

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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Line No.	Products and services	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
	0734	0730	0731		
	Industrial gases				
1	Acetylene	325120 1100			
2	Carbon dioxide	325120 4100			
3	Nitrogen	325120 7100			
4	Oxygen	325120 A100			
5	Argon and hydrogen	325120 C100			
6	Fluorocarbon gases	325120 G100			
	Other industrial gases (including helium, nitrous oxide, elemental, and other compressed gases) (Specify kind) ↴				
7		325120 U100			
	Inorganic acids (excluding nitric, sulfuric, and phosphoric)				
8	Hydrochloric acid (including anhydrous) from chlorine and hydrogen (Basis - 100%, HCl)	325188 4125			
9	Hydrochloric acid (including anhydrous) byproduct and other (including from salt and acid) (Basis -100%, HCl)	325188 4131			

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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	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
10	Inorganic acids (excluding nitric, sulfuric, and phosphoric) - Continued Hydrocyanic acid (including anhydrous) (Basis - 100%, HCN) . . .	325188 4141				
11	All other inorganic acids (excluding nitric, sulfuric, and phosphoric) (Specify kind) ↴ [Blank]	325 88 4 51				
12	Miscellaneous end use chemicals and chemical products (excluding urea) (Specify kind) ↴ [Blank]	325199 T100				
13	Cyclic (coal tar) intermediates	325192 1100				
14	All other products made in this establishment (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.) [Blank]	18				
15	[Blank]	26				
16	[Blank]	34				
17	[Blank]	42				
18	[Blank]	59				
19	[Blank]	67				
20	Contract work - Receipts for work done for others on their materials (Specify products worked on and kind of work.) ↴ [Blank]	999899 2000				
21	Resales - Sales of products bought and sold without further manufacture, processing, or assembly (The cost of such items should be reported in 16 , line A2.)	999899 1000				
22	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.)	999899 9000				
23	TOTAL (Should equal total reported in 5)	770000 0000				

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23-25 Not Applicable.

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 3

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

Tele-
phone

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

Fax

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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