

**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 **2**. 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Report materials, parts, and supplies purchased, transferred from other plants of your company, or withdrawn from inventory.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 **2** under Census product code 999890 0000, "Resales."

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>	Guided missile and space vehicle engines, propulsion units, and parts . . .	336415 05			
<b>2</b>	Complete mechanical, hydraulic, and pneumatic subassemblies . . . . .	332912 09			
<b>3</b>	Transportation related fabricated metal products (excluding fluid power products and forgings) . . . . .	332000 64			
<b>4</b>	Chemical, all types (including resins) . . . . .	325000 06			
<b>5</b>	Special dies, tools, die sets, jigs, and fixtures (excluding cutting tools for machine tools) . . . . .	330000 01			
<b>6</b>	Weldments and fabricated steel plate for other purposes . . . . .	332313 14			
<b>7</b>	Cost of all other materials and components, parts, containers, and supplies consumed ( <i>Specify the principal materials, etc., included in this value.</i> ) ↴	009700 99			
<b>8</b>	<b>TOTAL</b> ( <i>Should equal total reported in 16, line A1</i> ) . . . . .	771000 00			

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**18-21** Not Applicable.

**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 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 reported using the completed contract method or percentage of completion method. Under the completed contract method, the contract should be reported as a shipment when delivery of the product occurs. The cumulative value of the products being manufactured should be included in inventories gross of progress payments until delivered. (These inventories should not be reduced by the amount of any progress payment.)

Under the percentage of completion method, the value of shipments is based upon an estimate of the value of work done during the period as a percentage of the total value of the contract. The estimate can be made by any criteria established by management and in compliance with AICPA Statement of Position 81-1. Any work done during the year which has not been reported as a shipment 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 930000 0000.

**Products Bought and Sold Without Further Manufacture (Resales)** - On line 75 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.)

**Detailed Data Reported Elsewhere** - Items denoted by an asterisk (\*) require totals for groups of products covered in the more frequent Current Industrial Reports (CIR). If you report on the CIR forms, the sum of the detailed CIR products should equal the total reported on this census form.

Line No.	Products and services *Items correspond to products reported on Current Industrial Reports (CIR)	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
0734		0730	0731		
1	Guided missile systems (excluding propulsion)				
	Complete missiles . . . . .	336414 1100			
2	Developing and making prototypes of complete missiles . . . . .	336414 3100			
3	All other services on complete missiles (Specify kind.) ↘	336414 5100			

CONTINUE WITH 22 ON PAGE 10

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

Line No.	Products and services *Items correspond to products reported on Current Industrial Reports (CIR)	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
0734		0730	0731		
	Space vehicles				
<b>4</b>	Complete space vehicles (excluding propulsion systems) . . . . .	336414 7300			
<b>5</b>	Developing and making prototypes of complete space vehicles . . . . .	336414 9100			
	All other services on complete space vehicles				
<b>6</b>	For U.S. Government military customers . . . . .	336414 A101			
<b>7</b>	For other customers . . . . .	336414 A104			
	Guided missile and space vehicle engines and/or propulsion units and parts Complete missile or space vehicle engines and/or propulsion units (Report the values for missile engines and space vehicle engines separately on lines 8, 9, and 10 if separable from the value reported on lines 1 and 4. If not separable, note this fact in the "Remarks" section.)				
<b>8</b>	For U.S. Government military customers . . . . .	336415 1101			
<b>9</b>	For U.S. Government nonmilitary customers . . . . .	336415 1204			
<b>10</b>	For other customers . . . . .	336415 1307			
	Developing and making prototypes of complete missile or space vehicle engines and/or propulsion units				
<b>11</b>	For U.S. Government military customers . . . . .	336415 3101			
<b>12</b>	For U.S. Government nonmilitary customers . . . . .	336415 3104			
<b>13</b>	For other customers . . . . .	336415 3107			
	Other services on complete missiles, space vehicle engines, and propulsion units (Specify kind.) ↴				
<b>14</b>		336415 5100			
	Missile and space vehicle engine and/or propulsion unit parts and accessories				
<b>15</b>	For U.S. Government military customers . . . . .	336415 7101			
<b>16</b>	For U.S. Government nonmilitary customers . . . . .	336415 7104			
<b>17</b>	For other customers . . . . .	336415 7107			
<b>18</b>	Missile and space vehicle components, parts, and subassemblies for U.S. Government military customers . . . . .	336419 1501			
	Other missile and space vehicle components and subassemblies				
<b>19</b>	For U.S. Government nonmilitary customers . . . . .	336419 1311			
<b>20</b>	For other customers . . . . .	336419 1413			

