

U.S. DEPARTMENT OF COMMERCE
Bureau of Economic Analysis

**BENCHMARK SURVEY OF FOREIGN DIRECT INVESTMENT
IN THE UNITED STATES — 1987**
INSTRUCTION BOOKLET FOR FORMS BE-12(X), BE-12(LF), and BE-12(SF)

INTRODUCTION

The Benchmark Survey of Foreign Direct Investment in the United States — 1987, is being conducted by the Department of Commerce to obtain data on the amount, types, and financial and operating characteristics of such investment. The last benchmark survey, or census, of foreign direct investments in the United States, was conducted for 1980.

The data from the survey will be used to measure the economic significance of foreign direct investment and to analyze its effects on the U.S. economy. They will also be used in formulating, and in assessing the impact of, U.S. policy on foreign direct investment. They will provide benchmarks for deriving current universe estimates of direct investment from sample data collected in nonbenchmark years. In particular, they will serve as benchmarks for the quarterly investment estimates included in the U.S. international transactions and gross national product accounts, and for annual estimates of the foreign direct investment position in the United States and of the operations of the U.S. affiliates of foreign companies.

The filing of reports for this survey is mandatory under Section 5 of the International Investment and Trade in Services Survey Act, Public Law 472, 94th Congress, 90 Stat. 2059, 22 U.S.C. 3101—3108, as amended (hereinafter, "the Act"). As provided by Section 5(c) of the Act, the information reported may be used for analytical and statistical purposes only and will be held confidential. This survey has been approved by OMB under the Paperwork Reduction Act (44 U.S.C. 3501, et seq).

A report must be filed by, or on behalf of, each U.S. business enterprise in which a foreign person owned or controlled a direct or indirect interest of 10 percent or more at the end of the U.S. business enterprise's 1987 fiscal year. Ownership of U.S. real estate, other than for personal use, is deemed to be a business enterprise. Reporting requirements and instructions relating to specific parts of the report form are given in this **Instruction Booklet**. Regulations may be found in 15 CFR, Part 806.

Certain sections of Form BE-12 (LF) require data that may not normally be maintained in customary accounting records. In accordance with III.M. in this **Instruction Booklet**, estimates may be provided where precise data cannot be obtained.

If a person receiving the report form and instructions is not required to report according to the Act and the reporting requirements contained herein, a Form BE-12(X) "Benchmark Survey of Foreign Direct Investment in the United States — 1987, Determination of Reporting Status," must nevertheless be completed and returned to the Bureau of Economic Analysis within 30 days. In such cases, the filing of Form BE-12(X) will avoid unnecessary follow-up by BEA.

Your cooperation is appreciated.

Sincerely,



ALLAN H. YOUNG
Director
Bureau of Economic Analysis

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This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

I. REPORTING REQUIREMENTS

The publication in the **Federal Register** of the notice implementing this survey is considered legal notice to covered U.S. business enterprises of their obligation to report. Therefore, a response is required from persons subject to the reporting requirements of the BE-12 survey, whether or not they are contacted by BEA. Also, a person, or their agent, contacted by BEA concerning their being subject to reporting, either by sending them a report form or by written inquiry, must respond in writing pursuant to section 806.4 of 15 CFR, Chapter VIII. This may be accomplished by completing and returning Form BE-12(X) within 30 days of its receipt and, if applicable, by completing and returning Form BE-12(LF) or Form BE-12(SF) by May 31, 1988.

A. Who must report — A BE-12 report is required for each U.S. affiliate, i.e., for each U.S. business enterprise in which a foreign person owned or controlled, directly or indirectly, 10 percent or more of the voting securities if an incorporated U.S. business enterprise, or an equivalent interest if an unincorporated U.S. business enterprise, at the end of the business enterprise's 1987 fiscal year. Also, see I.A.1. below.

A report is required even though the foreign person's equity interest in the U.S. business enterprise may have been established or acquired during the reporting period.

Beneficial, not record, ownership is the basis of the reporting criteria.

Voting securities, voting stock, ownership interest, equity interest, and voting interest all have the same general meaning and are used more or less interchangeably throughout the instructions and the report form, although one may be more appropriate than the others when referring to a specific business enterprise, or group of enterprises.

1. Form BE-12(X) — Benchmark Survey of Foreign Direct Investment in the United States — 1987, Determination of Reporting Status

A Form BE-12(X) must be completed and filed within 30 days of its receipt by each U.S. business enterprise that was a U.S. affiliate of a foreign person at the end of its 1987 fiscal year and that is not fully consolidated, or in the case of real estate investments, aggregated, on a Form BE-12(X) of another U.S. affiliate. Also, a person, or their agent, contacted by BEA concerning their being subject to reporting, either by sending them a report form or by written inquiry, must respond by completing and returning Form BE-12(X) within 30 days of its receipt, even if the person does not meet the requirements for reporting on Form BE-12(LF) or BE-12(SF).

2. Form BE-12(LF) — Benchmark Survey of Foreign Direct Investment in the United States — 1987 (Long Form)

A Form BE-12(LF) must be completed and filed by May 31, 1988, by each U.S. business enterprise that was a U.S. affiliate of a foreign person at the end of its 1987 fiscal year, if:

- a. It is **not** a bank or bank holding company, and
- b. On a fully consolidated, or, in the case of real estate investments, an aggregated basis, one or more of the following three items for the U.S. affiliate (not the foreign parent's share) exceeded \$20 million (positive or negative) at the end of, or for, its 1987 fiscal year:
 - (1) Total assets (do not net out liabilities)
 - (2) Sales or gross operating revenues, excluding sales taxes, or
 - (3) Net income after provision for U.S. income taxes.

3. Form BE-12(SF) — Benchmark Survey of Foreign Direct Investment in the United States — 1987 (Short Form)

A Form BE-12(SF) must be completed and filed by May 31, 1988, by each U.S. business enterprise that was a U.S. affiliate of a foreign person at the end of its 1987 fiscal year, if:

- a. On a fully consolidated, or, in the case of real estate investments, an aggregated basis, one or more of the following three items for the U.S. affiliate (not the foreign parent's share) exceeded \$1 million (positive or negative), but no one item exceeded \$20 million (positive or negative) at the end of, or for, its 1987 fiscal year:
 - (1) Total assets (do not net out liabilities)
 - (2) Sales or gross operating revenues, excluding sales taxes, or
 - (3) Net income after provision for U.S. income taxes, or if:
 - b. The U.S. affiliate is a bank or a bank holding company, and one or more of the following three items for the U.S. affiliate (not the foreign parent's share) exceeded \$1 million (positive or negative) at the end of, or for, its 1987 fiscal year:

- (1) Total assets (do not net out liabilities)
- (2) Sales or gross operating revenues, excluding sales taxes, or
- (3) Net income after provision for U.S. income taxes.

B. Aggregation of real estate investments — All real estate investments of a foreign person must be aggregated for the purpose of applying the reporting criteria. A single report form must be filed to report the aggregate holdings, unless permission has been received from BEA to do otherwise. Those holdings not aggregated must be reported separately.

C. Exemption — A U.S. affiliate as consolidated, or aggregated in the case of real estate investments, is not required to file a Form BE-12(LF) or Form BE-12(SF) if each of the following three items for the U.S. affiliate (not the foreign parent's share) did not exceed \$1 million (positive or negative) at the end of, or for, its 1987 fiscal year:

- (1) Total assets (do not net out liabilities)
- (2) Sales or gross operating revenues, excluding sales taxes, and
- (3) Net income after provision for U.S. income taxes.

If a U.S. business enterprise is a U.S. affiliate but is not required to file a completed Form BE-12(LF) or Form BE-12(SF) because it falls below the exemption level, then it must complete and file a Form BE-12(X) with item 3 marked and the information requested in item 3 filled in.

II. DEFINITIONS

- A. United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.
- B. Foreign**, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.
- C. Person**, means any individual, branch, partnership, association, associated group, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the U.S. Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government sponsored agency).

II. DEFINITIONS — Continued

- D. Foreign person** means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.
- E. Direct investment** means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.
- F. Foreign direct investment in the United States** means the ownership or control, directly or indirectly, by one foreign person of 10 per centum or more of the voting securities of an incorporated U.S. business enterprise or an equivalent interest in an unincorporated U.S. business enterprise, including a branch.
- G. Business enterprise** means any organization, association, branch, or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate.
- H. Branch** means the operations or activities conducted by a person in a different location in its own name rather than through an incorporated entity.
- I. Affiliate** means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 per centum or more of its voting securities for an incorporated business enterprise or an equivalent interest for an unincorporated business enterprise, including a branch.
- J. U.S. affiliate** means an affiliate located in the United States in which a foreign person has a direct investment.
- K. Foreign parent** means the foreign person, or the first person outside the United States in a foreign chain of ownership, which has direct investment in a U.S. business enterprise, including a branch.
- L. Affiliated foreign group** means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, which owns more than 50 per centum of the person below it up to and including that person which is not owned more than 50 per centum by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 per centum by the person above it.
- M. Associated group** means two or more persons who, by the appearance of their actions, by agreement, or by an understanding, exercise or appear to exercise, their voting privileges in a concerted manner to influence the management of a business enterprise. The following are deemed to be associated groups:
1. Members of the same family.
 2. A business enterprise and one or more of its officers or directors.
 3. Members of a syndicate or joint venture.
 4. A corporation and its domestic subsidiaries.
- N. Foreign affiliate of a foreign parent** means, with reference to a given U.S. affiliate, any member of the affiliated foreign group owning the U.S. affiliate that is not a foreign parent of the U.S. affiliate.
- O. U.S. corporation** means a business enterprise incorporated in the United States.
- P. Intermediary** means any agent, nominee, manager, custodian, trust, or any person acting in a similar capacity.
- Q. Ultimate beneficial owner (UBO)** is that person, proceeding up the ownership chain beginning with and including the foreign parent, that is not more than 50 percent owned or controlled by another person. (A person who creates a trust, proxy, power of attorney, arrangement, or device with the purpose or effect of divesting such owner of the ownership of an equity interest as part of a plan or scheme to avoid reporting information, is deemed to be the owner of the equity interest.) Note: Stockholders of a closely or privately held corporation are normally considered to be an associated group and may be a UBO.
- R. Banking** includes business enterprises engaged in deposit banking, Edge Act corporations engaged in international or foreign banking, foreign branches and agencies of U.S. banks whether or not they accept deposits abroad, U.S. branches and agencies of foreign banks whether or not they accept domestic deposits, and bank holding companies, i.e., holding companies for which over 50 percent of their total income is from banks which they hold.
- S. Lease** is an arrangement conveying the right to use property, plant, or equipment (i.e., land and/or depreciable assets), usually for a stated period of time.
1. **Capital lease** — A long-term lease under which a sale of the asset is recognized at the inception of the lease. These may be shown as lease contracts or accounts receivable on the lessor's books. The assets would not be considered as owned by the lessor.
 2. **Operating lease** — Generally, a lease with a term which is less than the useful life of the asset and a transfer of ownership is not contemplated.
- T. U.S. affiliate's 1987 fiscal year** is the affiliate's financial reporting year that has an ending date in calendar year 1987.

III. GENERAL INSTRUCTIONS

- A. Fiscal year reporting period** — The report covers the U.S. affiliate's 1987 fiscal year. The affiliate's 1987 fiscal year is defined to be the affiliate's financial reporting year that has an ending date in calendar year 1987. Those affiliates having a "52/53 week" fiscal year that ends within the first week of January 1988 are considered to have a 1987 fiscal year for filing the benchmark survey and should report December 31, 1987 as their 1987 fiscal year end. For a business enterprise that does not have a financial reporting year, such as investments in unimproved real estate, or does not have a financial reporting year ending in calendar year 1987, its fiscal year is deemed to be the same as calendar year 1987. (U.S. affiliates that changed the ending date of their financial reporting year in 1987 should contact BEA to determine what reporting period should be used.)
- B. Calculation of indirect ownership interest** — All direct and indirect lines of ownership interest held by a foreign person in a given U.S. business enterprise must be summed to determine whether the enterprise is a U.S. affiliate of the foreign person for purposes of reporting.

A foreign parent's percentage of indirect ownership interest in a given U.S. business enterprise is the product of the direct ownership percentage of the foreign parent in the first U.S. business enterprise in the ownership chain times that first enterprise's direct ownership percentage in the second U.S. business enterprise times each succeeding direct ownership percentage of each other intervening U.S. business enterprise in the ownership chain between the foreign parent and the given U.S. business enterprise.

If there is more than one line of ownership from the foreign parent, or if other members of the affiliated foreign group hold direct or indirect lines of ownership in the U.S. business enterprise, then all ownership interest lines must be summed to determine if the U.S. business enterprise is a U.S. affiliate of a foreign person.

C. Accounting methods and records — Generally accepted U.S. accounting principles should be followed, unless otherwise specified. Corporations should generally use the same methods and records that are used to generate reports to stockholders except where the instructions indicate a variance.

D. Consolidated reporting by U.S. affiliate — A U.S. affiliate must file on a fully consolidated domestic (U.S.) basis, including in the full consolidation all of its foreign parent's other U.S. affiliates in which it directly or indirectly owns more than 50 percent of the outstanding voting interest, except that:

1. A separate BE-12 report may be filed by a U.S. affiliate that is more than 50 percent owned by another U.S. affiliate if the first U.S. affiliate is not normally fully consolidated due to unrelated operations or lack of control and provided that written permission has been requested from and granted by BEA; and
2. A U.S. affiliate in which a **direct** ownership interest and an **indirect** ownership interest are held by **different** foreign persons should not be fully consolidated into another U.S. affiliate, but must complete and file its own Form BE-12(X) and Form BE-12(LF) or Form BE-12(SF). (See diagram below.)

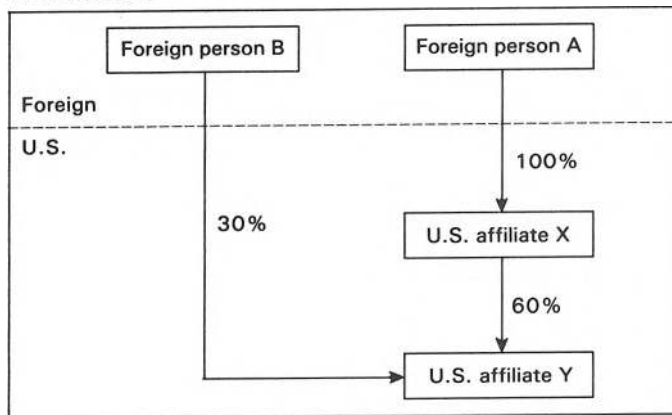
The indirectly owned affiliate, even if more than 50 percent owned by the U.S. affiliate above it, should be reflected on the balance sheet and income statement of the owning U.S. affiliate's Form BE-12(LF) or Form BE-12(SF) on an equity basis.

(If both the direct and indirect lines of ownership are held by the **same** foreign person, the affiliate may be fully consolidated and the minority interest must be eliminated. Contact BEA for guidance on how the minority interest should be reported on Form BE-12(LF) or Form BE-12(SF).)

Foreign subsidiaries, branches, or other foreign operations or equity investments of a U.S. affiliate are NOT to be included on a fully consolidated basis, but are to be included only as provided under III.E.

If a U.S. affiliate is not fully consolidated in its U.S. parent's BE-12 report, it must be listed on Supplement B of the U.S. parent's Form BE-12(LF) and must file its own Form BE-12(X) and a Form BE-12(LF) or BE-12(SF). If you normally prepare your consolidated financial statements using the proportionate consolidation method, this office should be contacted before using the method in completing Form BE-12(LF) or Form BE-12(SF).

Hereinafter, the fully consolidated entity is considered one U.S. affiliate.



U.S. affiliate Y may not be fully consolidated into U.S. affiliate X because of the 30 percent direct ownership by foreign person B.

E. Method of accounting for equity investments in business enterprises that are not fully consolidated — A U.S. affiliate's equity investment in all foreign business enterprises and in U.S. business enterprises that are not fully consolidated should be accounted for as detailed below. Foreign business enterprises must not be fully consolidated with the U.S. affiliate no matter what the percentage ownership. When equity investments are included under the equity method, intercompany account items MUST NOT be eliminated.

1. Generally, investment in those business enterprises owned 20 percent or more should be reported using the equity method. However, immaterial investments may be reported using the cost basis provided this method is consistent with normal reporting practice.
2. Investment in those business enterprises owned less than 20 percent normally should be reported using the cost method.

F. Changes in the reporting entity — Changes in the consolidated reporting entity that occurred during FY 1987 must NOT result in restatement of close FY 1986 balances. The close FY 1986 balances for balance sheet or other items should represent the reporting entity as it existed at the close of FY 1986. This principle applies throughout the report form; for example, in Part III, close FY 1986 intercompany account balances should be those between the foreign parent and the U.S. affiliate as it actually existed at the close of FY 1986.

G. Reporting by unincorporated U.S. affiliate

DIRECTLY OWNED — A separate BE-12 report shall be filed by each unincorporated U.S. affiliate, including a branch, which is directly owned 10 percent or more by a foreign person; two or more such directly owned U.S. affiliates may not be combined on a single Form BE-12(LF) or Form BE-12(SF). The only exceptions are for U.S. affiliates that are either real estate investments or banks (see Special Instructions, IV.B. and IV.E.).

INDIRECTLY OWNED — An indirectly owned unincorporated U.S. affiliate owned more than 50 percent by another U.S. affiliate must normally be fully consolidated on the report with the U.S. affiliate that holds the ownership interest in it.

Otherwise, a separate report is required for each indirectly owned unincorporated U.S. affiliate.

H. Industry and export and import trade classifications — A list and explanation of the industry classifications and export and import trade classifications used are given in the revised "Guide to Industry and Foreign Trade Classifications for International Surveys," BE-799, which is included as part of the BE-12 package.

I. Number of BE-12(LF) or Form BE-12(SF) Part IIIs, Investment and Transactions Between U.S. Affiliate and Foreign Parent, to be filed — A separate Part III is required to be filed by the U.S. affiliate for each foreign parent that the affiliate had during its 1987 fiscal year. If multiple Part III's are required because there was more than one foreign parent, the foreign parent that held the largest percentage of direct ownership interest at yearend should be reported on the Part III that is included in the BE-12 report itself. Each other foreign ownership line should be reported on Form BE-12(LF), Part III — ADDITIONAL. If copies of BE-12(LF), Part III — ADDITIONAL are not available, reproduced copies of BE-12(LF) or BE-12(SF) Part III may be used as necessary.

