

**NEMA Member's FS-132 Report Net Sales to Domestic Customers for
Calendar Year/ Fiscal Year, 2005**

The Board of Governors of the National Electrical Manufacturers Association has authorized the Accounting Department to collect, annually, classified statistics on sales in the open market to Domestic Customers from all member companies manufacturing or promoting for sale any products coming within the scope of the authorized Subdivisions of the Association.

Under NEMA By-Laws, these sales statistics are used to apportion dues and charges among the members of the Association in proportion to each member's net domestic sales.

Report sales of all product listed in the Product-Related Scope of NEMA Subdivisions booklet, dated March, 2006. Do not limit your FS report to the items included in the Product Statistical Activities conducted by individual Subdivisions.

ALL MEMBERS ARE REQUIRED TO REPORT

The attached report is complete and correct:

Company _____ City _____

Completed By _____ Title _____ Date _____

Phone _____ Fax _____

**THIS REPORT MUST ACCOMPANY THE MEMBERSHIP APPLICATION
NOTE: A MEMBERSHIP APPLICATION CANNOT BE PROCESSED
WITHOUT THE INFORMATION ON THIS FS-132 Form**

You can email this FS-132 Form to Tom Hixon, VP Finance & Administration (tom_hixon@nema.org). If you have any questions on this form, please call Tom Hixon at (703) 841-3272.

**INDUSTRY PROGRAMS DEPARTMENT
NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION**

1300 N. 17th Street, Suite 1752, Rosslyn, VA 22209



Subsection D: Apportionment of Dues Among Members

Paragraph 1-General Basis of Apportionment

The amount of dues and charges allocated to or assessed against each Dues Center, as provided in Subsection B, shall be apportioned among the members of the Association, whether or not affiliated with the Dues Center, in proportion to each member's net sales in the open market to domestic customers of products embraced within the product scope of the Dues Center, as reported to the Accounting Department of the Association. Included in sales upon which dues shall be so apportioned shall be sales made by a parent company, or a manufacturing division or subsidiary to its affiliate, if said affiliate is generally known as a distributor, wholesaler, or jobber, or as a dealer, contractor, or retailer. The method of apportionment shall be as set forth below.

Paragraph 2-Apportionment

Dues and charges, allocated to or assessed against each Dues Center, shall, at the beginning of each fiscal year, be apportioned among the members of the Association, whether or not affiliated with the Dues Center, in proportion to each member's annual net sales in the open market to domestic customers of products embraced within the product scope of the Dues Center, for the twelve months' period ending December 31 one year prior to the beginning of such fiscal year, as reported to the Accounting Department of the Association.

Paragraph 4-In Case of Inadequate Reports

In the case of a member who has made no report to the Accounting Department of the Association of any net sales in the open market to domestic customers of products embraced within the product scope of the Dues Center, for such twelve months' period referred to in Paragraphs 2 and 3 hereof, or has made or reported such sales for less than the twelve months' period, the President, or the Accounting Department, with final approval by the President, shall assign such sales volume for such products to such member as, in the opinion of the President, seems proper.

Subsection G: Failure to Report Sales

Each member shall report his sales of products within the product scope of any Dues Center of the Association within sixty days after the Association requests such report. In addition, each member which is a division of a corporation shall also report, within sixty days after the Association requests such report, sales by any other division of such corporation of products within the product scope of any Dues Center with which such member division is affiliated. The President shall assign to any member failing to file such report within such period such sales volume as, in the discretion of the President, seems proper. The dues of such member in each Dues Center shall be fixed and determined upon the basis of such assigned sales volume.

Guide for Compiling the FS Net Domestic Sales Report

This report covers all products within the product scope of NEMA Sections or Groups as defined in the current FS Product Related Scopes Booklet.

Due to the fact that some product statistical activities conducted through NEMA's Economics Department cover less than all products embraced within the scope of the respective sections, the figures you report here may differ from those reported through other activities.

Neither is the report limited to those products coming within the scope of Sections or Groups with which your company is affiliated. This report should include the sales made by you of all products coming within the product scope of every NEMA Section or Group whether or not your company is affiliated with a group.

