



2012 ECONOMIC CENSUS
Professional Equipment and Supplies

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-42313

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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

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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 →
- 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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Month	Day	Year
[] []	[] []	[] [] [] []

0060 Name of new owner or operator	0061 EIN (9 digits)
	[] [] - [] [] [] [] [] [] []

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

0063 City, town, village, etc.	0064 State	0065 ZIP Code
	[]	[] [] [] [] [] - [] [] [] []

0016 Other - Specify →

4 MONTHS IN OPERATION

Number of months in operation during 2012 (If none, mark "X" and go to 30.) 0002

	2012 Number
Mark "X" if None	[] []

42313023



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.

42313031



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

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

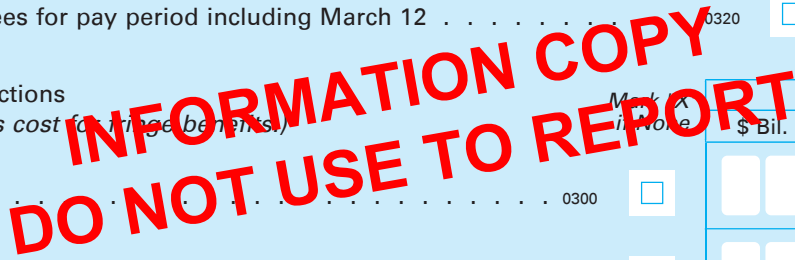
Mark "X" if None

2012

\$ Bil. Mil. Thou.

1. Annual payroll 0300

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



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

Mark "X" if None

End of 2011

\$ Bil. Mil. Thou.

\$ Bil. Mil. Thou.

--	--	--	--

--	--	--	--

2. LIFO reserve (if any)

0466

0476

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--	--	--	--

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

0468

0469

--	--	--	--

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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.

42313056



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 423 450 10 1 Surgical, medical, and hospital equipment and supplies
- 423 450 20 1 Dental equipment and supplies
- 423 460 00 1 Optical and ophthalmic goods
- 423 490 10 2 Religious and school supplies
- 423 490 20 1 Other professional equipment and supplies
- 423 610 00 1 Electrical apparatus and equipment, wiring supplies, and construction materials, including industrial controls
- 423 690 20 4 Electronic parts and equipment, including blank tapes, CDs, and computer diskettes
- 424 210 10 3 General-line drugs, pharmaceutical supplies, cosmetics, and toiletries
- 424 210 20 4 Specialty-line drug wholesaler, selling a limited line of pharmaceuticals, cosmetics, and toiletries, including first aid supplies
- 424 690 20 2 Chemicals and allied products
- 771 000 00 1 Other kind of business - *Specify* ↴

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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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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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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. Surgical, medical, and hospital equipment and supplies				
a. Surgical, medical, and hospital instruments and equipment 11011				
b. Orthopedic and prosthetic appliances and supplies, including wheelchairs, walkers, crutches, canes, and hearing aids 11012				
c. Surgical, medical, and hospital supplies 11013				
d. Add lines 1a through 1c 11000				

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. Dental equipment, instruments, and supplies				
a. Dental equipment, including chairs, x-ray machines, and cabinets 11021				
b. Dental instruments and supplies 11022				
c. Add lines 2a and 2b 11020				
3. Optical and ophthalmic goods and supplies				
a. Ophthalmic goods 11031				
b. Prescription grinding 11032				
c. Optometric equipment 11033				
d. Eyeglasses, sunglasses, contact lenses, and other optical goods 11034				
e. Optometric supplies 11035				
f. Add lines 3a through 3e 11030				
4. Religious and school supplies				
a. Religious supplies 11041				
b. School supplies 11042				
c. Add lines 4a and 4b 11040				
5. Miscellaneous professional equipment and supplies				
a. Architects' equipment and supplies 11051				
b. Drafting instruments and supplies 11052				
c. Engineers' equipment and supplies 11053				
d. Laboratory equipment and supplies 11054				
e. Scientific instruments 11055				

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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

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
5. Miscellaneous professional equipment and supplies - Continued				
f. Veterinarians' equipment and supplies, excluding veterinarians' medicines 11056				
g. Other professional equipment and supplies 11057				
h. Add lines 5a through 5g 11050				
6. Pharmaceuticals, pharmaceutical supplies, cosmetic, and toiletries, including veterinarians' medicines 13500				
7. Office and business furniture 10420				
8. Photographic equipment and supplies 10800				
9. Office equipment, excluding computers 10900				
10. New computer equipment 10920				
11. Packaged computer software, including PC game software but excluding cartridges and DVD games for video-game consoles 10950				
12. Electrical apparatus and equipment 11400				
13. Electronic parts and equipment, excluding communications equipment 11600				
14. Communications equipment and supplies 11650				
15. Stationery, office supplies, and greeting cards 13300				
16. Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum 15330				
17. Safety equipment 13170				

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CONTINUE WITH **22** 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
18. Miscellaneous commodities - <i>Specify</i> ↴				
a. <input type="text"/>	19811			
b. <input type="text"/>	19812			
c. <input type="text"/>	19813			
19. Rental and operating lease receipts	19940			
20. Receipts for service contracts	19720			
21. Receipts for installing equipment	19740			
22. Service receipts and labor charges, including installed parts				
a. Labor charges for repair work	19701			
b. Parts installed in repair work	19702			
c. Other service receipts and labor charges - <i>Specify</i> ↴				
<input type="text"/>	19703			
d. Add lines 22a through 22c	19700			
23. TOTAL (Should equal 5 , line A, if reporting in dollars.)	19990			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 **26**

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

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25 Not Applicable.

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 (*do not* 'knockdown' assembly employees on line 6 below.) 1136
- 6.** 'Knockdown' assembly - assembling prefabricated components designed for a single application or reassembly of completed products 1134

2012					
Paid employees					

7. Other - *Specify* ↴

0837 1137

8. TOTAL (*Sum of lines 1 through 7 should equal **7**, line A.*) 1138

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		
		%

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CONTINUE WITH **26** ON PAGE 14

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CONTINUE ON PAGE 14

26 SPECIAL INQUIRIES - Continued

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.
1013			
1015			

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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.)

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.

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