III. GENERAL INSTRUCTIONS — Continued

J. Bearer shares — If the ownership in a U.S. affiliate by any owner in the ownership chain up to and including the ultimate beneficial owner (UBO) is represented by bearer shares, the requirement to disclose the information regarding the UBO remains with the reporting U.S. affiliate, except where a company in the ownership chain has publicly traded bearer shares. In that case, identification of the UBO may stop with the identification of a company whose capital stock is represented by the publicly traded bearer shares. For closely held companies with nonpublicly traded bearer shares, identifying the foreign parent or the UBO as "bearer shares" is not an acceptable response. The U.S. affiliate must pursue the identification of the UBO through managing directors, or any other official or intermediary.

K. Separate filing of information by foreign parent or ultimate beneficial owner — Where information is requested concerning the foreign parent or ultimate beneficial owner (UBO), if the foreign parent or UBO does not wish to make the information available to the U.S. affiliate for inclusion in the report, it may furnish it separately to BEA. In doing so, it must completely identify the U.S. affiliate BE-12 report and the Part III (or Part III — ADDITIONAL) to which it pertains, separately reference the items to which the information pertains, and give an address (and phone number if in the United States) where the foreign parent or UBO can be contacted.

L. Required information not available — All reasonable efforts should be made to obtain information required for reporting. Every question on each form should be answered, except where specifically exempt. When only partial information is available, an appropriate indication should be given.

M. Estimates — If actual figures are not available, estimates should be supplied and labeled as such. When data items cannot be fully subdivided as required, totals and an estimated breakdown of the totals should be supplied.

Certain sections of the BE-12(LF) require data that may not normally be maintained in a company's customary accounting records. Provision of precise data in these areas may present the respondent with a substantial burden beyond what is intended by BEA. This may be especially true for:

- **Part I, Items 24 thru 33** — Number of employees in each industry of sales;
- **Part II, Section D** — Distribution of sales or gross operating revenues, by transactor and by whether the sales were goods or services ;
- **Part II, Section G, Items 88 thru 90, column (1)** — Number of acres of land;
- **Part II, Section I** — Exports and imports of U.S. affiliate on a shipped basis, by product and country; and
- **Part II, Section J** — Data disaggregated by State.

Data provided in these areas may be reasonable estimates based upon the informed judgement of persons in the responding organization, sampling techniques, prorations based on related data, etc. The procedures used should be consistently applied from one BEA survey to the next.

N. Specify — When "specify" is included in certain data items, the type and dollar amount of the major items included must be given for at least the items mentioned in the line instruction.

O. Space on form insufficient — When space on a form is insufficient to permit a full answer to any item, the required information should be submitted on supplementary sheets, appropriately labeled and referenced to the item number and the form.

IV. SPECIAL INSTRUCTIONS

A. Insurance companies — When there is a difference, the financial and operating data in this report are to be prepared on the same basis as an annual report to stockholders, rather than on the basis of an annual statement to an insurance department. Valuation should be according to normal commercial accounting procedures, **not** at the rates promulgated by the National Association of Insurance Commissioners. Include assets not acceptable for inclusion in the annual statement to an insurance department.

Item on Form BE-12(LF)

37 **CURRENT RECEIVABLES** — Include current items such as agents' balances, uncollected premiums, amounts recoverable from reinsurers, and other current notes and accounts receivable (net of allowances for doubtful items) arising from the ordinary course of business.

44 **CURRENT LIABILITIES AND LONG-TERM DEBT** — Include current items such as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business, and long-term debt. Policy reserves are to be included in "Other non-current liabilities," item 45, unless they are clearly current liabilities.

53 **SALES OR GROSS OPERATING REVENUES, EXCLUDING SALES TAXES** — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from unconsolidated affiliates that is to be reported in item 54 and certain gains or losses that are to be reported in item 55.

55 & 69 **CERTAIN REALIZED AND UNREALIZED GAINS (LOSSES)** — Include, as appropriate, realized gains or losses due to profit or loss on the sale or maturity of investments and unrealized gains or losses due to changes in the valuation of investments.

58 **COST OF GOODS SOLD OR SERVICES RENDERED (COSTS AND EXPENSES RELATING TO OPERATION)** — Include costs relating to sales or gross operating revenues, item 53, such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, other underwriting expenses, and investment expenses.

74 **INVESTMENT INCOME** — Report that portion of items 72 and 53 that is investment income (other than profit or loss on the sale or maturity of investments, which should be reported in item 55).

75 **SALES OF SERVICES** — Include premium income and income from other services, if any.

B. Banks — U.S. affiliates in banking (including bank holding companies), that is, U.S. affiliates over 50 percent of whose total revenues are generated by activities classified in industry code 600, must complete and file Form BE-12(X) within 30 days of its receipt (see I.A.1. above) and, if the exemption level in I.C. is exceeded, they must complete and file Form BE-12(SF) by May 31, 1988. Activities of subsidiaries that are not banks but that provide support to a bank parent company, such as real estate subsidiaries set up to hold office buildings occupied by the parent company, are considered bank activities.

A U.S. affiliate that is a bank holding company must fully consolidate on its Form BE-12(SF) those of its majority-owned subsidiaries that are U.S. affiliates of its foreign parents that are normally consolidated, and that are engaged in banking (or provide support to bank activities of the U.S. bank holding company).

Subsidiaries of a bank holding company that are non-bank U.S. affiliates must **not** be so consolidated, but must complete and file a Form BE-12(X) and, if applicable, a Form BE-12(LF) or Form BE-12(SF) in their own name.

Each separately incorporated U.S. bank affiliate that does not meet the consolidation rules given in III.D. must file a separate report on Form BE-12(X) and Form BE-12(SF). Each unincorporated U.S. bank affiliate in which a foreign parent holds a direct ownership interest must file a Form BE-12(X) and a Form BE-12(SF). Two or more unincorporated U.S. bank affiliates owned by the same foreign person may be aggregated on a single Form BE-12(SF).

C. Airlines and ship operators — U.S. stations, ticket offices, and terminal and port facilities of foreign airlines and ship operators which provide services **ONLY** to the foreign airlines' and ship operators' own operations are not required to be reported. Reports are required when such enterprises produce significant revenues from services provided to unaffiliated persons.

D. Railroad transportation companies — Railroad transportation companies should include only the net annual balances for interline settlement items (car hire, car repair, freight revenues, switching revenues, and loss and damage settlements) in items 37, 42, 44, 234, and 235 of Form BE-12(LF) and items 17, 18, 43, and 44 of Form BE-12(SF). Receipts or payments of the same interline settlement items should be excluded from items 254, 256, and 257 of Form BE-12(LF) and items 49 and 50 of Form BE-12(SF).

E. Real estate — The ownership of real estate is defined to be a business enterprise, and if foreign owned, is a U.S. affiliate of a foreign person. A BE-12 report is required unless the enterprise is otherwise exempt.

Residential real estate held exclusively for personal use and not for profitmaking purposes is not subject to the reporting requirements. A residence which is an owner's primary residence that is then leased by the owner while outside the United States, but which the owner intends to reoccupy, is considered real estate held for personal use.

Ownership of U.S. residential real estate by a corporation whose sole purpose is to hold the real estate for the personal use of the owner(s) of the corporation is considered to be real estate held for personal use and therefore not subject to the reporting requirements.

A foreign person holding real estate investments that are business enterprises reportable as foreign direct investment in the United States must aggregate all such holdings for the purpose of applying the reporting criteria (see I.B. above). If the aggregate of such holdings exceeds one or more of the exemption levels, then the holdings must be reported even if they individually would be exempt. A single report form should be filed to report the aggregated holdings, unless permission has been received from BEA to do otherwise. Those holdings not aggregated must be reported separately; the reports must be filed as a group and notice given that they are all for one owner.

In Part I, Identification of U.S. Affiliate, for real estate investments being reported, BEA is not seeking a legal description of the property, nor necessarily the address of the property itself. Since there may be no operating business enterprise as such for the investment, what is wanted is a consistently identifiable investment (i.e., U.S. affiliate) together with an address to which report forms can be mailed so that the investment (affiliate) can be reported on a consistent basis from survey to survey, or period to period.

Thus, in item 1 of the BE-12 survey forms the "name and address" of the U.S. affiliate might be:

XYZ Corp. N.V., Real Estate Investments
c/o B&K Inc., Accountants
120 Major Street
Miami, FL XXXXX

If the investment property has a name, such as Sunrise Apartments, Acme Building, etc. the name and address in item 1 of the BE-12 survey forms might be:

Sunrise Apartments
c/o ABC Real Estate
120 Major Street
Miami, FL XXXXX

BEA will accommodate foreign owners that wish to have report forms sent directly to them. However, owners should be aware that extra time consumed in mailing to and from a foreign place may make meeting filing deadlines difficult.

There are questions throughout the report forms that may not be applicable to certain types of real estate affiliates — questions such as the employer identification number, or, for unimproved land held as an investment, number of employees, and exports and imports of U.S. affiliate. In such cases, the items should be marked "none."

If a foreign person has a direct or indirect voting ownership interest of 10 percent or more in a joint venture, partnership, etc., that is formed to own and hold, develop, or operate real estate, the joint venture, partnership, etc., in its entirety, not just the foreign person's share, is a U.S. affiliate and must be reported as set out below:

1. If the foreign interest in such a U.S. affiliate is directly held by the foreign person, then a Form BE-12(X) and, if applicable, a Form BE-12(LF) or Form BE-12(SF) must be filed by the affiliate (see, however, the discussion above concerning aggregating such investments).
2. If such a U.S. affiliate is owned more than 50 percent by another U.S. affiliate, the former affiliate must be fully consolidated in the BE-12 report forms of the latter affiliate.
3. If such a U.S. affiliate is owned 50 percent or less by another U.S. affiliate, a separate BE-12 report form must be filed by the former affiliate, and the latter affiliate, in its BE-12(LF) or BE-12(SF) report, must show only its equity investment in the former affiliate.

Foreign owners of farms, which the owners do not operate themselves, should prepare the income statement and related items based on the extent to which the income from the farm accrues to, and the expenses of the farms are borne by, the owner. Generally this means that, to the extent the risk of the operation falls on the owner, then the income, expenses and the gain (loss) assignable to the owner or to the farm itself should all be shown in the income statement and related items. For example, even though the operator and other workers on the farm are hired by a management firm, if their wages and salaries are assigned to and borne by the farm operation being reported, then the operator and other workers should be reported as employees of that farm operation and the wages and salaries should be included as an expense in the income statement. **EXAMPLES:**

1. If the farm is leased to an operator for a fixed fee, the owner should report the fixed fee in his "sales or gross operating revenue," and should report the non-operating expenses that he may be responsible for, such as real estate taxes, interest on loans, etc., as expenses in the income statement.

IV. SPECIAL INSTRUCTIONS — Continued

2. If the farm is operated by another person on a share arrangement whereby income and expenses are shared by the owner and operator in some ratio, only the owner's share of the income should be shown in "sales or gross operating revenues," and only the owner's share of operating expenses and non-operating expenses should be shown elsewhere in the income statement, and in related items, as appropriate.
3. If the farm is operated by a management firm that oversees the operation of the farm and hires an operator, but the operating income and expenses are assigned to the owner, the income and expenses so assigned should be shown in the requested detail in the income statement, and related items, as appropriate. (The report should not show just one item, i.e., the net of income less the management fee, where the management fee includes all expenses.)

F. Estates, trusts, and intermediaries

A FOREIGN ESTATE is a person and therefore may have direct investment, and the estate, not the beneficiary, is considered to be the owner.

A TRUST is a person, but is not a business enterprise. The trust shall be considered the same as an intermediary and reporting should be as outlined below. For reporting purposes, the beneficiary(ies) of the trust, or the creator(s) of the trust in the situation detailed in the next sentence, or if there is, or may be, a reversionary interest, shall be considered to be the owner(s) of the investments of the trust for determining the existence of direct investment. When a corporation or other organization creates a trust designating its shareholders or members as beneficiaries, the creating corporation or organization shall be deemed to be the owner of the investments of the trust, or succeeding trusts where the presently existing trust had evolved out of a prior trust, for the purposes of determining the existence and reporting of direct investment.

This procedure is adopted in order to fulfill the statistical purposes of this survey and does not imply that control over an enterprise owned or controlled by a trust is, or can be, exercised by the beneficiary(ies) or creator(s).

FOR AN INTERMEDIARY:

1. If a particular foreign direct investment in the United States is held, exercised, administered, or managed by a U.S. intermediary for the foreign beneficial owner, such intermediary shall be responsible for reporting the required information for, and in the name of, the U.S. affiliate, and shall report on behalf of the U.S. affiliate or shall instruct the U.S. affiliate to submit the required information. Upon so instructing the U.S. affiliate, the intermediary shall be released from further liability to report provided it has informed this Bureau of the date such instructions were given and the name and address of the U.S. affiliate, and has supplied the U.S. affiliate with any information in the possession of, or which can be secured by, the intermediary that is necessary to permit the U.S. affiliate to complete the required reports. When acting in the capacity of an intermediary, the accounts or transactions of the U.S. intermediary with a foreign beneficial owner shall be considered as accounts or transactions of the U.S. affiliate with the foreign beneficial owner. To the extent such transactions or accounts are unavailable to the U.S. affiliate, they may be required to be reported by the intermediary.
2. If a foreign beneficial owner holds a U.S. affiliate through a foreign intermediary, the U.S. affiliate may report the intermediary as its foreign parent but, when requested, must also identify and furnish information concerning the foreign beneficial owner. Accounts or transactions of the

U.S. affiliate with the foreign intermediary shall be considered as accounts or transactions of the U.S. affiliate with the foreign beneficial owner.

G. Partnerships — Limited partners do not have voting rights in a partnership and therefore cannot have direct investment in a partnership; their investment is considered to be portfolio investment. Determination of the existence of direct investment in a partnership shall be based on the country of residence of, and the percentage control exercised by, the general partner(s), although the latter may differ from the financial interest of the general partner(s).

H. Determining place of residence and country of jurisdiction of individuals — An individual will be considered a resident of, and subject to the jurisdiction of, the country in which physically located, subject to the following qualifications:

1. Individuals who reside, or expect to reside, outside their country of citizenship for less than one year are considered to be residents of their country of citizenship.
2. Individuals who reside, or expect to reside, outside their country of citizenship for one year or more are considered to be residents of the country in which they are residing, except as provided in IV.H.3.
3. Notwithstanding paragraph IV.H.2., if an owner or employee of a business enterprise resides outside the country of location of the enterprise for one year or more for the purpose of furthering the business of the enterprise, and the country of the business enterprise is the country of citizenship of the owner or employee, then such owner or employee shall nevertheless be considered a resident of the country of citizenship provided there is the intent to return within a reasonable period of time.
4. Individuals and members of their immediate family who are residing outside their country of citizenship as a result of employment by the government of that country — diplomats, consular officials, members of the armed forces, etc. — are considered to be residents of their country of citizenship.

V. FILING THE BE-12

- A. Due date** — A fully completed and certified Form BE-12(LF) or Form BE-12(SF), including all Part III — ADDITIONALS, is due to be filed with BEA not later than May 31, 1988. In addition, Form BE-12(X) must be completed (including the certification) and filed within 30 days of the date it was received.
- B. Extension** — Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days prior to the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such requests.
- C. Assistance** — If there are any questions concerning the report, telephone (202) 523-0547 during office hours — 8:00 a.m. to 4:00 p.m. eastern time — for assistance.
- D. Annual stockholders' report** — Business enterprises issuing annual reports to stockholders are to furnish a copy of their FY 1987 annual report when filing the BE-12 report.

E. Number of copies — A single copy of form BE-12(X) and either Form BE-12(LF), including any Supplements, or Form BE-12(SF), is to be filed with BEA. This should be the copy with the address label in Part I, if such a labeled copy has been provided by BEA. You must also retain a file copy of each report for five years to facilitate resolution of any questions that BEA may have concerning your report. (Both copies are protected by law; see statement on confidentiality on each form.)

F. Where to send report — Reports filed by mail through the U.S. Postal Service should be sent to:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(BF)
Washington, DC 20230

Reports filed by direct-private delivery should be directed to:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(BF)
Room 608
1401 K Street, N.W.
Washington, DC 20005

VI. INSTRUCTIONS FOR SPECIFIC SECTIONS OF THE REPORT FORMS

A. Industry classification — Enter in items 24 through 31 of Form BE-12(LF) and items 12 through 14 of Form BE-12(SF) the 3-digit ISI code and the sales associated with each code. For a full explanation of each code, see the **Guide to Industry and Foreign Trade Classifications for International Surveys**. If fewer than eight codes are used on Form BE-12(LF) or fewer than three codes are used on Form BE-12(SF), total sales must be accounted for.

For an inactive affiliate, show the industry classification(s) pertinent to the last active period; for "start-ups" with no sales, show the intended activity(ies).

Holding companies should show total income. Note, however, that a U.S. affiliate that is a conglomerate must determine its industry code based on the activities of the fully consolidated U.S. business enterprise. The "holding company" classification (i.e., ISI code 671), therefore, is often an invalid industry classification for a conglomerate. Call BEA for further assistance if this is the U.S. affiliate's apparent classification.

B. Certain realized and unrealized gains (losses) (Items 55 and 69 of Form BE-12(LF)) include:

1. Gains or losses from the sale, disposition, or revaluation of investment securities. (Dealers in securities, other finance companies, and insurance companies, see special instructions below.)
2. Gains or losses from the sale, exchange, write-off or revaluation of land, other property, plant, and equipment, or other assets. (Real estate companies, see special instructions below.) However, gains or losses from the sale of inventory assets in the ordinary course of trade or business should not be included.
3. Gains or losses from changes in the dollar value of the affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the period.
4. Gains or losses due to extraordinary items (except those resulting from the early retirement or forgiveness of debt, legal judgements, and accidental damage to fixed assets).
5. Material gains or losses resulting from unusual or infrequently occurring items.

Gains or losses included in the income statement should be reported in item 55 of Form BE-12(LF) **before** income tax effect. Gains or losses taken directly to retained earnings, or a surplus or other equity account, including translation adjustments per FASB 52 and valuation allowances for marketable equity securities per FASB 12, should be reported in item 69 of Form BE-12(LF) **after** giving effect to income tax liability (benefit), if any, on the gains or losses.

Dealers in securities do not include realized gains or losses due to profit or loss on the sale or maturity of investments in either item 55 or 69 of Form BE-12(LF). However, unrealized gains or losses due to changes in the valuation of investments that are recognized during the period should be included in item 55 or 69, as appropriate, of Form BE-12(LF).