Geographic Coverage

In filing sales data for dues purposes, include only domestic net sales billed to customers in the United States and its territories. Exclude all sales to foreign countries.

Include all net sales billed to the United States Government regardless of where the products are shipped or used, except where the Government is acting as an agent in marketing purchases for a foreign interest.

Value to Be Reported

The reported values should be net sales billed to the nearest thousand of dollars - i.e. the invoiced values less returns and allowances rounded off to the nearest thousand. *Do not include federal excise taxes paid by you.*

Renegotiated Sales

Adjustments arising out of the renegotiation process should not be taken into consideration in reporting sales for dues purposes, except that if as a result of renegotiation the future unit price of an article is reduced, the future billing of the article at the adjusted price should be reported for dues purposes.

Include in Your Report

- Domestic sales regardless of where manufactured.
- Products manufactured and sold by you. Include in your report all products manufactured by you which bear your trade or identifying mark on the products and which you sell in the open market.
- Products manufactured by you and sold by another manufacturer under your trade name. Include in your report all products manufactured by you which bear your trade or identifying mark on the product and which are sold by any other manufacturer provided he does no further processing or assembly work on them.

- Products manufactured by you that are sold by a company which is not an electrical manufacturer, and/or a company which is an electrical manufacturer but not a member of NEMA and which bears such company's trade or identifying mark on the product.
- Products purchased from any other manufacturer and resold with your trade or identifying mark on the product. This type of operation is referred to in the By-Laws as *brand labeling*.

Do Not Include in Your Report

- Products manufactured by you for resale as such by any other electrical manufacturer with such manufacturer's trade or identifying mark on the product without further processing or assembly by him. The function performed by the reseller is that type of operation referred to in the By-Laws as *brand labeling*.
- Products purchased for resale as such, that is without further processing or assembly with the original manufacturer's trade or identifying mark on the product.
- Products that you will no longer own or manufacture during the **dues year** for which these sales are being collected.

Interpretation of "Manufacture" and "Brand Labeling"

The Board of Governors has adopted interpretations of the words *manufacture* and *brand labeling*. These interpretations are as follows:

The word *manufacture* shall mean to engineer, produce in whole or in part, or to effect some substantial physical or functional change in an electrical product including any substantial processing and/or substantial assembling operation. Packaging or labeling operations alone do not constitute manufacture.

The phrase *brand labeling* shall be interpreted as representing distribution effort on the product which is sold under the promoter's own trade name and on which product the promoter contributes substantial design, application or standards engineering. The affixing of a trade or identifying mark of the promoter on the product.

FS-132: REPORT OF NET SALES TO DOMESTIC CUSTOMERS

PRODUCT CLASSIFICATIONS		CALENDAR/FISCAL YEAR, 2005
1. INDUSTRIAL AUTOMATION DIVISION		
1-CM	CARBON/MANUFACTURED GRAPHITE SECTION (1-CM): Electrode Group	\$,000.00
1-EW	ARC WELDING SECTION (1-EW): Welding Power Sources Voting Classification and Dues Center	\$,000.00
1-IS	INDUSTRIAL AUTOMATION CONTROL PRODUCTS AND SYSTEMS SECTION (1-IS): Industrial Automation Control Products and Systems	\$,000.00
1-MG	MOTOR AND GENERATOR SECTION (1-MG): Integral and Large Motors (excluding Generators and 1-MG-6 which are reported below)	\$,000.00
1-MG	MOTOR AND GENERATOR SECTION (1-MG): Generators	\$,000.00
1-MG-6	MOTOR AND GENERATOR SECTION (1-MG): Small Machine Group (Fractional HP Motors) (Report sensors in 1-IS)	\$,000.00
1-PE	POWER ELECTRONICS SECTION (1-PE): Power Electronics	\$,000.00
2. LIGHTING SYSTEMS DIVISION		
2-BL	BALLAST SECTION (2-BL): Ballast	\$,000.00
2-EM	EMERGENCY LIGHTING SECTION (2-EM): Emergency Lighting	\$,000.00
2-LC	LIGHTING CONTROLS SECTION (2-LC): Lighting Controls	\$,000.00
2-LE	LUMINAIRE SECTION (2-LE): Luminaires	\$,000.00
2-LL	LAMP SECTION (2-LL): Lamp	\$,000.00
2-SL	SOLID STATE LIGHTING SECTION (2-SL): Solid State Lighting	\$,000.00
3. ELECTRONICS DIVISION		
3-DB	DRY BATTERY SECTION (3-DB): Dry Battery	\$,000.00
3-DC	RESIDENTIAL CONTROLS (3-DC): Residential Controls	\$,000.00
3-SB	SIGNALING PROTECTION AND COMMUNICATION SECTION (3-SB): Signaling Protection and Communication (excluding 3-SB-4 which is reported below)	\$,000.00
3-SB-4	SIGNALING PROTECTION AND COMMUNICATION SECTION (3-SB): Health Care Communications Group	\$,000.00
3-TS	TRANSPORTATION MANAGEMENT SYSTEMS & ASSOCIATED CONTROL DEVICES SECTION (3-TS): Transportation Management Systems & Associated Control Devices	\$,000.00

