



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

FORM

IA-97142 (05-30-2012)

2012 ECONOMIC CENSUS

Puerto Rico - Wholesale Trade

OMB No. 0607-0937: 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.

IA-97142

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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 and an Act of the Legislature of Puerto Rico No. 11 of March 27, 1950, require 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 laws, **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-PR, Employer's Quarterly Federal Tax Return or Form 944-PR, Employer's Annual 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

0035 Number and street or location description

0032 ☐ No - Enter —————→
physical location

0036 City, town, etc.

0037 State, PR, etc.

0038 ZIP Code

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

CONTINUE WITH **2** ON PAGE 2

2 PHYSICAL LOCATION - Continued**B.** Municipio where this establishment is physically located

0049

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 operation0013 ☐ Temporarily or seasonally inactive0014 ☐ Ceased operation - Give date at right0015 ☐ Sold or leased to another operator - Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below

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

0060 Name of new owner or operator

0061 EIN (9 digits)

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

0063 City, town, etc.

0064 State, PR, etc.

0065 ZIP Code

0016 ☐ Other status - Specify

0815

4 MONTHS IN OPERATION IN 2012

Mark "X" if None

2012

Number of months

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

☐

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

97142020

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.	Dol.
	2	036	

EXAMPLE

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012

A. Sales and operating receipts (Include the gross selling value of business conducted for others. Include shipping and handling charges.) 0100

Mark "X"
if None

☐

2012			
\$ Bil.	Mil.	Thou.	Dol.

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.	Dol.

D. Commissions received on transactions reported on line C 1124

E. Is this the only establishment of this firm?

0907

☐

Yes - Go to **6**

0908

☐

No - Go to line F

F. Percent of products sold by this establishment manufactured or mined in the United States, Puerto Rico, or U.S. territories by **your company** or its subsidiaries 1125

Mark "X"
if None

☐

2012	
Percent	
	%

G. Value of transfers to other establishments within your company (Exclude from line A.) 0905

Mark "X"
if None

☐

2012			
\$ Bil.	Mil.	Thou.	Dol.

97142038

6 E-COMMERCE SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012**A.** Were any of the sales and/or operating receipts reported in **5**, line A a result of ecommerce transactions?

(E-commerce includes sales, commissions, rents, or fees collected from any transactions completed online. Transactions are sales of goods and services where an order is placed by the buyer, or price and terms of sale are negotiated online. Payment for these goods or services may or may not be made online. Please see the information sheets for further clarification.)

E-commerce transactions include:

- Internet
- E-mail
- Extranet
- Electronic Data Interchange (EDI)
- Other online systems

0181 ☐ Yes - Go to line B0182 ☐ No - Go to **7****B.** Percent of total sales and/or operating receipts reported in **5**, line A that are a result of e-commerce transactions. (Include the gross selling value of business sold, less for others. Include shipping and handling charges. Exclude sales taxes. Report whole percents. Estimates are acceptable.) 0109

2012			
Whole percent of sales and receipts			
<input type="text"/>	<input type="text"/>	<input type="text"/>	%

7 EMPLOYMENT AND PAYROLL**Include:**

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941-PR, Employer's Quarterly Federal Tax Return, or Form 944-PR, Employer's Annual Federal Tax Return, and filed under the Employer Identification Number (EIN) shown to the left of the mailing address or corrected in **1**.

For further clarification, see information sheets.

Mark "X" if None

A. Number of paid employees for pay period including March 12 (Exclude proprietors and partners.) 0320☐

2012					
Number					
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

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

Mark "X" if None

1. Annual payroll for 2012 0300

☐

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

☐

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

C. Employer's cost for benefits

Mark "X" if None

1. Payroll taxes and any other legally required employee benefits . . . 0221

☐

2. Voluntarily provided benefits (Include such items as payments for life insurance, medical insurance, pensions, etc.) 0222

☐3. **TOTAL** (Add lines C1 and C2) 0220☐

2012		
\$ Mil.	Thou.	Dol.
<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"/>

8 Not Applicable.
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97142046

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

9 INVENTORIES

Report inventories using current cost (if using Last-in, First-out (LIFO) method of valuation, adjust to obtain First-in, First-out (FIFO) or current cost).

