



2012 ECONOMIC CENSUS

Agents, Brokers, and Electronic Markets, Durable Goods

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-42501

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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

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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

42501015



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
<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>

0060 Name of new owner or operator	0061 EIN (9 digits)
	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> - <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" 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: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> - <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" 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

	2012
	Number
<input type="checkbox"/>	<input style="width: 20px; height: 20px;" type="text"/> <input style="width: 20px; height: 20px;" type="text"/>

42501023



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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.

42501031



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			

42501049



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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"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. First-in, First-out (FIFO) 0491	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C. Average cost 0492	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. Standard cost 0493	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E. Other valuation method - Specify method 0895 <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<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"/>	<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"/>	<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"/>	<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.

42501056



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.)

Electronic Markets

0700 425 110 00 3 Business-to-business electronic markets

Agents and Brokers

425 120 31 2 Motor vehicle and motor vehicle parts and supplies agents and brokers

425 120 32 2 Furniture and home furnishings agents and brokers

425 120 33 2 Lumber and other construction materials agents and brokers

425 120 34 2 Professional and commercial equipment and supplies agents and brokers, including medical equipment

425 120 35 2 Metal and mineral (except petroleum) agents and brokers

425 120 36 2 Household appliances, electric housewares, and consumer electronics agents and brokers, including gas household appliances

425 120 37 2 Hardware, plumbing, and heating equipment and supplies agents and brokers, including electric water heaters

425 120 38 2 Machinery, equipment, and supplies agents and brokers

425 120 39 2 Miscellaneous durable goods agents and brokers

771 000 00 1 Other kind of business - Specify ↴

[Empty text box for specifying other kind of business]

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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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. Electrical apparatus and equipment				
a. Power and distribution transformers, unit substation 11411				
b. Switchgear and switchboard apparatus 11412				
c. Electric motors and generators, including motor-generator sets, excluding parts and supplies 11413				
d. Parts and supplies for electric motors and generators 11422				
e. Conduit, raceway, and fittings 11414				
f. Electric light bulbs 11415				

CONTINUE WITH 22 ON PAGE 10

42501098

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
1. Electrical apparatus and equipment - Continued				
g. Interior wiring, excluding conduit 11416				
h. Exterior wiring and cables, excluding conduit 11417				
i. Lighting fixtures 11418				
j. Industrial controls, excluding electrical transmission equipment 11419				
k. Electrical transmission equipment 11423				
l. Batteries, except automotive 11424				
m. Other electrical apparatus and equipment, including alarm systems, fuses, and lightning rods 11421				
n. Add lines 1a through 1m 11400				
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				

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CONTINUE WITH **22** 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
3. Electronic parts and equipment, excluding communications equipment				
a. Integrated circuits 11612				
b. Capacitors and resistors 11613				
c. Semiconductors 11615				
d. Electronic connectors and other passive electronic parts 11616				
e. Other electronic parts and equipment 11618				
f. Add lines 3a through 3e 11600				
4. 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				
i. Used industrial machinery and equipment 12487				
j. Parts and supplies for industrial machinery and equipment 12491				
k. Add lines 4a through 4j 12480				

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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
5. 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 11814				
e. Electric water heaters 11819				
f. Boilers, radiators, and convectors 11815				
g. Other plumbing and heating equipment and supplies 11818				
h. Add lines 5a through 5g 11800				
6. Household and lawn furniture				
a. Upholstered furniture 10411				
b. Mattresses and beds 10412				
c. Lawn and outdoor furniture 10413				
d. Sleep sofas 10415				
e. Other furniture 10414				
f. Add lines 6a through 6e 10400				
7. 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				

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CONTINUE WITH **22** ON PAGE 13

