



U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU

FORM

MA-10000 (DRAFT)**2012 ANNUAL SURVEY OF MANUFACTURES**

OMB No. 0607-0938: Approval Expires

DUE DATE
FEBRUARY 12, 2013

(Please correct any errors in this mailing address.)

Need help or have questions?

- **Read** the accompanying information sheet(s) before answering the questions.
- **Visit** econhelp.census.gov
- **Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

MA-10000

Report Online - It's fast and secure!
Go to: econhelp.census.gov

- OR -

Mail your
completed
form to:

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ballpoint pen.
- Do not use pencil or felt-tip pen.
- Do not put slashes through 0 or 7.
- Please center numbers in their respective boxes.
- Place an "X" inside the box.

Examples:

 0 1 2 3 4 5 6 7 8 9

The reporting unit for this form is an establishment. An **establishment** is generally a single physical location where business is conducted or where services or industrial operations are performed. For further clarification, see information sheet(s).

1 EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown to the left of the mailing address the same as the one used for this establishment on its latest 2012 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021 Yes - Go to **2** 0022 No - Enter current EIN (9 digits) → 0025

 -
2 PHYSICAL LOCATION

A. Is this establishment's physical location the same as shown in the mailing address? (P.O. Box and rural route addresses are not physical locations.)

0031 Yes - Go to line B

0032 No - Enter →
physical
location

0035 Number and street

0036 City, town, village, etc.

0037 State

0038 ZIP Code

 -
CONTINUE WITH **2** ON PAGE 2

2 PHYSICAL LOCATION - Continued

B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.? *(Mark "X" only ONE box.)*

- 0041 Yes 0042 No 0043 No legal boundaries 0040 Do not know

C. In what type of municipality is this establishment physically located? *(Mark "X" only ONE box.)*

- 0046 City, village, or borough 0047 Town or township 0048 Other 0024 Do not know

3 OPERATIONAL STATUS

Which of the following best describes this establishment's operational status at the end of 2012? *(Mark "X" only ONE box.)*

- 0011 In operation
 0016 Under construction, development, or exploration
 0013 Temporarily or seasonally inactive

0014 Ceased operation - *Give date at right* →

Month	Day	Year
<input type="text"/>	<input type="text"/>	<input type="text"/>

0015 Sold or leased to another operator - *Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below* →

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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0060 Name of new owner or operator	0061 EIN (9 digits)
	<input type="text"/> - <input type="text"/>

0062 Mailing address (Number and street, P.O. Box, etc.)

0063 City, town, village, etc.	0064 State	0065 ZIP Code
		<input type="text"/> - <input type="text"/>

4 MONTHS IN OPERATION

	<i>Mark "X" if None</i>	2012 Number
Number of months in operation during 2012 <i>(If none, mark "X" and go to 30.)</i> 0002	<input type="checkbox"/>	<input type="text"/>

10000024



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

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be **rounded to thousands** of dollars.

Mark "X" if None

If a figure is **\$2,035,628.79**:

Report →

If a value is "0" (or less than \$500.00):

Report →

2012		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/> 2 <input type="text"/>	<input type="text"/> 036 <input type="text"/>
EXAMPLE		

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None

2012			2011
\$ Bil.	Mil.	Thou.	\$ Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

A. Total value of products shipped and other receipts (Report detail in 2.) 0100

B. Value of products exported (This is a breakout of the value reported on line A.)

Report the value of products shipped for export. Include shipments to customers in the Commonwealth of Puerto Rico and U.S. possessions, as well as the value of products shipped to exporters or other wholesalers for export. Also, include the value of products sold to the U.S. Government to be shipped to foreign governments. Exclude products shipped for further manufacture, assembly, or fabrication in the United States. 0130

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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C. Shipments to other domestic plants of your company for further assembly, fabrication, or manufacture

1. Is this the only establishment of this firm?

0907 Yes - Go to 6

0908 No - Go to line C2

2. Market value of products shipped to other domestic plants of your company for further assembly, fabrication, or manufacture (This is a breakout of the value reported on line A.) 0905

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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6 E-SHIPMENTS

A. Did this plant use any electronic network to control or coordinate the flow of any of the shipments of goods reported in 5, line A? Or, were the orders for any of the shipments reported in 5, line A received over an electronic network?