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

0486 ☐ Yes - Go to line B

0487 ☐ No - Go to **12**

B. Total inventories (Report the total value of merchandise inventories the establishment owned.)

Mark "X" if None	End of 2012				Mark "X" if None	End of 2011			
	\$ Bil.	Mil.	Thou.	Dol.		\$ Bil.	Mil.	Thou.	Dol.
<input type="checkbox"/>					<input type="checkbox"/>				
0460					0470				

C. Value of the inventories stored on a remote, OUTSIDE Puerto Rico. Do not report inventory held in Foreign Trade Zones or in bonded warehouses in the U.S. that should be reported in line B.)

Mark "X" if None	End of 2012				Mark "X" if None	End of 2011			
	\$ Bil.	Mil.	Thou.	Dol.		\$ Bil.	Mil.	Thou.	Dol.
<input type="checkbox"/>					<input type="checkbox"/>				
9740					9739				

10 and 11 Not Applicable.

12 LEGAL FORM OF ORGANIZATION


A. Legal form of organization that best describes this establishment at the end of 2012 (Mark "X" only ONE box.)

0691 ☐ Individual (sole) proprietorship

0692 ☐ Partnership

0693 ☐ Cooperative organization

0694 ☐ Corporation - Go to line B

0696 ☐ Other - Specify 

0806

B. If a corporation:

Type of corporation (Mark "X" only ONE box.)

8913 ☐ Private corporation (nonprofit)

8911 ☐ Private corporation (for-profit)

8912 ☐ Public corporation

13 CAPITAL EXPENDITURES AND DEPRECIATION CHARGES

Report the dollar value of capital expenditures including value of acquisitions under capital leases. Do not report rental payments made under operating leases.

A. Capital expenditures in 2012 for buildings and machinery

1. Buildings and structures, including building and leasehold improvements (Exclude land.) 0528 ☐

2. Machinery and equipment (Include vehicles.) 0534 ☐

3. Total capital expenditures (Exclude land.) 0521 ☐

B. Depreciation charges in 2012 for buildings, structures, and leasehold improvements, equipment and machinery that your company owns or acquired under a capital lease agreement. 0540 ☐

Mark "X" if None	2012		
	\$ Mil.	Thou.	Dol.
	<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"/>

14 RENTAL PAYMENTS

(Exclude capital leases (leases with a contract to own at the end of the lease).)

A. Rental or lease of machinery, equipment, and other items, excluding computer software 0552 ☐

B. Rental or lease of land, buildings, structures, store space, and offices 0551 ☐

Mark "X" if None	2012		
	\$ Mil.	Thou.	Dol.
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

15 Not Applicable.

16 SELECTED EXPENSES

A. Communication services (Include telephone, cellular phones, Internet, fax, and related service contracts.) 0402 ☐

B. Computer services (Include data processing and software.) 0398 ☐

C. Office supplies 0399 ☐

D. Purchased maintenance and repair of machinery and equipment 0401 ☐

E. Purchased maintenance and repair of buildings, structures, offices, and their integral parts (elevators, etc.) 0400 ☐

F. Cost of products bought for resale (Include the total cost of all products bought for resale that you owned in 2012 (net of returns, allowances, and trade and cash discounts, but including amounts allowed for trade-ins) whether or not payment was made during the year). 0426 ☐

G. All other operating expenses (Include payroll, benefits, utilities, depreciation, etc. Exclude cost of goods sold, interest, capital expenditures, and bad debt.) 0140 ☐

H. Interest paid 5050 ☐

Mark "X" if None	2012		
	\$ Mil.	Thou.	Dol.
	<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"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

17 and 18 Not Applicable.

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97142061

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

19 A. PRINCIPAL KIND OF BUSINESS

Which **ONE** of the following best describes this establishment's **PRINCIPAL kind of business** in 2012?
(Mark "X" only **ONE** box. Continue with **19** on the following pages.)

