

**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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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		
<b>1</b>	Truck and Automobile Bodies . . . . .	336211 05			
<b>2</b>	Motor vehicle chassis, purchased (excluding passenger cars) . . .	336111 01			
<b>3</b>	Transmission and parts (including suspension equipment and parts) (shocks, struts, etc.) . . . . .	336340 01			
<b>4</b>	Transportation reinforced and fiberglass plastics products . . . . .	326199 13			
<b>5</b>	Pneumatic tires and inner tubes . . . . .	326211 03			
<b>6</b>	Fluid power products . . . . .	001900 90			
<b>7</b>	Motor vehicle metal hardware (including fabricated metal products) (lock units, door and window handles, hinges, and motor vehicle hardware) . . . . .	332500 02			
<b>8</b>	Steel shapes and forms (including castings, forgings, fabricated metal products, bars, bar shapes, plate, sheet, strip, structural shapes, and sheet piling) . . . . .	331200 95			

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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>9</b>	Aluminum and aluminum-base alloy sheet, plate, foil, welded tubing, alloy extruded shapes, and forms (extruded rod, bar, pipe, tube, etc.) (including alloy forgings) . . . . .	331200 94			
<b>10</b>	Lumber, rough and dressed . . . . .	321000 19			
<b>11</b>	Cost of all other materials and components, parts, containers, and supplies consumed (Specify the principal materials, etc., included in this value.) ↴	009700 09			
<b>12</b>	<b>TOTAL</b> (Should equal total reported in <b>16</b> , line A1) . . . . .	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 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.

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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		
1	Vehicle bodies for sale separately (excluding those produced on purchased chassis)				
	Bus bodies				
1	School bus bodies	336211 2101			
	Other bus bodies (Specify kind) ↴				
2		336211 2103			
3	Truck cabs	336211 2201			
4	Van bodies				
	Walk-in (excluding those with separate cab)	336211 4101			
5	With separate cab				
	Insulated	336211 4201			
6	Dry freight	336211 4203			
7	Parcel delivery	336211 4205			
8	Other van bodies with a separate cab (Specify kind) ↴				
		336211 4211			

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CONTINUE WITH 22 ON PAGE 14

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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		
	Vehicle bodies for sale separately (excluding those produced on purchased chassis) - Continued				
<b>9</b>	Tank bodies . . . . .	336211 5101			
	Garbage and refuse trucks				
<b>10</b>	Front, rear, and side loading garbage and refuse truck bodies (packer-types) . . . . .	336211 5103			
<b>11</b>	Other garbage and refuse truck bodies . . . . .	336211 5105			
	Other vehicle bodies				
<b>12</b>	Beverage truck bodies . . . . .	336211 5111			
<b>13</b>	Dump truck bodies . . . . .	336211 5113			
<b>14</b>	Stake and platform truck bodies . . . . .	336211 5117			
<b>15</b>	Utility line service truck bodies . . . . .	336211 5119			
<b>16</b>	Ambulance and rescue vehicle bodies . . . . .	336211 5124			
<b>17</b>	Wrecker truck bodies . . . . .	336211 5123			
	Other mobile service truck bodies ( <i>Specify kind</i> ) ↴				
<b>18</b>		336211 5120			
<b>19</b>	Light truck (minivans, SUVs, and pickup trucks) and passenger car bodies . . . . .	336211 5125			
<b>20</b>	Kit cars . . . . .	336211 5127			
	All other truck and vehicle bodies for sale separately ( <i>Specify kind</i> ) ↴				
<b>21</b>		336211 5141			

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CONTINUE WITH **22** 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			
<b>22</b>	Complete vehicles produced on purchased chassis Buses					
	School buses . . . . .	336211 7101				
<b>23</b>	Other buses (Specify kind) ↴ [Redacted]	336211 7103				
<b>24</b>	Firefighting vehicles 19,500 lb or less . . . . .	336211 7201				
<b>25</b>	Greater than 19,500 lb . . . . .	336211 7203				
<b>26</b>	Ambulance and rescue vehicles . . . . .	336211 9101				
<b>27</b>	Vans . . . . .	336211 9103				
<b>28</b>	Tank trucks . . . . .	336211 9105				
<b>29</b>	Dump trucks . . . . .	336211 9109				
<b>30</b>	Utility line service trucks . . . . .	336211 9111				
<b>31</b>	Other mobile service trucks (Specify kind) ↴ [Redacted]	336211 9113				
<b>32</b>	All other complete vehicles on purchased chassis Designed primarily for transporting persons or goods (Specify kind) ↴ [Redacted]	336211 9121				
<b>33</b>	Not designed primarily for transporting persons or goods (Specify kind) ↴ [Redacted]	336211 9123				

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CONTINUE WITH **22** ON PAGE 16

**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>34</b>	Upfitting (receipts from completing trucks by installing and assembling bodies and/or other equipment onto truck chassis) (Specify kind) ↴  	336211 9901				
<b>35</b>	Truck trailers (including all trailers manufactured, whether sold or leased)  Truck trailers and truck trailer chassis with axle ratings less than 10,000 lb (4.54 metric tons) (excluding unlicensed farm trailers and wagons, and automobile and light truck trailers) . . .	336212 3100				
<b>36</b>	Truck trailers and truck trailer chassis with axle ratings of 10,000 lb or more  Van trailers . . . . .	336212 1101				
<b>37</b>	Tank trailers . . . . .	336212 1105				
<b>38</b>	Platform trailers . . . . .	336212 1109				
<b>39</b>	All other complete trailers and chassis with axle ratings of 10,000 lb or more (including detachables) (Specify kind) ↴  	336212 1113				
<b>40</b>	Automobile and light truck trailers (Specify kind) ↴  	336214 3YWW				
<b>41</b>	Dump truck lifting mechanisms . . . . .	336211 5115				
<b>42</b>	Hoists (Specify kind) ↴  	333923 WYWW				
<b>43</b>	Motor vehicle fifth wheels, new . . . . .	336211 5133				
<b>44</b>	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				
<b>45</b>		26				

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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			
46		34				
47		42				
48		59				
49		67				
50	Contract work - Receipts for work done for others on their materials (Specify products worked on and kind of work.)					
		999899 2000				
51	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				
52	Truck equipment distribution (merchant wholesale distribution)	999899 9024				
53	Repair or customization of trucks, vans, and passenger cars	999899 9033				
54	Other miscellaneous receipts	999899 9091				
55	<b>TOTAL</b> (Should equal total reported in 5)	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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		2012		
		\$ Bil.	Mil.	Thou.
2.	Report the costs incurred by this establishment for contract manufacturing purchases in 2012 . . . . .	1013		
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		

**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**

		2012		
		\$ Bil.	Mil.	Thou.
2.	Report the value of sales, shipments, receipts, or revenue generated in 2012 from contract manufacturing performed at this location for others ( <b>regardless of materials ownership and based on specifications provided by the contracting company</b> ) . . . . .	1019		

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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