Electronic networks include:

- Electronic Data Interchange (EDI)
- E-mail
- Internet
- Extranet
- Other online systems

0181 Yes - Go to line B

0182 No - Go to 7

B. Percent of total reported in 5, line A that were ordered, or whose movement was controlled or coordinated over electronic networks (Report whole percents. Estimates are acceptable.) 0109

2012		2011	
Percent		Percent	
<input type="text"/>	%	<input type="text"/>	%

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7 EMPLOYMENT AND PAYROLL

Include:

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN) shown to the left of the mailing address or corrected in **1**.
- Spread on stock options that are taxable to employees as wages.

Exclude:

- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Temporary staffing obtained from a staffing service.

For further clarification, see information sheet(s).

A. Number of employees

1. Number of production workers for pay periods including:

Mark "X" if None

- a. March 12 0325
- b. June 12 0324
- c. September 12 0344
- d. December 12 0347

2. Add lines A1a through A1d 0329

3. Average annual production workers (Divide line A2 by 4 - omit fractions.) 0335

4. All other employees for pay period including March 12 0336

5. TOTAL (Add lines A3 and A4.) 0337

		2012				2011			
		Number				Number			
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

B. Payroll before deductions (Exclude employer's cost for fringe benefits.)

1. Annual payroll

Mark "X" if None

- a. Production workers 0304
- b. All other employees 0305
- c. **TOTAL (Add lines B1a and B1b.) 0300**

2. First quarter payroll (January-March 2012) 0310

		2012			2011	
		\$ Bil.	Mil.	Thou.	\$ Thou.	
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

C. Number of hours worked by production workers (Annual hours worked by production workers reported on lines A1a through A1d.) 0200

Mark "X" if None

		2012				2011			
		Hours				Hours			
		Thou.				Thou.			
		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

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CONTINUE WITH **7** ON PAGE 5

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

7 EMPLOYMENT AND PAYROLL - Continued

D. Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law.

1. Health insurance - Insurance premiums on hospitals, medical plans, and single service plans such as dental, vision, and prescription drug plans. Include premium equivalents for self-insured plans and fees paid to third party administrators (TPAs). Do not include employee contributions. . . . 0333

Mark "X" if None

	2012			2011
	\$ Bil.	Mil.	Thou.	\$ Thou.
<input type="checkbox"/>				

2. Pension plans

a. Defined benefit pension plans - Costs for both qualified and unqualified defined pension plans. Pension plans that specify the benefit to be paid to employees upon retirement, generally either a specific amount or a percentage of compensation. Employer contributions are based on actuarial computations that include the employee's compensation and years of service and are not allocated to specific accounts maintained for employees. 0335

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b. Defined contribution plans - Costs under defined contribution plans. Pension plans that define the employer contributions to a separate account provided for each employee. The employee "benefit" at retirement depends on the amount contributed and the results of the account's activity. Examples include profit sharing plans, money purchase (e.g., 401k, 403b) and stock bonus plans (e.g., ESOPs). 0337

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3. Payroll taxes, employer paid insurance premiums (excluding health), and other employer paid benefits - Other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). 0339

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4. TOTAL (Add lines D1 through D3.) 0220

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8 Not Applicable.

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9 VALUE OF INVENTORIES

A. Did this establishment own inventories, regardless of where held, at the end of 2012 and/or 2011?

0488 Yes - Go to line B

0489 No - Go to **13**

B. Report inventories owned by this establishment as of December 31 before Last-in, First-out (LIFO) adjustment (if any).