Finance companies (other than dealers in securities) and **insurance companies** should include in item 55 or 69, as appropriate, of Form BE-12(LF), realized gains or losses due to profit or loss on the sale or maturity of investments and unrealized gains or losses due to changes in the valuation of investments.

Real estate companies should not include in item 55 of Form BE-12(LF) gains or losses from the sale of real estate in the ordinary course of trade or business. However, a gain or loss that is recognized due to revaluation of assets without a sale should be shown in item 55 or 69 of Form BE-12(LF).

C. Employment and employee compensation — Employment and employee compensation data must be based on payroll records and relate to activities during the reporting period. The employment and employee compensation data must cover only activities that were charged as an expense on the income statement, charged to inventories, or capitalized during the reporting period. Do not include data related to activities of prior periods, such as those capitalized or charged to inventories in prior years.

1. Employment is the number of full-time and part-time employees on the payroll at the end of FY 1987, excluding home workers and independent sales personnel who are not employees. A count taken during, rather than at the end of, FY 1987 may be used provided it is a reasonable proxy for the end of FY 1987 number. If employment at the end of FY 1987, or the count taken at some other time during FY 1987, was unusually high or low because of temporary factors (e.g., a strike), the number of employees that reflects normal operations should be given. If the business enterprise's activity involves large seasonal variations, the average number of employees for FY 1987 should be given. If given, the average should be the average for FY 1987 of the number of persons on the payroll at the end of each payroll period, month, or quarter. If precise figures are not available, give your best estimate of the number of employees for FY 1987.

2. Collective bargaining agreements — Employees are covered by collective bargaining agreements if:

- a. they are represented by a labor organization which is recognized as their bargaining agent,
- b. their wages are determined by collective bargaining, and
- c. settlements are embodied in signed, mutually binding collective bargaining agreements.

Thus, in item 35 of Form BE-12(LF), employees covered by national unions, plant unions, or any other organization meeting these criteria should be included. A reasonable estimate of the number of these employees is acceptable. If necessary, to facilitate estimation, you may consider all employees of a given establishment, plant, location, unit, etc., to be covered by collective bargaining agreements if a majority of those employees meet the three criteria above.

VI. INSTRUCTIONS FOR SPECIFIC SECTIONS OF THE REPORT FORM — Continued

3. Employee compensation consists of wages and salaries of employees and employer expenditures for all employee benefit plans.

a. Wages and salaries are the gross earnings of all employees before deduction of employees' payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profitsharing amounts, and commissions. Exclude commissions paid to independent personnel who are not employees.

Wages and salaries include direct payments by employers for vacations, sick leave, severance (redundancy) pay, etc. Exclude payments made by, or on behalf of, benefit funds rather than by the employer. (Employer contributions to benefit funds are included in "employee benefit plans.")

Wages and salaries include in-kind payments, valued at their cost, that are **clearly and primarily of benefit to the employees as consumers**. Do not include expenditures that benefit employers as well as employees, such as for plant facilities, employee training programs, and reimbursement for business expenses.

b. Employee benefit plans — Employer expenditures for all employee benefit plans, including those required by government statute, those resulting from a collective-bargaining contract, or those that are voluntary. Employee benefit plans include Social Security and other retirement plans, life and disability insurance, guaranteed sick pay programs, workers' compensation insurance, medical insurance, family allowances, unemployment insurance, severance pay funds, etc. If plans are financed jointly by the employer and the employee, only the contributions of the employer should be included.

D. U.S. merchandise exports and imports — The data on U.S. merchandise trade between U.S. affiliates and foreigners are to be reported on a "shipped" basis — i.e., on the basis of when, where, and to (or by) whom the goods were shipped — in order for them to be on the same basis as official U.S. trade statistics to which they will be compared. However, it is recognized that U.S. affiliates keep their accounting records on a "charged" basis, i.e., on the basis of when, where, and to (or by) whom the goods were billed or charged. Differences between the "charged" and "shipped" bases may be substantial. A major difference arises when a U.S. affiliate buys goods in country A and sells them in country B, but the goods are shipped directly from country A to country B. Because the goods did not physically enter or leave the United States, they are not U.S. trade. However, when the U.S. affiliate records the transactions on its books, it would show a purchase charged to it from country A and a sale charged by it to country B. If the U.S. affiliate's trade data in this survey were prepared on the "charged" basis, the purchase and sale would appear incorrectly as a U.S. import and a U.S. export, respectively. Other differences arise when the U.S. affiliate charges the sale of its products to a foreign parent in one country, but ships the goods directly from the United States to an unaffiliated foreigner in another country. If the data are on the "shipped" basis, this should be a U.S. export to an unaffiliated foreigner, not to the foreign parent, and the destination should be the country of the unaffiliated foreigner, not that of the foreign parent.

For many U.S. affiliates, these and other differences between the "charged" and "shipped" bases may not arise. If there is no material difference between the two bases, the "charged" basis may be used. However, if a material difference does

exist, then trade must be reported on the "shipped" basis. For this purpose, the U.S. affiliate may have to derive the data from export and import declarations filed with U.S. Customs or from shipping and receiving documents, rather than from accounting records, or may have to otherwise adjust its data from a "charged" to a "shipped" basis. Item 109 of Form BE-12(LF) is designed to determine whether there is a material difference between the two bases in determining what is considered U.S. trade, whose trade it is, and the timing and ultimate destination or origin of the trade. In item 110 of Form BE-12(LF) the U.S. affiliate must indicate that the data are in fact being reported essentially on the "shipped" basis. BEA will request the U.S. affiliate to refile the data if it determines that there is a material difference between the "charged" and "shipped" bases, and that the data are not on, or adjusted to, the "shipped" basis.

1. Definition of U.S. merchandise trade — The phrases "U.S. merchandise trade," "U.S. merchandise exports," and "U.S. merchandise imports" refer to physical movements of goods between the customs area of the United States and the customs area of a foreign country. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned. Exclude the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States, transporting people or merchandise.

2. Timing — Only goods actually shipped between the United States and a foreign country during FY 1987 should be included, regardless of when the goods were charged or consigned. For example, goods shipped by the U.S. affiliate in FY 1987 that were charged or consigned in FY 1988, should be included, but goods shipped in FY 1986 that were charged or consigned in FY 1987 should be excluded.

3. Trade of the U.S. affiliate — Goods shipped by, or to, the U.S. affiliate whether or not they were actually charged or consigned by, or to, the U.S. affiliate, are considered to be trade of the U.S. affiliate.

4. Country of ultimate destination or origin — On Form BE-12(LF) of this report, the country of ultimate destination is the country where the goods are to be consumed, further processed, or manufactured, **as known to the shipper at the time of exportation. If the shipper does not know the country of ultimate destination, the shipment should be credited to the last country to which the shipper knows that the merchandise will be shipped in the same form as when exported.** The country of origin is the country where the goods were grown, mined, or manufactured. In instances where the country of origin cannot be determined, the transactions are credited to the country of shipment.

5. Trade by product — In disaggregating U.S. merchandise exports and imports by product, see the **Guide to Industry and Foreign Trade Classifications for International Surveys**, Part II, for a detailed description of the product categories used.

6. By (or to) whom goods were shipped — Shipment by, or to, an entity refers to the physical movement of merchandise to or from the U.S. customs area by, or to, that entity regardless of by, or to, whom the merchandise was charged or consigned. Thus, for example, if the U.S. affiliate charges goods to a foreign parent in France but ships the goods to an unaffiliated foreigner in Switzerland, the goods are considered U.S. merchandise exports by the U.S. affiliate to the unaffiliated foreigner in Switzerland and should be recorded as such on the U.S. affiliate's Form BE-12(LF) or Form BE-12(SF).

NOTE: Merchandise shipped by an independent carrier or a freight forwarder at the expense of an entity are shipments by the entity.

7. Valuation of Exports — U.S. merchandise exports should be valued f.a.s. (free alongside ship) at the U.S. port of exportation. This includes all costs incurred up to the point of loading the goods aboard the export carrier at the U.S. port of exportation, including the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. It excludes all subsequent costs, such as loading costs, foreign import duties, and freight and insurance from the U.S. port of exportation to the foreign port of entry.

8. Valuation of imports — U.S. imports should be valued at the actual contract price agreed upon between buyer and seller, adjusted to an f.a.s. foreign port-of-exportation basis. This includes all costs incurred up to the point of loading the goods aboard the export carrier at the foreign port of exportation, including the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. It excludes all subsequent costs, such as loading costs, U.S. import duties, and freight and insurance from the foreign port of exportation to the U.S. port of entry.

E. Distribution of selected data by State — For Form BE-12(LF), the Schedule of Employment, Land and Other Property, Plant, and Equipment, by Location, in section J, covers the 50 States, the District of Columbia, and all territories and possessions of the United States. Include in this schedule only data pertaining to those U.S. business enterprises that are fully consolidated into the reporting U.S. affiliate; foreign business enterprises or operations, whether incorporated or unincorporated, should not be consolidated with the reporting U.S. affiliate and no data for them should be included. Exclude data for employees permanently located outside the United States. The "foreign" category is primarily for use in reporting movable fixed assets temporarily outside the United States or for reporting any foreign fixed assets carried directly on the U.S. affiliate's books.

1. Location of employees or of an asset is the U.S. State, territory, or possession in which the person is permanently employed, or in which the land or other property, plant, and equipment is physically located and to which property taxes, if any, on such assets are paid. Therefore, an employee permanently based and carried on the payroll of a company located in California, who is on a temporary duty assignment in Texas at the end of the reporting period, should be shown as located in California rather than Texas. In the case of equipment which may reside in more than one location during the reporting period, such as transportation equipment, location of the asset is to be:

- a. The State, territory, or possession to which property taxes, if any, were paid.
- b. If no tax was paid, the State, territory, or possession in which the asset was physically located at the end of the reporting period. (If the plant and equipment is movable, and is temporarily located outside the United States, enter in the "foreign" category.)

2. Valuation of property, plant, and equipment — Land and other property, plant, and equipment are to be valued at historical cost before any allowances for depreciation, depletion, and like charges.

3. Classification of land and other property, plant, and equipment by use category — For purposes of this survey, land and other property, plant, and equipment are classified according to various use categories on page 11 of Form BE-12(LF). If a given asset can be classified in more than one of the use categories, the entire asset should be considered to fall within the category best describing its primary use. For example, if part of an office building is leased to others, the gross book value of the building would be reported in column (9) if a majority of the square footage of office space is used by the U.S. affiliate, or in column (10) if a majority of the square footage of office space is leased to others. If not in actual use during the reporting period, classify by expected or intended use.

VII. REPORTING BURDEN

The estimates of reporting burden provided to the Office of Information and Regulatory Affairs of the Office of Management and Budget during their review of this form were based upon limited information from potential respondents and experience with other BEA surveys.

Reporting burden is expected to vary considerably because of differences in company size and complexity. BEA estimates that the burden on the BE-12(LF), the long form, will range from about 4 hours for the smallest and least complex companies to 750 hours for the largest, most diverse companies with significant international trade and with activities in many industries and States. The average burden is estimated at over 30 hours.

The BE-12(SF), the short form, was designed specifically to reduce the burden on smaller businesses. BEA estimates that the burden for the BE-12(SF) will range from 2 to 4 hours. The average burden is estimated to be under 3 hours.

NOTES

This historical survey form is no longer valid
and is for information purposes only.
Current survey forms are at
www.bea.gov/help/information-for-survey-respondents.

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January 6, 1988

Form BE-12L (12-87)

Announcement of Upcoming Benchmark Survey of Foreign
Direct Investment in the United States - 1987

This is to alert you to the upcoming Benchmark Survey of Foreign Direct Investment in the United States - 1987 and to update our mailing list before the forms are sent. If the name or address shown on the label above is incorrect, please write in the necessary changes and return this letter.

The purpose of the benchmark survey, or census, is to obtain data on the amount, type, and financial and operating characteristics of foreign direct investment in the United States. The data will be helpful in formulating U.S. policy on foreign direct investment and in assessing the economic significance of such investment. The last benchmark survey covered 1980.

Filing in the benchmark survey is mandatory, by authority of the International Investment and Trade in Services Survey Act (Pub. Law 94-472, 22 U.S.C. 3101-3108, as amended). A completed report or an exemption claim will be required of each U.S. business enterprise in which a foreign person owned or controlled a direct or indirect interest of 10 percent or more at the end of the enterprise's 1987 fiscal year.

Report forms and exemption claims for the benchmark survey will be mailed to you on or about March 1, 1988; please allow 2-3 weeks for delivery. If you believe you are exempt from filing, the exemption claim must be returned to us within 30 days of your receipt of the forms. Otherwise, the due date for filing completed reports is May 31, 1988. Advance copies of the forms are not available.

For those reporters that file the Annual Survey of Foreign Direct Investment in the United States (Form BE-15) in nonbenchmark years, the benchmark survey (Form BE-12) will replace that survey for fiscal year 1987.

Except for correcting the mailing label, you need take no other action at this time. Thank you for your cooperation.

Sincerely,

Betty L. Barker

BETTY L. BARKER, Acting Chief
International Investment Division

FORM BE-12(LF) U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS (REV. 1/88)

BENCHMARK SURVEY OF FOREIGN DIRECT INVESTMENT IN THE UNITED STATES — 1987 (LONG FORM)

BEA USE ONLY Control number

MANDATORY — This survey is being conducted pursuant to the International Investment and Trade in Services Survey Act (P.L. 94 — 472, 90 Stat. 2059, 22 U.S.C. 3101 to 3108, as amended by P.L. 98 — 573 — hereinafter “the Act”), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY — The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used only for analytical or statistical purposes and CANNOT be used for purposes of taxation, investigation, or regulation. The Act also provides that copies retained in your files are immune from legal process.

Part I IDENTIFICATION OF U.S. AFFILIATE

MAIL REPORTS TO U.S. Department of Commerce Bureau of Economic Analysis BE-50 (BF) Washington, DC 20230

OR

DELIVER REPORTS TO U.S. Department of Commerce Bureau of Economic Analysis BE-50 (BF), Room 608 1401 K Street, N.W. Washington, DC 20005

1. Name and address of U.S. affiliate — An address label, if affixed, shows, among other things, the name and address of this U.S. affiliate, as known to BEA. If the name and address are correct, write “same” on the label below. If there are any changes in the name or address on the label, make the changes directly on the label. If no label has been affixed, enter the name and address in full; skip a single block between words.

1001 1 [grid] ← BEA USE ONLY → 2 [grid]

1002 1 [grid] Name of U.S. Affiliate

1003 1 [grid] Street or P.O. Box

1004 1 [grid] City and State ZIP Code

2. Is more than 50 percent of the ownership interest in this U.S. affiliate owned by another U.S. affiliate of your foreign parent?

1005 1 1 [] Yes 2 [] No

If the answer is “Yes” — Do not complete this report unless this affiliate qualifies for filing separately and has obtained permission from BEA to do so. Note, however, that nonbank affiliates of a bank affiliate must file separately regardless of the ownership interest; see Instruction Booklet, page 8. Otherwise, the report must reflect information and data for, and be filed in the name of, the fully consolidated U.S. business enterprise meeting the definition of U.S. affiliate. Please forward this Form BE-12 survey packet to the U.S. business enterprise owning your company to the extent of more than 50 percent, and notify BEA of the action taken by filing Form BE-12(X) with item 4(c) completed.

3. Enter Employer Identification Number(s) used by U.S. affiliate to file income and payroll taxes.

1006 Primary [grid] Other 2 [grid]

4. REPORTING PERIOD Month Day Year

This U.S. affiliate’s 1987 fiscal year ends on 1007 [grid]

5. Did the U.S. business enterprise become a U.S. affiliate during its 1987 fiscal year?

1008 1 1 [] Yes 2 [] No

If the answer is “Yes” — Enter date U.S. business enterprise became a U.S. affiliate.

1009 1 [grid] Month Day Year

NOTE — For a U.S. business enterprise that became a U.S. affiliate during its 1987 fiscal year, the close FY 1986 data columns should all be zero.

1010 [grid] BEA USE ONLY

PENALTIES — Whoever fails to report may be subject to a civil penalty not exceeding \$10,000 and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both. (See Section 6 of the Act, 22 U.S.C. 3105.)

NOTE — A single original copy of this report shall be filed with the Bureau of Economic Analysis; this should be the copy with the address label if such a labeled copy has been provided.

Important

Read Instruction Booklet, which contains definitions, and complete Form BE-12(X), before completing this form.

Banks and bank holding companies — See Instruction Booklet, page 8, for special instructions.

Insurance companies — See Instruction Booklet, page 8, for special instructions.

1. REPORTING REQUIREMENTS — This form must be completed for each U.S. affiliate that meets the reporting criteria in item 1 of Form BE-12(X).

2. U.S. AFFILIATE’S 1987 FISCAL YEAR — The affiliate’s financial reporting year that has an ending date in calendar year 1987. See Instruction Booklet, page 6.

3. ASSISTANCE — Telephone (202) 523-0547 during office hours—8:00 a.m. to 4:00 p.m. eastern time.

4. DUE DATE — A completed Form BE-12(LF) shall be due no later than May 31, 1988.

5. GENERAL NOTES

A. Figures such as the number of acres and the number of employees should be reported to the nearest whole unit.

B. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line.

EXAMPLE — If amount is \$1,334,615.00, report as

Table with columns Bil., Mil., Thous., Dols. and value 1,335 in the Thous. column.

C. If an item is between + or — \$500.00, enter “0.”

D. Use parentheses to indicate negative numbers.

E. All questions should be answered in the context of the reporting period given in item 4.

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — Enter name and address

CERTIFICATION — The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with Ill.M. of the Instruction Booklet, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official’s signature

Print or type name and title

Date

TELEPHONE NUMBER Area code Number Extension

Part I IDENTIFICATION OF U.S. AFFILIATE — Continued

6. Form of organization of U.S. affiliate — Mark (X) one

- 1011 ¹ Incorporated in U.S. ¹ Business enterprise incorporated abroad, but whose head office is located in the United States and whose business activity is conducted in, or from, the United States
- ¹ U.S. partnership ¹ Other — Specify ∇
- ¹ U.S. branch of a foreign person
- ¹ Real property not in 1—3 above

7. U.S. affiliates fully consolidated in this report

If this report is for a single unconsolidated U.S. affiliate, enter "1" in the box below. If more than one U.S. affiliate is fully consolidated in this report, enter the number of U.S. affiliates fully consolidated. (Hereinafter, they are considered to be one U.S. affiliate.) Exclude all minority-owned U.S. business enterprises, and all foreign business enterprises owned by this U.S. affiliate, from full consolidation; such affiliates must be included in this report on the equity basis, or cost basis if less than 20 percent owned. See consolidation instructions in the **Instruction Booklet**, page 7. (Note that all more than 50-percent-owned U.S. affiliates must be fully consolidated in this report unless permission has been received from BEA to do otherwise; those not fully consolidated must file a separate Form BE-12(SF) or Form BE-12(LF).)