Motor vehicle and motor vehicle parts and supplies

- 0700
- 423 110 00 4 ☐ Wholesaler of automobiles and other motor vehicles, new and used
- 423 120 00 1 ☐ New motor vehicle parts excluding tires and tubes
- 423 130 00 1 ☐ Tires and tubes
- 423 140 00 3 ☐ Used parts dealers
- 441 110 00 2 ☐ New motor vehicle dealer
- 441 120 00 2 ☐ Motor vehicle sales, used only
- 441 310 00 B ☐ New or used automotive parts and accessories store

Furniture and homefurnishings

- 423 210 00 1 ☐ Household, lawn, office, and business furniture including church pews and school desks
- 423 220 00 1 ☐ Household china, glassware, crockery, linens, domestics, curtains, draperies, floor coverings including carpet pads, and other homefurnishings

Lumber and other construction materials

- 423 310 00 1 ☐ Lumber, plywood, millwork, and wood panels, including wood roofing and siding
- 423 320 00 2 ☐ Brick, block, clay/cement sewer pipe, sand, gravel, stone, asphalt, cement, concrete mixtures, and related products
- 423 330 00 1 ☐ Roofing, siding, and insulation materials
- 423 390 00 1 ☐ Other construction materials including flat glass, ironwork and fencing accessories

Professional and commercial equipment and supplies

- 423 410 00 3 ☐ Photographic equipment and supplies
- 423 420 00 1 ☐ Office equipment, excluding furniture
- 511 210 00 9 ☐ Software publishers including developing and publishing or publishing only of packaged software
- 541 511 00 5 ☐ Custom computer programming services
- 541 512 10 6 ☐ Systems integrators engaged in the development or modification of software and the "bundling" of software with computers and peripheral equipment to create an integrated system designed for a specific application
- 423 430 00 3 ☐ Computer and peripheral equipment and software (*packaged*)
- 423 440 00 1 ☐ Restaurant and hotel equipment and supplies, store machines and equipment and other commercial equipment, and supplies
- 423 450 00 1 ☐ Medical, surgical, dental, and hospital equipment and supplies
- 423 460 00 1 ☐ Optical and ophthalmic goods
- 423 490 00 1 ☐ Other professional equipment and supplies, including school supplies and equipment, religious supplies, scientific instruments, and surveying equipment and supplies

CONTINUE WITH **19** ON PAGE 8

CONTINUE ON PAGE 8

97142079



19 A. PRINCIPAL KIND OF BUSINESS - Continued**Metal and mineral, except petroleum**

- 0700 423 510 00 1 ☐ Ferrous/nonferrous metal service center or sales office distributing products including cast iron pipes, metal bars, plates, sheets, pipes, and nails
- 423 520 00 1 ☐ Coal, other minerals, and ores

Electrical and electronic goods

- 423 610 00 1 ☐ Electrical apparatus and equipment, wiring supplies, and construction materials, including industrial controls
- 423 620 00 3 ☐ Electrical household appliances excluding water heaters
- 423 690 00 1 ☐ Communication equipment and supplies including blank audio and video tapes and other electronic parts and equipment

Hardware, and plumbing and heating equipment and supplies

- 423 710 00 1 ☐ Hardware
- 423 720 00 2 ☐ Plumbing and heating equipment and supplies, i.e. hydronics
- 423 730 00 3 ☐ Warm air heating and air-conditioning equipment and supplies
- 423 740 00 1 ☐ Refrigeration equipment and supplies

Machinery, equipment, and supplies

- 423 810 00 1 ☐ Construction and mining machinery and equipment
- 423 820 00 1 ☐ Farm, lawn, and garden machinery and equipment
- 423 830 00 1 ☐ Other industrial machinery and equipment including food processing machinery and equipment, hydraulic and pneumatic (*fluid power*) pumps, motor, and parts
- 423 840 60 2 ☐ Industrial supplies including mechanical power transmission supplies, welding supplies, containers, valves and fitting, except fluid power
- 423 850 00 1 ☐ Service establishment equipment and supplies including beauty, barber, custodial (*janitorial*), laundry, and dry-cleaning equipment and supplies
- 423 860 00 3 ☐ Transportation equipment and supplies (*except motor vehicle and marine pleasure craft*) including aircraft, aeronautical, and marine machinery equipment and supplies

Miscellaneous durable goods

- 423 910 00 1 ☐ Sporting and recreational goods and supplies
- 423 920 00 1 ☐ Toys and hobby goods and supplies
- 423 930 00 1 ☐ Recyclable material including iron and steel scrap, recyclable paper and paperboard, and other recyclable products
- 423 940 10 3 ☐ Jewelry, watches, diamonds, gemstones, silverware, and other precious metal
- 423 990 00 3 ☐ Miscellaneous durable goods including forest products (*except lumber*), extinguishers, fire safety equipment, musical instruments and supplies, prerecorded compact discs, audio tapes, phonograph records, luggage, and works of art