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5. BUILDING EQUIPMENT DIVISION		
5-CT	CABLE TRAY SECTION (5-CT): Cable Tray	\$,000.00
5-EN	ENCLOSURES SECTION (5-EN): Enclosures	\$,000.00
5-FB	CONDUIT FITTINGS SECTION (5-FB): Conduit Fittings	\$,000.00
5-FU	FUSE SECTION (5-FU): Fuse	\$,000.00
5-HC	HEALTH CARE FACILITY EQUIPMENT SECTION (5-HC): Health Care Facility Equipment	\$,000.00
5-LVDE-1	LOW VOLTAGE DISTRIBUTION EQUIPMENT SECTION (5-LVDE): Molded Case Circuit Breaker Product Group	\$,000.00
5-LVDE-2	LOW VOLTAGE DISTRIBUTION EQUIPMENT SECTION (5-LVDE): Panelboard & Distribution Board Product Group	\$,000.00
5-LVDE-3	LOW VOLTAGE DISTRIBUTION EQUIPMENT SECTION (5-LVDE): Switches Product Group	\$,000.00
5-LVDE-4	LOW VOLTAGE DISTRIBUTION EQUIPMENT SECTION (5-LVDE): Busway Product Group	\$,000.00
5-OS	OUTLET AND SWITCH BOX SECTION (5-OS): Outlet and Switch Box	\$,000.00
5-PP	GROUND FAULT PERSONNEL PROTECTION SECTION (5-PP): Ground Fault Personnel Protection	\$,000.00
5-PR	PIN AND SLEEVE PLUG, RECEPTACLE, AND CONNECTOR SECTION (5-PR): Pin and Sleeve Plug, Receptacle, and Connector	\$,000.00
5-RN	STEEL CONDUIT AND ELECTRICAL METALLIC TUBING SECTION (5-RN): Steel Conduit and Electrical Metallic Tubing	\$,000.00
5-TC	POLYMER RACEWAY PRODUCTS SECTION (5-TC): Polymer Raceway Products	\$,000.00
5-VS	LOW VOLTAGE SURGE PROTECTIVE DEVICES SECTION (5-VS): Low Voltage Surge Protective Devices	\$,000.00
5-WD	WIRING DEVICE SECTION (5-WD): Wiring Device Section	\$,000.00
6. INSULATING MATERIALS DIVISION		
6-IM-1	INSULATING MATERIALS SECTION (6-IM): Flexible Insulation and Mica Voting Classification	\$,000.00
6-IM-2	INSULATING MATERIALS SECTION (6-IM): Industrial Laminate Voting Classification	\$,000.00
6-IM-3	INSULATING MATERIALS SECTION (6-IM): Electrical Insulating Resins Voting Classification	\$,000.00
6-IM-4	INSULATING MATERIALS SECTION (6-IM): Electrical Tubing and Sleeving Voting Classification	\$,000.00

