

**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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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	Unit of measure for quantities	Consumption of purchased materials and of materials received from other establishments of your company			
				Quantity	Cost, including delivery cost (freight-in)		
					\$ Bil.	Mil.	Thou.
0634		0630	0636	0632	0631		
<b>1</b>	Welding electrodes . . . . .	333992 03					
<b>2</b>	Industrial robots purchased for fabrication with welding equipment . . .	333999 03					
<b>3</b>	Electrical transmission, distribution, and control equipment . . . . .	330000 63					
<b>4</b>	Electrical industrial capacitors, resistors, rheostats, and coil windings . . . . .	335000 07					
<b>5</b>	Fluid power pumps, motors, hydrostatic transmissions, cylinders and rotary (hydraulic and pneumatic) . . . . .	333990 01					
<b>6</b>	Propane used as a raw material or feedstock . . . . .	324110 35	1000 lb				
<b>7</b>	All other chemicals (including organic) (Specify kind) ↴  	325000 09					
<b>8</b>	Metal bolts, nuts, screws, washers, rivets, and other screw machine products . . . . .	332722 03					

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

Line No.	Materials, parts, and supplies	Census material code	Unit of measure for quantities	Consumption of purchased materials and of materials received from other establishments of your company			
				Quantity	Cost, including delivery cost (freight-in)		
					\$ Bil.	Mil.	Thou.
0634		0630	0636	0632	0631		
9	Steel bars, bar shapes, and plate (excluding castings, forgings, and fabricated metal products) . . . . .	331200 07					
10	Steel sheet and strip (including tinplate)	331000 22					
11	Steel wire and wire products . . . . .	331000 28					
12	Copper and copper-base alloy shapes and forms (excluding castings, forgings, and fabricated metal products) . . . . .	331420 01					
13	Aluminum and aluminum-base alloy shapes and forms (excluding castings, forgings, and fabricated metal products)	331310 16					
14	Other fabricated metal products (excluding castings, forgings, bolts, nuts, screws, washers, rivets, and other screw machine products) . . . . .	332000 34					
15	Rubber and plastics hose and belting . .	326220 01					
16	Paper and paperboard containers (including shipping sacks and other paper packaging supplies) . . . . .	322200 17					
17	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					
18	<b>TOTAL</b> ( <i>Should equal total reported in 16, line A1</i> ) . . . . .	771000 00					

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**18-21** Not Applicable.

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

**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 2100.

**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, "Resale."

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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>1</b>	Arc welding machines, components, and accessories (excluding electrodes and stud welding equipment) . . . . .	333992 1100						
<b>2</b>	Arc welding metal electrodes . . . . .	333992 3100						
<b>3</b>	Resistance welders, components, accessories, and electrodes . . . . .	333992 7100						
<b>4</b>	Gas welding and cutting equipment (including parts, attachments, and accessories)		↑ number ↓					
	Torches (including gas air torches) . . . . .	333992 9101						
<b>5</b>	Cutting machines and carriages, stationary and portable . . . . .	333992 9106						
<b>6</b>	Tips (sold separately) . . . . .	333992 9116						
<b>7</b>	Pressure regulators (sold separately)	333992 9121	number					

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CONTINUE WITH 22 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	Products shipped and other receipts				
				Quantity	Value, f.o.b. plant			
					\$ Bil.	Mil.	Thou.	
0734		0730	0736	0732	0731			
8	Gas welding and cutting equipment (including parts, attachments, and accessories) - Continued	333992 9111	↑ number ↓					
	Other gas welding and cutting equipment (excluding pressure containers) (Specify kind) ↘							
9	All other spare parts, accessories, attachments, adaptors, etc., for gas welding and cutting equipment (sold separately) (Specify kind) ↘	333992 9126						
10	Other welding equipment, components, and accessories (excluding arc, resistance, and gas welding equipment) (Specify kind) ↘	333992 A100						
11	Precision turned products and parts (nonstandard items made from rod, bar, or tube stock on screw machine turning centers) (excluding automotive) . . . . .	332721 3100						
12	Receipts for machine shop job work and job order repairs . . . . .	332710 0100						
13	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.)	18						
14		26						
15		34						
16		42						
17		59						
18		67						

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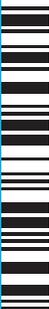
**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

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>19</b>	Contract work - Receipts for work done for others on their materials ( <i>Specify products worked on and kind of work.</i> ) 7	999899 2000						
<b>20</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>21</b>	Receipts for repair work	999899 9030						
<b>22</b>	Receipts for research and development	999899 9021						
<b>23</b>	Other miscellaneous receipts	999899 9091						
<b>24</b>	<b>TOTAL</b> ( <i>Should equal total reported in 5</i> )	770000 0000						

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**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 **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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