

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 | Products shipped and other receipts | | |
|----------|---|---------------------|-------------------------------------|------|-------|
| | | | Value, f.o.b. plant | | |
| | | | \$ Bil. | Mil. | Thou. |
| 0734 | | 0730 | 0731 | | |
| 1 | Fishing tackle and equipment | 339920 1100 | | | |
| | Golf equipment | | | | |
| 2 | Golf balls and clubs | 339920 3511 | | | |
| | Other golf equipment (including golf bags, handcars for golf bags, golf club shafts sold separately, tees, and training devices) (Specify kind) ↴ | | | | |
| 3 | | 339920 3431 | | | |
| | Playground equipment | | | | |
| 4 | Home use (including sandboxes, seesaws, slides, and swing sets) | 339920 5101 | | | |
| | Other uses (including heavy-duty commercial and institutional) (Specify kind) ↴ | | | | |
| 5 | | 339920 5106 | | | |
| | Gymnasium and exercise equipment | | | | |
| 6 | Gymnasium and gymnastic apparatus and equipment (including horizontal and parallel bars, balance beams, trampolines, and mats) | 339920 7101 | | | |
| 7 | Home gyms and training units | 339920 7131 | | | |

33973066



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 | Products shipped and other receipts | | | |
|-----------|---|---------------------|-------------------------------------|------|-------|--|
| | | | Value, f.o.b. plant | | | |
| | | | \$ Bil. | Mil. | Thou. | |
| 0734 | | 0730 | 0731 | | | |
| 8 | Gymnasium and exercise equipment - Continued Treadmills | 339920 7141 | | | | |
| 9 | Other exercise, health, and physical fitness equipment (including ab exercisers, cross-country ski exercisers, gliders and riders, rowing machines, and free weight lifting equipment) (Specify kind) ↴ [Redacted] | 339920 7191 | | | | |
| 10 | Other sporting and athletic equipment Billiard and pool equipment (including tables, balls, and cues sold separately) | 339920 A102 | | | | |
| 11 | Bowling equipment Bowling balls | 339920 A116 | | | | |
| 12 | Other bowling equipment (excluding apparel and shoes) (Specify kind) ↴ [Redacted] | 339920 A117 | | | | |
| 13 | Water and underwater sports equipment Sailboards, surfboards, water skis, and underwater sports equipment (excluding cameras and watches) | 339920 A119 | | | | |
| 14 | Other water sports equipment (excluding cameras, watches, shoes, and apparel) (Specify kind) ↴ [Redacted] | 339920 A120 | | | | |
| 15 | Sports helmets, body protective equipment, baseball and softball bats, and other team sports equipment (excluding apparel and shoes) (Specify kind) ↴ [Redacted] | 339920 A125 | | | | |
| 16 | Archery and tennis equipment (excluding apparel, nets, and shoes) | 339920 A135 | | | | |
| 17 | Wood and plastic skateboards | 339920 A186 | | | | |

INFORMATION COPY
DO NOT USE TO REPORT

33973074



CONTINUE WITH **22** ON PAGE 8

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 | | | |
| 18 | Other sporting and athletic equipment - Continued Winter sports equipment Snow skis, snowboards, and other snow ski equipment . . . | 339920 A191 | | | | |
| 19 | Other winter sports equipment (including in-line skates, bobsleds, toboggans, ice skates, and hockey equipment) (Specify kind) ↴ [Redacted] | 339920 A192 | | | | |
| 20 | Above-ground swimming pools, 15 feet or more in diameter, filtered, completely manufactured | 339920 A197 | | | | |
| 21 | Other sporting and athletic equipment (badminton, paintball, racquetball, squash, table tennis, and roller skates) (excluding apparel and shoes) (Specify kind) ↴ [Redacted] | 339920 A199 | | | | |
| 22 | Personal safety equipment (all other types) (including life preservers and auto racing and motorcycle helmets) | 339113 6141 | | | | |
| 23 | 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.) [Redacted] | 18 | | | | |
| 24 | [Redacted] | 26 | | | | |
| 25 | [Redacted] | 34 | | | | |
| 26 | [Redacted] | 42 | | | | |
| 27 | [Redacted] | 59 | | | | |
| 28 | [Redacted] | 67 | | | | |
| 29 | Contract work - Receipts for work done for others on their materials (Specify products worked on and kind of work.) ↴ [Redacted] | 999899 2000 | | | | |
| 30 | 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 | | | | |

INFORMATION COPY
DO NOT USE TO REPORT

33973082



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 | Products shipped and other receipts | | | |
|-----------|--|---------------------|-------------------------------------|------|-------|--|
| | | | Value, f.o.b. plant | | | |
| | | | \$ Bil. | Mil. | Thou. | |
| 0734 | | 0730 | 0731 | | | |
| 31 | Miscellaneous receipts (including receipts for repair work, sales of scrap and refuse, etc.) | 999899 9000 | | | | |
| 32 | TOTAL (Should equal total reported in 5) | 770000 0000 | | | | |

23-29 Not Applicable.

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 |
| | | | | | |

Name of person to contact regarding this report

Title

| | | | |
|-----------|-----------|--------|-----------|
| Telephone | Area code | Number | Extension |
| | | | |

| | | |
|-----|-----------|--------|
| Fax | Area code | Number |
| | | |

E-mail address

| | | | |
|----------------|-------|-----|------|
| Date completed | Month | Day | Year |
| | | | |

Thank you for completing your 2012 ECONOMIC CENSUS form.
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

33973090