CONTINUE WITH **19** ON PAGE 9

CONTINUE ON PAGE 9

97142087

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

19 A. PRINCIPAL KIND OF BUSINESS - Continued

Paper and paper products

- 0700 424 110 00 3 ☐ Printing and writing paper
- 424 120 00 1 ☐ Stationery, office supplies, and greeting cards
- 424 130 00 2 ☐ Industrial and personal service paper including paper and plastic eating utensils and dishes, paper napkins and bags, and sanitary paper products

Drugs and druggists' sundries

- 424 210 00 1 ☐ Drugs and druggists' sundries

Apparel, piece goods, and notions

- 424 310 00 2 ☐ Piece goods, notions, and other dry goods
- 424 320 00 1 ☐ Men's and boys' clothing and furnishings
- 424 330 00 1 ☐ Women's, children's, and infants' clothing and accessories
- 424 340 00 1 ☐ Footwear

Grocery and related products

- 452 910 10 1 ☐ Warehouse club
- 424 410 00 1 ☐ General-line groceries, including dried milk
- 424 420 00 1 ☐ Packaged frozen food
- 424 430 00 1 ☐ Dairy products excluding dried and canned
- 424 440 00 1 ☐ Poultry and poultry products
- 424 450 00 4 ☐ Confectioneries
- 424 460 00 1 ☐ Fish and seafood
- 424 470 00 3 ☐ Meat and meat products excluding canned, packaged frozen or boxed beef
- 424 480 00 1 ☐ Fresh fruits and vegetables
- 424 490 00 1 ☐ Other grocery specialties including coffee, tea, spices, bread, baked goods, soft drinks, bottled water, beverage concentrates, canned foods, food and beverage basic materials

Farm product raw materials

- 424 510 00 1 ☐ Grain and field beans
- 424 520 00 1 ☐ Livestock
- 424 590 00 2 ☐ Other farm product raw materials including hides, skins, leaf tobacco, wool, and cotton

Chemical and allied products

- 424 610 00 1 ☐ Plastics materials and basic shapes and forms
- 424 690 00 1 ☐ Other chemicals and allied products including industrial gases and excluding liquefied petroleum

CONTINUE WITH **19** ON PAGE 10

CONTINUE ON PAGE 10

97142095



19 A. PRINCIPAL KIND OF BUSINESS - Continued**Petroleum and petroleum products**

- 0700
- 424 710 00 3 ☐ Bulk stations and terminals including liquefied petroleum, sold for resale
- 424 720 00 2 ☐ Petroleum distributor with no storage capacity
- 454 310 00 1 ☐ Fuel dealer including heating oil and liquefied petroleum gas (*except gasoline stations*)
- 447 110 00 7 ☐ Gasoline station with convenience store
- 447 190 10 9 ☐ Gasoline station with no convenience store
- 523 130 00 4 ☐ Petroleum futures commodity traders

Beer, wine, and distilled alcoholic beverage

- 424 810 00 1 ☐ Beer and ale
- 424 820 00 1 ☐ Wine and distilled alcoholic beverages

Miscellaneous nondurable goods

- 424 910 00 1 ☐ Farm supplies
- 424 920 00 1 ☐ Books, periodicals, newspapers, and other printed materials
- 424 930 00 1 ☐ Flowers, plants, trees, nursery stock, and florists' supplies
- 424 940 00 1 ☐ Tobacco and tobacco products
- 444 120 00 2 ☐ Retail paint and wallpaper store or dealer
- 424 950 00 1 ☐ Paints, varnishes, wallpaper, and supplies
- 424 990 00 1 ☐ Miscellaneous nondurable goods including art materials and supplies, textile bags and bagging, yarns, leather products, and wigs

Other kind of business

- 772 000 00 1 ☐ Other kind of business - *Specify* ↴

0701

19 B. PRINCIPAL TYPE OF OPERATION

Which ONE of the following best describes this establishment's **PRINCIPAL type of operation** in 2012?
(Mark "X" only ONE box. Continue with **19** on the following pages.)

