## 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 00970099.
Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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.
 assigned by the shipping plant, plus the cost of fareift a no th) Whamg charges).
 the cost of purchases or tran f Howor, if consumption iff sid fic antiy from the amounts purchased or transferred, these amounts should be adjusted forn ors in thenaterials and supplies inventories by adding the beginning inventory to the amount qu ch as od actred and subtracting ending inventory.
Contract Work - Includ as mamars consumed those you purchased for use by others making products for you under contract. Amountspaid 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 $\mathbf{1 7}$. The value of these products shipped by this establishment should be reported in 22 under Census product code 999899 1000, "Resales."

| $\stackrel{\circ}{2}$$\stackrel{0}{\leftrightharpoons}$ | Materials, parts, and supplies | Consumption of purchased materials and of materials received from other establishments of your company |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Cost, including delivery cost (freight-in) |  |  |
|  |  | \$ Bil. | Mil. | Thou. |
|  |  | 0631 |  |  |
| 1 | Guided missile and space vehicle engines, propulsion units, and parts |  |  |  |
| 2 | ComChe |  |  |  |
| 3 |  |  |  |  |
| 4 | Sp <br> too <br> Cos <br> sup <br> in |  |  |  |
| 5 |  |  |  |  |
| 6 | TOTAL (Should equal total reported in 16, line A1) |  |  |  |

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 - These instructions recognize that the assignment of product shipment values by the aerospace industries differs from that followed by most manufacturing industries. In accounting for contracts, the assignment of product shipment values should be determined by a choice between the two generally accepted methods: the percentage of completion method and the completed contract method. Most contracts within the aerospace industries are variations of "fixed price" or cost plus. These instructions are designed to ensure that products are reported consistently in 9 (inventories) and 22.

Fixed price contracts - Work performed under a fixed price contract can be raparted using the completed contract method or percentage of completion method. Under the completed co flua ct phol, the contract should be reported as a shipment when delivery of the product occurs. Theouln ut value dhe products being manufactured should be included in inventories gross of proarecon ens it le vered. (These invonto its hould not be reduced by the amount of any progress payment
Under the percentage of comprom method, the yalue or shi nn sinabedupon an estimate of the value of work done during the period as a percentage of te tht l eof the contract. The estimate can be made by any criteria established by management and in op in ia whalCPA Statement of Position 81-1. Any work done during the year which has not been repdrte as a hmont should be reported in work-in-process inventories.
Cost plus contracts - The value of work done on a cost plus contract should reflect cost incurred during the year as well as a portion of the profits for the contract. Value of work done may be based on (a) the estimated work completed during the year as a percentage of the total contract price or (b) net billings for work done during the year. This value should be reported for the value of products shipped. Any work done during the year which has not been reported as a shipment should be reported in work-in-process inventories.
Nonaerospace products - The value of nonaerospace products shipped and services performed should be based on the net selling value, f.o.b. plant, after discounts and allowances, and exclusive of freight charges and excise taxes.
Include products made elsewhere for this establishment on a contract basis from materials supplied by this establishment (the cost of these materials should be included in 16 and (17).
When transferring products to other establishments within your company, the shipping plant 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 9998992000
Products Bought and Sold Without Further Manufacture (Resales) - On line 90 report the selling value, f.o.b. plant, of products which were resold as originally purchased and not used in further manufacturing, processing, or assembling of products made in this establishment. Include aircraft engines, subassemblies or parts that were purchased from aircraft parts producers (or received from other establishments of your company) and resold by you as spare or replacement parts even though you may have repackaged them or performed certain other minor operations, such as covering them with a protective coating, etc. (The cost of such resold goods should be reported in (16, line A2.)


## If not shown, please enter your 11-digit Census File

 Number (CFN) from the mailing address.DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued


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


## If not shown, please enter your 11-digit Census File

 Number (CFN) from the mailing address.DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued


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


## If not shown, please enter your 11-digit Census File

 Number (CFN) from the mailing address.DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued


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


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

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



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

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).
$1011 \square$ Yes - Go to line 2
man mo Gou dNFOR NOT USE TO REPORT
DO NOT

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

B. RECEIPTS FROM CONTRACT MANUFACTURING
4. 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.

1017Yes - Go to line 2
$1018 \quad$ No - Go to $\boldsymbol{C}$
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)

| 2012 |  |  |  |
| :---: | :---: | :---: | :---: |
| \$ Bil. | Mil. | Thou. |  |
|  |  |  |  |
|  |  |  |  |

Please describe the product(s) being manufactured for others at this establishment. 7

SPECIAL INQUIRIES - Continued

## C. DEFENSE RELATED MANUFACTURING ACTIVITY: AEROSPACE

1. Did this establishment ship national defense related products in 2012?
```
1022 \square Yes - Go to line 2
1023 \square No - Go to D
```

2. For this physical location, report the value of sales, shipments, receipts, or revenue generated in 2012 where the Department of Defense (DOD) was the ultimate customer.

Include:

- Domestic U.S. Manufacturing activity ( 50 states nraltiep

- Interplant Transfers to PIN ocanors, divisions orsumpla es a y puricompany.
- Exported products.
- Shipments to con in cita e ricor subcontractors who sell to the DOD.


## Exclude:

- Nonmanufacturing activities (i.e. services, wholesale).
- Shipments to Government agencies such as National Aeronautics and Space Administration, Department of Energy, Federal Aviation Administration, Department of Homeland Security, U.S. Coast Guard, U.S. Merchant Marine, and foreign governments.
- Resale of purchased merchandise (sale of products bought and sold without further processing or transformation).
- Shipments from foreign subsidiaries or affiliates.


## Special notes for Aerospace Industries (NAICS 336411, 336412, 336413, 336414, 336415, 336419 Only):

- Fixed Price Contract: Report the value of sales during the year of complete aircraft, missiles, and space vehicles. Long term fixed price contracts may be recorded as payments received, keeping consistent with the financial reports of the establishment.
- Cost Plus Contract: Report the value of work done during the year. This may be calculated by multiplying the estimated percentage of work completed during the year by the contract price of the aircraft or missile.
D. AEROSPACE CONTRACTS


Not Applicable.

## 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

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 $\longrightarrow$
FROM




Thank you for completing your 2012 ECONOMIC CENSUS form.

