

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

**17-21** Not Applicable.

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

**General** - The manufactured products and services listed below are generally made in your industry. If you make products that are not listed, describe and report them in the "All other products made in this establishment" section at the end of **22**. PLEASE DO NOT COMBINE PRODUCT LINES.

If quantities are requested, please use the unit of measure specified.

If the information as requested cannot be taken directly from your book records, REASONABLE ESTIMATES ARE ACCEPTABLE.

**Valuation of Products** - Report the value of the products shipped and services performed at the net selling value, f.o.b. plant to the customer; i.e., after discounts and allowances, and exclusive of freight charges and excise taxes.

If you transfer products to other establishments within your company, you should assign the full economic value to the transferred products; i.e., include all direct costs of production and a reasonable proportion of all other costs and profits.

**Contract Work** - Report PRODUCTS MADE BY OTHERS FOR YOU FROM YOUR MATERIALS on the specific lines as if they were made in this establishment. On another line, do not report on the specific product lines PRODUCTS THAT YOU MADE FROM MATERIALS OBTAINED FROM OTHERS. Report only the amount that you received for "commission or contract receipts" under Census code 999899 2000.

**Resales** - Do not report on the specific product lines those PRODUCTS BOUGHT AND SOLD OR TRANSFERRED FROM OTHER ESTABLISHMENTS OF YOUR COMPANY AND SOLD WITHOUT FURTHER MANUFACTURE. Report only a value under Census code 999899 1000, "Resales."

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**Special Reporting Instructions and Definitions -**

**TREATING** - Includes the activities of calcining, dead burning, or otherwise processing minerals and earths beyond beneficiation.

**BENEFICIATING** - Includes the activities of crushing, grinding, pulverizing, washing, screening, or sizing minerals or earths.

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts				
					Quantity	Value, f.o.b. plant			
						\$ Bil.	Mil.	Thou.	
	0734	0730	0736	0733	0732	0731			
<b>1</b>	Minerals and earths, ground or treated Lightweight aggregate Treated lightweight aggregate (diatomaceous earth, expanded clay, expanded slag, cinders, perlite, haydite, pumice, etc.)	327992 0415							
<b>2</b>	Crushed slag . . . . .	327992 0421							
<b>3</b>	Clays, minerals, and earths Treated clays, artificially activated with acid or other materials . . . . .	327992 0521							
<b>4</b>	Mined bentonite (including mined and/or basic preparation for transport) . . . . .	212325 2100	↑ short tons ↓						
<b>5</b>	Mined fire clay (including mined and/or basic preparation for transport) . . . . .	212325 4100							

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CONTINUE WITH **22** ON PAGE 12

CONTINUE ON PAGE 12

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts				
					Quantity	Value, f.o.b. plant			
						\$ Bil.	Mil.	Thou.	
0734		0730	0736	0733	0732	0731			
<b>6</b>	Minerals and earths, ground or treated - Continued	212325 6100	↑	short tons					
	Clays, minerals, and earths - Continued								
	Mined fuller's earth (including mined and/or basic preparation for transport) . . . . .								
	Mined common (miscellaneous) clay and shale (including mined and/or basic preparation for transport) . . . . .								
	Mined kaolin (including mined and/or basic preparation for transport) . . . . .								
	Mined ball clay (including mined and/or basic preparation for transport) . . . . .								
	Mined feldspar (including mined and/or basic preparation for transport) . . . . .								
	Other mined clay, ceramic, and refractory minerals (including magnesite and brucite, mined and/or basic preparation for transport) (Specify kind) ↘								
	Minerals or earths, mined and/or beneficiated								
	Gypsum . . . . .								
	Talc, soapstone, and pyrophyllite . . . . .								
Mica . . . . .									
Diatomite . . . . .									
Pumice and pumicite . . . . .									

