



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

FORM

WH-42327 (10-27-2011)

2012 ECONOMIC CENSUS

Industrial Machinery and Equipment

OMB No. 0607-0929: Approval Expires 12/31/2013

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-42327

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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

PENALTY FOR FAILURE TO REPORT

CONTINUE 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 ↴

Month	Day	Year

0060 Name of new owner or operator

0061 EIN (9 digits)

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

0063 City, town, village, etc.

0064 State

0065 ZIP Code

						-				
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0016 ☐ Other - Specify →

0815

4 MONTHS IN OPERATION

Mark "X"
if None

2012
Number

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

☐

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42327023

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 →

Mark "X"
if None

☐

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

Report →

☒

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

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

D. Commissions received on transactions reported on line C . . . 1124

2012		
\$ Bil.	Mil.	Thou.

E. Is this the only establishment of this firm?

0907 ☐ Yes - Go to line G

0908 ☐ No - Go to line F

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

Mark "X"
if None

☐

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.

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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 **7**.

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 ☐**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 B0487 ☐ 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

\$ Bil.

Mil.

Thou.

**1. Total inventories
before LIFO
adjustment (if any)**☐

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

42327049

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

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

A. LIFO valuation method before adjustment 0244

☐

B. First-in, First-out (FIFO) 0491

☐

C. Average cost 0492

☐

D. Standard cost 0493

☐

E. Other valuation method - Specify method

0895

0494

☐

F. TOTAL (Sum of lines A through E should equal **9**, line B1.) 0490

☐

2012		
\$ Bil.	Mil.	Thou.

11-15 Not Applicable.

16 SELECTED EXPENSES

Mark "X" if None

A. Operating expenses (Include payroll. Exclude cost of goods sold and interest expense.) 0140

☐

B. Purchases of merchandise for resale, net of returns, allowances, and trade and cash discounts (Include amounts allowed for trade-ins.) 1160

☐

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

2012		
\$ Bil.	Mil.	Thou.

17 and 18 Not Applicable.

CONTINUE ON PAGE 6

42327056



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
- 423 830 40 1 ☐ Metalworking machinery, equipment, and supplies
- 423 830 50 2 ☐ Materials handling equipment and parts, including pallets
- 423 830 30 1 ☐ General-purpose industrial machinery, equipment, and parts, including pumps and motors not used for hydraulics
- 423 830 21 1 ☐ Hydraulic and pneumatic pumps and motors
- 423 830 22 1 ☐ Hydraulic and pneumatic parts and accessories, excluding pumps and motors
- 423 830 10 1 ☐ Food-processing machinery and equipment
- 423 830 60 2 ☐ Oil field, oil well, oil refinery, and pipeline machinery, equipment, and supplies
- 423 830 70 1 ☐ Other industrial machinery and equipment
- 423 610 00 3 ☐ Electrical apparatus and equipment, including light fixtures, light bulbs, wiring supplies, and electrical controls
- 423 690 20 8 ☐ Other electronic parts and equipment, including semiconductor devices
- 423 810 00 1 ☐ Construction and mining machinery and equipment
- 423 840 50 1 ☐ Industrial valves and fittings, excluding hydraulic and pneumatic valves and fittings
- 423 710 00 1 ☐ Hardware
- 336 211 00 1 ☐ Truck equipment distributor/upfitter primarily completing trucks by installing and assembling truck bodies and/or other equipment onto truck chassis
- 777 420 00 1 ☐ Truck equipment distributor primarily reselling equipment, parts, and accessories, with or without installation onto completed vehicles
- 771 000 00 1 ☐ Other kind of business - *Specify* ↴

0701

42327064



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

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** ↴

0601

42327072



20 CLASS OF CUSTOMER**A.** As a general business practice, did this establishment sell to household consumers and individual users in 2012?0251 ☐ Yes0252 ☐ No**B.** Were 75% or more of this establishment's sales to retailers/wholesalers/distributors for resale in 2012?0256 ☐ Yes0257 ☐ No**C.** Did this establishment require proof of business or professional license from new customers in 2012?0276 ☐ Yes0277 ☐ No**D.** Estimate the percentage of this establishment's total sales (reported in 15, line 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			
			%
			%
			%
			%
			%
			%
			%
			%
			%
			%
			%
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			%
			%
			%
			%
			%
			%

100 %

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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.

1. Food-processing machinery, equipment, and parts

- a.** New commercial food-processing machinery, including baking machinery, slicers, and choppers 12231
- b.** Used commercial food-processing machinery and equipment 12233
- c.** New packing, packaging, and bottling equipment 12232
- d.** Used packing, packaging, and bottling equipment 12234
- e.** Parts and supplies for food-processing machinery and equipment 12235
- f. Add lines 1a through 1e** 12230

