



2012 ECONOMIC CENSUS

Hardware, and Plumbing and Heating 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-42321

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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



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	

42321026



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.

42321034



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

	\$ Bil.	Mil.	Thou.
1. Annual payroll			
2. First quarter payroll			

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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.

	Mark "X" if None	End of 2012			Mark "X" if None	End of 2011		
		\$ Bil.	Mil.	Thou.		\$ Bil.	Mil.	Thou.
1. Total inventories before LIFO adjustment (if any)	<input type="checkbox"/>				<input type="checkbox"/>			
0460					0470			
2. LIFO reserve (if any)	<input type="checkbox"/>				<input type="checkbox"/>			
0466					0476			
3. Total inventories after LIFO adjustment (Line B1 minus line B2.)	<input type="checkbox"/>				<input type="checkbox"/>			
0468					0469			

42321042



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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.

42321059



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 423 710 00 1 Hardware
- 423 720 90 1 Plumbing and heating equipment and supplies (hydronics), including gas water heaters and other water system components
- 423 620 10 1 Electric water heaters
- 423 620 90 2 Household appliances, electric housewares, and consumer electronics
- 423 720 10 1 Gas household appliances
- 423 730 00 1 Forced-air heating and air-conditioning equipment and supplies
- 423 740 00 1 Refrigeration equipment and supplies
- 423 610 00 3 Electrical apparatus and equipment, including light fixture, light bulbs, wiring supplies, and electrical controls
- 423 830 30 1 General-purpose industrial machinery, equipment, and parts, including pumps and motors not used for hydraulics
- 423 510 11 1 Ferrous metals service center with inventory
- 423 510 12 1 Ferrous metals sales office without inventory
- 423 390 20 2 Construction materials
- 771 000 23 1 Construction contracting - *Specify* 
-
- 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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20 CLASS OF CUSTOMER

A. As a general business practice, did this establishment sell to household consumers and individual users in 2012?

0251 Yes

0252 No

B. Were 75% or more of this establishment's sales to retailers/wholesalers/distributors for resale in 2012?

0256 Yes

0257 No

C. Did this establishment require proof of business or professional license from new customers in 2012?

0276 Yes

0277 No

D. Estimate the percentage of this establishment's total sales (reported in 15, file A) by class of customer.

1. Household consumers and individual users 0261

2. Export sales 0262

3. Retailers for resale 0263

4. Wholesalers/distributors for resale 0264

5. Repair shops for use in repair work 0265

6. Manufacturing and mining industrial users for use as input goods in production 0266

7. Restaurants, hotels, food services, and contract feeding 0267

8. Businesses for end use in their own operation, not for resale or production 0268

9. Building contractors, heavy construction, and special trade contractors 0269

10. Farmers for use in farm production 0270

11. Governmental bodies (federal, state, and local) 0271

12. Other - Specify ↴

0874 0272

13. TOTAL

2012	
Percent	
<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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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 7

0759

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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. Hardware				
a. Hand tools, excluding power tools 11715				
b. Hand tools, power 11714				
c. Bolts, nuts, rivets, and other fasteners, excluding nails (Report nails on line 2.) 11712				
d. Cutlery 11713				
e. Add lines 1a through 1d 11700				
2. Nails 11142				

CONTINUE WITH 22 ON PAGE 10

42321091

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
3. Plumbing and hydronic heating equipment and supplies, including gas plumbing appliances, water heaters, and other water system components				
a. Plastic pipe fittings and valves, excluding pipes and tubing 11811				
b. Metal pipe fittings and valves, excluding pipes and tubing 11812				
c. Plumbing fixtures 11813				
d. Hydronic and gas furnace, hot water heaters 11814				
e. Electric water heaters 11819				
f. Boilers, radiators, and convectors 11815				
g. Well pumps and motors, water storage tanks, water conditioning and treatment devices 11816				
h. Other plumbing and heating equipment and supplies 11818				
i. Add lines 3a through 3h 11800				
4. Forced-air heating and air-conditioning equipment and supplies				
a. Forced air furnaces 11911				
b. Central air-conditioners 11912				
c. Heat pumps 11914				
d. Air cleaning and filtration systems 11916				
e. Compressors for air-conditioners 11917				
f. Condensing units for air-conditioners 11918				
g. Registers, grills, duct insulation, and pre-formed duct work, excluding unformed sheet metal (<i>Report unformed sheet metal on line 16.</i>) 11919				
h. Add lines 4a through 4g 11900				

