracker manufacturers, and other outlets; chocolate liquor, cocoa butter melted and cocoa cake and powder.

##### NONCHOCOLATE TYPE CONFECTIONERY PRODUCTS

All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

*Hard candy* — Comprising sugar mass which is processed to be nongrained, sugar mass which is grained through seration, brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, and sour balls.

*Chewy candy* — Comprising plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, grained and nongrained nougats. Examples are caramel covered popcorn, caramels, plain granola bars, and fruit based confectionery, etc.

*Soft candy* — Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gummis. Examples are candy corn, orange slices, gummi bears, and gummi worms.

*Iced/coated* — Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

*Panned* — Products manufactured using the panning process. Examples are jelly beans and Boston baked beans.

*Licorice and licorice type* — Sugar and starch based product flavored with licorice extract and colored

black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, and nuggets, etc.

*Chewing gum* — An emulsion consisting of a polymer base, sweeteners, bulk fillers and flavors.

##### b. Types of materials

*Milk products (item code 4111)* — Include all milk products such as fluid milk and cream; condensed, evaporated, and dried; creamery butter.

*Fats and oils (item code 4101)* — Include margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Exclude slab oils.

*Nuts and nutmeats (item codes 4121, 4131, and 4141)* — To convert from nuts in shells to shells or kernel basis use the following factors:

WEIGHT FACTOR TABLE

TYPE	WEIGHT (In shell)	WEIGHT (Kernels)
Peanuts	1	0.64
Almonds	1	0.43
Brazil	1	0.50
Filberts	1	0.45
Pecans	1	0.40
Pistachios	1	0.50
Walnuts	1	0.42

Peanut butter, 1 lb. peanut butter equals 1.18 lbs.

*Other edible materials (item code 4161)* — Include corn starch, essential oils, flavoring, eggs and egg products, fruits, jams, and fruit products. Exclude casting starch.

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### DEFINITIONS AND SPECIAL INSTRUCTIONS — Continued

#### 4. Comparability

Data reported in this survey should correspond to data reported in the Economic Census - Manufacturing Sector form. The sum of values for item codes shown in column (a) should correspond to the dollar values reported under product class codes indicated in column (b) below:

Current Industrial Reports (Form MA311D)	Economic Census - Manufacturing Sector
Item codes (a)	Product codes (b)
1099	3113301 100 or 3113204 100
1199	3113401 100
1212, 1222, 1242	3113201 000
1202, 1232, 1252, 1262	3113207 000
1399	3113404 000

**CURRENT INDUSTRIAL REPORTS SERIES**

**REFERENCE LIST**

FORM MA311D		Shipments	
<b>CONFECTIONERY</b>			
Product code	Item description	Item code	
		Quantity	Value
	<b>Section I — CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY PRODUCTS</b>		
3113301001	Solid	1001	1002
3113301004	Solid with inclusions	1011	1012
3113301007	Enrobed or molded with candy, fruit, nut or granola center	1021	1022
3113301015	Enrobed or molded with a bakery product center	1031	1032
3113301021	Panned	1041	1042
3113301026	Assortments and other	1051	1052
31133010	<b>TOTAL, CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY PRODUCTS</b>	1098	1099
	<b>NON-CHOCOLATE CONFECTIONERY PRODUCTS</b>		
3113401001	Hard candy	1101	1102
3113401004	Chewy candy (including granola bars)	1111	1112
3113401007	Soft candy	1121	1122
3113401015	Iced/coated	1131	1132
3113401021	Panned	1141	1142
3113401026	Licorice and licorice type	1151	1152
31134010	<b>TOTAL, NON-CHOCOLATE CONFECTIONERY PRODUCTS</b>	1198	1199
	<b>Section II — CHOCOLATE PRODUCTS OTHER THAN CONFECTIONERY</b>		
3113207471	Baking chocolate (bars or blocks)	1201	1202
31132014A1	Chocolate coatings (blocks, wafers, liquid)	1211	1212
3113201231	Chocolate liquor	1221	1222
3113207360	Cocoa butter	1231	1232
31132015C1	Compound coatings (blocks, wafers, liquid)	1241	1242
31132075G1	Chocolate chips and baking pieces	1251	1252
31132076H1	Cocoa powder (sweetened and unsweetened), syrup, toppings and other	1261	1262
31130000	<b>TOTAL NON-CONFECTIONERY CHOCOLATE PRODUCTS</b>	1298	1299