CONTINUE WITH 22 ON PAGE 10

CONTINUE 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. General-purpose industrial machinery, equipment, and parts				
a. New pumps, compressors, and equipment, excluding hydraulic and pneumatic pumps 12321				
b. New diesel engines, excluding automotive engines 12323				
c. New controlling, recording, and indicating instruments and accessories 12326				
d. New gasoline engines, motor parts, except electric motors, and engine electrical equipment, except auto and aircraft 12325				
e. Other new general-purpose industrial machinery and equipment 12327				
f. Used general-purpose industrial machinery and equipment 12328				
g. Parts and supplies for general-purpose industrial machinery and equipment 12329				
h. Add lines 2a through 2g 12320				
3. Hydraulic and pneumatic pumps, motors, and parts				
a. Hydraulic and pneumatic pumps 12311				
b. Hydraulic and pneumatic motors 12312				
c. Hydraulic and pneumatic pump and motor parts 12313				
d. Add lines 3a through 3c 12300				
4. Hydraulic and pneumatic valves				
a. Hydraulic valves 12391				
b. Pneumatic valves 12392				
c. Add lines 4a and 4b 12390				

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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
5. Hydraulic and pneumatic cylinders and rotary actuators				
a. Hydraulic cylinders and rotary actuators 12411				
b. Pneumatic cylinders and rotary actuators 12412				
c. Add lines 5a and 5b 12410				
6. Hydraulic and pneumatic components and assemblies				
a. Hydraulic and pneumatic components 12421				
b. Hydraulic and pneumatic assemblies 12422				
c. Add lines 6a and 6b 12420				
7. Hydraulic filters, components, accessories, and parts 12430				
8. Metalworking machinery, equipment, and parts				
a. Metalworking machinery and equipment 12331				
b. Parts and supplies for metalworking machinery and equipment 12332				
c. Add lines 8a and 8b 12330				
9. Materials handling machinery, equipment, and parts				
a. New conveying equipment 12341				
b. New hoists and cranes 12342				
c. New forklifts 12343				
d. New industrial trucks and tractors 12344				
e. Used materials handling machinery and equipment 12345				

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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
9. Materials handling machinery, equipment, and parts - Continued				
f. Parts and supplies for materials handling machinery and equipment 12346				
g. Add lines 9a through 9f 12340				
10. Oil well, oil field, oil refinery, and pipeline machinery, equipment, and supplies				
a. New oil refinery machinery and equipment 12351				
b. New oil well, oil field, and pipeline machinery and equipment 12352				
c. Used oil well, oil field, and pipeline machinery and equipment 12353				
d. Used oil refinery machinery and equipment 12354				
e. Parts and supplies for oil well, oil field, and pipeline machinery and equipment 12355				
f. Parts and supplies for oil refinery machinery and equipment 12356				
g. Add lines 10a through 10f 12350				
11. Other industrial machinery, equipment, and parts				
a. New metal smelting and refining machinery and equipment 12481				
b. New power plant machinery, excluding electrical 12482				
c. New printing trades machinery and equipment 12483				
d. Printing trades supplies 12489				
e. New textile and sewing machinery and equipment 12484				
f. New woodworking machinery 12485				
g. Industrial water treatment equipment 12488				
h. Other new industrial machinery and equipment 12486				

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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
11. Other industrial machinery, equipment, and parts - Continued				
i. Used industrial machinery and equipment 12487				
j. Parts and supplies for industrial machinery and equipment 12491				
k. Add lines 11a through 11j 11000				
12. New and rebuilt automotive and related parts and supplies (Report parts installed in repair work on line 35b.) 10200				
13. Hardware, including hand tools, bolts, nuts, and fasteners . . . 11700				
14. Flat iron and steel products 11120				
15. Iron and steel wire and wire products 11140				
16. Nonferrous metals, including magnesium, nickel, tin, lead, and zinc, excluding gemstones 11230				
17. Electrical apparatus and equipment 11400				
18. Electronic parts and equipment, excluding communications equipment 11600				
19. Communications equipment and supplies 11650				
20. New computer equipment 10920				
21. Plumbing and hydronic heating equipment and supplies, including gas plumbing appliances, water heaters, and other water system components 11800				
22. Construction, forestry, and mining machinery and equipment, including parts and attachments 12100				
23. Farm machinery, equipment, and parts 12200				
24. Lawn and garden machinery, equipment, and parts 12220				
25. Mechanical power transmission supplies 12370				
26. Industrial valves and fittings, excluding hydraulic valves and fittings 12380				

CONTINUE WITH **22** ON PAGE 14

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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				
27.	Industrial containers and supplies, including pallets and skids	12450							
28.	Abrasives, strapping, tape, ink, and mechanical rubber goods	12460							
29.	Transportation equipment, including golf carts	12630							
30.	Plastics materials and basic shapes	15300							
31.	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	15300							
32.	Safety equipment	13170							
33.	Miscellaneous commodities - <i>Specify</i> ↴								
a.		19811							
b.		19812							
c.		19813							
34.	Rental and operating lease receipts	19940							
35.	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> ↴								
		19703							
d.	Add lines 35a through 35c	19700							
36.	Receipts for service contracts	19720							
37.	Receipts for installing equipment	19740							
38. TOTAL	(Should equal 5, line A, if reporting in dollars.)	19990							100

23 Not Applicable.

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

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.		

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

0988 ☐ Yes

0989 ☐ No

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 (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					

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			
			%

CONTINUE WITH **26** ON PAGE 16

CONTINUE ON PAGE 16

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PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

42327163