

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

**17** DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES

**General** - The materials, parts, and supplies listed below are those commonly consumed in the manufacture, processing, or assembly of the products listed in **22**. Please review the entire list and report separately each item consumed. Leave blank if you do not consume the item. If you use materials, parts, and supplies that are not listed, describe and report them in the "Cost of all other materials . . ." at the end of this section. If you consumed less than \$25,000 of a listed material, include the value with "Cost of all other materials . . ." Census material code 009700 99.

Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.

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

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

**Valuation of Materials Consumed** - The value of the materials, etc., consumed should be based on the delivered cost; i.e., the amount paid or payable after discounts and including freight and other direct charges incurred in acquiring the materials.

Materials received from other plants within your company should be reported at their full economic value (the value assigned by the shipping plant, plus the cost of freight and other handling charges).

If purchases or transfers do not differ significantly from the amounts actually put into production, you may report the cost of purchases or transfers. However, if consumption differs significantly from the amounts purchased or transferred, these amounts should be adjusted for changes in the materials and supplies inventories by adding the beginning inventory to the amount purchased or transferred and subtracting ending inventory.

**Contract Work** - Include as materials consumed those you purchased for use by others making products for you under contract. Amounts paid to the companies doing the contract work should be reported in **16**, line A5, and should include freight in and out. On the other hand, materials owned by others but used at this establishment in making products for others under contract or on commission should be excluded.

**Resales** - Cost for products bought and sold or transferred from other establishments of your company and sold without further manufacture, processing, or assembly should be reported in **16**, line A2, not in **17**. The value of these products shipped by this establishment should be reported in **22** under Census product code 999899 1000, "Resales."

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Line No.	Materials, parts, and supplies	Census material code	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in)		
			\$ Bil.	Mil.	Thou.
0634		0630	0631		
<b>1</b>	Integral horsepower electric motors and generators (1 hp or more)	335312 21			
<b>2</b>	Fractional horsepower electric motors and generators (less than 1 hp) (including timing motors)	335312 29			
<b>3</b>	Fluid power products, hydraulic and pneumatic (including pumps, valves, cylinders and rotary actuators, hose and tube fittings, and filters)	330000 67			
<b>4</b>	Electrical transmission, distribution, and control equipment	330000 63			
<b>5</b>	Printed circuit assemblies, loaded boards, and modules (printed circuit boards with inserted electronic components)	334418 01			
<b>6</b>	Transducers, electrical or electronic input or output	334419 05			
<b>7</b>	Components for electronic circuitry				
	Power supply units (including battery packs)	335000 88			
<b>8</b>	Connectors	334417 00			

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**17** DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES - Continued

Line No.	Materials, parts, and supplies	Census material code	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in)		
			\$ Bil.	Mil.	Thou.
0634		0630	0631		
Components for electronic circuitry - Continued					
9	Resistors . . . . .	334415 00			
10	Capacitors . . . . .	334414 00			
11	Semiconductors (including transistors, diodes, rectifiers, and integrated circuits) . . . . .	334413 00			
12	Printed circuit boards (without inserted components) . . . . .	334412 00			
13	Current-carrying wiring devices . . . . .	335931 01			
Purchased electronic computer and peripheral equipment					
14	Computers . . . . .	334111 01			
15	Computer terminals . . . . .	334113 00			
16	Peripheral input devices (including keyboards, mouse devices, track balls, etc.) . . . . .	334119 03			
17	Peripheral storage devices . . . . .	334112 00			
18	Peripheral printers . . . . .	334119 05			
19	Software . . . . .	334611 00			
20	Other electronic computer and peripheral equipment ( <i>Specify kind</i> ) ↴ <input type="text"/>	334110 07			
21	Photographic and projection lenses and prisms . . . . .	333314 05			
22	Insulated copper wire and cable (including magnet wire) . . . . .	331422 02			
23	Other heat transfer equipment (refrigeration compressors, compressor units, condensing units, etc.) ( <i>Specify kind</i> ) ↴ <input type="text"/>	330000 61			

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**17** DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES - Continued