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PRODUCT CLASSIFICATIONS		CALENDAR/FISCAL YEAR, 2005
6. INSULATING MATERIALS DIVISION (Continued)		
6-LD	DECORATIVE LAMINATE SECTION (6-LD): Decorative Laminate	\$,000.00
6-MW	MAGNET WIRE SECTION (6-MW): Magnet Wire	\$,000.00
7. WIRE AND CABLE DIVISION		
7-HW	HIGH PERFORMANCE WIRE AND CABLE SECTION (7-HW): High Performance Wire and Cable	\$,000.00
7-MO	Modular Wire Section (7-MO): Modular Wire Section	\$,000.00
7-RV/VR-1	BUILDING WIRE & CABLE SECTION (7-RV)/POWER & CONTROL CABLE SECTION (7-VR): Building Wire and Cable Group Voting Classification	\$,000.00
7-RV/VR-2	BUILDING WIRE & CABLE SECTION (7-RV)/POWER & CONTROL CABLE SECTION (7-VR): Power and Control Cable Group Voting Classification	\$,000.00
7-RV/VR-3	BUILDING WIRE & CABLE SECTION (7-RV)/POWER & CONTROL CABLE SECTION (7-VR): Portable Power Cable Group and Dues Center	\$,000.00
7-XC-1	FLEXIBLE CORDS SECTION (7-XC): Fixture and Appliance Wire Voting Classification and Dues Center	\$,000.00
7-XC-2	FLEXIBLE CORDS SECTION (7-XC): Power Supply Cord and Cord Sets Voting Classification and Dues Center	\$,000.00
7-XC-3	FLEXIBLE CORDS SECTION (7-XC): Industrial Portable Power Cable Voting Classification and Dues Center	\$,000.00
7-XC-4	FLEXIBLE CORDS SECTION (7-XC): Plug Blades Voting Classification and Dues Center	\$,000.00
8. POWER EQUIPMENT DIVISION		
8-CC	ELECTRICAL CONNECTOR SECTION (8-CC): Electrical Connector Section	\$,000.00
8-CP	CAPACITOR SECTION (8-CP): Capacitor Section	\$,000.00
8-EI-1	ELECTRICAL MEASURING EQUIPMENT SECTION (8-EI): Electrical Metering Group and Dues Center	\$,000.00
8-EI-2	ELECTRICAL MEASURING EQUIPMENT SECTION (8-EI): Instrument Transformer Group and Dues Center	\$,000.00
8-EI-3	ELECTRICAL MEASURING EQUIPMENT SECTION (8-EI): Meter Mounting and Test Equipment Group and Dues Center	\$,000.00
8-HV	HIGH VOLTAGE INSULATOR SECTION: High Voltage Insulator	\$,000.00
8-LA	SURGE ARRESTER SECTION (8-LA): High Voltage Surge Arresters Voting Classification and Dues Center	\$,000.00
8-SG	SWITCHGEAR SECTION (8-SG): Switchgear Section	\$,000.00
8-SM	STEAM TURBINE SECTION (8-SM): Steam Turbine	\$,000.00
8-TP-1	TRANSFORMER PRODUCTS SECTION (8-TP): Dry Type and Specialty Transformer Voting Classification and Dues Center	\$,000.00
8-TP-2	TRANSFORMER PRODUCTS SECTION (8-TP): Transformer Voting Classification and Dues Center	\$,000.00

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9. DIAGNOSTIC IMAGING AND THERAPY SYSTEMS DIVISION		
9-MS	MAGNETIC RESONANCE SECTION (9-MS): Magnetic Resonance	\$,000.00
9-NU	NUCLEAR SECTION (9-NU): Nuclear	\$,000.00
9-MII	MEDICAL IMAGING INFORMATICS SECTION (9-MII): Medical Imaging Informatics	\$,000.00
9-TH	RADIATION THERAPY SECTION (9-TH): Radiation Therapy	\$,000.00
9-UD	ULTRASOUND IMAGING SECTION (9-UD): Ultrasound Imaging	\$,000.00
9-XR	X-RAY IMAGING PRODUCTS SECTION (9-XR): All X-ray Imaging Products: Hardware*	\$,000.00

* Includes equipment, components, and accessories.