	Mark "X" if None	End of 2012			Mark "X" if None	End of 2011		
		\$ Bil.	Mil.	Thou.		\$ Bil.	Mil.	Thou.
1. Finished goods	<input type="checkbox"/>				<input type="checkbox"/>			
	0461				0471			
2. Work-in-process	<input type="checkbox"/>				<input type="checkbox"/>			
	0463				0473			
3. Materials, supplies, fuels, etc.	<input type="checkbox"/>				<input type="checkbox"/>			
	0462				0472			
4. Total inventories (Add lines B1 through B3.)	<input type="checkbox"/>				<input type="checkbox"/>			
	0460				0470			
5. LIFO reserve (Report LIFO gross in 10 , line A.)	<input type="checkbox"/>				<input type="checkbox"/>			
	0466				0476			
6. Total inventories after LIFO adjustment (Line B4 minus line B5.)	<input type="checkbox"/>				<input type="checkbox"/>			
	0490				0492			

10 INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in **9**, line B4, is subject to the following valuation methods.

	Mark "X" if None	End of 2012			Mark "X" if None	End of 2011		
		\$ Bil.	Mil.	Thou.		\$ Bil.	Mil.	Thou.
A. LIFO valuation method before adjustment (Report LIFO reserve in 9 , line B5.)	<input type="checkbox"/>				<input type="checkbox"/>			
	0465				0475			
B. First-in, First-out (FIFO)	<input type="checkbox"/>				<input type="checkbox"/>			
	0498				0496			
C. Average cost	<input type="checkbox"/>				<input type="checkbox"/>			
	0502				0500			
D. Standard cost	<input type="checkbox"/>				<input type="checkbox"/>			
	0506				0504			
E. Other valuation method - Specify method \nearrow	<input type="checkbox"/>				<input type="checkbox"/>			
	0895				0485			
F. TOTAL (Add lines A through E. Total should equal 9 , line B4.)	<input type="checkbox"/>				<input type="checkbox"/>			
	0510				0508			

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

11 INVENTORIES OUTSIDE OF THE UNITED STATES

A. Of the total inventories reported in **9**, line B4, were any stored or en route OUTSIDE the 50 U.S. states and the District of Columbia?

0256 Yes - Go to line B

0257 No - Go to **13**

B. Report the total value of these inventories (**Do not report** inventory held in Foreign Trade Zones or in bond warehouses in the U.S.)

Mark "X" if None 0261

End of 2012		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>

Mark "X" if None 0260

End of 2011		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>

12 Not Applicable.

13 ASSETS, CAPITAL EXPENDITURES, RETIREMENTS, AND DEPRECIATION

Refer to the instructions on how to report leasing arrangements.

Report the dollar value of assets, capital expenditures, and depreciation.

Mark "X" if None

A. Gross value of depreciable assets (acquisition costs) at the beginning of the year 0500

2012			2011
\$ Bil.	Mil.	Thou.	\$ Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>	Not collected in 2011

B. Capital expenditures for new and used depreciable assets in 2012

1. Capital expenditures for new and used buildings and other structures (Exclude land.) 0525

<input type="text"/>	<input type="text"/>	<input type="text"/>	
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2. Capital expenditures for new and used machinery and equipment 0530

<input type="text"/>	<input type="text"/>	<input type="text"/>	
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3. TOTAL (Add lines B1 and B2.) 0520

<input type="text"/>	<input type="text"/>	<input type="text"/>	
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C. Gross value of depreciable assets sold, retired, scrapped, destroyed, etc. 0510

<input type="text"/>	<input type="text"/>	<input type="text"/>	Not collected in 2011
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D. Gross value of depreciable assets at the end of 2012 (Add lines A and B3 minus C.) 0505

<input type="text"/>	<input type="text"/>	<input type="text"/>	Not collected in 2011
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E. Normal depreciation charges for all tangible assets including buildings, machinery, and equipment 0540

<input type="text"/>	<input type="text"/>	<input type="text"/>	Not collected in 2011
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F. Breakdown of expenditures for new and used machinery and equipment by type (Reported on line B2.)