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

Line No.	Products and services *Items correspond to products reported on Current Industrial Reports (CIR)	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
0734		0730	0731		
<b>21</b>	Other guided missile and space vehicle parts and auxiliary equipment Developing and making prototypes of all other missile and space vehicle components For U.S. Government military customers Airframes and space capsules . . . . .	336419 3101			
<b>22</b>	All other (Specify kind.) ↴	336419 3104			
<b>23</b>	For U.S. Government nonmilitary customers . . . . .	336419 3107			
<b>24</b>	For other customers . . . . .	336419 3111			
<b>25</b>	Complete aircraft Military aircraft (including all aircraft for U.S. military and any other aircraft built to military specifications) (Excluding modification, conversion, and other aeronautical services to be reported below. Including materials consumed during 2007, labor, overhead, and profits in computing value of work done.) . . . . .	336411 2100			
<b>26</b>	Civil (Corresponds to value of shipments on CIR M336G, Civil Aircraft and Aircraft Engines, 2007)* . . . . .	336411 3100			
<b>27</b>	Aeronautical services Modification, conversion, and overhaul of previously accepted aircraft For military customers (U.S. military and any other aircraft built to military specifications) . . . . .	336411 5101			
<b>28</b>	For civilian customers . . . . .	336411 5104			
<b>29</b>	Other aeronautical services on complete aircraft (including receipts for developing and making prototypes of aircraft and receipts for work done for affiliates and other establishments of your company; excluding missiles and engines) For military customers (U.S. military and any other aircraft built to military specifications) Developing and making prototypes of complete aircraft . . . . .	336411 7101			
<b>30</b>	All other aeronautical services on complete aircraft (Specify kind.) ↴	336411 7104			
<b>31</b>	All other aeronautical services (including developing and making prototypes of complete aircraft for civilian customers) (Specify kind.) ↴	336411 7108			

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

Line No.	Products and services *Items correspond to products reported on Current Industrial Reports (CIR)	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
0734		0730	0731		
<b>32</b>	Aircraft engines and parts Aircraft engines Military engines (for U.S. military aircraft and any other aircraft built to military specifications) . . . . .	336412 1100			
<b>33</b>	For civilian aircraft ( <i>Corresponds to value of shipments on CIR M336G, Civil Aircraft and Aircraft Engines, 2007</i> )* . . . . .	336412 3100			
<b>34</b>	Developing and making prototypes of aircraft engines (including receipts for work done for affiliates and other establishments of your company) For military engines (for U.S. military aircraft and any other aircraft built to military specifications) . . . . .	336412 5101			
<b>35</b>	For civilian aircraft engines . . . . .	336412 5104			
<b>36</b>	All other aeronautical services on aircraft engines For military engines (for U.S. military aircraft and any other aircraft built to military specifications) ( <i>Specify kind.</i> ) ↴	336412 5107			
<b>37</b>	For civilian aircraft engines ( <i>Specify kind.</i> ) ↴	336412 5111			
<b>38</b>	Aircraft engine parts and accessories For military aircraft engines . . . . .	336412 7511			
<b>39</b>	For civilian aircraft engines . . . . .	336412 7711			
<b>40</b>	Aircraft hydraulic and pneumatic subassemblies Aerospace type hydraulic valves ( <i>Corresponds to value of shipments on CIR MA333N, Fluid Power Products (Including Aerospace), 2007</i> )* . . . . .	332912 1100			
<b>41</b>	Aerospace type pneumatic valves ( <i>Corresponds to value of shipments on CIR MA333N, Fluid Power Products (Including Aerospace), 2007</i> )* . . . . .	332912 3100			
<b>42</b>	Aerospace type fluid power (hydraulic and pneumatic) hose assemblies and fittings ( <i>Corresponds to value of shipments on CIR MA333N, Fluid Power Products (Including Aerospace), 2007</i> )* . . . . .	332912 F100			
<b>43</b>	Fluid power pumps, motors, and hydrostatic transmission components (including the valve of the driver if shipped as a complete unit) ( <i>Corresponds to value of shipments on CIR MA333N, Fluid Power Products (Including Aerospace), 2007</i> )* . . . . .	333996 7100			
<b>44</b>	Parts and attachments for fluid power pumps, motors, and hydrostatic transmissions ( <i>Corresponds to value of shipments on CIR MA333N, Fluid Power Products (Including Aerospace), 2007</i> )* . . . . .	333996 9100			
<b>45</b>	Aerospace type fluid power (hydraulic and pneumatic) cylinders and actuators ( <i>Corresponds to value of shipments on CIR MA333N, Fluid Power Products (Including Aerospace), 2007</i> )* . . . . .	333995 7100			

