

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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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>	Natural gas used as a raw material . . . . .	211110 13	mil ft <sup>3</sup>				
<b>2</b>	Sulfur . . . . .	212393 03	long tons				
<b>3</b>	Phosphate rock . . . . .	212392 00	↑ short tons				
<b>4</b>	Sulfuric acid (100 percent H <sub>2</sub> SO <sub>4</sub> ) (new and spent) . . . . .	325188 03	↓				
<b>5</b>	Potassic materials Muriate of potash (60-62 percent K <sub>2</sub> O) (all grades) . . . . .	212391 01					
<b>6</b>	Other potassic materials, including potassium nitrate and sulfate . . . . .	212391 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			
	Nitrogenous materials							
7	Ammonia, synthetic anhydrous (100 percent NH <sub>3</sub> ) . . . . .	325311 03	↑ short tons ↓					
8	Ammoniating or nitrogen solutions, including ammonium nitrate solutions, and mixtures containing urea (100 percent N) . . . . .	325311 13						
9	Ammonium nitrate (100 percent NH <sub>4</sub> NO <sub>3</sub> ) (solid only) . . . . .	325311 11	short tons					
10	Ammonium sulfate (100 percent (NH <sub>4</sub> ) <sub>2</sub> SO <sub>4</sub> ) . . . . .	325311 07						
11	Urea (100 percent CO(NH <sub>2</sub> ) <sub>2</sub> ) (solid only) . . . . .	325311 15	short tons					
	Phosphatic materials							
12	Superphosphates (total used in mixed goods) (100 percent P <sub>2</sub> O <sub>5</sub> ) . . . . .	325312 03						
13	Phosphoric acid (100 percent P <sub>2</sub> O <sub>5</sub> ) . . . . .	325312 01	short tons					
14	Other phosphatic materials, including diammonium and monoammonium phosphates (100 percent P <sub>2</sub> O <sub>5</sub> ) . . . . .	325312 05						
15	Inert fillers, secondary plant food, soil conditioners, sand, limestone, peat, nut hulls, etc. . . . .	001900 29	short tons					
16	Bags, including shipping sacks, multiwall bags, and polyethylene liners, excluding textile . . . . .	322220 09						
17	Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) ↴	009700 99						
18	<b>TOTAL</b> (Should equal total reported in 16, line A1) . . . . .	771000 00						

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**18** Not Applicable.

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**19** TYPE OF OPERATION  
(Mark "X" ALL that apply.)

**Operations performed in this establishment during 2012**

- 0620 190  Manufacturing bulk fertilizer materials, including ammonia, nitric acid, urea, phosphoric acid, and superphosphate (Report the value of these bulk, uncompounded shipments in **22**, lines 1-15.)
- 192  Manufacturing bulk fertilizer materials, shipping mixed fertilizers produced from one or more of these manufactured materials (Report the value of these shipments in **22**, lines 16-19.)
- 194  Manufacturing (mixing) fertilizers from purchased fertilizer materials (Report the value of these shipments in **22**, lines 20-23.)
- 196  Shipping bulk (unmixed) fertilizer materials and/or mixed fertilizers not produced or mixed at this establishment (Report the cost of such items in **16**, line A2, and the value in **22**, line 36.)

**20 and 21** Not Applicable.

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

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**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."

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>	Synthetic ammonia, nitric acid, and ammonium compounds						
	Nitric acid . . . . .	325311 1111					
	Synthetic ammonia for fertilizer use . . . . .	325311 1121					
<b>3</b>	Anhydrous synthetic ammonia for other uses . . . . .	325311 1131					

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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>4</b>	Synthetic ammonia, nitric acid, and ammonium compounds - Continued							
	Ammonium nitrate, original melt liquor							
<b>4</b>	Consumed in the manufacture of other nitrogen solutions (CAN17, AN20, ANN) . . . . .	325311 1133						
<b>5</b>	Consumed in the manufacture of urea-ammonium nitrate solutions	325311 1135						
<b>6</b>	All other ammonium nitrate, original melt liquor (high and low density prill granular and granular, liquor sales, production loss, other) . . . . .	325311 1133						
<b>7</b>	Ammonium sulfate (synthetic and byproduct, other than coke oven) . . .	325311 1139						
<b>8</b>	Nitrogen solutions, including mixtures, UAN solutions (ammonium nitrate/urea solutions) . . . . .	325311 1141						
<b>9</b>	All other nitrogen solutions, including mixtures, (CAN17, AN20, AAN, other) and solutions containing free ammonia . . . . .	325311 1143						
<b>10</b>	Urea . . . . .	325311 4100						
<b>11</b>	Fertilizer materials of organic origin, including activated sewage sludge, processed tankage, and other natural fertilizer materials ( <i>Specify kind</i> ) ↴							
		325311 7100						
<b>12</b>	Phosphoric acid . . . . .	325312 1100						
<b>13</b>	Superphosphates and other phosphatic fertilizer materials							
	Monoammonium phosphates, phosphoric oxide content . . . . .	325312 4133						
<b>14</b>	Diammonium phosphates, phosphoric oxide content . . . . .	325312 4135						
<b>15</b>	Other ammonium phosphates, phosphoric oxide content . . . . .	325312 4137						

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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	Mixed fertilizers produced from one or more materials made in this establishment	325312 7111						
	In packages, tablets, and similar forms (gross weight less than or equal to 22 lb (10 kg))							
17	In bulk (in amounts greater than 22 lb (10 kg))	325312 7121						
	Dry, shipped in bulk							
18	Dry, shipped in bags	325312 7131						
19	Liquid	325312 7141	short tons					
20	Mixed fertilizers made in establishments which do not manufacture fertilizer materials	325314 0111						
	In packages, tablets, and similar forms (gross weight less than or equal to 22 lb (10kg))							
21	In bulk (in amounts greater than 22 lb (10 kg))	325314 0121						
	Dry, shipped in bulk							
22	Dry, shipped in bags	325314 0131						
23	Liquid	325314 0241						
24	Compost, mixed with chemicals and other materials for decay control, mixing only	325314 0172						
25	Other mixed fertilizers, dry, including potting soil, mixed with chemicals and other materials for decay control, and mixed plant foods, mixing only ( <i>Specify kind</i> )	325314 0177						
26	Carbon dioxide	325120 4100						
27	Sulfuric acid	325188 1100						

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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>28</b>	All other inorganic chemicals ( <i>Specify kind</i> ) ↴  	325188 H100						
<b>29</b>	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> )							
<b>30</b>								
<b>31</b>		34						
<b>32</b>		42						
<b>33</b>		59						
<b>34</b>	67							
<b>35</b>	Contract work - Receipts for work done for others on their materials ( <i>Specify products worked on and kind of work.</i> ) ↴  	999899 2000						
<b>36</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>37</b>	Miscellaneous receipts, including receipts for repair work, sales of scrap and refuse, etc. . . . .	999899 9000						
<b>38</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 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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