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32717126



CONTINUE WITH **22** ON PAGE 13

CONTINUE ON PAGE 13

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
	Minerals or earths, mined and/or beneficiated - Continued		↑ short tons ↓					
17	Peat . . . . .	212399 8151						
18	Perlite . . . . .	212399 8162						
	Other minerals or earths, ground or treated							
19	Exfoliated vermiculite aggregate . . . . .	327992 0611						
20	Refractory magnesia (including dead-burned magnesia or magnesite)	327992 0630						
21	Graphite, refined or blended . . . . .	327992 0653						
22	Barite . . . . .	212393 2100	short tons					
23	Other exfoliated vermiculite (including loose fill insulation, acoustical, etc.) . . . . .	327992 0621						
	All other nonmetallic minerals (including natural abrasives, shell and native asphalt and bitumens) (Specify kind) ↴							
24		212399 8195	short tons					
	Other treated minerals and earths (including feldspar, mica, roofing, granules, etc.) (including heat treated, chemical treated, and other manufacturing processes) (Specify kind) ↴							
25		327992 0667						
26	Chemical, technical, and industrial potteryware and all other pottery products (including pyrometric cones, veritas rings, etc.) . . . . .	327112 5149						

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32717134



CONTINUE WITH 22 ON PAGE 14

CONTINUE ON PAGE 14

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts				
					Quantity	Value, f.o.b. plant			
						\$ Bil.	Mil.	Thou.	
	0734	0730	0736	0733	0732	0731			
<b>27</b>	Miscellaneous metal ores and concentrates (including antimony, bauxite, beryllium, mercury, rare-earth metals, tin, and titanium) <i>(Specify kind)</i> ↴  	212299 7100							
<b>28</b>	All other products made in this establishment <i>(Specify and report each product with sales value of \$50,000 or more that cannot be assigned to one of the pre-listed products and services. For all remaining products write "Other" and report single total value.)</i>  	18							
<b>29</b>		26							
<b>30</b>		34							
<b>31</b>		42							
<b>32</b>		59							
<b>33</b>		67							
<b>34</b>	Contract work - Receipts for work done for others on their materials <i>(Specify products worked on and kind of work.)</i> ↴  	999899 2000							
<b>35</b>	Resales - Sales of products bought and sold without further manufacture, processing, or assembly <i>(The cost of such items should be reported in 16, line A2.)</i> . . . . .	999899 1000							

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32717142



CONTINUE WITH **22** ON PAGE 15

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
<b>36</b>	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.) . . . . .	999899 9000						
<b>37</b>	<b>TOTAL</b> (Should equal total reported in <b>5</b> ) . . . . .	770000 0000						

**23-25** Not Applicable.

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**26** SPECIAL INQUIRIES

**A. PURCHASE OF CONTRACT MANUFACTURING**

1. Did this establishment **purchase** contract manufacturing services from other companies or foreign plants of your company in 2012?

**Include:**

- Products for which the manufacturing (i.e., transforming or otherwise processing materials or components based on specifications provided by your company) was outsourced to other companies.
- Products for which the manufacturing was performed by your company's foreign plants.

**Exclude:**

- Services for packaging and assembling.
- Purchases of merchandise for resale (sale of products bought and sold without further processing or transformation).

1011  Yes - Go to line 2

1012  No - Go to **B**

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2. Report the costs incurred by this establishment for contract manufacturing purchases in 2012. . . . . 1013

2012		
\$ Bil.	Mil.	Thou.
[ ] [ ] [ ]	[ ] [ ] [ ] [ ]	[ ] [ ] [ ] [ ]

3. Report the value of sales, shipments, receipts, or revenue generated in 2012 from products whose purchases were reported as contract manufacturing costs in line 2 . . . . . 1015

2012		
\$ Bil.	Mil.	Thou.
[ ] [ ] [ ]	[ ] [ ] [ ] [ ]	[ ] [ ] [ ] [ ]

**B. RECEIPTS FROM CONTRACT MANUFACTURING**

1. Did this establishment **provide** contract manufacturing services to others in 2012 (*regardless of materials ownership*)?

**Include:**

- Products manufactured at this location (i.e., transforming or otherwise processing materials or components based on specifications provided by the contracting company).
- Products manufactured and transferred to other plants of your company.
- Products manufactured and exported.

**Exclude:**

- Services for packaging and assembling.
- Sales of products purchased and sold without further processing or transformation.

