

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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		
1	Integral horsepower electric motors and generators (1 hp or more)	335312 21			
2	Electrical transmission, distribution, and control equipment	330000 63			
3	Speed changers, gears, and industrial high-speed drives	333612 00			
	Fluid power				
4	Valves, hoses, tube fittings and assemblies	332912 11			
5	Cylinders and rotary actuators	333995 11			
6	Pumps, motors, and hydrostatic transmissions (hydraulic and pneumatic)	333996 01			
7	Trailer axles, wheels, brakes, undercarriages, and other metal vehicular parts	336000 03			
8	Metal stampings	332000 62			

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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			
9	Fabricated structural metal products (excluding forgings)	332000 99				
10	Steel shapes and forms (including steel bars, bar shapes, plates, structural shapes, and sheet piling)	331000 02				
11	Steel bars, bar shapes, and plate (excluding castings, forgings, and fabricated metal products)	332000 07				
12	Iron and steel castings (rough and semifinished)	335100 01				
13	Paints, varnishes, stains, lacquers, enamels, japans, and allied products	325510 02				
14	Cost of all other materials and components, parts, containers, and supplies consumed (<i>Specify the principal materials, etc., included in this value.</i>) ↴	009700 99				
15	TOTAL (<i>Should equal total reported in 16, line A1</i>)	771000 00				

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18-21 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 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, "Resales."

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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			
1	Hand hoists							
	Chain	333923 1101						
2	Ratchet lever	333923 1106	↑ number					
3	Wire rope puller	333923 1111						
	Other hoists							
4	Electric (roller and link) chain hoist	333923 1116						
5	Air and other nonelectric chain hoists (excluding hand)	333923 1141						
6	Electric wire rope hoists (excluding hand, mine shaft, and slope wire rope hoists)	333923 1131	number					
7	Air and other nonelectric wire rope hoists (excluding hand, mine shaft, and slope wire rope hoists)	333923 1146						
8	Powered by electric motor	333923 1121						
9	Not powered by electric motor	333923 1151	number					
10	Parts and attachments for hoists (sold separately)	333923 1261						
	Overhead traveling cranes (excluding construction power cranes)							
11	Single top running bridge-type	333923 3101	↑ number					
12	Double top running bridge-type	333923 3206						
13	Under running bridge-type	333923 3111						
14	Gantry-type	333923 3116						
15	Stacker-storage-type	333923 3121	↓ number					

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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			
16	Overhead traveling cranes (excluding construction power cranes) - Continued	333923 3131	↑ number ↓					
	Other overhead traveling cranes, fixed support (Specify kind) ↘							
17	All other overhead traveling cranes (Specify kind) ↘	333923 3136						
18	Buckets, grabs, and grips	333923 3141						
19	Other parts and attachments for overhead traveling cranes (sold separately) (Specify kind) ↘	333923 3346						
20	Monorail systems (manual and powered)	333923 3156	number					
21	Parts and attachments for monorail systems (sold separately)	333923 3361						
22	Winches, aerial work platforms, automotive wrecker hoists, and parts	333923 7110	↑ number ↓					
	Personnel aerial work platforms (excluding parts)							
23	Winches for mounting on wheel and machinery for mounting (towing, logging, and oil-field types) (excluding parts)	333923 7231						
24	Crawler tractors and other prime movers (complete units) and other materials-handling machinery for mounting	333923 7239						
25	Electric winches (including marine use) (excluding winches for tractor mounting and parts)	333923 7353						
26	Other winches (including automobile hoists used on tow trucks) (excluding winches for mounting on wheel or crawler tractors) (Specify kind) ↘	333923 7358						

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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			
27	Winches, aerial work platforms, automotive wrecker hoists, and parts - Continued Parts For winches for mounting on tractors and other prime movers (sold separately)	333923 7493						
28	For winches for aerial work platforms and automobile hoists (sold separately)	333923 7495						
29	Bulk powered material moving equipment, dock boards and metal pallets and skids	333924 2610						
30	Receipts for machine shop job work and job order repairs	332710 0100						
31	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>)	18						
32		26						
33		34						
34		42						
35		59						
36		67						
37	Contract work - Receipts for work done for others on their materials (<i>Specify products worked on and kind of work.</i>) ↘	999899 2000						
38	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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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			
39	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.)	999899 9000						
40	TOTAL (Should equal total reported in 5)	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 purchased in 2012 1013

2012		
\$ Bil.	Mil.	Thou.

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

2012		
\$ Bil.	Mil.	Thou.

B. RECEIPTS FROM CONTRACT MANUFACTURING

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

Include:

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

Exclude:

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

1017 Yes - Go to line 2

1018 No - Go to **30**

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

2012		
\$ Bil.	Mil.	Thou.

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

1020

27-29 Not Applicable.

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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"/>

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

E-mail address

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

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

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