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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. Refrigeration equipment and supplies, including commercial refrigerators				
a. Commercial refrigerators 12011				
b. Unit coolers for commercial refrigerators 12012				
c. Condensing units for commercial refrigerators 12013				
d. Refrigerants 12014				
e. Other commercial refrigeration equipment and supplies . . . 12015				
f. Add lines 5a through 5e 12000				
6. Iron and steel pipes and tubing 11150				
7. Alloy steel, including pipes and tubing 11170				
8. Copper and brass, including pipes and tubing 11200				
9. Aluminum shapes and forms, including pipes and tubing 11220				
10. Plastics materials and basic shapes, including pipes and tubing 15300				
11. 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				

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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
11. Plywood, panels, and millwork, including doors and windows - Continued				
f. Trusses, wood siding, and wood shingles 10626				
g. Add lines 11a through 11f 10620				
12. Nonwood roofing, nonwood siding, and insulation materials . 10720				
13. Electrical apparatus and equipment 11400				
14. Electric and gas household appliances, including room air-conditioners, excluding plumbing 11500				
15. Electronic parts and equipment, excluding communications equipment 11600				
16. Flat iron and steel products 11120				
17. Iron and steel wire and wire products, including nails 11140				
18. General-purpose industrial machinery, equipment, and parts . 12320				
19. Metalworking machinery, equipment, and parts 12330				
20. Materials handling machinery, equipment, and parts 12340				
21. Industrial containers and supplies 12450				
22. Abrasives, strapping, tape, ink, and mechanical rubber goods 12460				
23. Farm machinery, equipment, and parts 12200				
24. Lawn and garden machinery, equipment, and parts 12220				
25. Construction, forestry, and mining machinery and equipment, including parts and attachments 12100				
26. Farm supplies, including agricultural chemicals, feed, and fertilizers 15800				
27. Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum 15330				

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CONTINUE WITH **22** ON PAGE 13

CONTINUE ON PAGE 13

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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
28. Refined petroleum products, excluding liquefied petroleum (LP) 15400				
29. Liquefied petroleum (LP) 15420				
30. Sporting and recreational goods and supplies 12700				
31. Concrete, cement, sand, gravel, stone, brick, and tile 10700				
32. Other construction products and materials 10740				
33. New and rebuilt automotive and trailer parts and supplies (Report parts installed in repair work on line 43b.) 10200				
34. Household and lawn furniture 10400				
35. Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils 10540				
36. Packaged computer software, including PC game software but excluding cartridges and DVD games for video-game consoles 10950				
37. Restaurant and hotel equipment and supplies 10960				
38. Store machines and equipment 10970				
39. Paint, paint supplies, wallpaper, and wallpaper supplies 16000				
40. Flooring and floor coverings 10530				
41. Miscellaneous commodities - <i>Specify</i> ↴				
a. 19811				
b. 19812				
c. 19813				
42. Rental and operating lease receipts 19940				

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CONTINUE WITH **22** ON PAGE 14

CONTINUE ON PAGE 14

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
43. 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> ↴				
[Redacted Box] 19703				
d. Add lines 43a through 43c 19700				
44. Construction receipts 19950				
45. Receipts for installing equipment 19740				
46. Receipts for service contracts 19720				
47. 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**

2012		
\$ Bil.	Mil.	Thou.

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

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

0988 Yes

0989 No

25 Not Applicable.

42321141



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

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 prefabricated components designed for a single application or reassembly of completed products 1134

7. Other - Specify 7

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		

42321158

CONTINUE WITH 26 ON PAGE 16



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

Name of person to contact regarding this report

Title

Area code	Number	Extension
<input type="text"/>	<input type="text"/>	<input type="text"/>

Fax	Area code	Number
	<input type="text"/>	<input type="text"/>

E-mail address

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

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

42321166