CONTINUE ON PAGE 13

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
7. Surgical, medical, and hospital equipment and supplies - Continued				
c. Surgical, medical, and hospital supplies 11013				
d. Add lines 7a through 7c 11000				
8. Electric and gas household appliances, excluding plumbing 11500				
9. Sporting and recreational goods and supplies				
a. Athletic equipment and accessories 12715				
b. Camping and fishing equipment and accessories 12714				
c. Billiards, pool, and bowling equipment and accessories . . . 12713				
d. Small firearms and ammunition for sporting and hunting, reloading equipment, archery supplies, shooting aids, and accessories 12711				
e. Marine pleasure craft, equipment, and accessories 12717				
f. Bicycles and bicycle parts and accessories, including tires and tubes 12712				
g. Skiing and snowboarding equipment 12716				
h. Swimming pools and swimming pool supplies 12719				
i. Go-carts 12721				
j. Other sporting and recreational goods, including bingo supplies and playground equipment 12718				
k. Add lines 9a through 9j 12700				
10. Hardware				
a. Hand tools, excluding power tools 11715				
b. Hand tools, power 11714				

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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
10. Hardware - Continued				
c. Bolts, nuts, rivets, and other fasteners, excluding nails (Report nails on line 14.) 11712				
d. Cutlery 11713				
e. Window treatment parts and accessories 11716				
f. Add lines 10a through 10e 11700				
11. New and rebuilt automotive and trailer parts and supplies (Report parts installed in repair work on line 29)				
a. Brake parts, including fluid and all disk and drum parts . . . 10214				
b. Engine parts, excluding electrical parts 10219				
c. Other automotive parts and supplies 10223				
d. Automotive accessories, excluding car stereos and CD players 10224				
e. Add lines 11a through 11d 10200				
12. New and used automobiles, crossovers, motorcycles, and trailers				
a. New automobiles, including crossovers 10111				
b. Used automobiles, including crossovers 10112				
c. Motorcycles 10113				
d. Utility trailers 10114				
e. All-terrain vehicles (ATVs), snowmobiles, motor scooters, mopeds, and other motorized recreational-use vehicles . . . 10115				
f. Add lines 12a through 12e 10100				
13. Transportation equipment, including golf carts 12630				
14. Iron and steel wire and wire products, including nails 11140				

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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
15. Toys and hobby goods and supplies				
a. Video game players and consoles, including dedicated game terminals and hand-held electronic games 12811				
b. Video games, excluding PC game software 12816				
c. Toys and games, including children's vehicles 12812				
d. Crafts and craft supplies 12813				
e. Other hobby goods and supplies 12814				
f. Fireworks and firecrackers 12815				
g. Add lines 15a through 15f 12800				
16. Semi-finished iron and steel products 11100				
17. Flat iron and steel products 11120				
18. Iron and steel pipes and tubing 11150				
19. Other iron and steel products 11160				
20. Stainless steel 11180				
21. Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils 10540				
22. Office and business furniture 10420				
23. Plywood, panels, and millwork, including doors, windows, and wood fence				
a. Wood millwork, including moldings, doors, windows, and cabinets 10624				
b. Other panel products, including hardwood plywood, hardwood veneer, and particleboard 10622				
c. Add lines 23a and 23b 10620				

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CONTINUE WITH **22** ON PAGE 16

CONTINUE ON PAGE 16

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
24. Nonwood roofing, nonwood siding, and insulation materials				
a. Nonwood roofing 10721				
b. Nonwood siding 10722				
c. Insulation materials 10723				
d. Add lines 24a through 24c 10720				
25. New computer equipment				
a. Computers 10921				
b. Computer storage devices 10922				
c. Computer printers 10923				
d. Other computer peripheral equipment 10924				
e. Add lines 25a through 25d 10920				
26. Restaurant and hotel equipment and supplies 10960				
27. Miscellaneous commodities - Specify ↴				
a. <input type="text"/> 19811				
b. <input type="text"/> 19812				
c. <input type="text"/> 19813				
28. Rental and operating lease receipts 19940				
29. Service receipts and labor charges, including installed parts 19700				
30. TOTAL (Should equal 5, line A, if reporting in dollars.) 19990				100

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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.
<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 *(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	
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>

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	
<input type="text"/>	%

CONTINUE WITH **26** ON PAGE 18

CONTINUE ON PAGE 18

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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.

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