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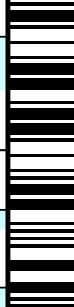
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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line No.	Products and services *Items correspond to products reported on Current Industrial Reports (CIR)	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
0734		0730	0731		
46	Aircraft parts and auxiliary equipment (excluding hydraulic and pneumatic subassemblies and engines) Aircraft mechanical power transmission equipment For military aircraft (including other aircraft built to military specifications) . . . . .	336413 6101			
47	For civilian aircraft . . . . .	336413 6104			
48	Aircraft landing gear For military aircraft (including other aircraft built to military specifications) . . . . .	336413 6207			
49	For civilian aircraft . . . . .	336413 6211			
50	Other aircraft subassemblies and parts (excluding aircraft propellers, helicopter rotors, and parts thereof) For military aircraft (including other aircraft built to military specifications) (Specify kind.) ↴	336413 6313			
51	For civilian aircraft (Specify kind.) ↴	336413 6416			
52	Developing and making prototypes of aircraft parts (excluding engines) . . .	336413 3100			
53	Aircraft propellers and helicopter rotors (including blades and parts) . . . .	336413 1100			
54	Ammunition (excluding small arms) (including complete and separate loading artillery rounds, steel and non-steel parts and cases, and all other ammunition) (more than 30 mm, more than 1.18 in.) (Specify kind.) ↴	332993 2100			
55	Guns, howitzers, mortars, turrets, parts, and all other miscellaneous ordnance, accessories and related equipment (more than 30 mm (1.18 in.)) (including parts; including recoilless rifles more than 30 mm or more than 1.18 inches) . . . . .	332995 0100			
56	Turbines, turbine generators, and turbine generator sets Turbine generator sets (excluding prime mover generator sets) . . . . .	333611 0101			
57	Gas turbines (excluding aircraft all sizes) . . . . .	333611 0451			
58	Parts and accessories for turbines, turbine generators, and turbine generator sets . . . . .	333611 0751			
59	Other turbines and turbine generators (including hydraulic turbines, wind turbines, and turbine generators) (Specify kind.) ↴	333611 0341			

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

Line No.	Products and services *Items correspond to products reported on Current Industrial Reports (CIR)	Census product code	Products shipped and other receipts		
			Value, f.o.b. plant		
			\$ Bil.	Mil.	Thou.
0734		0730	0731		
<b>60</b>	Receipts for research and development (excluding prototype production) . . .	999804 1000			
<b>61</b>	Receipts for machine shop job work and job order repairs . . . . .	332710 0100			
<b>62</b>	All other miscellaneous special industry machinery and equipment and parts for special industry machinery and equipment ( <i>Specify kind.</i> ) ↴	333298 6YWV			
<b>63</b>	Search, detection, navigation, and guidance systems and equipment ( <i>Corresponds to value of shipments on CIR MA334D, Defense, Navigational, and Aerospace Electronics, 2007</i> )* . . . . .	334511 3100			
<b>64</b>	Aeronautical, nautical, and navigational instruments (excluding aircraft engine instruments) ( <i>Corresponds to value of shipments on CIR MA334D, Defense, Navigational, and Aerospace Electronics, 2007</i> )* . . . . .	334511 1100			
<b>65</b>	Self-propelled ships, U.S. military, new construction ( <i>Report value of work done.</i> ) . . . . .	336611 3100			
<b>66</b>	Tanks and parts . . . . .	336992 0111			
<b>67</b>	Self-propelled weapons and parts and other full-tracked combat vehicles and armored utility vehicles (including parts) . . . . .	336992 0215			
<b>68</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 "listed products and services". For all remaining products, write "Other" and report a single total value.</i>	18			
<b>69</b>		26			
<b>70</b>		34			
<b>71</b>		42			
<b>72</b>		59			
<b>73</b>		67			
<b>74</b>	Receipts for work done for others on their materials ( <i>Specify kind.</i> ) ↴	930000 0000			
<b>75</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> ) . . . . .	999890 0000			
<b>76</b>	Other miscellaneous receipts (including receipts for repair work, etc.) . . . .	999809 8000			
<b>77</b>	<b>TOTAL</b> ( <i>Should equal total reported in 5</i> ) . . . . .	770000 0000			

**23-25** Not Applicable.

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

**26** SPECIAL INQUIRIES

**A. AEROSPACE CONTRACTS**

Percentage of your aerospace contracts (reported as value of shipments in **22**) is based on a variation of

- 1. Fixed price contract (using completed contract method) . . . . . 8610
- 2. Fixed price contract (using percentage of completion method) . . . . . 8611
- 3. Cost plus contract . . . . . 8612
- 4. **TOTAL** (Add lines 1 through 3) . . . . .

2007	
Percentage (Report nearest whole percent)	
	%
	%
	%
1 0 0	%

**B. OTHER ESTABLISHMENT ACTIVITIES**

1. Did this establishment design, engineer, or formulate the manufactured products that it sold, produced, or shipped?

0318  Yes

0319  No

2. Which of the following best describes this establishment's primary activity? (Mark "X" only ONE box.)

0362  Providing contract manufacturing services for others

0363  Transforming raw materials or components into new products that this establishment owns or controls

0364  Reselling goods manufactured by others (with or without minor final assembly)

0365  Other - Specify ↴

0366

3. Did this establishment purchase contract manufacturing services from other companies or other establishments of your company to process materials or components that this establishment owns or controls?

0496  Yes, primarily with establishments WITHIN the 50 States and the District of Columbia

0497  Yes, primarily with establishments OUTSIDE of the 50 States and the District of Columbia

0498  No

**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.)

**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

Name of person to contact regarding this report

Title

Telephone

Area code

Number

Extension

Fax

Area code

Number

Internet e-mail address

Date completed

Month

Day

Year

**Thank you for completing your 2007 ECONOMIC CENSUS form.**

**PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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