1012 ¹ Number — If number is greater than one, Supplement A must be completed.

8. U.S. affiliates NOT fully consolidated

Number of U.S. affiliates in which this U.S. affiliate has an ownership interest that ARE NOT fully consolidated in this report.

1013 ¹ Number — If figure is not zero, Supplement B must be completed. The U.S. affiliate named in item 1 must include data for such U.S. affiliates in this report on an equity basis, or cost basis if less than 20 percent owned, and must notify such other U.S. affiliates of their obligation to file a Form BE-12(SF) or Form BE-12(LF) in their own name.

9. Does this U.S. affiliate have an equity interest in a foreign business enterprise or conduct operations outside the United States?

1014 ¹ Yes ¹ No If "Yes" — Do not fully consolidate such enterprises in this report; include them in data on an equity basis, or cost basis if less than 20 percent owned.

10. Did this U.S. affiliate acquire any U.S. business enterprises or segments during the reporting period that are now contained in this report on a fully consolidated basis or that were merged into this U.S. affiliate?

1015 ¹ Yes ¹ No If "Yes" — Note that a Form BE-13 should have been filed to reflect the acquisition.

11. Did this U.S. affiliate sell or otherwise transfer ownership of any of its subsidiaries, operating divisions, etc., during its 1987 fiscal year?

1016 ¹ Yes ¹ No

Ownership — Enter percent of ownership, to a tenth of one percent, based on voting stock if an incorporated affiliate or an equivalent interest if an unincorporated affiliate, in this U.S. affiliate held directly by —

12. All foreign parents of this affiliate — Give name of each (if more than 4, continue on a separate sheet)		Close FY 1987 (1)	Close FY 1986 (2)
a.	1017	. %	. %
b.	1018	. %	. %
c.	1019	. %	. %
d.	1020	. %	. %
13. All U.S. affiliates of the foreign parents		1060	. %
14. All other U.S. persons		1061	. %
15. All other foreign persons		1062	. %
16. TOTAL — Sum of items 12 through 15 →		100.0%	100.0%

If there is an entry in item 13, column (1) or column (2) — In items 17—20, give name of each U.S. affiliate holding a direct ownership interest in this U.S. affiliate (if more than 4, continue on a separate sheet) and give the information requested.

U.S. affiliate holding direct ownership interest in this U.S. affiliate			U.S. affiliate in ownership chain which is directly owned by a foreign parent	
Name (a)	Percent direct ownership in this U.S. affiliate (For the close of each year, the sum of these percents for all direct owners must equal item 13.)		Name (d)	BEA USE ONLY (e)
	Close FY 1987 (b)	Close FY 1986 (c)		
17. 1063	. %	. %		3
18. 1064	. %	. %		3
19. 1065	. %	. %		3
20. 1066	. %	. %		3

BEA USE ONLY 1070 ¹ ² ³ ⁴ ⁵

Part I IDENTIFICATION OF U.S. AFFILIATE – Continued

21. Does a foreign government (including a government-owned or -sponsored enterprise, or a quasi-government organization or agency) or a government-run pension fund have a combined direct and indirect voting ownership interest, or its equivalent, of 5% or more in any foreign parent, or any entity in the parent's chain of ownership up to and including the ultimate beneficial owner (UBO)?

BEA USE ONLY

1071 ¹ Yes — Enter country of the government _____
² No

2		
---	--	--

If the answer to item 21 is "Yes" — Give, on a separate sheet, the chain of ownership from the foreign parent to the government or government-run pension fund, showing at each level the name of, and the percent ownership held by, each entity in the entity below it. See **Instruction Booklet**, page 6, for method of calculating indirect ownership.

NOTE — Information regarding the UBO and government ownership is essential; failure to properly complete the relevant items, to the extent required by the line instructions, will constitute an incomplete report, which will be returned to the reporter for completion.

22. Major activity of fully consolidated U.S. affiliate — Mark (X) one

A list, and explanation of, the international surveys industry (ISI) codes used below are given in the *Guide to Industry and Foreign Trade Classifications for International Surveys*. For an inactive affiliate, indicate the activity pertinent to the last active period; for "start-ups," show the intended activity.

- 1072 ¹ **Production** — The U.S. affiliate is primarily engaged in manufacturing, fabricating, assembling, processing, growing, or mining or extracting (including exploration and development) a product. These activities are coded in the 000, 100, 200, or 300 series, except 070, 108, 124, 138, and 148 of the list of ISI codes.
- ¹ **Sales** — The U.S. affiliate is primarily engaged in selling (at wholesale or retail) products which it does not produce. These activities are coded in the 500 series of the list of ISI codes.
- ¹ **Services** — The U.S. affiliate is primarily engaged in providing a service such as banking, public utilities, transportation, lodging, consulting, accounting, engineering, holding companies, etc. These activities are coded in 070, 108, 124, 138, 148, or in the 400, 600, 700, or 800 series of the list of ISI codes, except 650.
- ¹ **Real estate** — The U.S. affiliate is primarily engaged in investing in, or operating, managing, developing, leasing, or acting as an agent or broker of, real estate. These activities are coded in 650 of the list of ISI codes.

23. What is the major product or service involved in this activity? If a product, also state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, transported, packaged, etc.

Industry classification of fully consolidated U.S. affiliate (based on sales or gross operating revenues) — Enter the 3-digit ISI code(s) and the sales (as defined in item 53) associated with each code. For a full explanation of each code, see the *Guide to Industry and Foreign Trade Classifications for International Surveys*. If you use fewer than eight codes, you must account for total sales. For an inactive affiliate, show the industry classification(s) pertinent to the last active period; for "start-ups" with no sales, show the intended activity(ies).

Holding companies should show total income. Note, however, that a U.S. affiliate that is a conglomerate must determine its industry code based on the activities of the fully consolidated U.S. business enterprise. The "holding company" classification (i.e., ISI code 671), therefore, is often an invalid industry classification for a conglomerate. Call BEA for further assistance if this is the U.S. affiliate's apparent classification.

Include in column (3) all employees on the payroll at the end of FY 1987, including part-time employees. A count taken at some other date during the reporting period may be given provided it is a reasonable proxy for the number on the payroll at the end of FY 1987. See **Instruction Booklet**, page 11, concerning reporting when employment is subject to unusual variations.

NOTE — For most U.S. affiliates, the percent distribution of employment in column (3) is expected to differ from that for sales in column (2). Do not distribute employment by industry simply by multiplying total employment by the percent distribution of sales.

	ISI code (1)	Sales (2)				Number of employees engaged in activities encompassed in each industry code in column (1) (3)
		Bil.	Mil.	Thous.	Dols.	
24. Enter code with largest sales	1164	2				3
25. Enter code with 2nd largest sales	1165	2				3
26. Enter code with 3rd largest sales	1166	2				3
27. Enter code with 4th largest sales	1167	2				3
28. Enter code with 5th largest sales	1168	2				3
29. Enter code with 6th largest sales	1169	2				3
30. Enter code with 7th largest sales	1170	2				3
31. Enter code with 8th largest sales	1171	2				3
32. Sales and employees accounted for — Sum of items 24 through 31	1172	2				3
33. Sales and employees not accounted for above — Include employees in central administrative offices and headquarters.	1173	2				3
34. TOTAL sales and employees — Sum of items 32 and 33 (Total sales must equal item 53.)	1174	2				3
35. Number of employees in item 34, column (3), covered by collective bargaining agreements — See Instruction Booklet , page 11.						1 1175

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1200	1	2	3	4	5
1201	1	2	3	4	5
1202	1	2	3	4	5
1203	1	2	3	4	5

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE
Report all amounts in thousands of U.S. dollars.

Section A — BALANCE SHEET	BALANCES							
	Close FY 1987 (1)				Close FY 1986 (Unrestated) (2)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
NOTE FOR UNINCORPORATED U.S. AFFILIATE — All asset and liability items should be disaggregated in the detail shown; in particular, receivables and payables between the affiliate and the foreign parent should be shown in the proper asset and liability accounts of the affiliate rather than being included only as a net amount in total owners' equity. Include asset and liability items of the U.S. affiliate that are carried only on an owner's books.								
● ASSETS								
36. Cash items — Deposits in financial institutions and other cash items. Do NOT include overdrafts here as negative cash.	2101	\$			2	\$		
37. Current receivables — Trade accounts, trade notes, and other current receivables, net of allowances for doubtful items.	2102				2			
38. Inventories — Land development companies should exclude land held for resale (include in item 39); finance and insurance companies should exclude inventories of marketable securities (include in item 39 or item 42, as appropriate).	2104				2			
39. Other current assets, including land held for resale and current marketable securities.	2105				2			
40. Equity investment in all unconsolidated U.S. affiliates, and foreign business enterprises owned 20 percent or more — For U.S. affiliates and foreign business enterprises owned 20 percent or more, show on the equity basis to include equity in undistributed earnings since acquisition; for U.S. affiliates owned less than 20 percent, show at cost.	2106				2			
41. Property, plant, and equipment, net — Land, timber, mineral rights, structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the affiliate, at historical cost net of accumulated depreciation, depletion, amortization and like charges. Include items on capital leases from others, per FASB 13. Exclude all other types of intangible assets, and land held for resale. (An unincorporated affiliate should include items owned by its foreign parent but which are in the affiliate's possession whether or not carried on the affiliate's own books or records.)	2107				2			
42. Other noncurrent assets — Include other equity investments whether carried at cost or on the equity basis; other investments; intangible assets, net of amortization; and all noncurrent assets not shown in item 40 or 41 above.	2108				2			
43. TOTAL ASSETS — Sum of items 36 through 42 →	2109	\$			2	\$		
● LIABILITIES								
44. Current liabilities and long-term debt — Trade accounts, trade notes, other current liabilities, and long-term debt.	2111	1			2			
45. Other noncurrent liabilities — Items other than those identifiable as long-term debt, such as deferred taxes and underlying minority interest in consolidated U.S. subsidiaries. — <i>Specify major items</i>	2113	1			2			
46. TOTAL LIABILITIES — Sum of items 44 and 45 →	2114	\$			2	\$		
● OWNERS' EQUITY (INCORPORATED U.S. AFFILIATE ONLY, ITEMS 47 — 51)								
47. Capital stock — Common and preferred, voting and non-voting	2115	1			2			
48. Additional paid-in capital	2116	1			2			
49. Retained earnings (deficit) — Also include translation adjustment per FASB 52 and valuation allowance for marketable equity securities per FASB 12.	2117	1			2			
50. Treasury stock	2118	()	2	()
51. Other — <i>Specify</i>	2119	1			2			
52. TOTAL OWNERS' EQUITY (INCORPORATED OR UNINCORPORATED U.S. AFFILIATE) — <i>Items 47 + 48 + 49 + 50 + 51 for incorporated U.S. affiliate. For an unincorporated U.S. affiliate, give no breakdown in items 47 — 51, but enter total owners' equity in this item. For both incorporated and unincorporated affiliates, total owners' equity must equal item 43 minus item 46.</i> →	2120	\$			2	\$		
Section B — INCOME STATEMENT								
● INCOME								
53. Sales or gross operating revenues, excluding sales taxes — Gross sales minus returns, allowances, and discounts, or gross operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer and excise taxes levied directly on manufacturers, wholesalers, and retailers.	2149	\$						
54. Income from equity investments in unconsolidated business enterprises (domestic and foreign) — For those owned 20 percent or more, report equity in earnings during reporting period; for those owned less than 20 percent, report dividends received. Do not include any interest income.	2150	1						
55. Certain realized and unrealized gains (losses) — Include gains (losses) resulting (1) from the sale, disposition, or revaluation of investment securities (dealers in securities, other finance companies, and insurance companies, see Instruction Booklet , page 11); (2) from the sale, exchange, write-off, or revaluation of land, other property, plant, and equipment, or other assets (real estate companies, see Instruction Booklet , page 11); (3) from changes in the dollar value of the affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period; (4) from extraordinary items (except those resulting from the early retirement or forgiveness of debt, legal judgements, and accidental damage to fixed assets); and (5) from unusual or infrequently occurring items. Report all amounts before income tax effect (which should be included in item 60 on page 5).	2151	1						
56. Other income — Non-operating and other income not included above. — <i>Specify</i>	2152	1						
57. TOTAL INCOME — Sum of items 53 through 56 →	2153	\$						

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued
Report all amounts in thousands of U.S. dollars.

Section B — INCOME STATEMENT — Continued		Amount (1)			
		Bil.	Mil.	Thous.	Dols.
● COSTS AND EXPENSES					
58.	Cost of goods sold or services rendered — Operating expenses (other than selling, general, and administrative expenses) that relate to sales or gross operating revenues, item 53. Include production royalty payments to governments, their subdivisions and agencies, and to other persons. Include depletion charges representing the amortization of the actual cost of capital assets, but exclude all other depletion charges.	2154	\$	1	
59.	Selling, general, and administrative expenses.	2155		1	
60.	Income taxes — Provision for U.S. Federal, State, and local income taxes. <i>Exclude production royalty payments.</i>	2156		1	
61.	Other costs and expenses not included above, including underlying minority interest in profits that arise out of consolidation. — <i>Specify major items</i>	2157		1	
62.	TOTAL COSTS AND EXPENSES — <i>Sum of items 58 through 61</i>	2158	\$	1	
● NET INCOME					
63.	Net income after provision for U.S. Federal, State, and local income taxes — <i>Item 57 minus item 62.</i>	2159	\$	1	
Section C — CHANGE IN RETAINED EARNINGS OF INCORPORATED U.S. AFFILIATE, OR IN TOTAL OWNERS' EQUITY OF UNINCORPORATED U.S. AFFILIATE					
64.	Balance, close FY 1986 before restatement due to a change in the entity, if any — Incorporated affiliate, enter amount from item 49, column (2); unincorporated affiliate, enter amount from item 52, column (2).	2211	\$	1	
65.	Increase (decrease) to FY 1986 closing balance resulting from restatement due to a change in the entity. — <i>Specify reasons for change</i>	2212		1	
66.	FY 1986 closing balance as restated — <i>Item 64 plus item 65.</i>	2213	\$	1	
67.	Net income — <i>Enter amount from item 63.</i>	2214		1	
68.	Dividends or remitted earnings — Incorporated affiliate, enter amount of dividends declared, inclusive of withholding taxes, out of current- or prior-period income, on common and preferred stock, excluding stock dividends. Unincorporated affiliate, enter amount of current- or prior-period net income distributed to owners.	2215		1	
69.	Certain realized and unrealized gains (losses), net of tax effect, that were not included in the determination of net income and therefore excluded from item 55, but that were taken directly to retained earnings or a surplus account for an incorporated affiliate, or to owners' equity for an unincorporated affiliate — Include translation adjustments per FASB 52, and valuation allowance for marketable equity securities per FASB 12. Report amount after giving effect to income tax liability (benefit), if any, on the gains (losses). See Instruction Booklet , page 11. — <i>Specify</i>	2216		1	
70.	Other increases (decreases) in retained earnings of an incorporated affiliate, including stock or liquidating dividends, or in total owners' equity of an unincorporated affiliate, including capital contributions (return of capital). — <i>Specify</i>	2217		1	
71.	FY 1987 closing balance — <i>Sum of items 66, 67, 69, and 70 minus item 68. For incorporated affiliate, must equal item 49, column (1); and for an unincorporated affiliate, must equal item 52, column (1).</i>	2218	\$	1	
Section D — DISTRIBUTION OF SALES OR GROSS OPERATING REVENUES					
<p>For purposes of distributing sales or gross operating revenues between sales of "goods" and sales of "services," consider as sales of goods those sales that are associated with industries coded in the 000, 100, 200, 300, and 500 series, except 070, 108, 124, 138, or 148; consider as sales of services those sales that are associated with industries coded in the 400, 600, 700, and 800 series, or in codes 070, 108, 124, 138, and 148, except as noted below regarding investment income included in gross operating revenues. For an explanation of each code, see the <i>Guide to Industry and Foreign Trade Classifications for International Surveys</i>.</p> <p>The disaggregation of sales by industry in this section should be consistent with that used in items 24 through 31 (industry classification of fully consolidated U.S. affiliate), except that companies, such as finance or insurance companies, that include investment income (e.g., interest and dividends) in gross operating revenues should include such income in item 74, rather than in item 75 as a sale of a "service."</p> <p>When a sale consists of both goods and services and cannot be unbundled (for example, because the goods and services are not separately valued), classify as a good or service based on whichever accounts for a majority of the value. If actual figures are not available, give best estimates.</p>					
72.	TOTAL SALES OR GROSS OPERATING REVENUES, EXCLUDING SALES TAXES — <i>Equals item 53, and also sum of items 73 through 75</i>	2243	\$	1	
73.	Sales of goods	2244		1	
74.	Investment income included in gross operating revenues (e.g., by finance and insurance companies)	2245		1	
75.	SALES OF SERVICES, TOTAL — <i>Sum of items 76 through 79</i>	2246	\$	1	
76.	To U.S. persons	2247		1	
77.	To foreign parent(s) and foreign affiliates of the foreign parent(s) of this U.S. affiliate	2248		1	
78.	To foreign affiliates of this U.S. affiliate	2249		1	
79.	To other foreign persons	2250		1	

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued
Report all amounts in thousands of U.S. dollars.

Section E — EMPLOYEE COMPENSATION

EMPLOYEE COMPENSATION — All expenditures made by an employer in connection with the employment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit plans. Compensation data should be based on payroll records. They should relate to activities during the reporting period regardless of whether such activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. See **Instruction Booklet**, page 12.

Amount for all employees (1)			
Bil.	Mil.	Thous.	Dols.