Line No.	Materials, parts, and supplies	Census material code	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in)		
			\$ Bil.	Mil.	Thou.
0634		0630	0631		
24	Metal pipe, valves, and pipe fittings (excluding plumbers' and forgings)	332900 01			
25	Iron and steel castings (rough and semifinished)	331000 01			
26	Nonferrous (aluminum, copper, etc.) castings (rough and semifinished)	335200 01			
27	Sheet metal products (including stampings) (excluding enclosures)	332000 03			
28	Steel sheet and strip (including tinplate)	331000 22			
29	Steel, aluminum, and other metal electronic enclosures	332322 01			
30	All other steel shapes and forms	331000 00			
31	Nonferrous shapes and forms (excluding castings, forgings, and fabricated metal products)	331001 02			
32	All other fabricated metal products (including forgings and castings) (excluding sheet metal products)	332000 18			
33	Fabricated plastics products (including enclosures)	326190 32			
34	Plastics products consumed in the form of sheets, rods, tubes, film, and other shapes	326100 13			
35	Plastics packaging film and sheet (including laminated)	326112 05			
36	Plastics resins consumed in the form of granules, pellets, powders, liquids, etc.	325211 05			
37	Paper and paperboard products (including paperboard boxes, containers, and corrugated paperboard)	322000 01			
38	Wood boxes, pallets, skids, and containers (including combination wood and paperboard)	321920 04			
39	Polyurethane packaging foam products	326150 20			
40	Paints, varnishes, stains, lacquers, shellacs, japans, enamels, and allied products	325510 02			

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**17** DETAILED COST OF MATERIALS, PARTS, AND SUPPLIES - Continued

Line No.	Materials, parts, and supplies	Census material code	Consumption of purchased materials and of materials received from other establishments of your company		
			Cost, including delivery cost (freight-in)		
			\$ Bil.	Mil.	Thou.
0634		0630	0631		
<b>41</b>	Cost of all other materials and components, parts, containers, and supplies consumed ( <i>Specify the principal materials, etc., included in this value.</i> ) 7	009700 99			
<b>42</b>	<b>TOTAL</b> ( <i>Should equal total reported in 16, line A1</i> ) . . . . .	771000 00			

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**18** Not Applicable.

**19** TYPE OF OPERATION

**A. Type of business (Mark "X" the ONE that best describes your principal kind of business.)**

**Manufacturer**

- 0620 494  Making computers or other peripheral equipment from components that you manufactured at this location or obtained from other units of your company
- 496  Assembling computers or other peripheral equipment from components that you purchased (including final assembly and testing of computers)
- 498  Other types of assembly/manufacturing operations (including providing extension, upgrades, expansions, printed circuit assembly manufacture, and similar operations) (*Describe in "Remarks" section of this form.*)

**Systems integrator**

- 500  Developing or modifying software and "bundling" software with computer equipment and/or peripheral equipment for computers to create an integrated system
- 502  Selling purchased computer hardware and software as an integrated system (including "in-house" or "in-company" systems integration sold to outside parties)
- 504  Other types of operations (including value-added resellers, third party vendors, and other types of system integrators) (including noncomputer) (*Describe in "Remarks" section of this form.*)

**Other type of business**

- 506  Buying and reselling products to other businesses and governments without arranging for further processing (including marketing of purchased computer software) (wholesaler or dealer)
- 508  Buying and reselling products primarily to individuals for personal use without arranging for further processing (including marketing of purchased computer software) (retailer)
- 510  Providing design and engineering services on a contract or fee basis (*Describe in "Remarks" section of this form.*)
- 512  Performing research and development for your own account (including "start-up operations")

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19 TYPE OF OPERATION - Continued

Other type of business - Continued

- 0620 514  Performing research and development on a contract basis for others
- 516  Other types of business (Describe in "Remarks" section of this form.)

B. Operations performed (Mark "X" ALL that apply only if you reported 494-504 above.)

- 518  Assembling and/or final testing of finished computers and/or peripheral equipment
- 520  Manufacturing printed circuit boards or assemblies, semiconductor devices, and other electronic components (including integrated microcircuit packages, etc.)
- 522  Performing system integration, value-added reselling, third-party vending, "in-house" or "in-company" systems integration selling, and other computer-related services
- 524  Custom computer programming
- 526  Packaged computer software design
- 528  Buying and selling products without arranging for further processing, either to other businesses and governments or to individuals for personal use
- 530  Performing other operations (Specify kind) ↴

Empty rectangular box for specifying other operations.

