

**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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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>	Engines (diesel, semidiesel, gasoline, carburetor-type, and other internal combustion engines) and parts . . . . .	330000 19			
<b>2</b>	Integral horsepower electric motors and generators (1 hp or more)	335312 21			
<b>3</b>	Marine propulsion gear transmissions and drives . . . . .	336300 03			
<b>4</b>	Aluminum and aluminum-base alloy sheet, plate, foil, welded tubing, alloy extruded shapes, and forms (extruded rod, bar, pipe, tube, etc.) (including alloy forgings) . . . . .	331200 94			
<b>5</b>	Plastics resins consumed in the form of granules, pellets, powders, liquids, etc. . . . .	325211 05			
<b>6</b>	Plastics products consumed in the form of sheets, rods, tubes, film, and other shapes . . . . .	326100 13			
<b>7</b>	Glass fiber (textile-type, bonded mat-type, etc.) . . . . .	327212 04			
<b>8</b>	Plywood and Lumber . . . . .	321000 50			
<b>9</b>	Canvas products . . . . .	314912 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			
<b>10</b>	Nautical and navigation equipment . . . . .	334511 05				
<b>11</b>	Marine metal hardware (including shackles, rope sockets, tackle blocks, rope clips, clamps, etc.) (excluding forgings) . . . . .	332510 13				
<b>12</b>	Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) ↴	909700 99				
<b>13</b>	<b>TOTAL</b> (Should equal total reported in <b>16</b> , line A1) . . . . .	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.

**Repair Work** - Receipts for repair of ships and boats should be reported on lines 30 through 33 and all other repair work on line 43.

**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	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
			0731		
	0734	0730			
	Outboard motorboats (excluding sailboats with auxiliary power and lifeboats)				
	Wood or metal				
1	Runabouts .....	336612 1101			
2	Utility boats .....	336612 1104			
3	Pontoon Boats .....	336612 1107			
4	Bass boats .....	336612 1111			
5	Fish and ski boats .....	336612 1113			
6	Other fishing boats .....	336612 1116			
	Other wood or metal outboard motorboats (including cabin cruisers and center consoles) (Specify kind) ↴				
7		336612 1119			
	Plastics (reinforced) fiberglass				
8	Runabouts .....	336612 1222			
9	Utility boats .....	336612 1225			
10	Cabin cruisers .....	336612 1228			
11	Center console .....	336612 1231			
12	Deck boats .....	336612 1234			
13	Bass boats .....	336612 1337			
14	Fish and ski boats .....	336612 1239			

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
15	Outboard motorboats (excluding sailboats with auxiliary power and lifeboats) - Continued Plastics (reinforced) fiberglass - Continued Other fishing boats . . . . .	336612 1243				
16	Other plastics (reinforced) fiberglass outboard motorboats (Specify kind) ↴ [Redacted]	336612 1246				
17	Inboard motorboats Runabouts . . . . .	336612 3201				
18	Cabin cruisers Less than 40 ft (12.19 m) in length . . . . .	336612 3104				
19	40 ft (12.19 m) or more in length (professional crew not required by Coast Guard) . . . . .	336612 3107				
20	Personal watercraft . . . . .	336999 6417				
21	Other inboard motorboats (including houseboats) (Specify kind) ↴ [Redacted]	336612 3211				
22	Inboard-outdrive boats Houseboats . . . . .	336612 5201				
23	Runabouts . . . . .	336612 5204				
24	Cabin cruisers . . . . .	336612 5107				
25	Fishing boats . . . . .	336612 5211				
26	Other inboard-outdrive boats (including center consoles) (Specify kind) ↴ [Redacted]	336612 5213				
27	Sailboats, all sizes (excluding military and commercial) . . . . .	336612 8103				

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
28	Canoes, all types of materials (excluding military and commercial)	336612 8116				
29	All other boats and hovercraft (professional crew not required by Coast Guard), inflatable plastic and rubber boats, and all other boats (excluding military and commercial) <i>(Specify kind)</i> ↘	336612 8122				
30	Repair of ships not performed on floating drydocks					
	Military ship repair	336611 8100				
31	Nonmilitary ship repair	336611 A100				
32	Repair of ships performed on floating drydocks	999899 9031				
33	Boat repair	999899 9032				
34	Automobile and light truck boat trailers 26,000 lbs or less GVW	336214 3105				
35	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				
36		26				
37		34				
38		42				
39		59				
40		67				
41	Contract work - Receipts for work done for others on their materials <i>(Specify products worked on and kind of work.)</i> ↘					
		999899 2000				

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

Line No.	Products and services	Census product code	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
<b>42</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				
<b>43</b>	Other miscellaneous receipts (including receipts for repair work, etc.) . . . . .	999899 9090				
<b>44</b>	<b>TOTAL</b> ( <i>Should equal total reported in 5</i> ) . . . . .	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

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**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

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**26** SPECIAL INQUIRIES - Continued

**C. DEFENSE RELATED MANUFACTURING ACTIVITY**

**1.** Did this establishment ship national defense related products in 2012?

1022  Yes - Go to line 2

1023  No - Go to **30**

**2.** For this physical location, report the value of sales, shipments, receipts, or revenue generated in 2012 where the Department of Defense (DOD) was the ultimate customer. . . . . 1024

2012		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>

**Include:**

- Domestic U.S. Manufacturing activity (50 states and the District of Columbia).
- Shipments for which the DOD was the ultimate customer (U.S. Army, U.S. Navy, U.S. Air Force, U.S. Marines).
- Interplant Transfers to other locations, divisions or subsidiaries of your company.
- Exported products.
- Shipments to commercial entities or subcontractors who sell to the DOD.

**Exclude:**

- Nonmanufacturing activities (i.e. services, wholesale).
- Shipments to Government agencies such as National Aeronautics and Space Administration, Department of Energy, Federal Aviation Administration, Department of Homeland Security, U.S. Coast Guard, U.S. Merchant Marine, and foreign governments.
- Resale of purchased merchandise (sale of products bought and sold without further processing or transformation).
- Shipments from foreign subsidiaries or affiliates.

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**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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