80. Wages and salaries — Employees' gross earnings (before payroll deductions), and all direct and in-kind payments by the employer to employees	2251	\$															
81. Employee benefit plans — Employer expenditures for all employee benefit plans, including those required by statute, such as employer's Social Security taxes, those resulting from collective bargaining contracts, and those that are voluntary.	2252																
82. TOTAL EMPLOYEE COMPENSATION — Sum of items 80 and 81	2253	\$															

Section F — COMPOSITION OF EXTERNAL FINANCES OF U.S. AFFILIATE

CLOSE FY 1987

Current liabilities + long-term debt — Sum of items 83 and 84, column (1), must equal item 44, column (1)

	Total (1)	Foreign parent(s) and its (their) foreign affiliates (2)				Other foreign persons, including foreign business enterprises owned by this U.S. affiliate (3)				U.S. persons (4)							
		Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.				
83. To banks	2254	\$				\$				\$				\$			
84. To other than banks	2255																
85. Current and noncurrent receivables — Column (1) must equal item 37, column (1), and that part of item 42, column (1), that is noncurrent receivables	2256																
86. Noncurrent financial investments — Column (1) must equal that part of item 42, column (1), that is financial investments	2257																
87. Owners' equity — For incorporated U.S. affiliate, column (1) must equal sum of items 47, 48, 49, and 51, column (1); for unincorporated U.S. affiliate, column (1) must equal item 52, column (1)	2258	\$				\$				\$				\$			
BEA USE ONLY	2259	\$				\$				\$				\$			

Section G — LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT

Land and other property, plant, and equipment includes all land and other property, plant, and equipment carried anywhere on the U.S. affiliate's balance sheet, whether or not the intent is to hold and actively use the asset in the operating activity of the business. **Land** refers to any part of the earth's surface; **other property, plant, and equipment** includes timber, mineral and like rights owned, all structures, machinery, equipment, special tools, and other depreciable property, construction in progress, and capitalized tangible and intangible exploration and development costs, but excludes other types of intangible assets. In addition to items carried in property, plant, and equipment (item 41), such items may be carried in other noncurrent assets (item 42), or in other current assets (item 39).

Items, including land, being leased from others pursuant to capital leases are to be considered as owned by the affiliate; items which the affiliate has sold on a capital lease basis are not to be considered as owned by the affiliate. The capitalized value of timber, mineral, and like rights leased by the affiliate from others is to be included.

Expenditures cover all acquisitions by, or transfers to, the U.S. affiliate of the items detailed above, irrespective of where carried on the balance sheet. Exclude from expenditures all changes in land and in other property, plant, and equipment accounted for by a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.) during your 1987 fiscal year; such changes are separately accounted for in item 95.

LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT AT CLOSE FY 1987	LAND				OTHER PROPERTY, PLANT, AND EQUIPMENT								
	Number of acres (To nearest whole acre) (1)	Gross book value (Historical cost) (2)				Gross book value (Historical cost) (3)				Net book value (4)			
		Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
88. Carried in property, plant, and equipment accounts — Column (2) plus column (4) must equal item 41, column (1).	2351	\$				\$				\$			
89. Carried in other noncurrent assets — That part of item 42 that is land or other property, plant, and equipment.	2352												
90. Carried elsewhere on balance sheet — Specify where	2353												
91. TOTAL — Sum of items 88 through 90	2354	\$				\$				\$			

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued
Report all amounts in thousands of U.S. dollars.

Section G — LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT — Continued		Amount			
		(1)			
SCHEDULE OF CHANGE FROM FY 1986 CLOSING BALANCES TO FY 1987 CLOSING BALANCES		Bil.	Mil.	Thous.	Dols.
● BALANCES AT CLOSE FY 1986, BEFORE RESTATEMENT DUE TO A CHANGE IN THE ENTITY		1			
92.	Gross book value (historical cost) of all land and other property, plant, and equipment, wherever carried on balance sheet	2384	\$		
93.	Accumulated depreciation and depletion applicable to assets included in item 92	2385			
94.	Net book value of assets included in item 92 — Item 92 minus item 93.	2386			
● CHANGES DURING FY 1987		1			
95.	If answer to item 5, 10, or 11 was "Yes" — Give amount by which the net book value in item 94 would be restated due to a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.). If a decrease, put amount in parentheses. Gains (losses) resulting from the sale or disposition of U.S. affiliates, including those resulting from revaluation of assets (whether or not realized) should be included in item 55.	2387			
Expenditures by the U.S. affiliate for, or transfers into the U.S. affiliate of		1			
96.	Land	2388			
97.	Mineral rights	2389			
98a.	Plant, equipment, and property other than land and mineral rights (Changes due to mergers and acquisitions are separately accounted for in item 95.)	2390			
98b.	If it would be burdensome to exclude all used plant, equipment, etc., from new, then minor used items may be included in item 98a, and only major used items reported in 98b.	2391			
99.	Depreciation and like charges applicable to assets defined for inclusion in this section	2392			
100.	Depletion and like charges applicable to assets defined for inclusion in this section	2393			
101.	Net book value of sales, retirements, or transfers out of assets defined for inclusion in this section, and other decreases (increases) — Divestitures of U.S. affiliates are separately accounted for in item 95. Gains (losses) resulting from the sale or disposition of property, plant, and equipment should be included in item 55. — Specify	2394			
● BALANCES AT CLOSE FY 1987		1			
102.	Net book value — Equals sum of items 94, 95, 96, 97, and 98a and b, minus sum of items 99, 100, and 101; and must also equal item 91, column (2) plus column (4)	2395			
103.	Accumulated depreciation, depletion, and like charges applicable to assets included in item 102.	2396			
104.	Gross book value (historical cost) of all land and other property, plant, and equipment, wherever carried on balance sheet — Sum of items 102 and 103; and must also equal item 91, column (2) plus column (3)	2397	\$		
● ADDENDUM		1			
105.	Expensed petroleum and mining exploration and development expenditures — Include expensed expenditures to acquire or lease mineral rights. Expenditures made in prior years that are reclassified in the current year are not to be included; such expenditures are considered to be expenditures only in the year when initially expensed.	2398	\$		
Section H — INTEREST, TAXES, AND RESEARCH AND DEVELOPMENT (R&D)					
Interest					
106a.	Interest received by U.S. affiliate from, or credited to U.S. affiliate by, all payors (including foreign parents and affiliates), net of tax withheld at the source. Do not net against interest paid (item 106b).	2400	\$		
106b.	Interest paid or credited to all payees (including foreign parents and affiliates), by U.S. affiliate, gross of tax withheld by the affiliate. Do not net against interest received (item 106a).	2401			
107.	Taxes (other than income and payroll taxes) and non-tax payments (including production royalties) — Amount paid or accrued for the year, net of refunds or credits, to U.S. Federal, State, or local governments, their subdivisions and agencies for sales, consumption and excise taxes; property and other taxes on the value of assets and capital; any remaining taxes (other than income and payroll taxes); and all payments and accruals of non-tax liabilities (other than for purchases of goods and services), such as import and export duties, production royalties for natural resources, license fees, fines, penalties, and similar items.	2402			
108.	Research and development expenditures, calculated in accordance with FASB 2. All R&D costs incurred, including depreciation, amortization, wages and salaries, taxes, cost of materials and supplies, allocated overhead, indirect R&D costs, and the costs of R&D conducted by others on behalf of the U.S. affiliate. Exclude costs incurred in R&D activities conducted for others under a contractual arrangement.	2403			
BEA USE ONLY		2404	\$		

PLEASE CONTINUE WITH ITEM 109 ON PAGE 8

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued (Report all amounts in thousands of U.S. dollars.)

Section I — EXPORTS AND IMPORTS OF U.S. AFFILIATE — GOODS ONLY, DO NOT INCLUDE SERVICES

IMPORTANT NOTES — This section requires the reporting of data on U.S. merchandise trade of the U.S. affiliate in FY 1987. The data should be on a "shipped" basis, i.e., on the basis of when, where, and to (or by) whom the goods were shipped, in order for them to be on the same basis as official U.S. trade statistics to which they will be compared. A U.S. import or U.S. export should not be recorded here if the goods did not physically enter or leave (i.e., were not

physically shipped to or from) the United States, even though they may have been charged to the U.S. affiliate by, or charged by the U.S. affiliate to, a foreign person.

Please continue with instructions on next page before completing items 111 through 137.

109. For this U.S. affiliate, is there a material difference between the "charged" and "shipped" bases in determining what is U.S. trade, whose trade it is, and the timing and ultimate destination or origin of the trade?

2500 ¹ Yes
² No

110. On what basis were the trade data in this section prepared? — Mark (X) one

- 2501 ¹ "Shipped" basis
² "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases (Item 109 must be answered "No.")
³ "Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.

If it is determined that there is a material difference between the "charged" and "shipped" bases and the data have not been filed on the "shipped" basis, or the necessary adjustments have not been made to put "charged" basis data essentially on a "shipped" basis, then BEA will require that the data be refiled.

MERCHANDISE TRADE OF U.S. AFFILIATE WITH ALL FOREIGNERS

EXPORTS — Shipped by U.S. affiliate to foreigners (valued f.a.s. U.S. port)

111. TOTAL exports of U.S. affiliate to foreigners — Equals sum of items 112 through 123. Also, beginning with item 139 equals the sum of data in the comparable columns for all countries with entries and item 163. →	TOTAL											
	(1)			(2)			(3)			(4)		
	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.
2502	\$			\$			\$			\$		
BY PRODUCT — (See the "Foreign Trade Classifications" portion of the Guide to Industry and Foreign Trade Classifications for International Surveys)	Combine entries for columns (3) and (4)											
112. Food (raw and prepared) and live animals chiefly for food	2503											
113. Beverages and tobacco	2504											
114. Crude materials, inedible, except fuels — Include soybeans.	2505											
115. Petroleum and products, mineral waxes, natural and manufactured gas	2506											
116. Coal, coke, and briquets	2507											
117. Chemicals and related products	2508											
118. Machinery, electrical and non-electrical, except transportation equipment	2509											
119. Road vehicles (including air cushion vehicles) and parts — Include all parts that are shipped with the vehicles. Parts that are shipped separately may be in this or another classification*	2510											
120. Other transport equipment — Include all parts that are shipped with the equipment. Parts that are shipped separately may be in this or another classification*	2511											
121. Metal manufactures	2512											
122. Other manufactures, classified chiefly by material — Specify	2513											
123. Animal and vegetable oils, fats, and waxes; and commodities, n.e.c. — Specify	2514	\$			\$			\$				

MERCHANDISE TRADE OF U.S. AFFILIATE WITH ALL FOREIGNERS

IMPORTS — Shipped to U.S. affiliate by foreigners (valued f.a.s. foreign port)

124. TOTAL imports of U.S. affiliate from foreigners — Equals sum of items 125 through 136. Also, beginning with item 139, equals the sum of data in the comparable columns for all countries with entries and item 163. →	TOTAL											
	(1)			(2)			(3)			(4)		
	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.
2515	\$			\$			\$			\$		
BY PRODUCT — (See the "Foreign Trade Classifications" portion of the Guide to Industry and Foreign Trade Classifications for International Surveys)	Combine entries for columns (3) and (4)											
125. Food (raw and prepared) and live animals chiefly for food	2516											
126. Beverages and tobacco	2517											
127. Crude materials, inedible, except fuels — Include soybeans.	2518											
128. Petroleum and products, mineral waxes, natural and manufactured gas	2519											
129. Coal, coke, and briquets	2520											
130. Chemicals and related products	2521											
131. Machinery, electrical and non-electrical, except transportation equipment	2522											
132. Road vehicles (including air cushion vehicles) and parts — Include all parts that are shipped with the vehicles. Parts that are shipped separately may be in this or another classification*	2523											
133. Other transport equipment — Include all parts that are shipped with the equipment. Parts that are shipped separately may be in this or another classification*	2524											
134. Metal manufactures	2525											
135. Other manufactures, classified chiefly by material — Specify	2526											
136. Animal and vegetable oils, fats, and waxes; and commodities, n.e.c. — Specify	2527											
BY INTENDED USE												
137. Goods for resale without further processing, assembly, or manufacture by U.S. affiliate	2528	\$			\$			\$				

* Some parts that are shipped separately are included in items 119 and 120, or items 132 and 133; however, others are included in product categories appropriate to the type of part based, not on the part's end-use, but rather on the main type of material from which it is made or its general function. Major examples of such parts are gasoline and diesel engines (include in item 118 or 131); air conditioners for motor vehicles (item 118 or 131); tires and tubes (item 122 or 135); and lamps, batteries, and electrical parts for engines (item 118 or 131). For more complete information, see the Guide to Industry and Foreign Trade Classifications for International Surveys.

Section I — EXPORTS AND IMPORTS OF U.S. AFFILIATE — GOODS ONLY, DO NOT INCLUDE SERVICES — Continued

However, U.S. affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when, where, and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference between the two bases, the "shipped" basis must be used or adjustments must be made to the data on a "charged" basis to approximate a "shipped" basis, as discussed in the **Instruction Booklet**, page 12. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 1987, including capital goods but excluding the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or

merchandise. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases or entered into intercompany accounts when initially consigned. The data should include goods only; they should **exclude** services. Thus, U.S. merchandise exports and imports of the U.S. affiliate to be shown here are not the same as the U.S. affiliate's sales to, or purchases from, foreign persons because, among other reasons, sales and purchases may include services.

See the **Instruction Booklet**, page 12, for additional data requirements.

MERCHANDISE TRADE OF U.S. AFFILIATE WITH ALL FOREIGNERS	BEA USE ONLY	EXPORTS — Shipped by U.S. affiliate to foreigners (valued f.a.s. U.S. port)			IMPORTS — Shipped to U.S. affiliate by foreigners (valued f.a.s. foreign port)		
		TOTAL	To foreign parent(s) and its (their) foreign affiliates	To all other foreigners	TOTAL	By foreign parent(s) and its (their) foreign affiliates	By all other foreigners
		(2)	(3)	(4)	(5)	(6)	(7)
	(1)	Bil. Mil. Thous.	Bil. Mil. Thous.	Bil. Mil. Thous.	Bil. Mil. Thous.	Bil. Mil. Thous.	Bil. Mil. Thous.
138. (Repeated) Bring forward amounts from items 111 and 124, page 8, which, beginning with item 139, must equal sum of all countries with entries and item 163. 2600		\$	\$	\$	\$	\$	\$
BY COUNTRY OF ULTIMATE DESTINATION OR ORIGIN — Enter amounts for all individual countries to which exports, or from which imports, were \$500,000.00 or more.							
139. Australia 2601	601	\$	\$	\$	\$	\$	\$
140. Belgium and Luxembourg 2602	302			4	5	6	7
141. Brazil 2603	202		3	4	5	6	7
142. Canada 2604	100		3	4	5	6	7
143. Denmark 2605	305		3	4	5	6	7
144. France 2606	307		3	4	5	6	7
145. Germany 2607	308		3	4	5	6	7
146. Ireland 2608	313		3	4	5	6	7
147. Italy 2609	314		3	4	5	6	7
148. Japan 2610	614		3	4	5	6	7
149. Mexico 2611	213		3	4	5	6	7
150. Netherlands 2612	319		3	4	5	6	7
151. New Zealand 2613	620		3	4	5	6	7
152. Sweden 2614	324		3	4	5	6	7
153. Switzerland 2615	325		3	4	5	6	7
154. South Africa 2616	436		3	4	5	6	7
155. United Kingdom 2617	327		3	4	5	6	7
156. Venezuela 2618	219		3	4	5	6	7
Other individual countries to which exports, or from which imports, were \$500,000.00 or more — Specify (Use supplemental sheets if necessary, to account for all such countries.)							
157. 2619			3	4	5	6	7
158. 2620			3	4	5	6	7
159. 2621			3	4	5	6	7
160. 2622			3	4	5	6	7
161. 2623			3	4	5	6	7
162. 2624			3	4	5	6	7
163. Sum of exports to, or imports from, all countries for which exports or imports were less than \$500,000.00. The sum of this item and all countries with entries must equal item 111 for exports and item 124 for imports. 2698		\$	\$	\$	\$	\$	\$

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE – Continued (Report all amounts in thousands of U.S. dollars.)

Section J – SCHEDULE OF EMPLOYMENT, LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT, BY LOCATION

Land and other property, plant, and equipment covers all such items, whether carried as investments, in fixed asset accounts, or in other balance sheet accounts. Include land held for resale, held for investment purposes, and all other land owned. Land and other property, plant, and equipment on capital lease from others should be included, but that on capital lease to others should be excluded.

In categorizing land and other property, plant, and equipment by use, classify by primary use. For land not in use, classify it by expected or intended use, if known; otherwise, include it in "other." Commercial property held for lease, but temporarily vacant, should be included in column (10).

In acres of mineral rights owned and leased from others, include acres leased from others pursuant to both capital and operating leases.

Please continue with instructions on next page before completing items 164 through 222.

Location	BEA USE ONLY	State code	Number of employees	The portion of employees in column (3) that are manufacturing employees	Acres should be reported to nearest whole acre	
			Total must equal item 34, column (3)	(4)	Acres of mineral rights owned or leased from others, at close of FY 1987 Do not include acreage reported as land owned in column (6)	All acres of land owned at close of FY 1987 Total must equal item 91, column (1)
164. TOTAL for each column must equal sum of items 165 through 222	A	(2)	(3) Number	(4) Number	(5)	(6)
2700						
165. Alabama	2701	01				
166. Alaska	2702	02				
167. Arizona	2703	04				
168. Arkansas	2704	05				
169. California	2705	06				
170. Colorado	2706	08				
171. Connecticut	2707	09				
172. Delaware	2708	10				
173. Florida	2709	12				
174. Georgia	2710	13				
175. Hawaii	2711	15				
176. Idaho	2712	16				
177. Illinois	2713	17				
178. Indiana	2714	18				
179. Iowa	2715	19				
180. Kansas	2716	20				
181. Kentucky	2717	21				
182. Louisiana	2718	22				
183. Maine	2719	23				
184. Maryland	2720	24				
185. Massachusetts	2721	25				
186. Michigan	2722	26				
187. Minnesota	2723	27				
188. Mississippi	2724	28				
189. Missouri	2725	29				
190. Montana	2726	30				
191. Nebraska	2727	31				
192. Nevada	2728	32				
193. New Hampshire	2729	33				
194. New Jersey	2730	34				
195. New Mexico	2731	35				
196. New York	2732	36				
197. North Carolina	2733	37				
198. North Dakota	2734	38				
199. Ohio	2735	39				
200. Oklahoma	2736	40				
201. Oregon	2737	41				
202. Pennsylvania	2738	42				
203. Rhode Island	2739	44				
204. South Carolina	2740	45				
205. South Dakota	2741	46				
206. Tennessee	2742	47				
207. Texas	2743	48				
208. Utah	2744	49				
209. Vermont	2745	50				
210. Virginia	2746	51				
211. Washington	2747	53				
212. West Virginia	2748	54				
213. Wisconsin	2749	55				
214. Wyoming	2750	56				
215. District of Columbia	2751	11				
216. Puerto Rico	2752	43				
217. Virgin Islands	2753	52				
218. Guam	2754	14				
219. American Samoa	2755	03				
220. U.S. Offshore Oil and Gas Sites	2756	65				
221. Other U.S. Territories and Possessions	2757	60				
222. Foreign*	2758	70				

*Include only that of U.S. business enterprises fully consolidated into the U.S. affiliate. No foreign business enterprises, incorporated or unincorporated, can be considered part of the reporting U.S. affiliate.

