

**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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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		
	Fabricated metal products				
<b>1</b>	Sheet metal products (excluding stampings) . . . . .	332000 94			
<b>2</b>	Bolts, nuts, screws, rivets, washers, and other screw machine products . . . . .	332722 03			
<b>3</b>	All other fabricated metal products (excluding forgings, castings, sheet metal products, bolts, nuts, screws, rivets, washers, and screw machine products) . . . . .	332000 82			
<b>4</b>	Forgings . . . . .	332110 00			
<b>5</b>	Castings, rough and semifinished . . . . .	331500 07			
	Shapes and forms (excluding castings, forgings, and fabricated metal products)				
	Steel				
<b>6</b>	Bars, bar shapes, and plate . . . . .	331200 07			
<b>7</b>	Sheet and strip (including tinplate) . . . . .	331000 22			

33506114



CONTINUE WITH **17** ON PAGE 12

CONTINUE ON PAGE 12

**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>8</b>	Shapes and forms - Continued Steel - Continued Structural shapes and sheet piling . . . . .	331000 25			
<b>9</b>	All other steel shapes and forms (excluding bars, bar shapes, plate, sheet, strip, structural shapes, and sheet piling) . . . . .	331200 92			
<b>10</b>	Nonferrous Nonferrous metal smelter and refinery shapes (including precious metal) . . . . .	331400 01			
<b>11</b>	Copper and copper-base alloy (excluding wire) . . . . .	331421 23			
<b>12</b>	All other nonferrous metal shapes and forms (excluding nonferrous metal smelter and copper and copper-base alloy) . . . . .	331001 00			
<b>13</b>	All other aluminum and aluminum-base alloy . . . . .	331310 11			
<b>14</b>	Nonferrous wire and cable (including magnet wire, bare or insulated wire, etc.) . . . . .	331000 87			
<b>15</b>	Porcelain, steatite, and other ceramic electrical products . . . . .	327113 01			
<b>16</b>	Plastics products consumed in the form of sheets, rods, tubes, film, and other shapes . . . . .	326100 13			
<b>17</b>	Plastics resins consumed in the form of granules, pellets, powders, liquids, etc. . . . .	325211 05			
<b>18</b>	Switches (excluding snap, toggle, push, and circuit breakers) . . . . .	335313 01			
<b>19</b>	Printed circuit boards for electronic circuitry (without inserted components) . . . . .	334412 00			
<b>20</b>	Industrial chemicals (chemical reagents, calcium chloride, acidizing materials, etc.) (excluding explosive materials, blasting accessories, and drilling fluids) . . . . .	325000 74			
<b>21</b>	Lubricating oils and greases (including hydraulic oils) . . . . .	324100 18			
<b>22</b>	Electronic-type components (resistors, capacitors, transformers, electron tubes, semiconductors, etc.) . . . . .	330000 82			

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33506122



CONTINUE WITH **17** ON PAGE 13

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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>23</b>	Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) 7	009700 99				
<b>24</b>	<b>TOTAL</b> (Should equal total reported in 16, 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.

**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	Products shipped and other receipts			
			Value, f.o.b. plant			
			\$ Bil.	Mil.	Thou.	
0734		0730	0731			
<b>1</b>	Power circuit breakers, all voltages . . . . .	335313 1100				

CONTINUE WITH 22 ON PAGE 14

33506130

**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		
	Low voltage panelboards and distribution boards and other switching and interrupting devices, 1000 volts or less				
<b>2</b>	Circuit breaker panelboards . . . . .	335313 3104			
<b>3</b>	Fusible panelboards (including combination switch fuse) . . . . .	335313 3106			
<b>4</b>	Fusible distribution switchboards . . . . .	335313 3109			
<b>5</b>	Circuit breaker distribution switchboards . . . . .	335313 3111			
<b>6</b>	Heavy duty knife switches . . . . .	335313 3113			
<b>7</b>	Circuit breaker type knife switches . . . . .	335313 3115			
<b>8</b>	Other knife switches . . . . .	335313 3117			
<b>9</b>	Other switches . . . . .	335313 3119			
<b>10</b>	Other low voltage switchgear apparatus . . . . .	335313 3121			
<b>11</b>	Fuses and fuse equipment less than 2300 volts (excluding power distribution cut-outs) . . . . .	335313 5100			
<b>12</b>	Molded case circuit breakers, 1000 volts or less . . . . .	335313 7100			
<b>13</b>	Duct (including plug-in units and accessories), 1000 volts or less . . . . .	335313 9100			
	Switchgear (excluding ducts and relays)				
<b>14</b>	Automatic and manual control panels (generators, transformers, feed-controls, etc.) . . . . .	335313 A101			
<b>15</b>	Metal clad switchgear (using power circuit breakers, oil and oilless), all voltages above 1,000 volts, up to and including 38kV (excluding load interrupter switchgear) . . . . .	335313 A103			
<b>16</b>	Metal enclosed load interrupter switchgear assemblies, all voltages (including parts) . . . . .	335313 A105			
<b>17</b>	Metal enclosed low voltage power circuit breaker switchgear assemblies 1,000 volts and below (including parts) (excluding load interrupter switchgear) . . . . .	335313 A107			
<b>18</b>	Metal enclosed bus bars, when sold separately, above 1,000 volts (including isolated, segregated, nonsegregated, and cable bus bars) . . . . .	335313 A109			