0621

20 and 21 Not Applicable.

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**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 the other hand, do not report on the specific product lines PRODUCTS THAT YOU MADE FROM MATERIALS OWNED BY OTHERS. Report only the amount that you received for "commission or contract receipts" under Census 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, i.e., resales.

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Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity	Products shipped and other receipts			
					Value, f.o.b. plant			
					\$ Bil.	Mil.	Thou.	
0734		0730	0736	0732	0731			
<b>1</b>	Service industry machinery Electronic teaching machines, teaching aids, trainers, and simulators (including kits) . . . . .	333319 7100						
<b>2</b>	Automotive maintenance equipment (sold separately) (including frame, body and wheel alignment equipment, wheel balancing equipment, and brake service equipment) (excluding handtools) . . . . .	333319 5115						
<b>3</b>	Parts and attachments for automotive maintenance equipment (sold separately) (excluding handtools) . . . . .	333319 5231						
<b>4</b>	Commercial cooking equipment (including parts and attachments) Non electric cooking and food-warming equipment (including ranges, deep fat fryers, griddles, toasters, coffee urns, pressure cookers, etc.) (excluding parts and accessories) . . . . .	333319 1112						
<b>5</b>	Electric cooking and food-warming equipment (including ranges, deep fat fryers, griddles, toasters, coffee urns, pressure cookers, etc.) (excluding parts and accessories)	333319 1211						
<b>6</b>	Parts and accessories for commercial cooking and food-warming equipment . . . . .	333319 1391						

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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	Products shipped and other receipts				
				Quantity	Value, f.o.b. plant			
					\$ Bil.	Mil.	Thou.	
0734		0730	0736	0732	0731			
7	Service industry machinery - Continued Vacuum cleaners (including parts and attachments) Commercial and industrial portable vacuum cleaners . . . . .	333319 3101						
8	Commercial and industrial central vacuum cleaner systems (including parts and attachments) . . . . .	333319 3221						
9	Parts and attachments for commercial and industrial portable vacuum cleaners . . . . .	333319 3101						
10	Floor sanding, scrubbing, and carpet cleaning equipment Commercial and industrial floor sanding and scrubbing machines . . . . .	333319 A526						
11	Commercial and industrial carpet cleaning equipment (including sweepers) (excluding vacuum cleaners) . . . . .	333319 A531						
12	Other commercial and industrial floor and carpet cleaning machines (including waxing and polishing machines) (excluding vacuum cleaners) (Specify kind) ↴  	333319 A541						
13	Instantaneous service industry water heaters (including parts) . . . . .	333319 A401						
14	All other service industry water heaters (including parts), more than 120 gallons (454.2 liters) capacity (Specify kind) ↴  	333319 A406						
15	Industrial water softeners . . . . .	333319 A411						
16	Farm, household, and commercial water softeners . . . . .	333319 A416						
17	Conveyor-type commercial dishwashing machines . . . . .	333319 A446						

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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	Products shipped and other receipts				
				Quantity	Value, f.o.b. plant			
					\$ Bil.	Mil.	Thou.	
0734		0730	0736	0732	0731			
	Service industry machinery - Continued							
18	All other commercial dishwashing machines (Specify kind) ↴  	333319 A451						
19	Commercial car, truck, and bus washing machinery and equipment .	333319 A478						
20	Sewage treatment equipment (including pipe and drain cleaning equipment) Distilling or rectifying (excluding pipe and drain cleaning equipment) . . . . .	333319 A461						
21	Filtering or purifying (excluding pipe and drain cleaning equipment) . . . . .	333319 A466						
22	Centrifuges (excluding pipe and drain cleaning equipment) . . . . .	333319 A471						
23	Sewer pipe and drain cleaning equipment . . . . .	333319 A486						
24	Other sewage treatment equipment (Specify kind) ↴  	333319 A474						
25	Service industry trash and garbage compactors . . . . .	333319 A482						
26	High-pressure (more than 1,000 p.s.i.) cleaning and blasting machinery and equipment (excluding foundry) . . . .	333319 A489						
27	Barber and beauty shop furniture and equipment (excluding barber and beauty chairs) . . . . .	333319 A491						
28	Electric hand-drying apparatus . . . . .	333319 A494						
29	Carnival and amusement park equipment (ferris wheels, merry-go-rounds, etc.) (excluding electric equipment and coin-operated amusement machines) . . . . .	333319 A402						