**CURRENT INDUSTRIAL REPORTS SERIES**

**REFERENCE LIST — Continued**

FORM MA311D		Shipments	
Product code	Item description	Item code	
		Quantity	Value
	<b>Section III — CHEWING GUM, BUBBLE GUM, AND CHEWING GUM BASE</b>		
	Chewing gum:		
3113404111	Containing sugar	1301	1302
3113404321	Not containing sugar	1311	1312
	Bubble gum:		
3113404114	Containing sugar	1321	1322
3113404324	Not containing sugar	1331	1332
3113404530	Chewing gum base	1341	1342
31134041	<b>TOTAL, CHEWING GUM, BUBBLE GUM, AND CHEWING GUM BASE</b>	1398	1399
	<b>Section IV — MATERIALS CONSUMED</b>		
11193001	Sugar (cane – beet)	4001	4002
11130007	Cocoa beans	4011	4012
31122101	Corn syrup (include HFCS and dextrose)	4021	4022
31132006	Chocolate liquor – imported	4031	4032
31132005	Chocolate liquor – domestic	4041	4042
31132010	Cocoa powder composition coatings (coatings composed mainly of cocoa powder and fats)	4051	4052
31132007	Cocoa cake or powder	4061	4062
31132009	Cocoa butter	4071	4072
31132003	Chocolate coatings – milk	4081	4082
31132006	Chocolate coatings – other than milk	4091	4092
31100015	Fats and oils	4101	4102
31134003	Gum base	4106	4107
31150000	Milk and milk products (report on a dry weight basis)	4111	4112
11199203	Peanuts – shelled basis (see definitions for converting unshelled to shelled)	4121	4122
31191101	Almond kernels (see definitions)	4131	4132
11100031	Other nuts and nutmeats – kernels (see definitions)	4141	4142
31142313	Coconut meat	4151	4152
31130000	Other edible materials	4161	4162
<b>XXX</b>	<b>TOTAL MATERIALS CONSUMED</b>	<b>XXX</b>	<b>4199</b>

10/18/07

**REPORT FOR CALENDAR YR 2007**

The 8-digit number that appears above indicates that the Office of Management and Budget has approved this survey. If that number is not displayed, do not complete this form. YOUR RESPONSE IS REQUIRED BY LAW (Title 13, United States Code). By section 9 of the same law, YOUR REPORT IS CONFIDENTIAL. It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
FORM **MA311D**  
**CURRENT INDUSTRIAL REPORTS**

CONFECTIONERY  
Annual Report

**In correspondence pertaining to this establishment's report,  
please refer to the 11 digit Identification Number (ID) 01234567890**



ID 01234567890 529 00 0701 17 MA311D  
40 2007A1 MA311D

SEQ: 1

ATTN: Controller  
TEST FORM  
DUMMY ID

SUITLAND MD 12345

If you have questions regarding this report form please contact:

RONANNE VINSON EXT1  
1(800)201-4647

**EMPLOYER IDENTIFICATION (EI) NUMBER.** Identification number used on Employer's Quarterly Federal Tax Return (U.S. Treasury Department Form 941) **(Enter if not shown, correct if wrong.)**

**CONTACT PERSON** (Enter information if not shown, correct if wrong.)

Name ATTN: Controller

Area code Number

Fax number

(Please correct any error in name and address including ZIP Code)

Enter or correct email address: [ \_\_\_\_\_ ]

**PART I FOR EACH ITEM LISTED BELOW, ENTER FIGURES OR "0" for current period. (The figures shown in the shaded areas were reported for the previous two periods.) PLEASE REFER TO THE INSTRUCTIONS BEFORE COMPLETING THIS REPORT FORM.**

Item	Unit of measure	Item code	2007	2006	2005
Product code	Description				
<b>SECTION I - CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY PRODUCTS</b>					
	Solid				
3113301001	Quantity of shipments	1000 Pounds	1001		
3113301001	Value of shipments	1000 Dollars	1002		
	Solid with inclusions				
3113301004	Quantity of shipments	1000 Pounds	1011		
3113301004	Value of shipments	1000 Dollars	1012		
	Enrobed or molded with candy, fruit, nut, or granola center				
3113301007	Quantity of shipments	1000 Pounds	1021		

\* Figures not received when form was prepared. PLEASE ENTER, if not previously submitted.