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**

CONTINUE WITH **19** ON PAGE 11

CONTINUE ON PAGE 11

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

19 B. PRINCIPAL TYPE OF OPERATION - Continued

Agent, broker, or commission merchant

- 0600
- 41 ☐ Auction company
- 42 ☐ Broker, representing buyers and sellers
- 43 ☐ Commission merchant
- 44 ☐ Import agent
- 45 ☐ Export agent
- 46 ☐ Manufacturers' 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

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 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 sales and receipts generated from exports *(Include all exports from Puerto Rico to foreign countries, the United States, and U.S. territories)*

0262

2012			
Whole percent of sales and receipts			
<input type="text"/>	<input type="text"/>	<input type="text"/>	%


CONTINUE WITH **20** ON PAGE 12

CONTINUE ON PAGE 12

97142111

20 CLASS OF CUSTOMER - Continued

E. Excluding the exports reported in line D, estimate the percentage of this establishment's total sales (reported in **5**, line A) by class of customer. (Circle all that apply and then report percentages for the items circled.)

		2012	
		Whole percent of sales and receipts	
1.	Household consumers	0261	<input type="text"/> <input type="text"/> <input type="text"/> %
2.	Retailers	0263	<input type="text"/> <input type="text"/> <input type="text"/> %
3.	Wholesalers	0264	<input type="text"/> <input type="text"/> <input type="text"/> %
4.	Repair shops for use in repair work	0265	<input type="text"/> <input type="text"/> <input type="text"/> %
5.	Manufacturing and mining industrial users for use as input goods in production	0266	<input type="text"/> <input type="text"/> <input type="text"/> %
6.	Restaurants, hotels, food services, and contract feeding	0267	<input type="text"/> <input type="text"/> <input type="text"/> %
7.	Businesses for end use in their own operation, not for resale or production	0268	<input type="text"/> <input type="text"/> <input type="text"/> %
8.	Building contractors, heavy construction, and special trade contractors	0269	<input type="text"/> <input type="text"/> <input type="text"/> %
9.	Farmers for use in farm production	0270	<input type="text"/> <input type="text"/> <input type="text"/> %
10.	Federal government	0258	<input type="text"/> <input type="text"/> <input type="text"/> %
11.	Commonwealth government	0259	<input type="text"/> <input type="text"/> <input type="text"/> %
12.	Municipal government	0260	<input type="text"/> <input type="text"/> <input type="text"/> %
13.	Other - Specify 		
	0874 <input type="text"/>	0272	<input type="text"/> <input type="text"/> <input type="text"/> %
14. TOTAL	(Add lines E1 through E13 - should add to 100%)		<input type="text"/> 1 <input type="text"/> 0 <input type="text"/> 0 %

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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 categories 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.	Dol.	Percent
				39

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012

Report sales for each merchandise line sold by this establishment, either as a dollar figure or as a whole percent of total sales reported in **5**, line A. See **HOW TO REPORT DOLLAR FIGURES** on page 3 and **HOW TO REPORT PERCENTS** above.

Description of sales, shipments, receipts, or revenue

2012

Report thousands of dollars OR whole percents.
Estimates are acceptable.

	\$ Bil.	Mil.	Thou.	Dol.	Percent
1. New and used automobiles and motorcycles 10100					
2. Trucks, vans, and tractors 10130					
3. New and rebuilt automotive parts and supplies 10200					
4. Used automotive parts, accessories, and equipment 10240					
5. Petroleum products marketing equipment 10250					
6. Tires and tubes 10300					
7. Household and lawn furniture 10400					

CONTINUE WITH **22** ON PAGE 14

CONTINUE ON PAGE 14

97142137

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012 - Continued

Description of sales, shipments, receipts, or revenue		2012				
		Report thousands of dollars OR whole percents. Estimates are acceptable.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
8. Office and business furniture	10420	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
9. Household china, glassware, crockery, and plastic housewares, excluding paper dishes, cups, napkins, and plastic utensils	10500	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
10. Linens, domestics, curtains, and draperies	10520	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
11. Flooring and floor coverings	10530	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
12. Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	10540	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
13. Rough, dressed, and finished dimensional lumber	10600	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
14. Plywood, panels, and millwork	10620	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
15. Concrete, cement, sand, gravel, stone, brick, block, and tile	10700	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
16. Nonwood roofing, nonwood siding, and insulation materials	10720	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
17. Flat glass and other construction glass	10730	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
18. Construction products and materials	10740	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
19. Photographic equipment and supplies	10800	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
20. Office equipment, excluding computers	10900	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
21. New computer equipment	10920	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
22. Packaged computer software, including game software and cartridges	10950	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
23. Restaurant and hotel equipment and supplies	10960	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
24. Store machines and equipment	10970	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
25. Surgical, medical, and hospital supplies	11000	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
26. Dental equipment, instruments, and supplies	11020	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012 - Continued