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE – Continued (Report all amounts in thousands of U.S. dollars.)

Section J – SCHEDULE OF EMPLOYMENT, LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT, BY LOCATION – Continued

Do not include in the "foreign" category land and other property, plant, and equipment owned either by foreign business enterprises in which this U.S. affiliate has an equity interest or by foreign operations of this affiliate. The "foreign" category is primarily for use in reporting movable fixed assets temporarily outside the U.S. or for reporting any foreign fixed assets carried directly on the U.S. affiliate's books.

Include in column (4), all employees on the payroll of operating manufacturing plants located in the State. Also include employees on the payrolls of central administrative

offices and auxiliary units if these units primarily serve manufacturing plants (even if the plants served are located in other States). Central administrative offices are units primarily engaged in management and general administrative functions. Auxiliary units primarily perform supporting services for the manufacturing plants or the central management of the company (they include, for example, warehouses, garages, repair shops, purchasing offices, and research laboratories).

See *Instruction Booklet*, page 13.

Location	Gross book value of all land and other property, plant, and equipment, wherever carried on balance sheet, FY 1987 closing balance, by use – Column (7) must equal sum of item 91, column (2) plus column (3).														
	TOTAL			Manufacturing Include petroleum refining			Commercial property – Include office buildings, stores, shopping centers, apartment buildings, hotels, and motels						Other, including agriculture and forestry		
	(7)			(8)			Buildings used or operated by U.S. affiliate (9)			Buildings leased or rented to others (10)			(11)		
	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.
164. TOTAL for each column must equal sum of items 165 through 222	B														
	2700	\$		\$			\$			\$			\$		
165. Alabama	2701														
166. Alaska	2702														
167. Arizona	2703														
168. Arkansas	2704														
169. California	2705														
170. Colorado	2706														
171. Connecticut	2707														
172. Delaware	2708														
173. Florida	2709														
174. Georgia	2710														
175. Hawaii	2711														
176. Idaho	2712														
177. Illinois	2713														
178. Indiana	2714														
179. Iowa	2715														
180. Kansas	2716														
181. Kentucky	2717														
182. Louisiana	2718														
183. Maine	2719														
184. Maryland	2720														
185. Massachusetts	2721														
186. Michigan	2722														
187. Minnesota	2723														
188. Mississippi	2724														
189. Missouri	2725														
190. Montana	2726														
191. Nebraska	2727														
192. Nevada	2728														
193. New Hampshire	2729														
194. New Jersey	2730														
195. New Mexico	2731														
196. New York	2732														
197. North Carolina	2733														
198. North Dakota	2734														
199. Ohio	2735														
200. Oklahoma	2736														
201. Oregon	2737														
202. Pennsylvania	2738														
203. Rhode Island	2739														
204. South Carolina	2740														
205. South Dakota	2741														
206. Tennessee	2742														
207. Texas	2743														
208. Utah	2744														
209. Vermont	2745														
210. Virginia	2746														
211. Washington	2747														
212. West Virginia	2748														
213. Wisconsin	2749														
214. Wyoming	2750														
215. District of Columbia	2751														
216. Puerto Rico	2752														
217. Virgin Islands	2753														
218. Guam	2754														
219. American Samoa	2755														
220. U.S. Offshore Oil and Gas Sites	2756														
221. Other U.S. Territories and Possessions	2757														
222. Foreign*	2758														

*Include only that of U.S. business enterprises fully consolidated into the U.S. affiliate. No foreign business enterprises, incorporated or unincorporated, can be considered part of the reporting U.S. affiliate.

Part III INVESTMENT AND TRANSACTIONS BETWEEN U.S. AFFILIATE AND FOREIGN PARENT

A separate Part III must be completed for each foreign parent that held a direct or indirect equity interest in the U.S. affiliate at **anytime** during the reporting period. If a foreign parent holds both direct and indirect equity interests, then separate Part III's must be completed for each line of ownership. Do not duplicate

positions or transactions where multiple Part III's are filed. Use BE-12(LF), Part III ADDITIONAL, or photocopies of Part III if more than one must be filed. At the top of the additional Part III, identify each with the name and the primary EI Number, shown in item 3, of the U.S. affiliate.

Section A — IDENTIFICATION OF FOREIGN PARENT AND ULTIMATE BENEFICIAL OWNER

223. Number of Part III's filed by the U.S. affiliate — If there is only one, enter "1." 3010 1

224. Name of foreign parent that this Part III is for. 3011

225. For the foreign parent named in item 224, this Part III is being used to report — Mark (X) one

a. a **direct** equity interest in the U.S. affiliate (as reported in item 12)

b. an **indirect** equity interest in the U.S. affiliate (as reported in item 13)

226. If item 225a is marked — Give percent of —

	Close FY 1987 (1)	Close FY 1986 (2)
a. voting rights owned	3014 <input type="text"/> %	<input type="text"/> %
b. equity interest owned	3015 <input type="text"/> %	<input type="text"/> %

NOTE — Sum of item 226a of all Part III's must equal item 12.

227. Country in which foreign parent named in item 224

a. is incorporated or organized, if a business enterprise, or is a resident, if an individual. **BEA USE ONLY** 3016

b. is located, if the foreign parent is a business enterprise and the country is different from that in item 227a. 3017

228. Industry code of foreign parent named in item 224 — For a foreign parent that is a business enterprise, enter the code for the primary activity of the single entity named as the foreign parent in item 224. 3018 — Secure industry code from list at the bottom of page 13.

229. Is the foreign parent named in item 224 the ultimate beneficial owner (UBO)? (See definitions in **Instruction Booklet**, page 6.)

3019 1 Yes — If the foreign parent is a business enterprise, complete item 233; if an individual, **SKIP** to item 234.

2 No — Continue with item 230.

230. Is the UBO an individual, or an associated group of individuals? (See **Instruction Booklet**, page 6.)

3020 1 Yes — A name need not be given in item 231, but item 232 must be completed for the individual(s).

2 No — Continue with item 231.

231. Name of UBO 3021

232. Country of UBO named in item 231, or of the individual(s) if the answer to item 230 was "Yes." **BEA USE ONLY** 3022

233. Industry code of UBO — For a business enterprise, enter the code for the primary activity of the worldwide consolidation of the UBO. 3023 — Secure industry code from list at the bottom of page 13.

NOTE

1. Data reported in sections B, C, D, and E must be for the fully consolidated U.S. affiliate. See **Instruction Booklet**, page 7.
2. If item 225b is marked, then only the following items in the rest of this Part III need be completed to report direct transactions or positions, if any, between the U.S. affiliate and the foreign parent: 234, 235, and 252 through 258. Do not duplicate data reported on other Part III's.

Section B — INVESTMENT BETWEEN U.S. AFFILIATE AND FOREIGN PARENT NAMED IN ITEM 224, ACCORDING TO BOOKS OF THE U.S. AFFILIATE

		BALANCE							
		Close FY 1987 (1)				Close FY 1986 (2)			
		Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
234. Liabilities owed by U.S. affiliate to foreign parent named in item 224 — current and long-term	3056	\$				2			
235. Receivables due to U.S. affiliate from foreign parent named in item 224 — current and long-term	3057					2			
OWNERS' EQUITY ITEMS, INCORPORATED AFFILIATES ONLY — Foreign parent's equity in —									
236. Capital stock, common and preferred, voting and nonvoting	3058					2			
237. Additional paid-in capital	3059					2			
238. Retained earnings (deficit)	3060					2			
239. Treasury stock held by U.S. affiliate	3061					2			
240. Other — Specify	3062					2			
FOREIGN PARENT'S SHARE OF TOTAL OWNERS' EQUITY OF INCORPORATED OR UNINCORPORATED U.S. AFFILIATE									
241. For incorporated U.S. affiliate, sum of items 236 through 240. For unincorporated U.S. affiliate, give no breakdown in items 236 through 240, but enter foreign parent's share of total owners' equity, item 52.	3063	\$				2			
BEA USE ONLY									
DI position	3064	\$				2			

Part III INVESTMENT AND TRANSACTIONS BETWEEN U.S. AFFILIATE AND FOREIGN PARENT — Continued

Section C — CHANGES IN EQUITY HOLDINGS IN THE U.S. AFFILIATE BY THE FOREIGN PARENT NAMED IN ITEM 224

Report transactions during FY 1987 by the foreign parent named in item 224 that changed its equity holdings in the U.S. affiliate. Exclude changes caused by carrying net income to the equity account, the payment of stock or cash dividends (other than liquidating dividends), or the distribution of earnings during the period. Exclude effect of treasury stock transactions with persons other than the foreign parent and reorganizations in capital structure that do not affect total equity. REPORT ALL AMOUNTS AT TRANSACTIONS VALUE, i.e., the value of the consideration given (received) by the foreign parent.

	Amount (1)				
		Bil.	Mil.	Thous.	Dols.
● TRANSACTIONS BETWEEN FOREIGN PARENT AND U.S. AFFILIATE					
242. Increase in equity interest	3065	\$			
243. Decrease in equity interest — Include liquidating dividends	3066				
● TRANSACTIONS BETWEEN FOREIGN PARENT AND A PERSON OTHER THAN U.S. AFFILIATE					
Acquisition by foreign parent of equity interest in U.S. affiliate from —					
244. U.S. persons other than the U.S. affiliate	3067				
245. All foreign persons	3068				
Sale by foreign parent of equity interest in U.S. affiliate to —					
246. U.S. persons other than the U.S. affiliate	3069				
247. All foreign persons	3070				
248. Change, at transactions value, in equity holdings — Equals sum of items 242, 244, and 245, minus sum of items 243, 246, and 247.	3071				
249. Transactions at book value — Approximate book value on the date of the transaction(s), based on books of the U.S. affiliate, that is equivalent to the transactions value reported in item 248.	3072				

Section D — PAYMENTS AND RECEIPTS OF DIVIDENDS, DISTRIBUTED EARNINGS, INTEREST, ROYALTIES AND LICENSE FEES, AND OTHER SERVICES BETWEEN U.S. AFFILIATE AND FOREIGN PARENT

Enter amounts received, paid, or entered into intercompany accounts, whichever occurred first. Include amounts for which payment was made in kind. For an item entered into intercompany account prior to the reporting period, any subsequent settlement of the account should not be reported in the items below, but should be reflected only as a reduction in intercompany account (items 234 and 235).

	PAYMENTS OR CREDITS BY U.S. AFFILIATE TO FOREIGN PARENT								RECEIPTS BY OR CREDITS TO U.S. AFFILIATE FROM FOREIGN PARENT							
	Net of U.S. tax withheld (1)				U.S. tax withheld (2)				Net of foreign tax withheld (3)				Foreign tax withheld (4)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
● INCORPORATED U.S. AFFILIATE	1				2											
250. Dividends — On common and preferred stock, excluding stock and liquidating dividends	3074	\$			\$											
● UNINCORPORATED U.S. AFFILIATE	1				2											
251. Distributed earnings	3075															
● ALL U.S. AFFILIATES	1				2				3				4			
252. Interest — Include interest on capital leases.	3076								\$				\$			
253. Royalties, license fees, and other fees for the use or sale of intangible property	3077								3				4			
254. Charges for use of tangible property — Include rentals for operating leases of one year or less and net rent on operating leases of more than one year. Net rent is equivalent to the total lease payment less the return of capital (depreciation) component. Exclude film and television tape rentals.	3078								3				4			
255. Film and television tape rentals	3079															
256. Allocated expenses — Allocated expenses (such as R&D assessments) and reimbursements for management, professional, technical, or other services that normally would be excluded from sales or gross operating revenues of the provider of the services.	3080								3				4			
257. Sales of services — Receipts or payments for services that are separately billed and that would normally be included in sales or gross operating revenues of the seller of the services.	3081								3				4			
258. TOTAL — Sum of items 250 through 257	3084	\$			\$				\$				\$			

Section E — FOREIGN PARENT'S EQUITY IN U.S. AFFILIATE'S NET INCOME AND CERTAIN REALIZED AND UNREALIZED GAINS (LOSSES)

Based on the foreign parent's percentage of direct equity (item 226b) in the U.S. affiliate during FY 1987, enter —

	Amount (1)				
		Bil.	Mil.	Thous.	Dols.
259. Foreign parent's direct equity in U.S. affiliate's net income (loss) after provision for U.S. Federal, State, and local income taxes — Enter the foreign parent's share of item 63.	3085	\$			
260. Foreign parent's share of certain realized and unrealized gains (losses) included in net income — Enter the foreign parent's share of item 55.	3086				
261. Foreign parent's share of U.S. Federal, State, and local income taxes that are taxes on certain realized and unrealized gains (losses) included in net income — Enter the portion of item 60 that is taxes on the foreign parent's share of item 55.	3087				
262. Foreign parent's share of certain realized and unrealized gains (losses), net of tax effect, taken directly to retained earnings or other equity account — Enter the foreign parent's share of item 69.	3088				

FOREIGN PARENT INDUSTRY CODES	Private business enterprise, investment organization, or group engaged in:	
01 Government and government-owned or -sponsored enterprise, or quasi-government organization or agency	06 Petroleum and natural gas: exploration, development and extraction; oil and gas field services; refining; transport; storage; and wholesale and retail trade (ISI codes 133, 138, 291, 292, 299, 441, 461, 470, 517, and 554)	11 Transportation, communication, and public utilities (ISI codes 401, 449, 450, 462, 472, 477, 481, 483, and 490)
02 Pension fund — Government run	NOTE — All industries listed below exclude petroleum subindustries included in "Petroleum and natural gas," as defined above.	12 Wholesale and retail trade (ISI codes 501 — 515, 519, 530, 540, 560, 580, and 590)
03 Pension fund — Privately run	07 Agriculture (ISI codes 010—090)	13 Banking (including bank holding companies) (ISI code 600)
04 Estate, trust, or nonprofit organization	08 Mining (ISI codes 101—108, 120, and 140)	14 Holding companies (ISI code 671)
05 Individual	09 Construction (ISI code 150)	15 Other finance and insurance (ISI codes 603, 612, 631, 632, 639, and 679)
	10 Manufacturing, including fabricating, assembly, and processing (ISI codes 201—289, 305—390)	16 Real estate — Including investing or engaging in real estate as an operator, manager, lessor, agent, or broker (ISI code 650)
		17 Services (ISI codes 124, 148, and 700—890)

Part IV DIRECT TRANSACTIONS OR ACCOUNTS BETWEEN U.S. AFFILIATE AND FOREIGN AFFILIATES OF THE FOREIGN PARENT(S) (FAFP)

Report all direct transactions between the U.S. affiliate and FAFP. Do not include any direct transactions, accounts, or balances between the U.S. affiliate and the foreign parent — they must be reported in Part III. Do not net payables against receivables. In section A, report payments and liabilities to, and, in section B, report receipts and receivables due from, FAFP by country.

Please continue with instructions on next page before completing items 263 through 291.

263. Does the U.S. affiliate have direct transactions with foreign affiliates of any foreign parent?

- 4100 ¹ Yes — Complete the rest of Part IV. Do not duplicate amounts reported in Part III.
¹ No — SKIP the rest of Part IV

Country of foreign affiliate of foreign parent	BEA USE ONLY (1)	Current and long-term liabilities or receivables								Interest, including interest on capital leases			
		Close FY 1987 (2)				Close FY 1986 (3)				(4)			
Section A — U.S. AFFILIATE'S LIABILITIES AND PAYMENTS TO FAFP		Liabilities of U.S. affiliate TO FAFP											
		Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
264. Canada	A 4101	2				3				4			
265. United Kingdom	4102	2				3				4			
266. Netherlands	4103	2				3				4			
267. Japan	4104	2				3				4			
Other countries — Specify		2				3				4			
268.	4105	2				3				4			
269.	4106	2				3				4			
270.	4107	2				3				4			
271.	4108	2				3				4			
272.	4109	2				3				4			
273.	4110	2				3				4			
274.	4111	2				3				4			
275.	4112	2				3				4			
276.	4113	2				3				4			
277. TOTAL — Sum of items 264 through 276	4149	2				3				4			
Section B — U.S. AFFILIATES RECEIVABLES AND RECEIPTS FROM FAFP		Receivables of U.S. affiliate FROM FAFP											
		Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
278. Canada	4150	2				3				4			
279. United Kingdom	4151	2				3				4			
280. Netherlands	4152	2				3				4			
281. Japan	4153	2				3				4			
Other countries — Specify		2				3				4			
282.	4154	2				3				4			
283.	4155	2				3				4			
284.	4156	2				3				4			
285.	4157	2				3				4			
586.	4158	2				3				4			
287.	4159	2				3				4			
288.	4160	2				3				4			
289.	4161	2				3				4			
290.	4162	2				3				4			
291. TOTAL — Sum of items 278 through 290	4199	2				3				4			

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents

Part IV DIRECT TRANSACTIONS OR ACCOUNTS BETWEEN U.S. AFFILIATE AND FOREIGN AFFILIATES OF THE FOREIGN PARENT(S) (FAFP) – Continued

Enter only one foreign country per line. If more lines than provided are needed in order to list all countries, use additional copied Part IV's and, at the top of the additional Part IV, identify each with the name and the primary EI Number, shown in item 3, of the U. S. affiliate. An item need be reported by country only if it exceeds \$1,000,000.00 for that country. The instructions for Part III, section D, and items 252 through 257 also apply to columns (4) through (9) below.

IMPORTANT

Report all amounts in thousands of U.S. dollars, as illustrated.