**CURRENT INDUSTRIAL REPORTS - Continued**

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**PART I - Continued**

Item		Unit of measure	Item code	2007	2006	2005
Product code	Description					
3113301007	Value of shipments	1000 Dollars	1022			
	Enrobed or molded with a bakery product center:					
3113301015	Quantity of shipments	1000 Pounds	1031			
3113301015	Value of shipments	1000 Dollars	1032			
	Panned					
3113301021	Quantity of shipments	1000 Pounds	1041			
3113301021	Value of shipments	1000 Dollars	1042			
	Assortments and other					
3113301026	Quantity of shipments	1000 Pounds	1051			
3113301026	Value of shipments	1000 Dollars	1052			
	TOTAL, CHOCOLATE & CHOCOLATE-TYPE CONFECTIONERY PRODUCTS					
3113301100	Quantity of shipments	1000 Pounds	1098			
3113301100	Value of shipments	1000 Dollars	1099			
	NON-CHOCOLATE CONFECTIONERY PRODUCTS					
	Hard candy					
3113401001	Quantity of shipments	1000 Pounds	1101			
3113401001	Value of shipments	1000 Dollars	1102			
	Chewy candy {incl.granola bars}					
3113401004	Quantity of shipments	1000 Pounds	1111			
3113401004	Value of shipments	1000 Dollars	1112			
	Soft candy					
3113401007	Quantity of shipments	1000 Pounds	1121			

## CURRENT INDUSTRIAL REPORTS - Continued

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## PART I - Continued

Item		Unit of measure	Item code	2007	2006	2005
Product code	Description					
3113401007	Value of shipments	1000 Dollars	1122			
	Iced/coated					
3113401015	Quantity of shipments	1000 Pounds	1131			
3113401015	Value of shipments	1000 Dollars	1132			
	Panned					
3113401021	Quantity of shipments	1000 Pounds	1141			
3113401021	Value of shipments	1000 Dollars	1142			
	Licorice and licorice type					
3113401026	Quantity of shipments	1000 Pounds	1151			
3113401026	Value of shipments	1000 Dollars	1152			
	TOTAL NON-CHOCOLATE CONFECTIONERY PRODUCTS					
3113401100	Quantity of shipments	1000 Pounds	1198			
3113401100	Value of shipments	1000 Dollars	1199			
	SECTION II - CHOCOLATE PRODUCTS OTHER THAN CONFECTIONERY					
	Baking chocolate{bars or blocks}					
3113207471	Quantity of shipments	1000 Pounds	1201			
3113207471	Value of shipments	1000 Dollars	1202			
	Chocolate coatings {blocks, wafers,liquid}					
31132014A1	Quantity of shipments	1000 Pounds	1211			
31132014A1	Value of shipments	1000 Dollars	1212			
	Chocolate liquor					
3113201231	Quantity of shipments	1000 Pounds	1221			



**CURRENT INDUSTRIAL REPORTS - Continued**

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**PART I - Continued**

Item		Unit of measure	Item code	2007	2006	2005
Product code	Description					
3113201231	Value of shipments	1000 Dollars	1222			
	Cocoa butter					
3113207360	Quantity of shipments	1000 Pounds	1231			
3113207360	Value of shipments	1000 Dollars	1232			
	Compound coatings {blocks, wafers, liquid}					
31132015C1	Quantity of shipments	1000 Pounds	1241			
31132015C1	Value of shipments	1000 Dollars	1242			
	Chocolate chips & baking pieces					
31132075G1	Quantity of shipments	1000 Pounds	1251			
31132075G1	Value of shipments	1000 Dollars	1252			
	Cocoa powder {sweetened, unsweetened}					
31132076H1	Quantity of shipments	1000 Pounds	1261			
31132076H1	Value of shipments	1000 Dollars	1262			
	TOTAL NON-CONFECTIONERY CHOCOLATE PRODUCTS					
3113000000	Quantity of shipments	1000 Pounds	1298			
3113000000	Value of shipments	1000 Dollars	1299			
	SECTION III - CHEWING GUM, BUBBLE, & CHEWING GUM BASE					
	Chewing gum containing sugar					
3113404111	Quantity of shipments	1000 Pounds	1301			
3113404111	Value of shipments	1000 Dollars	1302			
	Chewing gum not containing sugar					
3113404321	Quantity of shipments	1000 Pounds	1311			

**CURRENT INDUSTRIAL REPORTS - Continued**

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**PART I - Continued**

Item		Unit of measure	Item code	2007	2006	2005
Product code	Description					
3113404321	Value of shipments	1000 Dollars	1312			
	Bubble gum containing sugar					
3113404114	Quantity of shipments	1000 Pounds	1321			
3113404114	Value of shipments	1000 Dollars	1322			
	Bubble gum not containing sugar					
3113404324	Quantity of shipments	1000 Pounds	1331			
3113404324	Value of shipments	1000 Dollars	1332			
	Chewing gum base					
3113404530	Quantity of shipments	1000 Pounds	1341			
3113404530	Value of shipments	1000 Dollars	1342			
	TOTAL CHEWING GUM, BUBBLE GUM, AND CHEWING GUM BASE					
3113404700	Quantity of shipments	1000 Pounds	1398			
3113404700	Value of shipments	1000 Dollars	1399			

