



2012 ECONOMIC CENSUS

Lumber and Other Construction Materials

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.

WH-42307

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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

42307017



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 0044 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 ONE of the following best describes this establishment's operational status at the end of 2012? (Mark "X" only ONE box.)

- 0011 In operation
- 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 corporation - Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↴

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0060 Name of new owner or operator	0061 EIN (9 digits)
<input style="width: 95%;" type="text"/>	<input style="width: 95%;" type="text"/>

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

0063 City, town, village, etc.	0064 State	0065 ZIP Code
<input style="width: 95%;" type="text"/>	<input style="width: 95%;" type="text"/>	<input style="width: 95%;" type="text"/>

0016 Other - Specify →

4 MONTHS IN OPERATION

Number of months in operation during 2012 (If none, mark "X" and go to 30.)	0002 <input type="checkbox"/>	2012 Number
		<input style="width: 20px; height: 20px;" type="text"/>

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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.

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

Report →

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

Report →

Mark "X" if None

2012		
\$ Bil.	Mil.	Thou.
	2	036
EXAMPLE		

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

A. Sales and operating receipts (Include the gross selling value of business conducted for others. Include shipping and handling charges. Exclude sales taxes and Hawaii's General Excise Tax.) . . . 0100

Mark "X" if None

2012		
\$ Bil.	Mil.	Thou.

B. Did this establishment earn commissions for the sale of merchandise?

1121 Yes - Go to line C

1122 No - Go to line E

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C. Gross selling value of business conducted on a commission basis (Include on line A.) 1123

2012		
\$ Bil.	Mil.	Thou.

D. Commissions received on transactions reported on line C 1124

E. Is this the only establishment of this firm?

0907 Yes - Go to line G

0908 No - Go to line F

Mark "X" if None

F. Percent of products sold by this establishment manufactured or mined in the United States by **your company** or its subsidiaries 1125

2012	
Percent	%

G. Did e-commerce account for more than 50% of this establishment's sales and/or operating receipts as reported on line A?

0308 Yes

0309 No

6 Not Applicable.

42307033



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**.

Exclude:

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.

For further clarification, see information sheet(s).

Mark "X" if None

2012

Number

A. Number of employees for pay period including March 12 0320

--	--	--	--	--	--

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

Mark "X" if None

2012

\$ Bil.

Mil.

Thou.

1. Annual payroll 0300

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

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8 Not Applicable.

9 VALUE OF INVENTORIES

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

0486 Yes - Go to line B

0487 No - Go to **16**

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

1. Total inventories before LIFO adjustment (if any)

Mark "X" if None

End of 2012

\$ Bil.

Mil.

Thou.

0460

2. LIFO reserve (if any)

0466

3. Total inventories after LIFO adjustment (Line B1 minus line B2.) . . .

0468

Mark "X" if None

End of 2011

\$ Bil.

Mil.

Thou.

0470

0476

0469

42307041



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10 INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in **9**, line B1, for 2012 is subject to the following valuation methods:

Mark "X" if None

			2012		
			\$ Bil.	Mil.	Thou.
A.	LIFO valuation method before adjustment	0244	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B.	First-in, First-out (FIFO)	0491	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C.	Average cost	0492	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D.	Standard cost	0493	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E.	Other valuation method - Specify method 0895 <input type="text"/>	0494	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
F. TOTAL	(Sum of lines A through E should equal 9 , line B1.)	0490	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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11-15 Not Applicable.

16 SELECTED EXPENSES

Mark "X" if None

			2012		
			\$ Bil.	Mil.	Thou.
A.	Operating expenses (Include payroll. Exclude cost of goods sold and interest expense.)	0140	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B.	Purchases of merchandise for resale, net of returns, allowances, and trade and cash discounts (Include amounts allowed for trade-ins.)	1160	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

C. For the value reported on line B, were any of these goods ordered over an Internet, Extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system?

0441 Yes

0442 No

0443 Do not know

17 and 18 Not Applicable.

42307058



19 A. KIND OF BUSINESS

Which ONE of the following best describes this establishment's principal kind of business in 2012?
(Mark "X" only ONE box.)