Description of sales, shipments, receipts, or revenue		2012				
		Report thousands of dollars OR whole percents. Estimates are acceptable.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
27. Optical and ophthalmic goods and supplies	11030					
28. Religious and school supplies	11040					
29. Miscellaneous professional equipment and supplies	11050					
30. Iron and steel products	11100					
31. Copper and brass, including pipes and tubing	11200					
32. Aluminum shapes and forms, including pipes and tubing	11220					
33. Nonferrous metals, including magnesium, nickel, tin, lead, and zinc, excluding gemstones	11230					
34. Coal and coke	11300					
35. Minerals and ores, excluding coal, gemstones, and crude oil	11320					
36. Electrical apparatus and equipment	11400					
37. Electric and gas household appliances, excluding plumbing	11500					
38. Electronic parts and equipment, including computer components	11600					
39. Hardware	11700					
40. Plumbing and hydronic heating equipment and supplies, including gas appliances, water heaters, and other water system components	11800					
41. Forced-air heating and air-conditioning equipment and supplies	11900					
42. Refrigeration equipment and supplies, including commercial refrigerators	12000					
43. Construction, forestry, and mining machinery and equipment, including parts and attachments	12100					
44. Farm machinery, equipment, and parts	12200					

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012 - Continued

Description of sales, shipments, receipts, or revenue	2012				
	Report thousands of dollars OR whole percents. Estimates are acceptable.				
	\$ Bil.	Mil.	Thou.	Dol.	Percent
45. Lawn and garden machinery, equipment, and parts 12220	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
46. Food-processing machinery, equipment, and parts 12230	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
47. Hydraulic and pneumatic pumps, motors, and parts 12300	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
48. General-purpose industrial machinery, equipment, and parts 12320	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
49. Metalworking machinery, equipment, and parts 12330	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
50. Materials handling machinery, equipment, and parts 12340	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
51. Oil well, oil refinery, and pipeline machinery, equipment, and supplies 12350	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
52. Other industrial machinery, equipment, and parts 12360	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
53. Mechanical power transmission supplies 12370	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
54. Industrial valves and fittings, excluding hydraulic valves and fittings 12380	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
55. Welding supplies, excluding gases 12440	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
56. Industrial containers and supplies 12450	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
57. Other industrial supplies 12460	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
58. Beauty and barber equipment and supplies 12500	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
59. Janitorial equipment and supplies 12520	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
60. Laundry and dry-cleaning equipment and supplies 12530	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
61. Other service establishment equipment and supplies 12540	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
62. Aircraft and aeronautical equipment and supplies 12600	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
63. Marine machinery, equipment, and supplies 12620	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012 - Continued

Description of sales, shipments, receipts, or revenue	2012				
	Report thousands of dollars OR whole percents. Estimates are acceptable.				
	\$ Bil.	Mil.	Thou.	Dol.	Percent
64. Other transportation equipment and supplies 12630					
65. Sporting and recreational goods and supplies 12700					
66. Toys and hobby goods and supplies 12800					
67. Ferrous metal scrap 12900					
68. Nonferrous metal scrap 12920					
69. Recyclable paper and paperboard 12930					
70. Recyclable materials, excluding metals and paper 12940					
71. Jewelry, diamonds, gemstones, and watches, including plated ware and silverware 13000					
72. Musical instruments and supplies (<i>Report sheet music on line .</i>) 13100					
73. Forest products, except lumber 13120					
74. Printing and writing paper 13200					
75. Stationery, office supplies, and greeting cards 13300					
76. Paper and plastic products 13400					
77. Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries, including first aid supplies 13500					
78. Knit and woven piece goods 13600					
79. Notions, including buttons, ribbons, lace, sewing accessories, zippers, and bindings 13700					
80. Men's and boys' clothing 13800					
81. Women's, misses', and girls' clothing 13900					
82. Infants' and children's clothing, to size 6X 13920					