EXAMPLE: If figure is \$1,125,628,000.00 — Report as shown

Bil.	Mil.	Thous.	Dols.
1	125	628	

Item No.	Key code	Royalties, license fees, and other fees for the use or sale of intangible property (5)				Charges for use of tangible property (6)				Film and television tape rentals (7)				Allocated expenses (8)				Sales of services (9)			
		Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
Payments or accruals, whichever occurred first, TO FAFP (Net of U.S. tax withheld)																					
264.	B 4101	5				6				7				8				9			
265.	4102	5				6				7				8				9			
266.	4103	5				6				7				8				9			
267.	4104	5				6				7				8				9			
268.	4105	5				6				7				8				9			
269.	4106	5				6				7				8				9			
270.	4107	5				6				7				8				9			
271.	4108	5				6				7				8				9			
272.	4109	5				6				7				8				9			
273.	4110	5				6				7				8				9			
274.	4111	5				6				7				8				9			
275.	4112	5				6				7				8				9			
276.	4113	5				6				7				8				9			
277.	4149	5				6				7				8				9			
Receipts or accruals, whichever occurred first, FROM FAFP (Net of foreign tax withheld)																					
278.	4150	5				6				7				8				9			
279.	4151	5				6				7				8				9			
280.	4152	5				6				7				8				9			
281.	4153	5				6				7				8				9			
282.	4154	5				6				7				8				9			
283.	4155	5				6				7				8				9			
284.	4156	5				6				7				8				9			
285.	4157	5				6				7				8				9			
286.	4158	5				6				7				8				9			
287.	4159	5				6				7				8				9			
288.	4160	5				6				7				8				9			
289.	4161	5				6				7				8				9			
290.	4162	5				6				7				8				9			
291.	4199	5				6				7				8				9			

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

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

This historical survey form is no longer valid
and is for information purposes only.
Current survey forms are at
www.bea.gov/help/information-for-survey-respondents.

LIST OF ALL U.S. CORPORATIONS FULLY CONSOLIDATED INTO THE REPORTING U.S. AFFILIATE

NOTE — If you filed a Supplement A or a computer printout of Supplement A with your 1986 BE-15 report, in lieu of completing a new Supplement A, you may substitute a copy of that Supplement A or computer printout which has been updated to show any additions, deletions, or other changes.

Supplement A must be completed by a reporting affiliate which consolidates financial and operating data of any other U.S. affiliate(s). The number of U.S. affiliates listed below plus the reporting U.S. affiliate must agree with item 7, Part I of BE-12(LF). Continue listing onto as many additional copied pages as necessary.

BEA USE ONLY	Page number
Name of U.S. affiliate as shown in item 1, Part I of BE-12(LF)	
Primary Employer Identification Number as shown in item 3, Part I of BE-12(LF) 5110 1 —	

BEA USE ONLY (1)	Name of each U.S. affiliate consolidated (as represented in item 7, Part I) (2)	Employer Identification Number used by U.S. affiliate listed in column (2) to file income and payroll taxes (3)	Name of U.S. affiliate which holds the direct equity interest in the U.S. affiliate listed in column (2) (4)	Percentage of direct ownership which the U.S. affiliate listed in column (4) has in the U.S. affiliate listed in column (2). — Enter percentage to nearest tenth. (5)
5111				. %
5112				. %
5113				. %
5114				. %
5115				. %
5116				. %
5117				. %
5118				. %
5119				. %
5120				. %
5121				. %
5122				. %
5123				. %
5124				. %
5125				. %
5126				. %
5127				. %
5128				. %
5129				. %
5130				. %
5131				. %
5132				. %
5133				. %

This historical survey form is no longer valid
 and is for information purposes only.
 Current survey forms are at
www.bea.gov/help/information-for-survey-respondents

BE-12(LF) Supplement A — LIST OF ALL U.S. CORPORATIONS FULLY CONSOLIDATED INTO THE REPORTING U.S. AFFILIATE

BEA USE ONLY (1)	Name of each U.S. affiliate consolidated (as represented in item 7, Part I) (2)	Employer Identification Number used by U.S. affiliate listed in column (2) to file income and payroll taxes (3)	Name of U.S. affiliate which holds the direct equity interest in the U.S. affiliate listed in column (2) (4)	Percentage of direct ownership which the U.S. affiliate listed in column (4) has in the U.S. affiliate listed in column (2). — Enter percentage to nearest tenth. (5)
5134		—		. %
5135		—		. %
5136		—		. %
5137		—		. %
5138		—		. %
5139		—		. %
5140		—		. %
5141		—		. %
5142		—		. %
5143		—		. %
5144		—		. %
5145		—		. %
5146		—		. %
5147		—		. %
5148		—		. %
5149		—		. %
5150		—		. %
5151		—		. %
5152		—		. %
5153		—		. %
5154		—		. %
5155		—		. %
5156		—		. %
5157		—		. %
5158		—		. %
5159		—		. %

This historical survey form is no longer valid
 and is for information purposes only.
 Current survey forms are at
www.bea.gov/help/information-for-survey-respondents

LIST OF ALL U.S. AFFILIATES IN WHICH THE REPORTING AFFILIATE (AS CONSOLIDATED) HAS A DIRECT EQUITY INTEREST BUT WHICH ARE NOT FULLY CONSOLIDATED

NOTE — If you filed a Supplement B or a computer printout of Supplement B with your 1986 BE-15 report, in lieu of completing a new Supplement B, you may substitute a copy of that Supplement B or computer printout to show any additions, deletions, or other changes.

Name of U.S. affiliate as shown in item 1, Part I of BE-12(LF)

Supplement B must be completed by a reporting affiliate which files a BE-12(LF) and has a direct ownership interest in a U.S. affiliate(s) which is (are) not fully consolidated. The number of U.S. affiliates listed below must agree with item 8, Part I, of BE-12(LF). Continue listing onto as many additional copied pages as necessary.

Primary Employer Identification Number as shown in item 3, Part I of BE-12(LF) 6210 1 —

BEA USE ONLY (1)	Name of each U.S. affiliate in which a direct interest is held but which is not listed in Supplement A (2)	Address of each U.S. affiliate listed in column (2). Give number, street, city, State, and ZIP Code (3)	Has affiliate been notified of obligation to file? (Mark (X) one) (4)	Employer Identification Number used by U.S. affiliate listed in column (2) to file income and payroll taxes (5)	Percentage of direct ownership in the U.S. affiliate listed in column (2) held by the reporting affiliate named in item 1, Part I of BE-12(LF). — Enter percentage to nearest tenth (6)
6211			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6212			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6213			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6214			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6215			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6216			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6217			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6218			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6219			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6220			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %
6221			1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	—	. %

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

BE-12(LF) Supplement B – LIST OF U.S. AFFILIATES – Continued

BEA USE ONLY (1)	Name of each U.S. affiliate in which a direct interest is held but which is not listed in Supplement A (2)	Address of each U.S. affiliate listed in column (2). Give number, street, city, State, and ZIP Code (3)	Has affiliate been notified of obligation to file? (Mark (X) one) (4)	Employer Identification Number used by U.S. affiliate listed in column (2) to file income and payroll taxes (5)	Percentage of direct ownership in the U.S. affiliate listed in column (2) held by the reporting affiliate named in item 1, Part I of BE-12(LF). – Enter percentage to nearest tenth (6)
1 6222	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6223	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6224	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6225	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6226	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6227	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6228	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6229	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6230	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6231	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6232	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6233	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %
1 6234	2	3	4 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	5	6 %

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

**BENCHMARK SURVEY
OF FOREIGN DIRECT
INVESTMENT IN THE
UNITED STATES — 1987
(SHORT FORM)**

BEA USE ONLY

Control number

MANDATORY — This survey is being conducted pursuant to the International Investment and Trade In Services Survey Act (P.L. 94 — 472, 90 Stat. 2059, 22 U.S.C. 3101 to 3108, as amended by P.L. 98 — 573 — hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY — The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used only for analytical or statistical purposes and CANNOT be used for purposes of taxation, investigation, or regulation. The Act also provides that copies retained in your files are immune from legal process.

MAIL REPORTS TO

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50 (BF)
Washington, DC 20230

OR

DELIVER REPORTS TO

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50 (BF), Room 608
1401 K Street, N.W.
Washington, DC 20005

NOTE — A single original copy of this report shall be filed with the Bureau of Economic Analysis; this should be the copy with the address label if such a labeled copy has been provided.

Important

Read **Instruction Booklet**, which contains definitions, and complete Form BE-12(X), before completing this form.

Banks and bank holding companies — See **Instruction Booklet**, page 8, for special instructions.

Insurance companies — See **Instruction Booklet**, page 8, for special instructions.

1. REPORTING REQUIREMENTS — This form must be completed for each U.S. affiliate that meets the reporting criteria in item 2 of Form BE-12(X).

2. U.S. AFFILIATE'S 1987 FISCAL YEAR — The affiliate's financial reporting year that has an ending date in calendar year 1987. See **Instruction Booklet**, page 6.

3. ASSISTANCE — Telephone (202) 523-0547 during office hours—8:00 a.m. to 4:00 p.m. eastern time.

4. DUE DATE — A completed Form BE-12(SF) shall be due no later than May 31, 1988.

5. GENERAL NOTES

A. Figures such as the number of acres and the number of employees should be reported to the nearest whole unit.

B. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000). **Do not enter** amounts in the shaded portions of each line.

EXAMPLE — If amount is \$1,334,615.00, report as

Bil.	Mil.	Thous.	Dols.
		1,335	

C. If an item is between + or - \$500.00, enter "0."

D. Use parentheses to indicate negative numbers.

E. All questions should be answered in the context of the reporting period given in item 4.

Part I IDENTIFICATION OF U.S. AFFILIATE

1. Name and address of U.S. affiliate — An address label, if affixed, shows, among other things, the name and address of this U.S. affiliate, as known to BEA. If the name and address are correct, write "same" on the label below. If there are any changes in the name or address on the label, make the changes directly on the label. If no label has been affixed, enter the name and address in full, skip a single block between words.

1001	1	Name of U.S. Affiliate										2
1002	1	Street or P.O. Box										2
1003	1	City and State					ZIP Code					2
1004	1											2

2. Is more than 50 percent of the ownership interest in this U.S. affiliate owned by another U.S. affiliate of your foreign parent?

1005	1	<input type="checkbox"/> Yes
	2	<input type="checkbox"/> No

If the answer is "Yes" — Do not complete this report unless this affiliate qualifies for filing separately and has obtained permission from BEA to do so. Note, however, that nonbank affiliates of a bank affiliate must file separately regardless of the ownership interest; see **Instruction Booklet**, page 8. Otherwise, the report must reflect information and data for, and be filed in the name of, the fully consolidated U.S. business enterprise meeting the definition of U.S. affiliate. Please forward this Form BE-12 survey packet to the U.S. business enterprise owning your company to the extent of more than 50 percent, and notify BEA of the action taken by filing Form BE-12(X) with item 4(c) completed.

3. Enter Employer Identification Number(s) used by U.S. affiliate to file income and payroll taxes.

Primary											
1006	1										
Other											
	2										

4. REPORTING PERIOD

		Month	Day	Year
1007	1			

This U.S. affiliate's 1987 fiscal year ends on

5. Did the U.S. business enterprise become a U.S. affiliate during its 1987 fiscal year?

1008	1	<input type="checkbox"/> Yes
	2	<input type="checkbox"/> No

If the answer is "Yes" — Enter date U.S. business enterprise became a U.S. affiliate.

		Month	Day	Year
1009	1			

NOTE — For a U.S. business enterprise that became a U.S. affiliate during its 1987 fiscal year, the close FY 1986 data columns should all be zero.

6. Is the U.S. affiliate named in item 1 above separately incorporated in the United States, including its territories and possessions? — Mark (X) one

1030	1	<input type="checkbox"/> Yes
	2	<input type="checkbox"/> No

PENALTIES — Whoever fails to report may be subject to a civil penalty not exceeding \$10,000 and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both. (See Section 6 of the Act, 22 U.S.C. 3105.)

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — Enter name and address

CERTIFICATION — The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with III.M. of the **Instruction Booklet**, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official's signature

Print or type name and title

Date

TELEPHONE NUMBER Area code Number Extension

Part I IDENTIFICATION OF U.S. AFFILIATE – Continued

Direct ownership of U.S. affiliate named in item 1 — Percent of voting stock for an incorporated U.S. affiliate, or an equivalent interest for an unincorporated U.S. affiliate, owned: Directly by foreign parent(s) of this U.S. affiliate — If more than two, continue on a separate sheet. Name of each foreign parent	REPORTING PERIOD	
	Close FY 1987	Close FY 1986
	(1)	(2)
7. _____ 1031 . % . %	1	2
8. _____ 1032 . % . %	1	2
Directly by another U.S. affiliate(s) of foreign parent(s) — If more than two, continue on a separate sheet. Name of each other U.S. affiliate holding a direct interest in the U.S. affiliate identified in item 1 on page 1.		
9. _____ 1040 . % . %	1	2
10. _____ 1041 . % . %	1	2
11. Directly by other persons (do not list names) — Give percentage of direct interests held by all other persons _____ 1042 . % . %	1	2
TOTAL _____	100.0%	100.0%

Industry classification of fully consolidated U.S. affiliate (based on sales of gross operating revenues) — Enter the 3-digit international surveys industry (ISI) code(s) and the sales (as defined in item 16) associated with each code. If you use fewer than three codes, you must account for total sales. See the Guide to Industry and Foreign Trade Classifications for International Surveys and the Instruction Booklet, page 11.	ISI code (1)	Sales (2)			
		Bil.	Mil.	Thous.	Dols.
12. Enter code with largest sales _____ 1164 \$	1	2			
13. Enter code with 2nd largest sales _____ 1165	1	2			
14. Enter code with 3rd largest sales _____ 1166	1	2			
15. Sales not accounted for above _____ 1173	1	2			
16. TOTAL SALES — Gross sales minus returns, allowances, and discounts, or gross operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer and excise taxes levied directly on manufacturers, wholesalers, and retailers. — Equals sum of items 12 through 15 _____ 1174 \$	1	2			

BEA USE ONLY

1200	1	2	3	4	5
1201	1	2	3	4	5
1202	1	2	3	4	5
1203	1	2	3	4	5

Part II SELECTED FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE
Report all amounts in thousands of U.S. dollars.

Section A — BALANCE SHEET ITEMS	Balances close FY 1987 (1)			
	Bil.	Mil.	Thous.	Dols.
NOTE — Do not fully consolidate your foreign operations. Include equity investment in foreign affiliates, including branches, on an equity basis.				
17. Total assets _____ 2109 \$	1			
18. Total liabilities _____ 2114	1			
19. Total owners' equity _____ 2120 \$	1			
Section B — OTHER FINANCIAL AND OPERATING DATA	Amount (1)			
	Bil.	Mil.	Thous.	Dols.
20. Net income — After provision for U.S. Federal, State, and local income taxes _____ 2159 \$	1			
21. Total employee compensation for FY 1987 — Employee's gross earnings (before payroll deductions), all direct and in-kind payments by the employer to employees, and employer expenditures for all employee benefit plans, including those required by statute, such as employer's Social Security taxes, those resulting from collective bargaining contracts, and those that are voluntary. Compensation data should be based on payroll records. They should relate to activities during the reporting period regardless of whether such activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. See Instruction Booklet, page 12. _____ 2253	1			
22. Gross book value of land — Gross book value of all U.S. land owned at close of FY 1987 _____ 2360	1			
23. Expenditures for property, plant, and equipment for FY 1987 — Include expenditures for land, mineral rights, plant, equipment, and other property, irrespective of where carried on the balance sheet. Include the net book value of transfers in, and capitalized and expensed exploration and development expenditures. Do not include expenditures made in prior years that are reclassified in the current year. Do not net sales, other dispositions, or other charges against expenditures. _____ 2361	1			
NOTE — U.S. merchandise trade for FY 1987 must be reported on a "shipped" basis, irrespective of to or from whom the shipments were billed or "charged." The "charged" basis may be used only if there is no material difference between it and the "shipped" basis. See Instruction Booklet, page 12.				
24. TOTAL EXPORTS, INCLUDING CAPITAL GOODS — Shipped by U.S. affiliate to foreigners (valued f.a.s. U.S. port) in FY 1987. _____ 2502 \$	1			
25. TOTAL IMPORTS, INCLUDING CAPITAL GOODS — Shipped to U.S. affiliate by foreigners (valued f.a.s. foreign port) and received in FY 1987. _____ 2515 \$	1			
BEA USE ONLY _____ 2599	1			

Part II SELECTED FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued
 Report all amounts in thousands of U.S. dollars.

Section C — SCHEDULE OF EMPLOYEES, LAND, MINERAL RIGHTS, AND PROPERTY, PLANT, AND EQUIPMENT, BY LOCATION

Complete the schedule below for the three primary States in which the U.S. affiliate has reportable data. If the U.S. affiliate has activities in more than three States, report those three States for which the gross book value of all land and other property, plant, and equipment (column (5)) is largest. If column (5) is zero or insignificant, use the number of employees at yearend to determine the three primary States.

Land and other property, plant, and equipment covers all such items, whether carried as investments, in fixed asset accounts, or in other balance sheet accounts. Include land held for resale, held for

investment purposes, and all other land owned. Land and other property, plant, and equipment on capital lease from others should be included, but that on capital lease to others should be excluded.

Include all employees on the payroll at the end of FY 1987, including part-time employees. A count taken at some other date during the reporting period may be given provided it is a reasonable proxy for the number on the payroll at the end of FY 1987. See **Instruction Booklet**, page 11, concerning reporting when employment is subject to unusual variations.

STATE — Enter name	BEA USE ONLY (1)	Number of employees at close FY 1987	Acres of U.S. mineral rights owned or leased at close FY 1987 <i>Do not include acreage reported in column (4)</i>	All acres of U.S. land owned at close FY 1987	Gross book value of land, and other property, plant, and equipment, wherever carried on balance sheet, at close FY 1987		
		(2) Number	(3) Nearest whole acre	(4) Nearest whole acre	(5) Mil.	Thous.	Dols.
26. 2775	1	2	3	4	5		
27. 2776	1	2	3	4	5		
28. 2777	1	2	3	4	5		
29. Other States 2778	1	2	3	4	5		
30. TOTAL — Sum of items 26 through 29 2779	1	2	3	4	5		

Part III INVESTMENT AND TRANSACTIONS BETWEEN U.S. AFFILIATE AND FOREIGN PARENT AND BETWEEN U.S. AFFILIATE AND FOREIGN AFFILIATES OF THE FOREIGN PARENT (FAFP)

A separate Part III must be completed for each foreign parent that held a direct or indirect equity interest in the U.S. affiliate at any time during the reporting period. If a foreign parent holds both direct and indirect equity interests, then separate Part III's must be completed for each line

of ownership. Do not duplicate positions or transactions where multiple Part III's are filed. Use photocopies of Part III if more than one must be filed. At the top of the additional Part III, identify each with the name and the primary EI Number, shown in item 3, of the U.S. affiliate.