0700

- 423 310 10 1 Lumber, without yard
- 423 310 20 1 Lumber yard
- 423 310 30 1 Plywood, veneer, millwork, and wood panels, including doors and windows
- 423 330 00 1 Roofing, siding, and insulation materials
- 423 320 10 1 Brick, block, structural clay tile, and clay or cement sewer pipe
- 423 320 20 1 Sand, gravel, and stone
- 423 320 30 1 Cement, lime, gypsum materials, and related products
- 423 220 30 1 Floor coverings, including carpeting
- 423 390 10 1 Flat glass and other construction glass
- 423 390 20 1 Other construction materials
- 424 950 00 1 Paints, varnishes, wallpaper, and supplies
- 423 710 00 1 Hardware
- 423 510 11 1 Ferrous metals service center with inventory
- 423 510 12 1 Ferrous metals sales office without inventory
- 424 610 00 1 Plastics materials and basic shapes and forms
- 771 000 23 1 Construction contracting - Specify ↴

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0701

- 771 000 00 1 Other kind of business - Specify ↴

0701

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19 B. TYPE OF OPERATION

Which ONE of the following best describes this establishment's principal type of operation in 2012?
(Mark "X" only ONE box.)

Merchant wholesaler, buying and selling on own account

0600

12 Importer

13 Exporter

11 Merchant wholesale distributor or jobber

14 Own-brand importer and marketer

20 **Manufacturers' sales branch or office**

Agent, broker, or commission merchant

46 Manufacturers' representative or agent

41 Auction company

42 Broker, representing buyers and sellers

43 Commission merchant

44 Import agent

45 Export agent

49 **Electronic market - business-to-business marketplace that facilitates the sale of goods via the Internet or other electronic means, and operates on a commission or fee basis**

77 **Other broker or agent - Specify** ↴

[Empty text box for specifying other broker or agent]

0601

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

21 METHOD OF SELLING

Which ONE of the following best describes this establishment's principal method of selling in 2012?
(Mark "X" only ONE box.)

- 0751 Electronic commerce (selling goods or facilitating the sale of goods via the Internet or other electronic means)
- 0752 Store or display showroom (selling from a fixed or permanent location with physical displays of priced merchandise and/or from a counter)
- 0753 Warehouse or office (including telephone/fax orders or outside sales representatives)
- 0754 Mail order
- 0755 Home shopping via television
- 0756 Direct selling (selling in a face-to-face manner away from a fixed location, such as house-to-house, party plan, or temporary kiosk sales)
- 0757 Vending machines
- 0758 Other - *Specify* _____

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0759

HOW TO REPORT PERCENTS

Percents should be **rounded to whole** percents.

If figure is **38.76%** of total sales: **Report** →

2012			
Report thousands of dollars OR whole percents. Estimates are acceptable.			
\$ Bil.	Mil.	Thou.	Percent
			39

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

(Report sales for each product line sold by this establishment, either as a dollar figure or as a whole percent of total sales reported in 5, line A. Include the value of merchandise marketed under capital, finance, or full payout leases, and rental receipts derived from merchandise under operating leases. See HOW TO REPORT DOLLAR FIGURES on page 3 and HOW TO REPORT PERCENTS above. Do not combine data for two or more lines.)

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
1. Rough, dressed, and finished dimensional lumber				
a. Untreated lumber 10611				
b. Treated lumber 10612				
c. Boards 10613				
d. Add lines 1a through 1c 10600				

CONTINUE WITH **22** ON PAGE 10

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

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
2. Plywood, panels, and millwork, including doors and windows				
a. Softwood plywood, softwood veneer, and Oriented Strand Board (OSB) 10621				
b. Other panel products, including hardwood plywood, hardwood veneer, and particleboard 10622				
c. Gypsum board, green or water board, and other specialty boards 10623				
d. Wood millwork, including moldings, doors, windows and cabinets 10624				
e. Metal millwork 10625				
f. Trusses, wood siding, and wood shingles 10626				
g. Add lines 2a through 2f 10620				
3. Concrete, cement, sand, gravel, stone, brick, and block				
a. Ready-mixed or transit-mixed concrete 10711				
b. Cement, lime, and gypsum materials 10712				
c. Sand, gravel, and crushed and building stone 10713				
d. Brick, block, structural clay tile, and clay or cement sewer pipe 10714				
e. Add lines 3a through 3d 10700				
4. Nonwood roofing, nonwood siding, and insulation materials				
a. Nonwood roofing 10721				
b. Nonwood siding 10722				
c. Insulation materials 10723				
d. Add lines 4a through 4c 10720				
5. Hardware 11700				

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CONTINUE WITH **22** ON PAGE 11

