

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 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."

INFORMATION COPY
DO NOT USE TO REPORT

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734		0730	0736	0733	0732	0731		
1	Concrete block and brick							
	Structural block							
	Lightweight units (units made with concrete weighing less than 105 lbs per cubic foot) (dry weight)	327331 0111				□ □	□ □ □ □	□ □ □ □
	Medium-weight units (units made with concrete weighing at least 105 lb but less than 125 lb per cubic foot) (dry weight) . .	327331 0211				□ □	□ □ □ □	□ □ □ □
	Normal-weight units (units made with concrete weighing at least 125 lb per cubic foot) (dry weight) . .	327331 0311				□ □	□ □ □ □	□ □ □ □
	Decorative block (including screen block, split block, slump block, shadowal block, etc.) . .	327331 0411				□ □	□ □ □ □	□ □ □ □
5	Concrete pavers (including grid, interlocking, etc.)	327331 0511				□ □	□ □ □ □	□ □ □ □
6	Concrete brick	327331 0611				□ □	□ □ □ □	□ □ □ □

32772063



CONTINUE WITH **22** ON PAGE 7

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

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

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734	0730	0736	0733	0732	0731			
7	Concrete pipe Concrete reinforced and nonreinforced culvert pipe	327332 0133						
8	Concrete reinforced and nonreinforced storm sewer pipes	327332 0278						
9	Concrete sanitary sewer pipes (including concrete pressure, prestressed cylinder pressure, pretensioned cylinder, irrigation pipes, drain tile, manholes and conduits) and other concrete pipe (Specify kind) ↴	327332 0322						
10	Precast concrete products Roof and floor units Slabs and tile	327390 1111						
11	Joists and beams	327390 1411						
12	Architectural wall panels	327390 1211						
13	Piling, posts, and poles	327390 1421						
14	Stone products for architectural purposes (excluding architectural wall panels, such as window sills, ashlar, etc.)	327390 1431						
15	Prefabricated building systems, primarily concrete, sold as complete units, and shipped in panel or modular form	327390 1441						
16	Septic tanks	327390 1461						
17	Burial vaults	327390 1311						

**INFORMATION COPY
DO NOT USE TO REPORT**

32772071



CONTINUE WITH **22** ON PAGE 8

CONTINUE ON PAGE 8

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

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts				
					Quantity	Value, f.o.b. plant			
						\$ Bil.	Mil.	Thou.	
0734		0730	0736	0733	0732	0731			
18	Precast concrete products - Continued								
	Burial boxes	327390 1321							
19	Other precast concrete construction or building products (including prefabricated housing components) (Specify kind) ↴								
		327390 1411							
20	Other precast concrete products (excluding construction or building products) (Specify kind) ↴								
		327390 1471							
21	Prestressed concrete products								
	Single tees, double tees, and channels	327390 4311							
22	Piling, bearing piles, and sheet piles	327390 4321							
23	Joists, girders, and beams (other than bridge beams)	327390 4331							
24	Bridge beams	327390 4111							
25	Solid and hollow cored slabs and panels	327390 4211							
26	Other prestressed concrete products (including arches, columns, etc.) (Specify kind) ↴								
		327390 4341							

INFORMATION COPY
DO NOT USE TO REPORT

32772089



CONTINUE WITH **22** ON PAGE 9

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

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

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts				
					Quantity	Value, f.o.b. plant			
						\$ Bil.	Mil.	Thou.	
0734		0730	0736	0733	0732	0731			
27	Portland cement and other portland hydraulic cements (including oil well, white cement, blended cements, etc.), and masonry cement and cement clinker (Specify kind) ↴	327310 0900	short tons						
28	Dry-mixed concrete materials (prepackaged sand, gravel, mortar, and cement premixes)	327999 0211							
29	Ready-mix concrete	327320 0100							
30	Construction sand and gravel (run of pit or bank, washed, screened, or otherwise treated)	212321 0100	↑ short tons ↓						
31	Common (miscellaneous) clay and shale, mined and/or basic preparation for transport	212325 B100							
32	Fire clay, mined and/or basic preparation for transport	212325 4100							
33	Crushed or broken limestone (including dolomite, cement rock, marl, travertine, and calcareous tufa)	212312 0100							
34	Gypsum, mined and/or beneficiated	212399 4100							
35	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							
36		26							

INFORMATION COPY
DO NOT USE TO REPORT

32772097



CONTINUE WITH 22 ON PAGE 10

CONTINUE ON PAGE 10

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

Line No.	Products and services	Census product code	Unit of measure for quantities	Quantity produced for all purposes	Products shipped and other receipts			
					Quantity	Value, f.o.b. plant		
						\$ Bil.	Mil.	Thou.
0734	0730	0736	0733	0732	0731			
37		34						
38		42						
39		59						
40		67						
41	Contract work - Receipts for work done for others on their materials (Specify products worked on and kind of work.) ↴	999899 2000						
42	Resales - Sales of products bought and sold without further manufacture, processing, or assembly (The cost of such items should be reported in 16.)	999899 1000						
43	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.)	999899 9000						
44	TOTAL (Should equal total reported in 5)	770000 0000						

INFORMATION COPY
DO NOT USE TO REPORT

23-29 Not Applicable.

32772105



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

REMARKS (Please use this space for any explanations that may be essential in understanding your reported data.)

**INFORMATION COPY
DO NOT USE TO REPORT**

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.**

32772113