1. Automobiles, trucks, etc., for highway use 0522

<input type="text"/>	<input type="text"/>	<input type="text"/>	
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2. Computers and peripheral data processing equipment 0523

<input type="text"/>	<input type="text"/>	<input type="text"/>	
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3. All other expenditures for machinery and equipment 0524

<input type="text"/>	<input type="text"/>	<input type="text"/>	
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4. TOTAL (Add lines F1 through F3.) 0529

<input type="text"/>	<input type="text"/>	<input type="text"/>	
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10000073



14 RENTAL PAYMENTS

(Exclude capital leases (leases with a contract to own at the end of the lease).)

Mark "X" if None

			2012									
			\$ Bil.			Mil.			Thou.			
A.	Rental or lease of buildings, job-site trailers, and other structures (Include land.)	0551	<input type="checkbox"/>									
B.	Rental or lease of construction equipment and tools, machinery, office equipment, furniture, and vehicles	0552	<input type="checkbox"/>									
C. TOTAL	(Add lines A and B.)	0550	<input type="checkbox"/>									

15 Not Applicable.

10000081



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

16 SELECTED EXPENSES

A. Selected production related costs

Mark "X" if None

- 1. Cost of materials, parts, containers, packaging, etc. used (Report detail in 17.) 0421
- 2. Cost of products bought and sold as such without further processing (Report sales in 22.) 0426
- 3. Cost of purchased fuels consumed for heat, power, or the generation of electricity . . . 0430
- 4. Cost of purchased electricity (Report quantity on line B1.) 0425
- 5. Cost of work done for you by others on your materials 0424
- 6. **TOTAL** (Add lines A1 through A5.) 0420

2012			2011
\$ Bil.	Mil.	Thou.	\$ Thou.

B. Quantity of Electricity

Mark "X" if None

- 1. Purchased electricity (Quantity comparable to cost reported on line A4.) 0436
- 2. Generated electricity (Gross less generating station use.) 0437
- 3. Electricity sold or transferred to other establishments (Include on lines B1 or B2.) 0438

2012			2011
Kilowatt-hours			Kilowatt-hours
Bil.	Mil.	Thou.	Thou.

C. Other operating expenses paid by this establishment

Mark "X" if None

- 1. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. (Include all charges for payroll, benefits and services.) 0176
- 2. Expensed equipment - Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). (Report packaged software on line C3.) . . 0403
- 3. Expensed purchases of software - Purchases of prepackaged, custom coded or vendor customized software. (Include software developed or customized by others, web-design services and purchases, licensing agreements, upgrades of software; and maintenance fees related to software upgrades and alterations.) . . 0188

2012		
\$ Bil.	Mil.	Thou.

10000099



CONTINUE WITH 16 ON PAGE 10

16 SELECTED EXPENSES - Continued

4. Data processing and other purchased computer services (Include computer facilities management services, computer input preparation, data storage, computer time rental, optical scanning services, and other computer-related advice and services, including training. Exclude expensed integrated systems, repair and maintenance of computer equipment, payroll processing and credit card transaction fees, and expenses for telecommunication services (e.g., Internet, connectivity, telephone).) 0198

Mark "X" if None

2012		
\$ Bil.	Mil.	Thou.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. Purchased communication services - Telephone, cellular, and fax services; computer-related communications (e.g., Internet, connectivity, online) and other wired and wireless communication services. 0427

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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6. Purchased repairs and maintenance to buildings and/or machinery and equipment (Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees.) . . . 0401

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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7. Water, sewer, refuse removal, and other utility payments (Include the costs of hazardous waste removal.) 0407

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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8. Purchased advertising and promotional services (Include marketing and public relations services.) 0409

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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9. Purchased professional and technical services (Include management consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other professional services. Exclude salaries paid to your own employees for these services.) 0216

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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10. Governmental taxes and license fees - Payments to government agencies for taxes and licenses. (Include business and property taxes. Exclude income taxes.) . . 0405

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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11. All other operating expenses not reported elsewhere. (Exclude purchases of merchandise for resale and nonoperating expenses.) - *Specify* ↴

0417 0415

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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12. TOTAL (Add lines C1 through C11.) . . . 0422

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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