Section A — IDENTIFICATION OF FOREIGN PARENT AND ULTIMATE BENEFICIAL OWNER

31. Number of Part III's filed by the U.S. affiliate — If there is only one, enter "1."
 3010 1

32. Name of foreign parent that this Part III is for.
 3011 1

33. For the foreign parent named in item 32, this Part III is being used to report — Mark (X) one
 a. a direct equity interest in the U.S. affiliate (as reported in items 7 and 8)
 b. an indirect equity interest in the U.S. affiliate (as reported in items 9 and 10)

34. If item 33a is marked — Give percent of —

	Close FY 1987 (1)	Close FY 1986 (2)
a. voting rights owned	3014 . %	. %
b. equity interest owned	3015 . %	. %

NOTE — Sum of item 34a of all Part III's must equal items 7 and 8.

35. Country in which foreign parent named in item 32 —
 a. is incorporated or organized, if a business enterprise, or is a resident, if an individual. 3016 1
 b. is located, if the foreign parent is a business enterprise and the country is different from that in item 35a. 3017 1

36. Industry code of foreign parent named in item 32 — For a foreign parent that is a business enterprise, enter the code for the primary activity of the single entity named as the foreign parent in item 32.
 3018 1 — Secure industry code from list at the bottom of page 4.

37. Is the foreign parent named in item 32 the ultimate beneficial owner (UBO)? (See definitions in Instruction Booklet, page 6.)
 3019 1 Yes — If the foreign parent is a business enterprise, complete item 41; if an individual, SKIP to item 42.
 2 No — Continue with item 38.

38. Is the UBO an individual, or an associated group of individuals? (See Instruction Booklet, page 6.)
 3020 1 Yes — A name need not be given in item 39, but item 40 must be completed for the individual(s).
 2 No — Continue with item 39.

39. Name of UBO
 3021 1

40. Country of UBO named in item 39, or of the individual(s) if the answer to item 38 was "Yes."
 3022 1

41. Industry code of UBO — For a business enterprise, enter the code for the primary activity of the worldwide consolidation of the UBO.
 3023 1 — Secure industry code from list at the bottom of page 4.

Part III INVESTMENT AND TRANSACTIONS BETWEEN U.S. AFFILIATE AND FOREIGN PARENT AND BETWEEN U.S. AFFILIATE AND FOREIGN AFFILIATES OF THE FOREIGN PARENT (FAFP) — Continued

NOTE ▶ 1. Data reported in sections B, C, and D must be for the fully consolidated U.S. affiliate. See **Instruction Booklet**, page 7.
 2. If item 33b is marked, then only the following items in the rest of this Part III need be completed to report direct transactions or positions, if any, between the U.S. affiliate and the foreign parent or FAFP: 42, 43, 44, and 47 through 51. Do not duplicate data reported on other Part III's.

BANKS — Permanent debt and equity investment and related earnings, income, fees, and other items remitted or credited between the U.S. affiliate and the foreign parent, should be reported here on the appropriate lines. In order to avoid duplication in U.S. Government statistics, permanent debt investment (item 42), and owners' equity (item 45), and changes in these items, should not be reported on Treasury Department International Capital Forms. However, transactions and positions of the U.S. affiliate with foreign affiliates of the foreign parent should be reported on Treasury Department International Capital Forms rather than here.

Section B — INVESTMENT BETWEEN U.S. AFFILIATE AND FOREIGN PARENT NAMED IN ITEM 32, AND BETWEEN U.S. AFFILIATE AND FAFP, ACCORDING TO BOOKS OF THE U.S. AFFILIATE	BALANCE							
	Close FY 1987 (1)				Close FY 1986 (2)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
● BANK U.S. AFFILIATES								
42. Foreign parent's permanent debt investment in the U.S. affiliate — That part of long-term debt which is considered by the foreign parent named in item 32 to be permanent debt investment in the U.S. affiliate.	3055	\$			2	\$		
● NONBANK U.S. AFFILIATES								
43. Liabilities owed by U.S. affiliate to foreign parent named in item 32 and to FAFP — current and long-term	3056				2			
● ALL U.S. AFFILIATES								
44. Receivables due to U.S. affiliate from foreign parent named in item 32 and from FAFP — current and long-term	3057				2			
45. Foreign parent's share of total owners' equity — That portion of item 19 that is directly owned by the foreign parent named in item 32. Unincorporated U.S. bank affiliate: Report that part of the foreign parent's investment in the U.S. affiliate, other than permanent debt investment reported in item 42, which the foreign parent considers to be permanent invested equity capital, including unremitted income. This would normally consist of capital allocated to the affiliate, special reserves out of net income, and net income not yet distributed.	3063	\$			2	\$		
BEA USE ONLY								
DI position	3064	\$			2	\$		

Section C — PAYMENTS AND RECEIPTS OF DIVIDENDS, DISTRIBUTED EARNINGS, INTEREST, ROYALTIES AND LICENSE FEES, AND OTHER SERVICES BETWEEN U.S. AFFILIATE AND FOREIGN PARENT AND BETWEEN U.S. AFFILIATE AND FAFP	BALANCE							
	Payments or credits by U.S. affiliate to foreign parent and FAFP, net of U.S. tax withheld (1)				Receipts by or credits to U.S. affiliate from foreign parent and FAFP, net of foreign tax withheld (2)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
46. Dividends or distributed earnings — Dividends on common and preferred stock, excluding stock and liquidating dividends, or distributed earnings of unincorporated U.S. affiliate	3073	\$			2			
47. Interest — Include interest on capital leases. Banks should enter interest paid by U.S. affiliate on that part of the affiliate's long-term debt to the foreign parent which is considered to be permanent debt investment in the affiliate, item 42.	3076				2	\$		
48. Royalties, license fees, and other fees for the use or sale of intangible property	3077				2			
49. Charges for use of tangible property — Include rentals for operating leases of one year or less and net rent on operating leases of more than one year. Net rent is equivalent to the total lease payment less the return of capital (depreciation) component. Include film and television tape rentals.	3082				2			
50. Sales of services and allocated expenses — Include receipts or payments for services, and reimbursements for management, professional, technical, or other services whether or not included in sales or gross operating revenues of the provider of the services, and allocated expenses, such as R&D assessments.	3083				2			
51. TOTAL — Sum of items 46 through 50	3084	\$			2	\$		

Section D — FOREIGN PARENT'S EQUITY IN U.S. AFFILIATE'S NET INCOME	Amount (1)			
	Bil.	Mil.	Thous.	Dols.
52. Foreign parent's direct equity in U.S. affiliate's net income (loss) after provision for U.S. Federal, State, and local income taxes — Enter the foreign parent's share of item 20 based on the foreign parent's percentage of direct equity (item 34b) in the U.S. affiliate during FY 1987.	3085	\$		

- FOREIGN PARENT INDUSTRY CODES**
- 01 Government and government-owned or -sponsored enterprise, or quasi-government organization or agency
 - 02 Pension fund — Government run
 - 03 Pension fund — Privately run
 - 04 Estate, trust, or nonprofit organization
 - 05 Individual
 - Private business enterprise, investment organization, or group engaged in:
 - 06 Petroleum and natural gas: exploration, development and extraction; oil and gas field services; refining; transport; storage; and wholesale and retail trade (ISI codes 133, 138, 291, 292, 299, 441, 461, 470, 517, and 554)

- NOTE** — All industries listed below exclude petroleum subindustries included in "Petroleum and natural gas," as defined above.
- 07 Agriculture (ISI codes 010—090)
 - 08 Mining (ISI codes 101—108, 120, and 140)
 - 09 Construction (ISI code 150)
 - 10 Manufacturing, including fabricating, assembly, and processing (ISI codes 201—289, 305—390)
 - 11 Transportation, communication, and public utilities (ISI codes 401, 449, 450, 462, 472, 477, 481, 483, and 490)
 - 12 Wholesale and retail trade (ISI codes 501—515, 519, 530, 540, 560, 580, and 590)
 - 13 Banking (including bank holding companies) (ISI code 600)
 - 14 Holding companies (ISI code 671)
 - 15 Other finance and insurance (ISI codes 603, 612, 631, 632, 639, and 679)
 - 16 Real estate — Including investing or engaging in real estate as an operator, manager, lessor, agent, or broker (ISI code 650)
 - 17 Services (ISI codes 124, 148, and 700—890)

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

**BENCHMARK SURVEY
OF FOREIGN DIRECT
INVESTMENT IN THE
UNITED STATES — 1987
DETERMINATION OF
REPORTING STATUS**

**MAIL
REPORTS
TO**

**U.S. Department of Commerce
Bureau of Economic Analysis
BE-50 (BF)
Washington, DC 20230**

OR

**DELIVER
REPORTS
TO**

**U.S. Department of Commerce
Bureau of Economic Analysis
BE-50 (BF), Room 608
1401 K Street, N.W.
Washington, DC 20005**

NOTE — A single original copy of this report shall be filed with the Bureau of Economic Analysis; this should be the copy with the address label if such a labeled copy has been provided.

INSTRUCTIONS

Response required — This publication in the Federal Register of the notice implementing this survey is considered legal notice to covered U.S. business enterprises of their obligation to report. Therefore, a response is required for each U.S. business enterprise that was a U.S. affiliate of a foreign person at the end of the business enterprise's 1987 fiscal year, whether or not they are contacted by BEA. A U.S. affiliate is a U.S. business enterprise in which one foreign person owned or controlled, directly or indirectly, 10 percent or more of the voting securities if an incorporated U.S. business enterprise, or an equivalent interest if an unincorporated U.S. business enterprise. Also, a person, or their agent, contacted by BEA concerning their being subject to reporting, either by sending them a report form or by written inquiry, must respond in writing pursuant to section 806.4 of 15 CFR, Chapter VIII. This may be accomplished by completing and returning this Form BE-12(X) within 30 days of its receipt, and, in addition, if item 1 or 2 at the right is checked, by completing and returning Form BE-12(LF) or Form BE-12(SF) (whichever is applicable) by May 31, 1988.

Definitions and reporting requirements — See the **Instruction Booklet**.

Consolidated reporting — A U.S. affiliate shall file on a fully consolidated basis, including in the full consolidation all other U.S. affiliates in which it directly or indirectly owns more than 50 percent of the outstanding voting securities. The fully consolidated entity is considered to be one U.S. affiliate. See **Instruction Booklet**, page 7. Reporting criteria are applied to the consolidated entity.

Aggregation of real estate investments — All real estate investments of a foreign person must be aggregated for the purpose of applying the reporting criteria. A single report form must be filed to report the aggregate holdings, unless permission has been received from BEA to do otherwise. Those holdings not aggregated must be reported separately. See **Instruction Booklet**, pages 5 and 9.

Fiscal year — The U.S. affiliate's 1987 fiscal year is defined to be the affiliate's financial reporting year that has an ending date in calendar year 1987.

Assistance — Telephone (202) 523-0547 during office hours — 8:00 a.m. to 4:00 p.m. eastern time.

NOTE

18 U.S.C. 1001 (Crimes and Criminal Procedure) makes it a criminal offense to make a willfully false statement or representation to any department or agency of the United States as to any matter within its jurisdiction. Any officer, director, employee, or agent of any corporation who knowingly participates in a willful failure to report, upon conviction, may be punished by a fine, imprisonment, or both (22 U.S.C. 3105).

**PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS
REPORT** — Enter name and address

TELEPHONE NUMBER Area code Number Extension

BEA USE ONLY Control number

MANDATORY — This survey is being conducted pursuant to the International Investment and Trade In Services Survey Act (P.L. 94 — 472, 90 Stat. 2059, 22 U.S.C. 3101 to 3108, as amended by P.L. 98 — 573 — hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY — The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used only for analytical or statistical purposes and CANNOT be used for purposes of taxation, investigation, or regulation. The Act also provides that copies retained in your files are immune from legal process.

Name and address of U.S. affiliate — An address label, if affixed, shows, among other things, the name and address of this U.S. affiliate, as known to BEA. If the name and address are correct, write "same" on the label below. If there are any changes in the name or address on the label, make the changes directly on the label. If no label has been affixed, enter the name and address in full; skip a single block between words.

1001 1 _____ ← BEA USE ONLY → _____ 2

Name of U.S. Affiliate
1002 1 _____

Street or P.O. Box
1003 1 _____

City and State
1004 1 _____ ZIP Code _____

Mark (X) one and answer applicable questions.

1. This U.S. business enterprise was a U.S. affiliate of a foreign person at the end of its 1987 fiscal year and is filing a Form BE-12(LF) because it is not a bank or bank holding company and, on a fully consolidated, or, in the case of real estate investments, an aggregated, basis, one or more of the following three items for the U.S. affiliate (not the foreign parent's share) exceeded \$20 million (positive or negative) at the end of, or for, its 1987 fiscal year:

- (a) Total assets (do not net out liabilities)
(b) Sales or gross operating revenues, excluding sales taxes, or
(c) Net income after provision for U.S. income taxes.

If item 1 is marked — This Form BE-12(X) must be completed (including the certification below) and filed within 30 days of the date it was received. In addition, Form BE-12(LF) must be completed and filed by May 31, 1988.

2. This U.S. business enterprise was a U.S. affiliate of a foreign person at the end of its 1987 fiscal year and is filing a Form BE-12(SF) because:

- (a) On a fully consolidated, or, in the case of real estate investments, an aggregated, basis, one or more of the following three items for the U.S. affiliate (not the foreign parent's share) exceeded \$1 million (positive or negative), but no one item exceeded \$20 million (positive or negative) at the end of, or for, its 1987 fiscal year:

- (1) Total assets (do not net out liabilities)
(2) Sales or gross operating revenues, excluding sales taxes, or
(3) Net income after provision for U.S. income taxes.

- (b) The U.S. affiliate is a bank or a bank holding company, and one or more of the following three items for the U.S. affiliate (not the foreign parent's share) exceeded \$1 million (positive or negative) at the end of, or for, its 1987 fiscal year:

- (1) Total assets (do not net out liabilities)
(2) Sales or gross operating revenues, excluding sales taxes, or
(3) Net income after provision for U.S. income taxes.

If either item 2(a) or (b) is marked — This Form BE-12(X) must be completed (including the certification below) and filed within 30 days of the date it was received. In addition, Form BE-12(SF) must be completed and filed by May 31, 1988.

3. This U.S. business enterprise was a U.S. affiliate of a foreign person at the end of its 1987 fiscal year, but is exempt from filing a Form BE-12(LF) or Form BE-12(SF) because, on a fully consolidated, or in the case of real estate investments, an aggregated, basis, each of the following three items for the U.S. affiliate (not the foreign parent's share) did not exceed \$1 million (positive or negative) at the end of, or for, its 1987 fiscal year:

- (a) Total assets (do not net out liabilities)
(b) Sales or gross operating revenues, excluding sales taxes, and
(c) Net income after provision for U.S. income taxes.

Enter value or amount for each of the following four items.

	Amount			
		Bil.	Mil.	Thous.
Total assets — Do not net out liabilities.	2109	\$		
Sales or gross operating revenues, excluding sales taxes — Do not give gross margin.	2149			
Net income after provision for U.S. income taxes	2159			
Number of acres of U.S. land owned	2354		1	

Also complete the following.

Country of foreign parent 3016 1 _____
Country of ultimate beneficial owner — See **Instruction Booklet**, page 6. 3022 1 _____

If item 3 is marked — No Form BE-12(LF) or Form BE-12(SF) must be filed at this time. However, this Form BE-12(X), including the certification below, must be filed within 30 days of the date it was received.

If claim is disallowed, the original due date of the BE-12 remains in force.

CERTIFICATION — The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with III.M. of the **Instruction Booklet**, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official's signature _____

Print or type name and title _____ Date _____

4. This U.S. business enterprise is exempt from filing a Form BE-12(LF) or a Form BE-12(SF) because:

(a) This U.S. business enterprise was not a U.S. affiliate of a foreign person at any time during its 1987 fiscal year but had been a U.S. affiliate of a foreign person at some time between January 1, 1980 and the beginning of its 1987 fiscal year.

Give date foreign ownership ceased or went below 10 percent.

	Month	Year
7010	1	

(b) This U.S. business enterprise was not a U.S. affiliate of a foreign person at any time during its 1987 fiscal year and was not a U.S. affiliate of a foreign person at any time since January 1, 1980.

(c) This U.S. business enterprise was a U.S. affiliate of a foreign person during its 1987 fiscal year but is fully consolidated into the BE-12 report for another U.S. affiliate — In the blocks below, give name, address, and BEA Identification Number of consolidated U.S. affiliate that is reporting to BEA (skip a single block between words):

Name

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Street or P.O. Box

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

City and State ZIP Code

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

BEA Identification Number

7011	1		
------	---	--	--

(d) The U.S. business enterprise is not subject to the reporting requirements because the owners are citizens of the United States who are resident abroad as a result of official employment by the U.S. Government (including the immediate family of such persons), or the owners have been and expect to be resident abroad for less than one year.

(e) This U.S. business enterprise was a U.S. affiliate of a foreign person at the beginning of its 1987 fiscal year, but ceased to be a U.S. affiliate before the end of its 1987 fiscal year.

Give date foreign ownership ceased or went below 10 percent.

	Month	Year
7012	1	

(f) This U.S. business enterprise is a U.S. affiliate of a foreign person, but it became a U.S. affiliate after the end of the U.S. business enterprise's 1987 fiscal year. Complete items (1) and (2) below.

(1) Give date when the U.S. business enterprise became a U.S. affiliate of a foreign person, and

	Month	Year
7013	1	

(2) Give the ending date of the U.S. business enterprises' 1987 fiscal year. See **Instruction Booklet**, page 6.

	Month	Year
7014	1	

Note that a Form BE-13 should have been filed to reflect the acquisition.

If item 4(a), (b), (c), (d), (e), or (f) is marked — No Form BE-12(LF) or Form BE-12(SF) must be filed at this time. However, this form BE-12(X), including the certification at the bottom of page 1, must be filed within 30 days of the date it was received.

If claim is disallowed, the original due date of the BE-12 remains in force.

PENALTIES — Whoever fails to report may be subject to a civil penalty not exceeding \$10,000 and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both (See Section 6 of the Act, 22 U.S.C. 3105.)