1017  Yes - Go to line 2

1018  No - Go to **C**

2. Report the value of sales, shipments, receipts, or revenue generated in 2012 from contract manufacturing performed at this location for others (**regardless of materials ownership and based on specifications provided by the contracting company**) . . . . . 1019

2012		
\$ Bil.	Mil.	Thou.
[ ] [ ] [ ]	[ ] [ ] [ ] [ ]	[ ] [ ] [ ] [ ]

Please describe the product(s) being manufactured for others at this establishment. ↴

1020

CONTINUE WITH **26** ON PAGE 17

32717167

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**26** SPECIAL INQUIRIES - Continued

**C. MINING OPERATIONS**

**1.** Did you mine the materials used to manufacture the products reported in item **22** at this location?

8011  Yes - Go to line 2

8012  No - Go to **30**

**2.** Report the quantity of minerals mined at this mine or pit whether sold, transferred, added to inventories, or used in further processing

**a.** Mined (including mined and/or basic preparation for transport)

	Mark <sup>SM</sup> if None	Quantity Mined for all purposes	
<b>(1)</b> Kaolin . . . . .	<input type="checkbox"/>	<input type="text"/>	short tons
<b>(2)</b> Ball clay . . . . .	<input type="checkbox"/>	<input type="text"/>	short tons
<b>(3)</b> Fire clay . . . . .	<input type="checkbox"/>	<input type="text"/>	short tons
<b>(4)</b> Bentonite . . . . .	<input type="checkbox"/>	<input type="text"/>	short tons
<b>(5)</b> Fuller's earth . . . . .	<input type="checkbox"/>	<input type="text"/>	short tons
<b>(6)</b> Feldspar . . . . .	<input type="checkbox"/>	<input type="text"/>	short tons
<b>(7)</b> Common (miscellaneous) clay and shale . . . . .	<input type="checkbox"/>	<input type="text"/>	short tons
<b>(8)</b> Other clay, ceramic, and refractory minerals (including magnesite and brucite) . . . . .	<input type="checkbox"/>	<input type="text"/>	short tons

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CONTINUE WITH **26** ON PAGE 18

32717175



**26** SPECIAL INQUIRIES - Continued

**b.** Minerals or earths, mined and/or beneficiated

Mark "X" if None

Quantity Mined for all purposes

(1) Diatomite . . . . . 8018

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

short tons

(2) Gypsum . . . . . 8034

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

short tons

(3) Mica . . . . . 8019

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

short tons

(4) Peat . . . . . 8023

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

short tons

(5) Perlite . . . . . 8024

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

short tons

(6) Pumice and pumicite . . . . . 8025

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

short tons

(7) Talc, soapstone, and pyrophyllite . . . . . 8049

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

short tons

(8) All other nonmetallic minerals (including natural abrasives, shell and native asphalt and bitumens) . . . . . 8053

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

short tons

**c.** Barite . . . . . 8054

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

short tons

**3.** Report the wages paid and hours worked by mine or pit workers at the mine or pit operated at the same location as the manufacturing plant

Mark "X" if None

2012	
Amount	
\$ Mil.	Thou.
<input type="checkbox"/>	<input type="checkbox"/>

**a.** Wages paid to workers at mine or pit (as reported in 7 part B) . . . . . 8031

Mark "X" if None

2012	
Hours	
Thou.	
<input type="checkbox"/>	<input type="checkbox"/>

**b.** Worker-hours at mine or pit (as reported in 7 part D) . . . . . 8032

Mark "X" if None

2012	
Amount	
\$ Mil.	Thou.
<input type="checkbox"/>	<input type="checkbox"/>

**4.** Report the cost of supplies, fuels, electric energy, and contract work for this mine or pit (reported in 15) . . . . . 8033

**27-29** Not Applicable.

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

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**30 CERTIFICATION** - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

Yes

No - Enter time period covered →

FROM	Month	Year	TO	Month	Year
	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>

Name of person to contact regarding this report

Title

Area code	Number	Extension
<input type="text"/>	<input type="text"/>	<input type="text"/>

Area code	Number
<input type="text"/>	<input type="text"/>

E-mail address

Date completed	Month	Day	Year
	<input type="text"/>	<input type="text"/>	<input type="text"/>

**Thank you for completing your 2012 ECONOMIC CENSUS form.  
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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