CONTINUE ON PAGE 11

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

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
6. Plastics materials and basic shapes 15300				
7. Flat glass and other construction glass				
a. Construction glass, including window and door glass 10731				
b. Glass for glass product manufacturing 10732				
c. Add lines 7a and 7b 10730				
8. Other construction products and materials				
a. Rain-carrying equipment, including gutters and down spouts 10741				
b. Prefabricated buildings and nonwood structural assemblies 10742				
c. Manufactured mobile homes 10743				
d. Plastic and metal fence 10745				
e. Other construction materials, including house wraps, vapor barriers, and construction papers 10744				
f. Add lines 8a through 8e 10740				
9. Paint, paint supplies, wallpaper, and wallpaper supplies 16000				
10. Flooring and floor coverings 10530				
11. Flat iron and steel products 11120				
12. Iron and steel wire and wire products 11140				
13. Iron and steel pipes and tubing 11150				
14. Iron and steel products, including railroad rails, joints, spikes, and accessories 11160				
15. Aluminum shapes and forms 11220				

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CONTINUE WITH **22** ON PAGE 12

CONTINUE ON PAGE 12

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

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
16. Plumbing and hydronic heating equipment and supplies, including gas plumbing appliances, water heaters, and other water system components 11800				
17. Electric and gas household appliances, excluding plumbing 11500				
18. Electrical apparatus and equipment 11400				
19. Electronic parts and equipment, excluding communications equipment 11300				
20. Forced-air heating and air-conditioning equipment and supplies 11900				
21. Abrasives, strapping, tape, and mechanical rubber goods 12460				
22. Nonlumber forest products, including cordwood, hewn posts, poles, railroad ties, and timber				
a. Cordwood and firewood 13121				
b. Pulpwood and wood pulp 13122				
c. Other nonlumber forest products, including hewn posts, poles, railroad ties, and timber 13123				
d. Add lines 22a through 22c 13120				
23. Adhesives, sealants, and other chemicals and allied products, excluding plastics, gases, and petroleum 15330				
24. Miscellaneous commodities - <i>Specify</i> ↴				
a. <input type="text"/> 19811				
b. <input type="text"/> 19812				
c. <input type="text"/> 19813				
25. Rental and operating lease receipts 19940				
26. Service receipts and labor charges, including installed parts				
a. Labor charges for repair work 19701				
b. Parts installed in repair work 19702				

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

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
26. Service receipts and labor charges, including installed parts - Continued				
c. Other service receipts and labor charges - <i>Specify</i> ↴				
<input type="text"/>				
d. Add lines 26a through 26c				
27. Construction receipts				
28. TOTAL (Should equal 5 , line A, if reporting in dollars.)				100

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23 Not Applicable.

24 SHIPPING AND HANDLING

A. Did this establishment have any receipts from customers for shipping and handling of merchandise in 2012?

0981 Yes - Go to line B

0982 No - Go to **25**

B. Receipts of this establishment from customers for shipping and handling of merchandise 0985

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

C. Are receipts for shipping and handling included in sales and receipts (reported in **5**, line A)?

0988 Yes

0989 No

25 Not Applicable.

42307132



26 SPECIAL INQUIRIES

A. EMPLOYMENT BY PRIMARY FUNCTION

(List the number of employees reported in **7**, line A, by the employee's primary function.)

- 1. Selling 1131
- 2. Sales support - including office, clerical, warehousing, customer service, maintenance employees, and drivers 1132
- 3. General support of other establishments in your company - including central administrative, accounting, research, and other support employees 1133
- 4. Packaging 1135
- 5. Production - including employees who manufacture products from raw materials or semi-finished products (Report 'knockdown' assembly employees on line 6 below.) 1136
- 6. 'Knockdown' assembly - assembling preabricated components designed for a single application or reassembly of completed products 1134
- 7. Other - Specify \nearrow
 0837 1137
- 8. **TOTAL** (Sum of lines 1 through 7 should equal **7**, line A.) 1138

2012				
Paid employees				

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B. PERCENT OF DROP SHIPPED SALES

Percentage of sales (reported in **5**, line A) that were drop shipped and did not enter this establishment 1111

2012	
Whole percent of sales and receipts	
	%

C. 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 Yes - Go to line 2

1012 No - Go to **30**

2. Report the costs incurred by this establishment for contract manufacturing purchased in 2012 1013

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 1015

2012								
\$ Bil.			Mil.			Thou.		

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27-29 Not Applicable.

REMARKS *(Please use this space for any explanations that may be essential in understanding your reported data.)*

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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 →

	Month	Year		Month	Year
FROM	□ □	□ □ □ □	TO	□ □	□ □ □ □

Name of person to contact regarding this report

Title

	Area code	Number	Extension
Tele- phone	□ □ □	- □ □ □ □ □ □ □ □	- □ □ □ □ □

	Area code	Number
Fax	□ □ □	- □ □ □ □ □ □ □ □

E-mail address

	Month	Day	Year
Date completed	□ □	□ □	□ □ □ □

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

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