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33506148



CONTINUE WITH **22** ON PAGE 15

**CONTINUE ON PAGE 15**

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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		
	Switchgear (excluding ducts and relays) - Continued				
19	Power switching equipment, indoor and outdoor (excluding structures) . . . . .	335313 A111			
20	Power and ground connectors, overhead transmission and distribution, all types . . . . .	335313 A113			
21	Power fuses, fuse links, and distribution cutouts . . . . .	335313 A115			
22	Other switchgear devices (including regulators and miscellaneous switchboard devices for sale separately) . . . . .	335313 A117			
	Relays for electronic circuitry, industrial control overload, and switchgear type				
23	Industrial control relays, all voltages . . . . .	335314 1101			
24	General purpose relays, over 100 MV and sealed . . . . .	335314 1112			
25	General purpose relays, over 100 MV and not sealed . . . . .	335314 1117			
26	High performance military, aerospace, aircraft relays, and contactors . . . . .	335314 1153			
27	Timing relays, timers . . . . .	335314 1180			
28	All other general purpose and special purpose relays (including parts) . . . . .	335314 1183			
	General-purpose industrial controls				
29	A.C. full voltage noncombination magnetic starters, 1,000 volts or less . . . . .	335314 6101			
30	A.C. full voltage combination magnetic starters, 1,000 volts or less . . . . .	335314 6109			
31	Disconnect switches, 600 volts or less . . . . .	335314 6111			
32	A.C. full voltage manual controllers, 1,000 volts or less . . . . .	335314 6117			
33	A.C. contactors, 1,000 volts or less . . . . .	335314 6123			
34	Motor control centers, 1,000 volts or less . . . . .	335314 6131			

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33506155



CONTINUE WITH **22** ON PAGE 16

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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		
	General-purpose industrial controls - Continued				
35	Brakes and clutches . . . . .	335314 6137			
36	Electromechanical positioning sensors . . . . .	335314 6143			
37	Movement sensors . . . . .	335314 6145			
38	Nonoptical proximity sensors . . . . .	335314 6149			
39	Optical proximity sensors . . . . .	335314 6152			
40	Pushbuttons, under 30mm . . . . .	335314 6169			
41	Pushbuttons, 30 mm and larger . . . . .	335314 6171			
42	Controls for A.C. packaged drives . . . . .	335314 6176			
43	Controls for D.C. packaged drives . . . . .	335314 6179			
44	A.C. drives systems . . . . .	335314 6182			
45	D.C. drives systems . . . . .	335314 6185			
46	Solid state motor controllers, all voltages . . . . .	335314 6188			
47	Other general purpose controls . . . . .	335314 6142			
48	All other general industry devices . . . . .	335314 6192			
	Specific-purpose industrial controls				
49	U.S Coast Guard, Navy, and Marine auxiliary controls and accessories . . . . .	335314 3101			
50	Crane and hoist controls, constant and adjustable voltage (including operators desks and stations) . . . . .	335314 3107			
51	All other specific or special purpose industrial controls, controllers, and other definite purpose devices . . . . .	335314 3110			
52	Motor control accessories . . . . .	335314 7102			

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33506163



CONTINUE WITH **22** ON PAGE 17

**CONTINUE ON PAGE 17**

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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>53</b>	Parts for industrial controls . . . . .	335314 7104				
<b>54</b>	Software reproducing . . . . .	334611 0100				
<b>55</b>	Other electrical equipment for industrial use (including industrial use surge suppressors) (excluding electronic circuitry) ( <i>Specify kind</i> ) ↴  	335999 6100				
<b>56</b>	All other products made in the 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				
<b>57</b>		26				
<b>58</b>		34				
<b>59</b>		42				
<b>60</b>		59				
<b>61</b>		67				
<b>62</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>63</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>64</b>	Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.) . . . . .	999899 9000				
<b>65</b>	<b>TOTAL</b> ( <i>Should equal total reported in 5</i> ) . . . . .	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 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"/>

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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