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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	Products shipped and other receipts				
				Quantity	Value, f.o.b. plant			
					\$ Bil.	Mil.	Thou.	
0734		0730	0736	0732	0731			
30	Service industry machinery - Continued  All other parts and attachments for service industry equipment (including parts for water softeners) (excluding tanks), floor and carpet cleaning equipment, and dishwashing machines (Specify kind) ↴	333319 1624						
31	Other service industry equipment (Specify kind) ↴	333319 A496						
32	Automatic merchandising (vending) machines  Coin-operated machines (vending) (excluding money changing machines and coin-operated mechanisms) . . . . .	333311 1100						
33	Coin-operated mechanisms (excluding time switches) . . . . .	333311 5157						
34	Parts for automatic merchandising machines and coin-operated mechanisms (excluding time switches, money changing and dispensing machines) . . . . .	333311 5301						
35	Currency handling machines (including money changing and dispensing machines) . . . . .	333311 7105						
36	Parts for money changing and dispensing machines . . . . .	333311 7107						
37	Commercial laundry, dry-cleaning, and pressing machines  Commercial laundry washers and washer-extractor combinations (excluding parts, attachments, and accessories) . . . . .	333312 0101						
38	Commercial laundry drying tumblers (including centrifugal and compaction extractor) (excluding parts, attachments, and accessories) . . . . .	333312 0221						
39	Commercial drycleaning machines and presses (including garment manufacturers' needle trades presses, reclaiming units, etc.) (excluding parts, attachments, and accessories) . . . . .	333312 0579						

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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	Products shipped and other receipts				
				Quantity	Value, f.o.b. plant			
					\$ Bil.	Mil.	Thou.	
0734		0730	0736	0732	0731			
<b>40</b>	Commercial laundry, dry-cleaning, and pressing machines - Continued							
	Parts, attachments, and accessories for commercial laundry equipment and presses . . . . .	333312 0481						
<b>41</b>	Other commercial laundry equipment (excluding parts, attachments, and accessories) <i>(Specify kind)</i> ↴							
		333312 0355						
<b>42</b>	Office machinery manufacturing, mailing, letter handling, and addressing machines (excluding parts and attachments) . . . . .	333313 2100						
<b>43</b>	Parts and attachments for office machines . . . . .	333313 8100						
<b>44</b>	Other office machinery (excluding parts and attachments) <i>(Specify kind)</i> ↴							
		333313 6100						
<b>45</b>	Filter and strainer assemblies (containment or housing devices), with or without filter element installed, for water (excluding parts and accessories and fluid power) . . . . .	333999 1104						
<b>46</b>	Other electric lighting equipment (including mercury and sodium vapor, and ultraviolet and infrared health lamp fixtures) (excluding street and highway lighting equipment and signs) . . . . .	335129 4122						
<b>47</b>	Trucks, truck tractors, and bus chassis (chassis of own manufacture), 14,000 lb or less (including minivans and sport utility vehicles) . . . . .	336112 0100	number					
<b>48</b>	Steel restaurant and hotel kitchen sheet metal equipment . . . . .	332322 G211						
<b>49</b>	Receipts for machine shop job work and job order repairs . . . . .	332710 0100						
	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 a single total value.)</i>							

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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	Products shipped and other receipts				
				Quantity	Value, f.o.b. plant			
					\$ Bil.	Mil.	Thou.	
0734		0730	0736	0732	0731			
50		18						
51		26						
52		34						
53		42						
54		59						
55		67						
56	Contract work - Receipts for work done for others on their materials ( <i>Specify products worked on and kind of work.</i> ) ↘	999899 2000						
57	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						
58	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.) . . . . .	999899 9000						
59	<b>TOTAL</b> ( <i>Should equal total reported in 5</i> ) . . . . .	770000 0000						

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**23-25** Not Applicable.

33314212



**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 **30**

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

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

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

1020

**27-29** Not Applicable.

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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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