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012 - Continued

Description of sales, shipments, receipts, or revenue		2012				
		Report thousands of dollars OR whole percents. Estimates are acceptable.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
83. Footwear	14000					
84. Packaged frozen food	14100					
85. Dairy products, excluding dried, canned, condensed, and evaporated dairy products	14200					
86. Poultry and poultry products, excluding canned and frozen poultry products	14300					
87. Confectioneries	14400					
88. Fish and seafood, excluding canned and frozen fish and seafood	14500					
89. Fresh meat and meat products	14600					
90. Fresh fruits and vegetables	14700					
91. Coffee, tea, and powdered drink mixes	14800					
92. Bread, baked goods, and baking ingredients	14820					
93. Nonperishable (<i>canned and packaged</i>) food	14830					
94. Food and beverage basic materials, including flavoring extracts, fruit peel, sausage casings, hop extract, malt, and yeast	14870					
95. Soft drinks, bottled water, juices, and nonalcoholic beverages	14850					
96. Other grocery specialties	14880					
97. Grains, beans, and seeds	14900					
98. Cattle, hogs, sheep, and goats	15000					
99. Hides, skins, and pelts	15100					
100. Leaf tobacco	15120					
101. Wool, wool tops, and mohair	15130					

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012 - Continued

Description of sales, shipments, receipts, or revenue		2012				
		Report thousands of dollars OR whole percents. Estimates are acceptable.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
102. Inedible farm products	15140					
103. Raw cotton	15200					
104. Plastics materials and basic shapes, including pipes and tubing	15300					
105. Industrial gases	15320					
106. Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum	15330					
107. Refined petroleum products, excluding liquefied petroleum (LP)	15400					
108. Liquefied petroleum (LP)	15420					
109. Crude oil	15500					
110. Beer and ale	15600					
111. Wine and distilled alcoholic beverages	15700					
112. Farm supplies, including agricultural chemicals	15800					
113. Tobacco and tobacco products	15900					
114. Paint, paint supplies, wallpaper, and wallpaper supplies . .	16000					
115. Books, periodicals, newspapers, and other printed materials	16100					
116. Flowers and florists' supplies	16110					
117. Art goods, including novelties and souvenirs	16120					
118. Textile bags, bagging, and burlap	16130					
119. Miscellaneous nondurable goods, including wigs, yarns, and leather products	16150					

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE IN 2012 - Continued

Description of sales, shipments, receipts, or revenue		2012				
		Report thousands of dollars OR whole percents. Estimates are acceptable.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
120. Miscellaneous commodities - Specify						
a.	19811					
b.	19812					
c.	19813					
d. Add lines 120a through 120c	19910					
121. Nonmerchandise receipts, such as rental and operating lease receipts, service receipts and labor charges, including installed parts	19700					
122. TOTAL (Should equal 5 , line A, if reporting in dollars.)	19990					100

23-25 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.)Cen-
sus
use
Number of IRS 941-PR
employees reported in **7**,
line A by 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 assembly employees on line 6 below.) | 1136 | | | | | |
| 6. Assembly - assembling prefabricated components designed for a single application or reassembly of completed products | 1134 | | | | | |
| 7. Other - Specify  | | | | | | |
| 0837 | 1137 | | | | | |
| 8. TOTAL (Add lines 1 through 7) | 1138 | | | | | |

(Total should
equal **7**, line A)CONTINUE WITH **26** ON PAGE 21

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26 SPECIAL INQUIRIES - Continued

B. STORAGE SPACE

Include only usable under-roof storage space. Exclude space occupied by interior walls, permanent aisles, elevator shafts, stairways, offices, shipping platforms, etc.

Mark "X" if None

2012

Square feet as of December 31

Warehouse, stockroom, or other inventory storage space at the end of 2012 . . . 1900

☐

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27-29 Not Applicable.

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

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30 CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

☐

Yes

☐

No - Enter time period covered →

FROM	Month	Year	TO	Month	Year

Name of person to contact regarding this report

Title

Area code	Number	Extension

Tele-
phone

Area code	Number

Fax

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.

97142210

